

Proper Group Business Development



In the April News Letter we reported on the “perfect storm” the Proper Group was in during the 4th quarter of 2016 and most of the first half of 2017. Although, we don’t have quite the same level of craziness now, we are still quite busy in Tooling and Polymers. To give you some idea, I thought I would provide some stats:

Through July, Proper Group sales are approximately 25% higher than in 2016. Much of this was fueled by high tooling sales at Proper Tooling and Proper Polymers. Year to date, Proper Tooling has been awarded over \$26 Million in new business. The new Tooling business awards are lower than projected due to the large amount of tooling business in the pipeline early in the year. The awards have picked up and we expect a fast finish into the 3rd and 4th quarter this year. To ensure we do not create another overload situation in tooling, the sales and operations teams are meeting weekly to review the current pipeline and new business backlog. Proper E has been an instrumental tool to gage our forward capacity in tooling.

On the production molding side, Proper Polymers has been awarded over \$10 million annually in new business. This equates to over \$45 million in lifetime sales, not including tooling associated with these new programs.

Currently, Proper Polymers has 24 program launches in the process. These launches are for 9 different customers, across 18 vehicle platforms. We have a diverse business at the OEM level as well. The programs are for BMW, Mercedes, Ram Truck, Jeep, Tesla, Lincoln, Ford, Audi, General Motors, Nissan and Hino Truck.

So far this year, we have acquired 6 new customers, including JW Speaker, Whelen, HMS Home Products, Bosch Rexroth, Valeo Lighting (Polymers) and Pacific Insight.

In addition to these new customers, Proper has been awarded our first new program from Plastic Omnium in nearly 10 years. This is very important as Plastic Omnium is building a new facility in SC to support future BMW exterior platforms. The business we have been awarded includes 6 molds which will require MuCell. After all the years of development tools and trials conducted at Proper Tooling, we have our first production opportunity with MuCell. We expect this to be a growing trend as the OEM’s continue to light weight their vehicles.

We have a couple of organizational announcements within the Business Development Group. Jay Tobin joined Proper in April. Jay is now the Proper Polymers Director of Sales for Lighting. Jay comes to Proper from Federal Mogul where he spent many years leading the sales in their lighting division. Also, Dan Dare has taken on a new, very important, role as the Vice President of Program Development over all of Polymers Program Management. This change will ensure a consistent level of leadership and adherence to our standards and procedures for new program launches. All Polymers Program Managers, no matter where they are, report to Dan.

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