

Propertooling

Proper Tooling's Customer Portfolio Continues to Grow

Proper Tooling is continually looking for new strategic partners that fit our primary manufacturing strengths. We look for new customers who can benefit from our manufacturing specialties, and align with the technologies we excel at. We don't always evaluate just the actual plastic part, but what the part represents, how it is manufactured, and what strengths of ours we can use to enhance the manufacturing of the end product. Along with finding the right product mix, we also evaluate the company's culture and how they conduct their business. Proper is constantly mining for new strategic partners over transactional companies who are not looking to work collaboratively. We are an engineering driven organization and we work best with companies that want to build on each other's strengths.

During the last quarterly managers meeting, Proper Tooling presented its three newest edition to its customer base. Our new customers fit into our business model and align to either one of our specialties, divisional manufacturing plans, or match our culture with a strong strategic fit.

We are very happy to announce the addition of Tokai Rika Group, GM Specialty Vehicles, and OtterBox to our manufacturing family.

Tokai Rika specializes in safety, security, comfort, and base their products on precision machining and high technical capability. Located in Tecumseh Ontario, Tokai Rika aligns with our CEPS division, and is finding value in having a technical manufacturing company now local to their engineering office. CEPS is already supporting their second build with this customer, and there is potential for a 3rd, 17 tool package to launch in the 4th quarter of this year.

GM Specialty Vehicles is a new customer that is aligned with our Prototype division. Already with several programs delivered, GM SV is already seeing value in the upfront engineering and pre development technology our prototype division has to offer. Many of the products that we are working on are so top-secret, we don't even have names for the parts. The actual building itself is not labeled and many of you have driven by it without even knowing. They are taking advantage of the different technologies we offer and applying them to their one off vehicles. Some of the products we are making may be on the next president's limo, or even your favorite rock stars tour bus.

The last company we will discuss is a privately held organization that was started by a tool maker back in 1998. This company aligns with our manufacturing capability and is utilizing us for our turn key capability in design, tooling, molding, and complete product assembly. They too are a nimble organization with engineering at its core. Their ownership matches ours with having an appreciation for a strong manufacturing background, which makes then a very good cultural fit as well. We have been selected as the manufacturing partner for Otterbox to launch a new legacy product that will be available the first quarter of 2017.

As our company continues to grow, we are afforded new opportunities with new customers that we must take advantage of. Our manufacturing capability, along with our reputation of having the strongest work ethic and people in the industry, continually puts us in winning position to do just that. As an organization, we are committed to growing our market share in our core specialties, and continually diversifying our customer base.

Thank you to all of our associates that make onboarding new customers and growing with them a successful experience.

Chris Churilla