



A Publication of Cirrus Design Corporation

Supplier Scribbles



**Supplier of the Qtr
Q4 2005
Seelye Plastics**

**Supplier of the
Year 2005
Micron
Metalworks**

**MRO Supplier
of the Year 2005
Northern
Business
Products**

Front Row, Left to Right: Steve Beckman, Sales Northern Business Products; Don Eggen, Sales Northern Business Products; Jackie Laine, Customer Service Northern Business Products; Steve Larson, Transportation Northern Business Products; Todd Huberty, Cust. Service Seelye Plastics; Joe Petrich, CFO Seelye Plastics; Jim Rodlund, Sales Mgr. Seelye Plastics; Jason Reissner, Gen. Mgr. Seelye Plastics; Jim Farrell, President Northern Business Products; David Coleal, President Cirrus Design; Mike Farrell, President Northern Business Products; Ed Kittelson, President Micron Metalworks; Ron Gansior, VP Product Assurance Cirrus Design; Chuck Thrasher, VP Micron Metalworks flanked by Cirrus Design Product Assurance and Supply Chain Personnel.

Good Things Come in Three's

*Ron Gansior,
Vice President Product Assurance*

Quality comes not from inspection but from improvement of the process. The most important aspects to focus on in 2006 are the 5P's - **People, Process, Procedures, Product and Paperwork**, with people being first. Create a team environment where the intelligence and creativity of the team exceeds that of the individual; performance requires multiple skills, judgments, knowledge and experiences. As Alexander Dumas wrote in *The Three Musketeers*, "Tout pour un, un pour tous" which we all know translates to "All for one, one for all." Process improvement is only obtained when the team is the means to the end and not the end to the means.

Since the inception of the Supply Chain Quality Awards, Cirrus Design has recognized sixteen Suppliers of the Quarter and four Suppliers of the Year. As we ended 2005, we focused on those supply chain partners who have shown that "All for one, one for all" meant the team partnership they have with Cirrus. To this end Cirrus is pleased to recognize the following: **Seelye Plastics, Supplier of the Fourth Quarter 2005**, Jason Reissner, General Manager, 1230 Port Terminal Drive, Duluth, MN 55802, **MICRON Metalworks, Inc., Supplier of the Year 2005**, Ed Kittelson, President, 14203 Lincoln Street NE, Ham Lake, MN 55304 and **Northern Business Products, MRO, Maintenance, Repair and Operations Supplier of the Year 2005**, 2326 W. Superior Street, Duluth, MN 55016, Jim & Mike Farrell, Co-Presidents and Owners. All three companies have shown that continuous process improvement has no beginning, middle, or end but is a circular process and never ending.

Along with the year end Supplier Awards, Cirrus Design would like to pay special recognition to the following suppliers who have ended the year achieving a Supplier Rating of 100%: Advanced Laser, Advanced Molding, Am-Safe Inc., Avnet, Bolt Industries, Brenk Brothers, Inc., Bryte Technologies, Inc., Divinycell (DIAB), General Electric Supply Logistics, Good Year Tire, Hartzell, Heads Up Technology, Hibbing Fabricators, Honeywell, Hydro Solutions, Manufacturing Solutions, Moss Vale, MRG Tool & Die, Newton Equipment, Orscheln, Parker Hannifin Wheel &* Brake, PTM&W, SCS, Seelye Plastics, Shadin, SKF, and Technical Resin.

In today's competitive environment **Quality is a key determinate of customer satisfaction and long term business viability.** As reported by the Aberdeen Group in the latest ASQ (American Society for Quality) monthly, better performing companies have mastered the quality basics and are leveraging their proficiency in quality to gain competitive advantage. Three major attributes set best-in-class companies apart from the rest: First, leaders are significantly more likely to have a global quality program in place relative to average performing companies, Second, best-in-class companies are four times more likely than average performers and five times more likely than laggards to empower their decision makers with web-based, integrated technologies, and Third, although IT is challenged to integrate disparate applications, leading companies are benefiting from integrated quality systems and about one-third are considering business intelligence solutions or corporate-wide quality data bases. **A thought to consider is that "Quality processes and related systems are like a puzzle; all pieces must fit in order to form a true picture"**.