



Manufacturing Viability in Challenging Times

Mark Sarros, Principal



Today's Discussion Topics

- Select economic data and trends (*slides removed for posting*)
- What manufacturers are doing to ensure viability
- What manufactures need from you



WHAT MANUFACTURERS ARE DOING TO ENSURE VIABILITY

Back to the Basics - Manufacturing Viability

- Focus on the goal
- Blocking
- Tackling

- Reach out to
 - Customers
 - Employees
 - Suppliers
 - Investors
 - Communities
 - Universities / Colleges

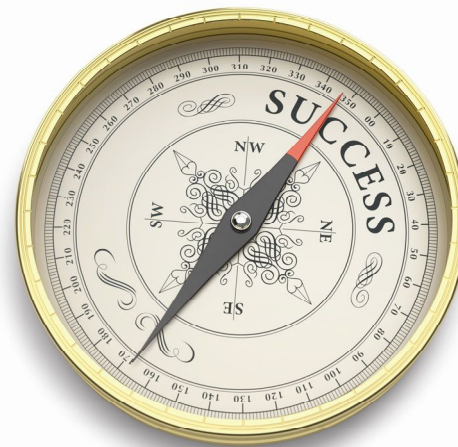


Back to the Basics

Building for the Future Today

“It is important that an aim never be defined in terms of activity or methods. It must always relate directly to how life is better for everyone... The aim of the system must be clear to everyone in the system. The aim must include plans for the future. The aim is a value judgment.”

- *W. Edward Deming*



Back to the Basics

Viability and Maslow's Hierarchy of Needs

- Capital & cash are equivalent to air
- Customer and Supplier viability is equivalent to water



Manufacturing Viability - Proven Tactic

- Leverage your assets and those of others to drive new value and ensure value for your customers



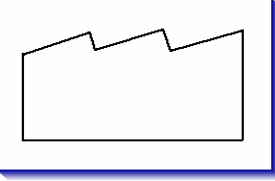
WHAT MANUFACTURES NEED FROM YOU AND OTHERS

Continue to Build Problem Solvers & Skilled Technicians

**“Learning is not compulsory,
but neither is survival”**

- W. Edward Deming

Value Stream Icons
Chris Gray - Lean Manufacturing Concepts



Customer or Supplier
This icon identifies customers and suppliers.



das griechische
Symbol Sigma



Grow the Future – It Starts Early



Crowe Horwath LLP is a member of Horwath International Association, a Swiss association (Horwath). Each member firm of Horwath is a separate and independent legal entity. Crowe Horwath LLP and its affiliates are not responsible or liable for any acts or omissions of Horwath or any other member of Horwath and specifically disclaim any and all responsibility or liability for acts or omissions of Horwath or any other Horwath member. Accountancy services in several states are rendered by Crowe Chizek and Company LLC, which is a member of Horwath. © 2008 Crowe Horwath LLP

