

# SOLUTIONS

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## McClarin's Team Challenge Wins Award



Mike Graft, assembler at McClarin Plastics, works diligently on the cover for an industrial lift in one of the company's Penn Township plants. McClarin was recognized and awarded Manufacturer of the Year by The Manufacturer's Association of South Central Pennsylvania.

### McClarin Plastics is awarded Manufacturer of the Year!

**P**resident Todd Kennedy's goal when he purchased McClarin Plastics 22 years ago, was to grow the business with dedication and a winning team of individuals who would support his efforts.

The story begins with Kennedy's keen sense that technology advances in other countries, and U.S. businesses outsourcing manufacturing jobs to those countries, would soon be a major roadblock to the manufacturing industry. This prediction set him on a course to reinvent his company.

Kennedy decided to increase the involvement of his employees in order to overcome these barriers. He also wanted to improve their awareness about McClarin's standards and goals, while educating them further on company procedures and expectations. With new aspirations in mind, he decided to appoint a top-notch management force to help.

The all-star team Kennedy formed started with the hire of Michael J. Clifford as Vice President/Finance. Michael was brought on board to analyze the company's technology needs and associated costs. Roger C. Kipp was another key player added to the team. Because of his sales expertise, Roger was appointed Vice President of Marketing and Engineering. To complete the team, Kennedy hired Jeff Geiman, who was recently promoted to Vice President of Operations. Jeff added talent and

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excitement to the manufacturing process.


As a result, McClarin is winning awards. Kennedy's focus on going beyond the customer's expectations with innovation, technology, and community involvement has improved

McClarin's status within the marketplace and overcome manufacturing obstacles.

McClarin Plastics has shown innovation and has improved their technology advances by focusing on the customer. It's not just about manufacturing a part. It's about going above and beyond; making the part better and customizing the part to fit the customer's needs.

The company's new robot machinery is right in line with McClarin's objective to remain current in manufacturing developments. This new piece of equipment enables McClarin to increase efficiencies and cut costs by making quality parts faster.

In addition to their customer dedication, McClarin devotes time and effort into their employees. One of the biggest challenges over the years says Kennedy, has been getting employees to stay on track and focus on the work. In the past, employees would quit after only one year. Kennedy believes this turnover was due to the fact that they did not feel they were succeeding. The management team decided to train employees on both the manufacturing and business aspects of the company. This decision improved not only the importance of McClarin's employees, but their reputation.

Overall, it may have been a surprise to receive the award, but it's obvious McClarin's strategies paid off. **"We know there's not one person in the company who hasn't contributed to this accomplishment,"** Kennedy said. The award only proves that others are noticing McClarin's efforts and achievements. 



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# Workshop **WOW!**

## McClarin workshop adds value and cultivates a healthy partnership!

**M**cClarin Plastics recently hosted a workshop for the engineering department of Ingersoll-Rand's Road Machinery Division. Roger C. Kipp, VP of Marketing and Engineering, said the workshop allowed McClarin to present the effectiveness of plastic and fiberglass assembly, and further evaluate continuous improvement opportunities for both companies.

The workshop took place this spring at McClarin Plastics location in Hanover, PA. The attendance from both companies was very positive with 10 participants from McClarin, including President Todd Kennedy and 8 participants from Ingersoll-Rand. The workshop included an educational overview of McClarin Plastics and covered topics such as a company profile and background, market position, thermoform processes, design

parameters, tooling options, cost saving tactics, and case studies.

Chuck Cox, Manufacturing Sales Representative for McClarin, said the workshop was an opportunity for McClarin to demonstrate the potential of plastic to the Ingersoll-Rand engineering team. It also provided Ingersoll-Rand with a better understanding of McClarin's design abilities and benefits that directly relate to their business. Ingersoll-Rand's Road Machinery Division, located in Shippensburg, PA, manufactures and designs equipment such as soil and asphalt compactors, and construction material handling equipment.

McClarin completes Ingersoll-Rand's manufacturing process by forming the plastic or fiberglass part, which is then used to cover the face of the road machinery equipment. With this in mind, both businesses are affected




by the other's designs and production processes. Hosting a workshop like this generates immediate results and encourages positive, long-term relationships.

**The workshop allowed McClarin to present the effectiveness of plastic and fiberglass...**

Attendees Kent Myers, Manager of New Product Development, and Brian Biedel, Strategic Purchasing Director, spoke very highly of the workshop and its constructive outcomes. Myers explained that the recommendations given, when deciding to use plastic or fiberglass parts

was helpful. Biedel commented that the information presented gave Ingersoll-Rand a window to see supplier capabilities.

McClarin's workshop produced an incredible outlook and attitude among those who attended. McClarin would like to host additional workshops in the future with other business partners, and is looking to enhance their business relations to achieve added value for everyone involved! 

# Robot Predicts Powerful Potential


## New robotic machinery lends a hand to help McClarin stay on top of their game!

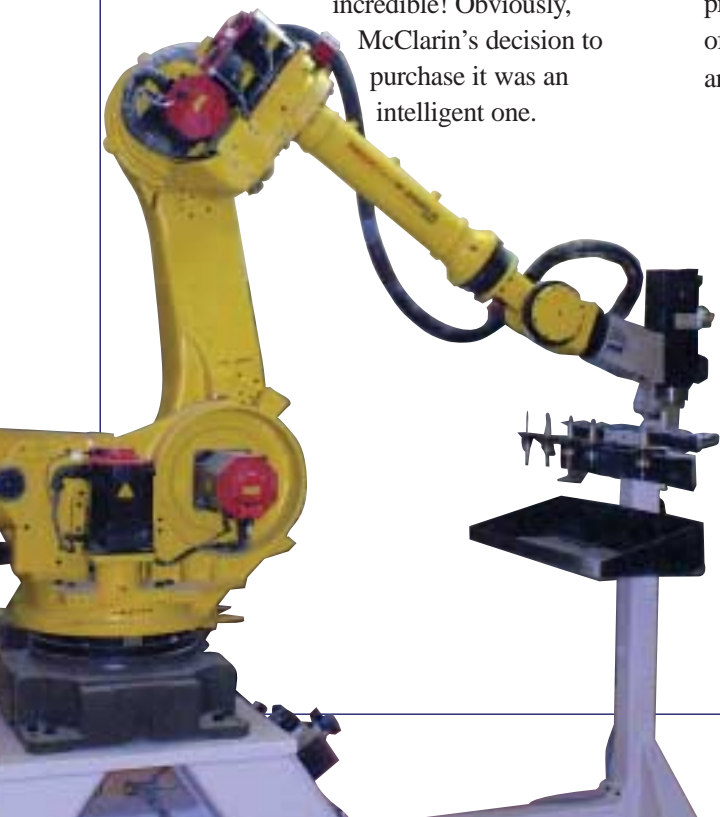
**W**hat is black, red, and yellow all over? It's a Robot: McClarin's newest addition to their fiberglass facility. The Robot machinery was purchased in order to help with production efficiencies and capacities. Currently, it is generating jobs that relate to approximately 60% of the sales volume, says Scott Crandall, Director of Quality and Advanced Technology. The benefits of utilizing the Robot have been incredible! Obviously, McClarin's decision to purchase it was an intelligent one.

One of the highlights of the Robot is that it can trim any fiberglass component currently in production at McClarin. Another great feature of the Robot is its ability to compensate; meaning that it is able to "feel out" the part and adjust itself to trim at the exact locations it is fixtured to do. The Robot repeats this process again and again, with every part that it trims.

This type of capability has allowed McClarin to decrease trim times, increase production capacities and enhance the quality of a finished product. It also has decreased the amount of problem and scrap parts, which

relate to trimming the fiberglass part. The Robot capabilities and progressive technology also allow McClarin to pass along cost-savings to the customer.

Crandall said, "McClarin is very excited about the potential of the Robot." Overall, the Robot has been a great investment. It is also great to see that such an advanced piece of technology is helping to give McClarin such a positive and competitive edge. However, let's not forget that it is the dedication of the people behind the Robot, management and employees who make it happen! 



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