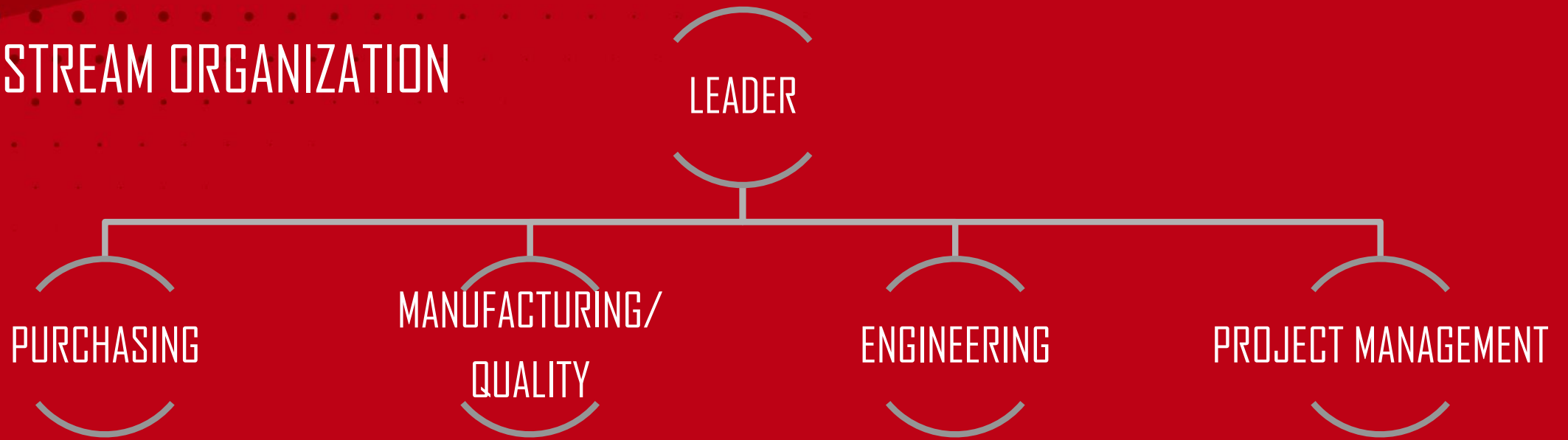


# Dublin & Urbana Operations



**SUTPHEN** SINCE 1890

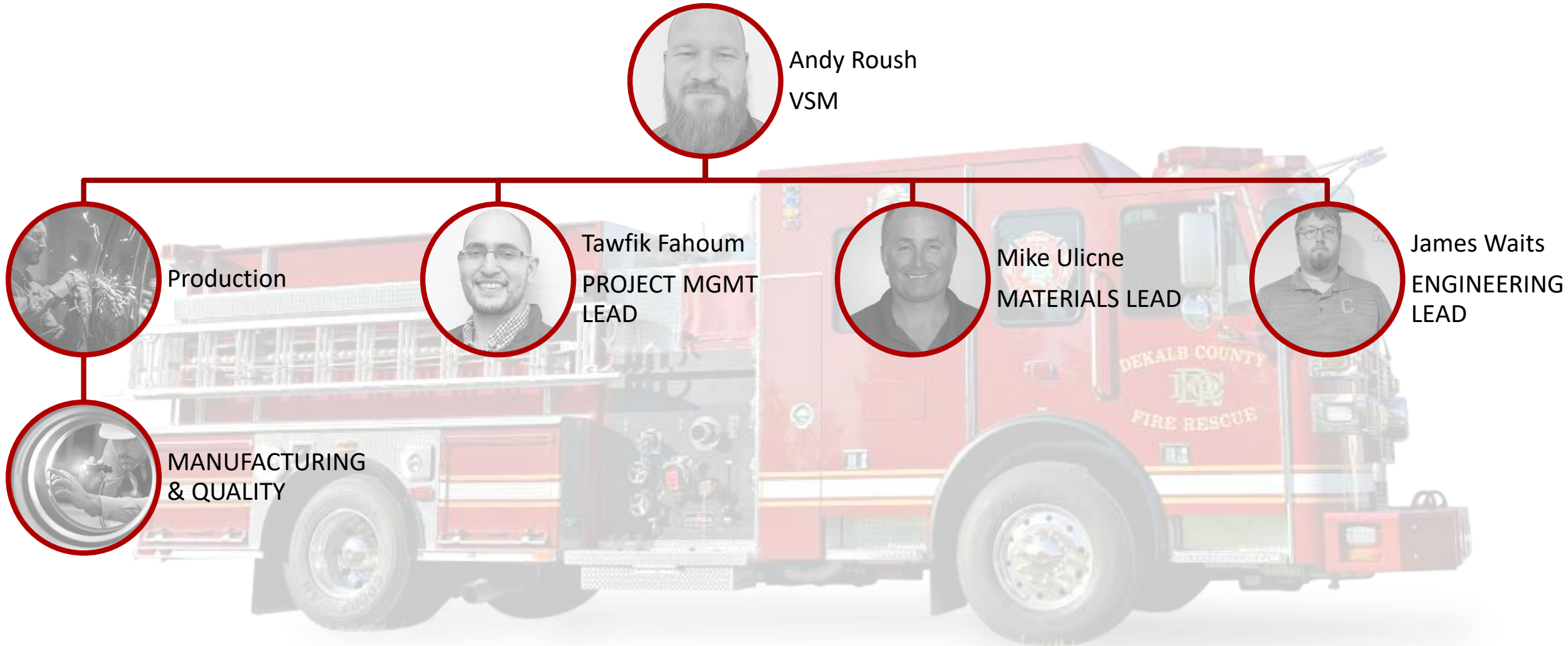
# VALUE STREAM ORGANIZATION



- Builds a team aligned on same goals
- Streamlines communication & decision making physically located together
- Enhances problem solving & development for team members

# Key Personnel, Positions, & Responsibility

## DUBLIN PUMPER



# Key Personnel, Positions, & Responsibility

## AERIAL



Ben Neal  
VSM



Production



MANUFACTURING  
& QUALITY



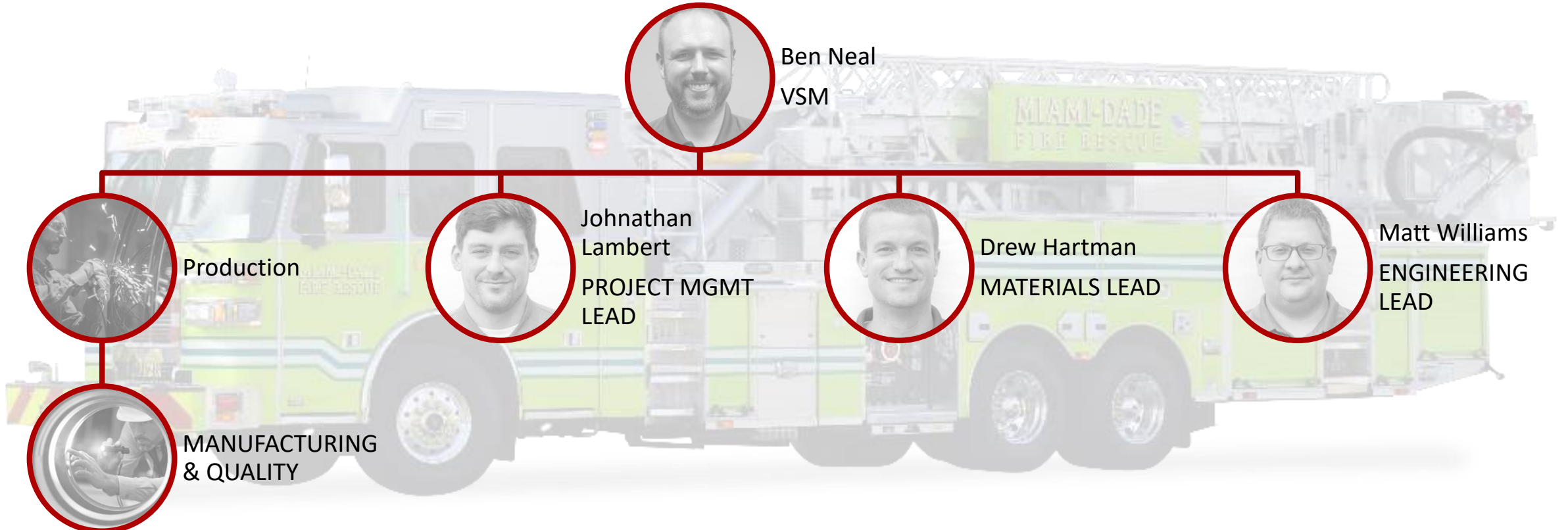
Johnathan  
Lambert  
PROJECT MGMT  
LEAD



Drew Hartman  
MATERIALS LEAD

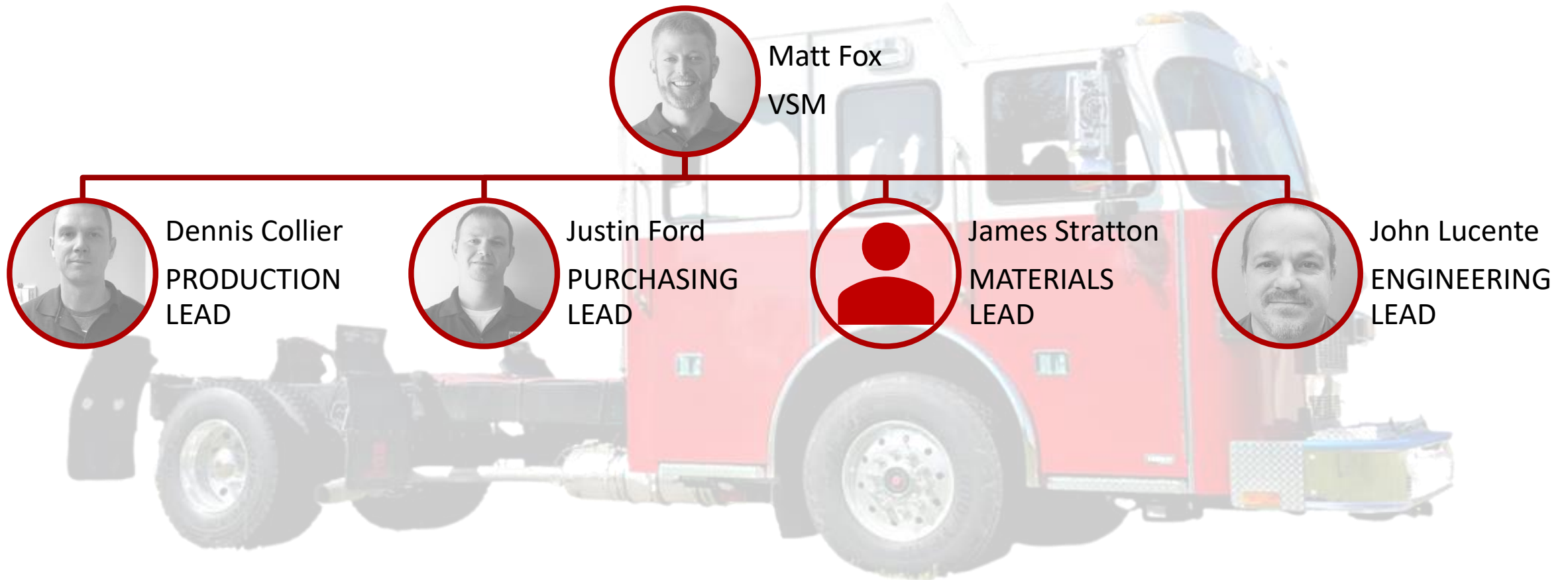


Matt Williams  
ENGINEERING  
LEAD



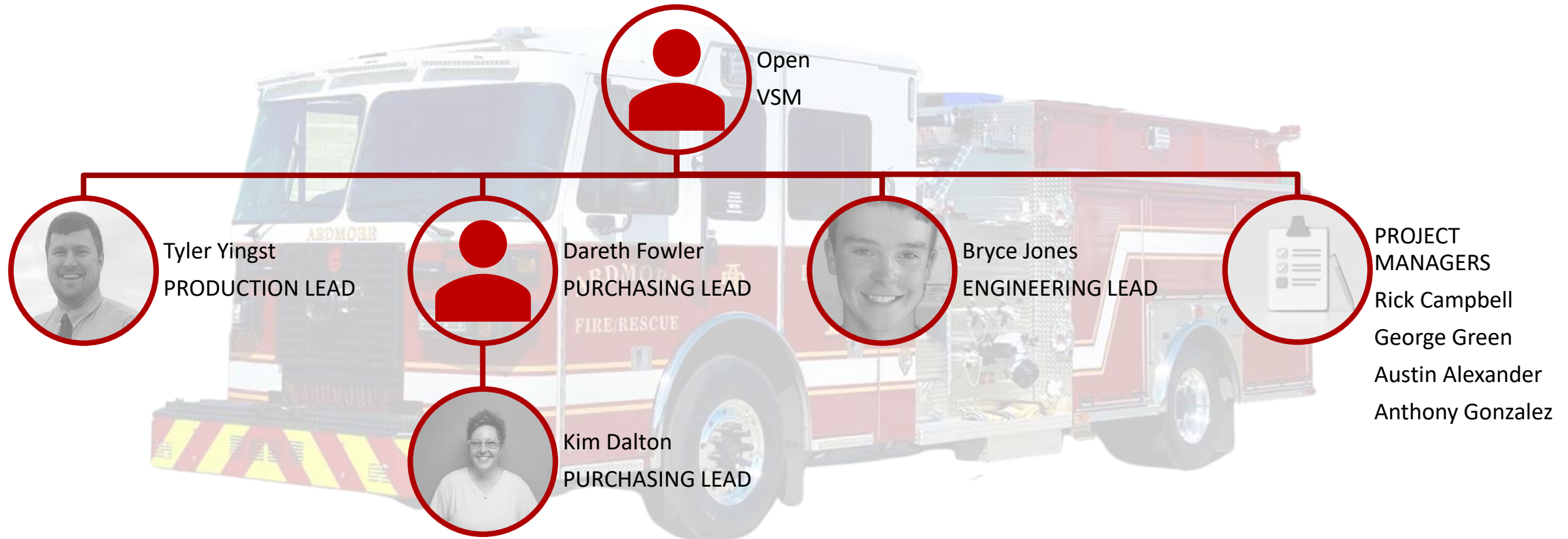
# Key Personnel, Positions, & Responsibility

## CHASSIS



# Key Personnel, Positions, & Responsibility

## URBANA PUMPER





# Key Personnel, Positions, & Responsibility



Joe Scott

- Design Engineer at Chassis
- Focus on cab & component design to support
- Reports to John Lucente



Richie Miller

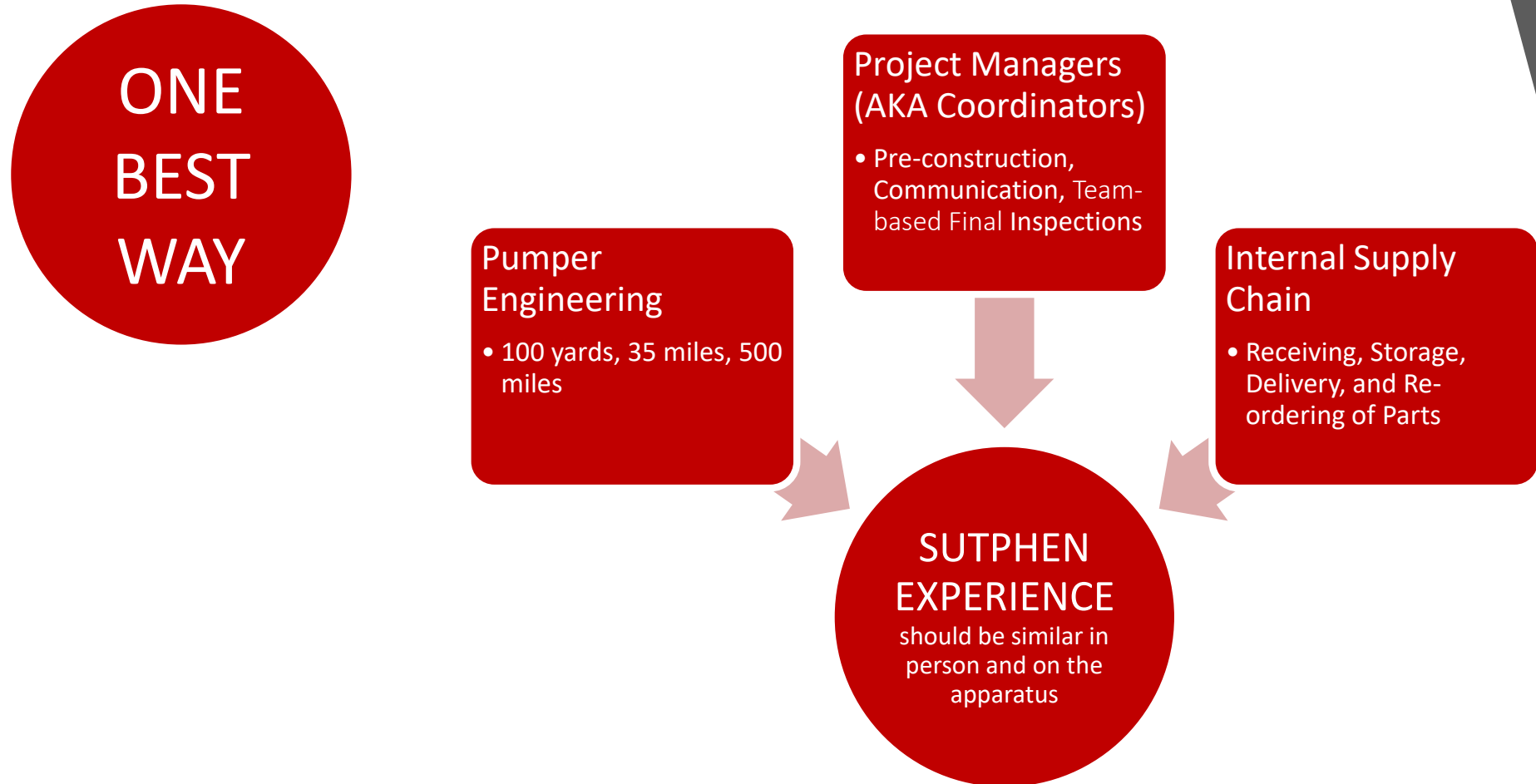
- Sales operations
- Focus on standardizing sales processes and communication through use of internal & external tools
- Reports to Zach Rudy



Jason Haulman

- Special operations
- Focus efforts on working with teams to identify opportunities (technically & operationally) and solve problems – GSD
- Reports to B.J. Laney

# Collaboration & Alignment





# ADAPT & IMPROVE



## PURCHASING

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Buyers – PO Management

Strategic Buyer-  
Sourcing/Contracts

Current Supplier Management

New Supplier Development

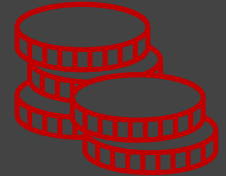


## INTERNAL SUPPLY CHAIN

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Materials management inside  
four facilities

Right part, Right place, Right  
time



## COST ACCOUNTING

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Steven Phelps

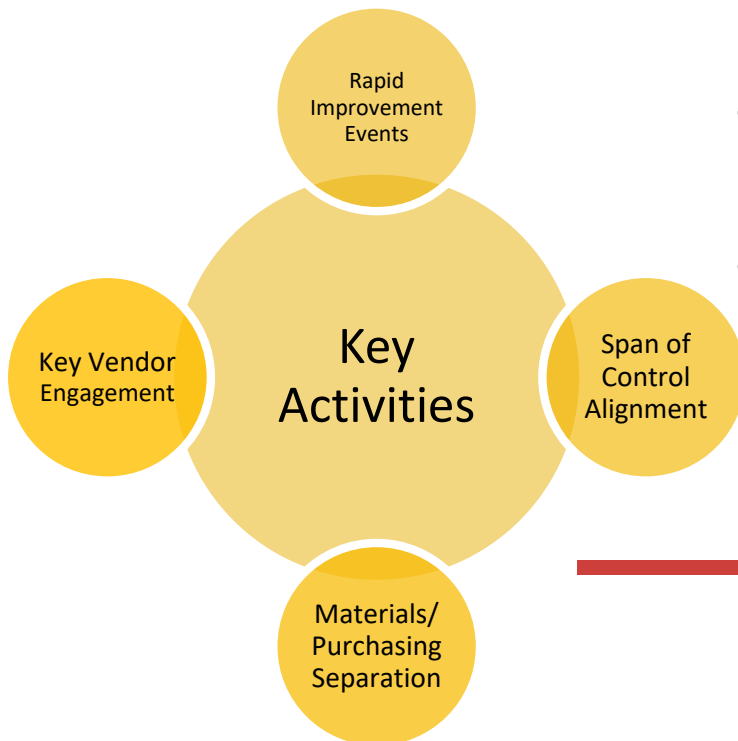
Accurate costing analysis

Bill of Materials

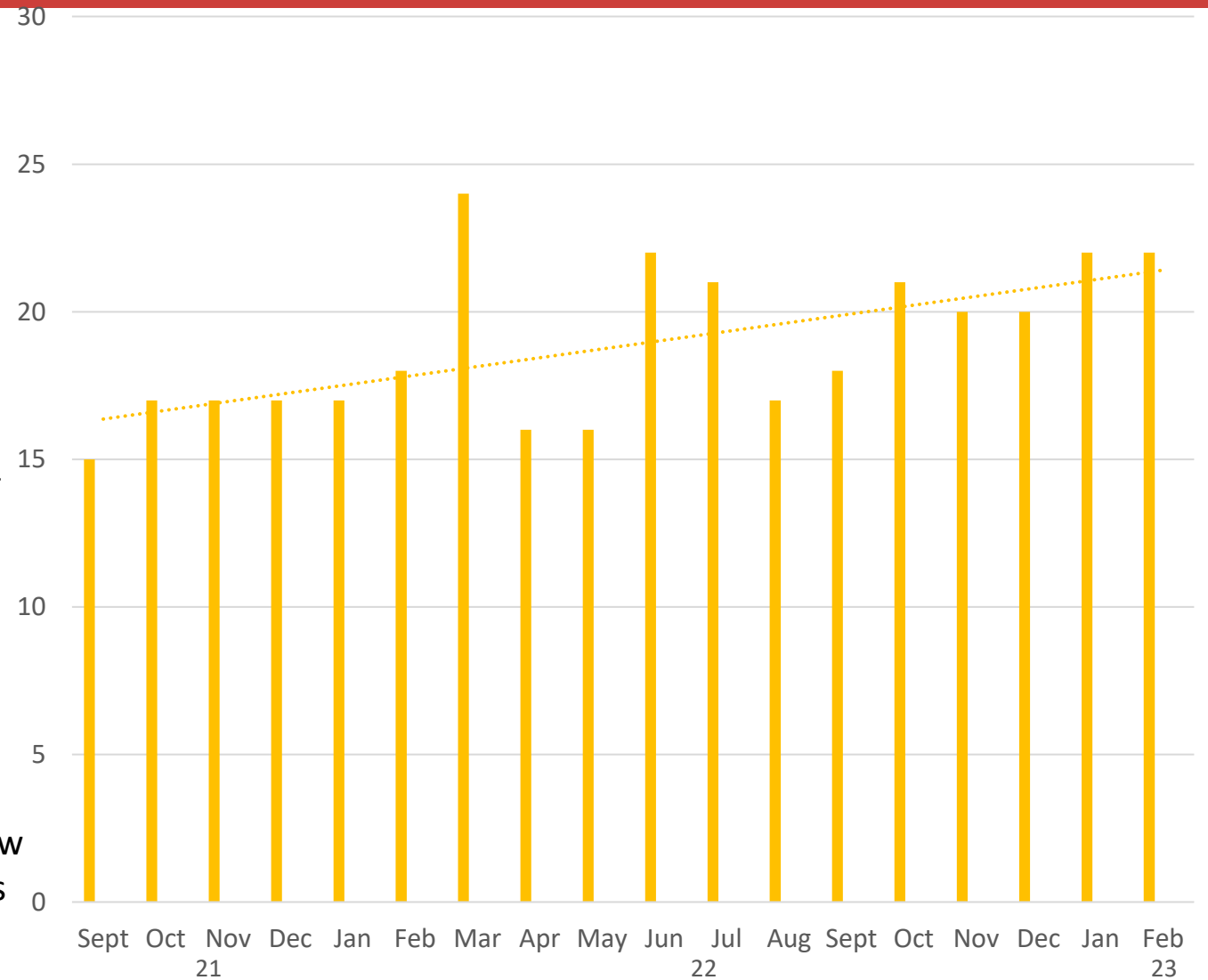
Inventory Accuracy

# Manufacturing Performance

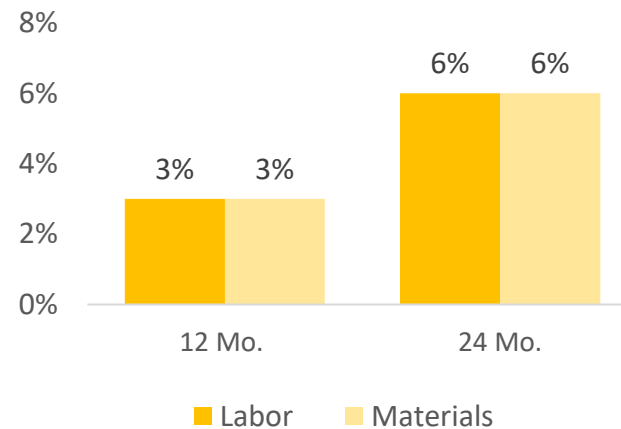
## CHASSIS PRODUCTION



- Supply chain stabilization for assembly parts – less commercial chassis
- Commercial chassis units = Class 8 Industry
- Purchasing focused on sourcing with new vendors for parts



# Historical Sutphen Sales/Production Cycle



# Actual Sutphen Sales/Production Cycle

