

Manufacturers Page

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**Featured Manufacturer –
KLH Industries, Inc.**
N117 W18607 Fulton Dr.
Germantown, WI



Description of Product:

KLH does not have a product. We sell time on our equipment and the talent of our highly skilled workforce. We specialize in providing CNC machining & turning, Wire & Sinker EDM, Micro Hole Drilling, Waterjet cutting, and Tool & Die services. We serve customers requiring small to medium lot sizes where very tight tolerances are required. In addition to providing our customers with what they have requested, we give them the “**KLH Experience**” which in essence is: extraordinary service. We differentiate ourselves from our competition by employing proactive communication and applying the rules of: No surprises, on-time deliveries, and competitive pricing through the application of LEAN manufacturing principals.

Years in Business: KLH Industries, Inc. was founded on July 1, 1987. Over the past twenty years, KLH has executed a commitment to excellence and continuous improvement that turned a one-man, one-room shop into a 42-person shop with 20,500 sq. ft. filled with the latest versions of technologically advanced equipment.

Number of Employees: 42

Business Model: KLH adds value to OEM’s and their supply chains by providing “World-Class” full service machining and manufacturing. With our core

abilities and our partner network we can provide a *one-stop-shop* with a competitive price structure while assuring exceptional quality and delivery. We take great pride in the fact that many of our customers are market leaders and have selected KLH Industries to partner with. This selection process is a two-way street as KLH also screens each new customer for potential & long-term relationship possibilities.

Markets Served:

Medical, Food Processing, Electronics, Aerospace, Automotive, Defense & Custom Manufacturing

Long Range Plans: Continued growth by selling what people want to buy.

Best Practices: Utilizing our highly skilled workforce to continually improve processes, reduce cost, and enhance our customer’s competitiveness in the markets they serve.

Success Story: Testimonials say it all:

- “I really appreciate the prompt replies. I wish that my customers would respond just as quickly. Thank you for the outstanding work!”
- “Rest assured we will look to KLH Industries for future needs.”
- “I’ve received very good information, service, and follow-up. It appears you have a very good system in place. Keep up the good work.”
- “We are always happy with the work you guys do for us. You are on the ‘A’ list of companies.”



G-TOWN

Manufacturers Alliance

Wisconsin Manufacturing Extension Partnership

The WMEP has expanded its staff of manufacturing specialists to help Washington County area manufacturing firms grow and succeed. "WMEP provides a full range of services to help manufacturers identify and capitalize on growth opportunities," said Jim Fackelman who leads the WMEP regional team. Those services include tools to help companies identify their strategic competencies, gain insights about their customers and competitors, generate leads, build a culture of innovation, create new products and develop and execute strategic business plans.

WMEP's manufacturing specialists are available to meet with area manufacturers at their place of business, or at the West Bend Campus of Moraine Park Technical College the first Monday of every month. Contact Michael Russell at 262-442-5973 or russell@wmep.org

Next Generation Manufacturing

Recognizing that the future of manufacturing in southeast Wisconsin hinges more on small innovative, research-driven firms than the mega factories of yesteryear, the Milwaukee 7 economic development initiative's first major campaign will target "Next Generation Manufacturing".

Next-generation manufacturers are typically small to midsize firms described as innovative, agile and technology driven.

Economic Development / Washington County

"...seeks to improve and enhance the economic vitality of the county-wide community by serving as the central voice on economic development issues, retaining and expanding the current manufacturing and commerce sectors, attracting and creating new family-supporting jobs, and supporting quality of life issues". For demographic, incentive and available site information

visit their website at: www.businessreadywi.org

Best Practices Group

The Best Practices Group topics target the interest of the attendees. We discuss different marketing techniques, training, and whatever the members need now! The next meeting will be Thursday, October 4th, 11:30am at Schulz Deli, Mequon Rd.

2007 Wisconsin Manufacturer Of The Year

The statewide recognition program is an opportunity to salute the state's top manufacturers for their accomplishments, and for creating good-paying jobs and a better quality of life for the citizens of our state. Please consider nominating a Wisconsin manufacturer for its outstanding achievements in manufacturing. Self-nominations are encouraged. For more information, visit the MOTY website at: www.wimoty.com or contact the MOTY Coordinator at Virchow Krause at 800-362-7301.

Retooling the Talent Pool

Continued from Summer Newsletter....

From the Manufacturing/Skilled Trades breakout session, I took away some of these comments:

- Transportation beyond borders of communities
- What works: increasing internships, employers sitting on boards of education, tuition reimbursement, minority programs
- Develop a Manufacturing Certification Program; needs to represent a mastering of certain skills
- Offer summer camps for trades ie: MPTC
- To schools: offer classes in lean mfg. principles, 6 Sigma, Critical Core Mfg. Skills to develop critical thinking
- Teacher Externships during summer
- To keep employees: develop a career path within company; steps to advance
- Your best trainers can be your retirees

Mark Sabljak, The Business Journal, pointed out a major hurdle by recognizing that two of the players in work force issues-business and education-need to be talking the same language. A representative from the schools who understands business and equally, someone in business who might understand the issues in education.