

# Manufacturers Page

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**Featured Manufacturer**  
**Plastic Components, Inc.**  
N116 W18271 Morse Drive  
Germantown, WI



**Description of Product:** Plastic Components, Inc. produces custom injection molded plastic parts for original equipment manufacturers located throughout North America, Mexico, Canada, and China.

We manufacture small and medium size injection parts at the lowest possible cost. Our fully automated plant features state-of-the-art molding presses and necessary support equipment for continuous automated operation. At Plastic Components, we have plastic part design experts in house that can help customers create the parts they require, with the design considerations needed for the lowest possible cost. These experts ensure that all aspects of the plastic component are considered before the mold creation even begins.

**Years in Business:** Since 1989

**Number of Employees:** 56

**Business Model:** The distinctive characteristic of the PCI manufacturing strategy is the commitment to process automation and quality control. There are no operators involved in the manufacturing process. The entire facility runs on a fully automated basis; each production cell in a self-contained work-cell with the molding press as the cornerstone of an entire array of support equipment. Continuing the efforts to be a leading innovator in the field of injection molders, Plastic Components has stayed true to the entrepreneurial spirit by constantly implementing new strategies to keep customers satisfied and remain globally competitive.

**Markets Served:** OEM (Original Equipment Manufacturers) markets.

**Major Customers:** Briggs & Stratton, Milwaukee Electric Tool, Electrolux, Kohler Engine and Kohler Plumbing, Pentair, Ark-Les, Cummins Filtration, Newman Technologies, etc.

**Long Range Plans:** Our building is currently landlocked. If we continue to grow at the pace we anticipate, discussions about another building will need to be addressed.

**Best Practices:** Due to the fact that an average company loses a percentage of their customers every year; in today's highly competitive environment, an organization must create an active dialogue with the customer in order to retain and maintain the customer relationship. Feedback relative to delivery, performance, products and services is vital to continued success. At Plastic Components, Inc. we wanted to create a formal process for customer-centric communication. The creation of a **Customer Advisory Council** was the most effective method to accomplish this goal.

**Success Story:** The essence of the organization is represented in the information provided above: the organizational commitment to our employees; our commitment to a manufacturing strategy that has allowed us to establish a true world-class position as a low-cost manufacturing facility through investments in talent and technology and a unique marketing strategy that capitalizes on the power and reach of the Internet to expand our marketing and sales reach in a non-traditional, cost effective manner. Technology, automation, lean manufacturing. Plastic injection molding companies toss these terms around like yesterday's news. But in today's globally competitive environment, companies must practice what they preach. Plastic

Components delivers on its promise of low cost at home.



90 ton Nissei



## G-TOWN Manufacturers Alliance

Exciting things are happening for manufacturers in Germantown.

The Germantown Manufacturers Alliance continues to facilitate communications between manufacturers and the school district. Manufacturer mentors have observed actual classroom instruction at the high school after which they've discussed their observations and the current curriculum with technology education teachers. A suggested framework for the Teacher/Mentor Partnership has been created.

A strong relationship has been forged between the automotive program and Liftco.

Over 100 7th and 8th grade students toured Nelson Container and Plastic Components.

Middle school students are scheduled to tour the high school technology education department in January.

Battle Bots training, participation in an Engineering Week activity at Rockwell Automation and investigation of opportunities for skill based competitions, such as SkillsUSA, are being looked into by the Germantown High School Tech Ed Department.

J.W. Speaker Corp. is currently participating in the **Second Chance** program. However, until the Germantown School District gets involved in this program, they are going to a neighboring school district for students. A building expansion they plan to break ground on in 2008, includes classroom space to grow the Second Chance program. J.W. Speaker is looking for other manufacturers to partner with them to utilize this space and for the school district to approve this program for Germantown. Contact Leann McKune for more information, 262-532-2114.

Kurt Widmann, Vulcan Industries, developed a strategic plan to grow his business which centered around raising the skill levels of his existing employees, half of whom live in Washington County. However, with the help of MATC and a specially devised test, he discovered before he could expect his employees to

obtain a MSSC Production Technician Certificate, he had to raise levels of math computation, reading comprehension, and computer skills.

Mr. Widmann believes other employers may have a similar problem at their workplaces and would like to discuss the feasibility to establish a community-wide workplace skills center. The goal of this center would be to raise the academic and technical skills of existing employees who work at manufacturing companies in Germantown.

### Proposed Germantown Workplace Skills Center

- Target audience: manufacturing employers in both Ozaukee and Washington Counties
- Location: Germantown High School after regular school hours, Mon-Thur, 2:30-6:30pm  
Costs would be shared by employer contributions and possible grant funds
- One MATC workplace learning instructor would offer a 15-20 hour/week assignment
- Services include: reading comprehension, math computation, computer literacy training, Manufacturing Skill Certification pretests, Manufacturing Skill Certification training (Safety, Quality, Manufacturing Process and Maintenance Awareness), and Manufacturing Skill Certification testing services.

The goal of these services would be to raise the communication and math skills to a minimum 10th grade and prepare incumbent workers to enroll in MSSC training classes.

- Assessment Services: provide employers with academic assessments as well as MSSC training and assessments.
- Future exploration of utilizing the existing technology education labs at Germantown High School, i.e. welding labs to do customized training for area employers.

Vulcan Industries is proceeding with providing manufacturing skill certification training in 4 areas.

Would you be interested in working to establish a skills center in Germantown? Contact Kurt Widmann or Bob Delgado, operations manager, at 262-255-1090, or Dale at MATC 414-297-7296.