





TUR As a Business Advantage

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Madico Inc.


Madico, Inc.

- 100yr old Massachusetts based company.
- Manufacture energy saving and security window film.
- Hancock Tower, Brad Pitt's house, various US Embassies around the world.




Fundamental Business Drivers


- First, product quality
- Second, cost control
- Third, emerging markets
- Fourth, product mix
- And fifth, sustainable development



Sustainable Development


Madico's Environmental Statement

- We must be an asset to the communities in which we operate. Our actions must comply with State, Federal, and International regulations.
- We will bear our fair share of community burden and participate with local governments in maintaining fair standards.
- We will conserve natural resources and protect those we have the privilege to use.
- We will achieve beyond compliance ; achieve leadership and stewardship of the environment.



Process Mapping a Multi-Benefit Project

- Physical layout of process
- All inputs both manufacturing and environmental
- All outputs both manufacturing and environmental
- Assign costs and profits to each step both manufacturing and environmental



TUR And Multi-Benefit Projects

- Forecasting
- Product grouping
- ISO 9000 certification



MADICO
ISO 9001:2000 Certified



Capital Improvements

- New winder
- New floor
- Improved temp & humidity control
- Upgraded chemical transfer piping and connectors



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Material Improvements

- Rationalize product lines
- Standardize chemistries
- Standardize raw product



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Risk Aversion

- Local fire authorities
- Neighbors
- Unions



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Conclusion

- Don't waste talent
- TUR is part of manufacturing
- Realize risk and TUR are both sides of the same coin