

CALL FOR APPLICATIONS

2010 Alabama Manufacturer of the Year Awards

Recognizing and Celebrating
Alabama Manufacturing Excellence

**APPLICATION DEADLINE:
February 3, 2010**



2010

ALABAMA
MANUFACTURER
OF THE YEAR



Presented by



BUSINESS COUNCIL
OF ALABAMA

Presented by
ALABAMA TECHNOLOGY NETWORK and
BUSINESS COUNCIL OF ALABAMA



Alabama
Technology
Network



BUSINESS COUNCIL
OF ALABAMA

CCA
Alabama
Partnering for a Better Alabama

NAM
National Association
of Manufacturers



Be Recognized for Your Manufacturing Excellence

The Alabama Technology Network and The Business Council of Alabama are proud to present the 11th Annual Alabama Manufacturer of the Year Awards, honoring the individuals and companies that bring uncompromising excellence to Alabama manufacturing.

● **NOMINATE A MANUFACTURER**

You can help give credit where credit is due by nominating an Alabama manufacturer for the 2010 Alabama Manufacturer of the Year Awards. These annual awards recognize the state's top manufacturers for their accomplishments and for creating a better quality of life for Alabama's citizens. Please take a look around your state and community and consider nominating a deserving Alabama manufacturer for its outstanding achievements.

Self-nominations are strongly encouraged.

● **WHY NOMINATE?**

Alabama Manufacturer of the Year Award winners exemplify the elite of manufacturing in innovation, commitment to excellence, dedication to employees and community investment.

Apply for this prestigious award to:

- Share your story: Businesses have great stories to tell and all too often neglect to do so.
- Recognize the hard work and dedication of your employees, whose contributions are so key to your company's success.
- Promote industry firsts and significant accomplishments.
- Highlight corporate citizenship: Manufacturers across Alabama are good corporate citizens and major assets to their local communities.
- Join the ranks of other notable manufacturers.
- Receive well-deserved news coverage for your outstanding achievements.
- Help increase public awareness about the strength and economic significance of Alabama's manufacturing community.

*Executives from the winning 2009 Alabama Manufacturers of the Year:
H.I. Kim, Hyundai Motor Manufacturing of Alabama, LLC;
Marc Quenneville, Aker Solutions, Mobile; Mike Clarke, Vulcan Materials Co., Ft. Payne; and Rex Geveden, Teledyne Brown Engineering, Huntsville.*



Who Can Apply?

Applicants must be manufacturing companies that have significant manufacturing operations in Alabama. A previous Alabama Manufacturer of the Year Grand Award Winner may reapply for any of its multiple Alabama locations after three consecutive years of nonparticipation from the date of its last award.

If you have questions regarding your eligibility, please contact MOTY Administrator **David Mixson** at **334-844-3887**.

The Awards

● GRAND AWARDS

Grand Awards are based on a combination of the firm's revenues and the number of employees. General category guidelines are:

- **Small Manufacturers** 1- 99 employees
- **Medium Manufacturers** 100-399 employees
- **Large Manufacturers** 400 or more employees

● EMERGING MANUFACTURER OF THE YEAR AWARD

May be presented to one company per year that has been in operation for five or fewer years and has demonstrated superior performance. The one winner could be from either the small, medium or large categories.

● SPECIAL ACHIEVEMENT RECOGNITION

May be awarded to deserving companies when judges recognize outstanding achievement in a specific area of business. Judges will determine categories based on information provided on the application forms. Categories may include, but are not limited to:

- Growth through exports
- Innovative marketing
- Employee development
- Product innovation
- Quality assurance

● AWARD PRESENTATIONS

This year's Alabama Manufacturer of the Year Award winners will be recognized during a spring ceremony in Montgomery.

More Reasons to Apply...

● INTERNAL EVALUATION

The process of applying requires that you take stock of where you have been, where you are, and where you are headed. This process can be used as an opportunity to evaluate your current situation, your prospects, and your progress.

● MARKETING ADVANTAGE

Media coverage will be arranged during and following the awards program, with specific local/regional on-site coverage coordinated at the request of individual award winners. Winners can use their Alabama Manufacturer of the Year designation and logo to promote their company and products via various promotional venues including company newsletters, brochures, Web sites, sales presentations and more.

● CONFIDENTIALITY

All application information will be held strictly confidential and will be used only for the purpose of judging this event. Original applications will be returned if requested. The independent panel of judges will individually evaluate each application solely based on the content and quality of the application. Complete responses to all questions are required for the judges to accurately evaluate all applications.

BECAUSE IT'S EASY!

- We'll send you a helpful outline that will make applying for the awards **easier than you think**.



Winners of the 2009 Manufacturer of the Year Awards were recognized at a luncheon in Montgomery.

Required Application Information

Applications must include detailed information for all of the following categories.



Important Information Regarding Your Application

ALL APPLICANTS must *specifically* address all criteria including subpoints in questions 1 through 6 below.

Include each of these 1 to 6 topic headings and subpoint headings within your supporting narrative below.

- The answers in each area must clearly and succinctly address the company's accomplishments at the Alabama location **in 30 or fewer single-sided pages, using 12 pt. font and 1-inch margins and double-spaced text.** If a required area is not applicable to your Alabama operations, be sure to indicate why it is not applicable, rather than not addressing the area.
- **Include data and graphs to support your narrative.** Three to five years of supporting data/trends should be included as appropriate.
- **Make sure you complete all requirements as listed on the submission checklist on Page 7.**

1. COMPLETE THIS SENTENCE

I am applying as one of Alabama's Manufacturers of the Year because...

2. COMPANY PROFILE

- a) Brief profile/history/mission of the company, especially the Alabama facility. This information should address general corporate perspectives and, **when applicable, perspectives specific to the location/facility making the application.**
- b) Product(s) produced at this facility. Please describe the major product(s) manufactured and current market conditions.

3. EVIDENCE OF FINANCIAL GROWTH OR CONSISTENCY

Present the financial information in relation to the Alabama facility. Judges consider this information very important to their decisions. Graphic interpretations of financial history are encouraged. Proprietary detailed financial information will be held in strictest confidence and will be reviewed only by the judges.

Note: Privately held companies may express financial information in percentage terms to protect their privacy.

Areas to cover:

- a) Sales Growth
- b) Increased Profits
- c) Cost Reduction
- d) Capital Investment
- e) Improved Return On Investment

4. LEADERSHIP IN MANUFACTURING

Explain why the company is a leader in its industry, especially the Alabama facility. Areas to cover:

- a) Operational Excellence/Continuous Improvement
- b) Advances in Product or Process Design

- c) Effective Research and Development
- d) Quality Certifications
- e) Maintenance Programs
- f) Manufacturing Awards Received
- g) Supplier Relations/Programs/Partnerships
- h) Specific Quality Programs and Results
- i) Use of Advanced Technology/Information Technology

5. MARKET LEADERSHIP

Illustrate why the company is a leader in its industry.

Areas to cover:

- a) Customer Focus
- b) New Product Development
- c) Niche Market Development
- d) Significant Customers
- e) Growth in Market Share
- f) Use of Technology to Understand, Serve and Improve Marketing Efforts to Customers

6. LEADERSHIP AND WORK FORCE

Outline programs of leadership development and workforce enhancement that make the company a leader in its industry. Areas to cover:

- a) Management Development Programs
- b) Workforce Training and Retraining Programs
- c) Employee Involvement Programs/
Employee-Directed Work Teams
- d) Safety Programs
- e) Environmental Programs/Efforts
- f) Community Involvement

7. ADDITIONAL INFORMATION

Although not required, four additional support items (brochures or articles — no videos, CDs, DVDs etc.) may be included.



2010 Alabama Manufacturer of the Year Application and Nomination Form

SEE IMPORTANT SUBMISSION INSTRUCTIONS AT THE BOTTOM OF THIS PAGE.

NOMINEE

Company Name (as desired on award communications) _____

Company Contact for Award Communications _____

Title _____

Telephone _____ Cell _____ Fax _____

Contact E-mail _____

Mailing Address _____

City _____ State _____ Zip _____

Number of Employees at the Alabama Plant _____ Year Established _____

Industry Description and SIC/NAICS Code(s) _____

Web Site _____

Application Completed by (if different than company contact for award communications above):

Contact Person _____

Contact Phone Number _____

Contact E-mail _____

Application Authorization Signature of Highest Ranking **Local** Company Officer _____

Printed Name and Title of Highest Ranking **Local** Company Officer _____

NOMINATOR (Leave blank if Self-Nominated)

Name _____ Title _____

Company/Organization _____

Telephone _____ Cell _____ Fax _____

E-mail _____

Mailing Address _____

City _____ State _____ Zip _____

2010 SUBMISSION REQUIREMENTS AND TIMELINES

- **If you intend to submit an application**, complete this form and fax to 334.844.5989 by **January 7, 2010, or sooner if possible.**
- If you don't receive confirmation receipt by email, contact David Mixson at 334.844.3887.
- Once we receive your faxed form, further instructions will be emailed to you on how to submit your final application folder.
- Include this completed form as Page 1 in your final application folder.
- Applications must be received by **February 3, 2010.**

MAIL TO:

Alabama Manufacturer of the Year Awards
Alabama Technology Network
Attention: David Mixson
147 Lowder Building
Auburn, AL 36849

- **If you have any question regarding the awards program, contact David Mixson at 334.844.3887**



2010 Alabama Manufacturer of the Year Applicant Data Sheet

● MUST BE INCLUDED WITH APPLICATION. Complete and include this as Page 2 in your application..

Company Name _____

1. Type of Manufacturing Operation:

- Continuous Process (chemical) Assembly/Fabrication

2. Is the manufacturing plant submitting this application a branch plant with headquarters outside Alabama?

- Yes No

3. Plant ISO certified?

- Yes No Don't Know

4. Plant uses computerized Statistical Process Control in at least 50% of operations?

- Yes No Don't Know

5. Plant monitors Cpk* for most processes?

- Yes No Don't Know

6. If you monitor Cpk for your processes, average Cpk value is: _____

7. In-plant defect rate on manufactured components and finished products? _____ Parts per million

8. Customer reject rate on shipped products? _____ Parts per million

9. Average annual days of formal training/employee? _____ Days

10. What is the plant's current annual labor turnover rate percentage? _____ Percent

11. Are customer satisfaction surveys conducted regularly at this plant?

- Yes No Don't Know

12. On-time delivery rate percentage? _____ Percent

13. Average work-in-progress inventory:

- fewer than 5 days 1 to 2 weeks 3 to 4 weeks 5 to 8 weeks More than 8 weeks

14. Order-to-shipment time two years ago: _____ Days _____ Hours

15. Order-to-shipment time today: _____ Days _____ Hours

16. Is the company privately held?

- Yes No

**Cpk is an index which measures how close a process is running to its specification limits, relative to the natural variability of the process.*

“Manufacturers are the backbone of the state’s economy... The phrase ‘made in Alabama’ now means something across the world.”

— Charles McCrary, president of Alabama Power Company, speaking at the 2008 Alabama Manufacturer of the Year Awards ceremony



Submission Checklist

- Complete the Application/Nomination form and fax to 334.844.5989 by **January 7, 2010**, or sooner if possible.
- Follow the directions carefully on how to submit your application. (These will be emailed to you after receiving your faxed application form.)
- Include the completed Application/Nomination form as page 1 in your application folder.
- Include the completed Applicant Data Sheet as page 2 in your application folder.
- Application text is limited to **30 single-sided pages**. (The application form and applicant data sheet do not count toward the 30-page limit) The text must be double-spaced, in a 12-point font, with one-inch margins.
- Although not required, four support items, brochures, letters of support, articles — no videos, DVDs, etc., — may be included. (These support items do not count toward your 30-page total, and they must fit inside the pocket folder.)
- Include a CD with the following color images of your business in either a .jpg or .eps format: company logo, outside facility picture, three inside operational pictures, your work force in action producing your key product, and final product picture.
- Make four identical application copies (including the application form, applicant data form and support items), 3-hole punch and include in the specified 2-pocket portfolio with 3-prong fasteners. (More details on this will be emailed to you.)
- Mail the four folders to 2010 Alabama Manufacturer of the Year Awards, Alabama Technology Network, Attention: David Mixson, 147 Lowder Building, Auburn, AL 36849.
- Applications must be received by **February 3, 2010**.
- Finalists will be invited to attend the late spring ceremony where winners will be announced. (you will receive an invitation with more details on date and location).
- No application fee is required.

○ FREQUENTLY ASKED QUESTIONS

- Q. Is there a sample application that a company can reference as a guide for completing the application?**
 - A.** No. Since applications are submitted confidentially, previous applications are not released for review by other applicants. Each company's application is unique and there is no one winning application formula.
- Q. Does my application have to be 30 pages long?**
 - A.** No. You have up to 30 pages to tell your story. It is crucial that you tell your story as clearly and succinctly as possible, ensuring that all areas required are adequately covered.
- Q. Do you recommend including pictures and graphs in the application?**
 - A.** Yes. Judges appreciate seeing data clearly portrayed in graphs. Photos help paint the picture of your company as well.
- Q. What is the biggest mistake companies make in submitting an application?**
 - A.** Failure to put adequate time and effort into the application. Companies should not assume that their name recognition will carry more weight than the application. In fairness to all applicants, the judges' decisions will be based on the content and quality of the application.
- Q. Is financial information really required?**
 - A.** Yes. The judges need to evaluate the financial condition of the company. Nominations that do not contain this information will not be considered for an award. As noted previously, privately held companies may express financial information in percentage terms to protect their privacy.
- Q. I am not a manufacturer, but would like to nominate one. What do you recommend?**
 - A.** The required nomination information is too detailed to try to nominate a manufacturer anonymously. You will want to contact the manufacturer and work together to complete the nomination.



The **Alabama Technology Network** of the Alabama College System links two-year colleges, the University of Alabama System, Auburn University and the Economic Development Partnership of Alabama with industry needs. ATN's 15 regional centers of technical excellence each tailors its services to meet local needs, providing innovative and cost-effective solutions to enable Alabama's existing industry to be globally competitive. The network is Alabama's affiliate for the National Institute of Standards and Technology's Manufacturing Extension Partnership, which provides hands-on assistance and training to smaller manufacturers.

To learn more about the Alabama Technology Network and how to make your business more productive and competitive, visit www.atn.org or call 1-877-428-6457.



The Alabama College System

consists of 26 lower division two year colleges, Athens State University and the Alabama Industrial Development Training Institute. The system seeks to provide accessible quality educational opportunities, promote economic development and enhance the quality of life for the people of Alabama.



The Business Council of Alabama (BCA) is a

statewide association of nearly 5,000 member companies who together employ three-quarters of a million Alabamians. Since its founding two decades ago, the Business Council of Alabama has been the state's staunchest advocate for Alabama business and industry. In addition to providing diligent representation at the State House in Montgomery and in the halls of Congress, BCA keeps its members informed about issues important to their business bottom lines, offers timely opportunities for educational workshops, conferences and seminars, and encourages political participation to support pro-growth policy and strengthen Alabama's business environment.

To learn more about the Business Council of Alabama, how it can strengthen your business today and help build a better Alabama for tomorrow, visit www.bcatoday.org or call 1-800-665-9647.

ALABAMA'S MANUFACTURERS OF THE YEAR



A Chronology of Manufacturing Excellence

ALABAMA'S SMALL MANUFACTURERS OF THE YEAR

- 2009 Vulcan Materials, Fort Payne
- 2008 Plasmine Technologies, Inc., Bay Minette
- 2007 Wildwood Electronics, Huntsville
- 2006 Polyamide High Performance, Inc., Scottsboro
- 2005 Weyerhaeuser, Inc., Tusculumbia
- 2004 Inspec Tech, Inc., Valley Head
- 2003 HiSAN Inc., Scottsboro
- 2002 Innovative Plastics, Huntsville
- 2001 Integrated Technology Systems, Huntsville
- 2000 Plasma Processes, Huntsville

ALABAMA'S MEDIUM MANUFACTURERS OF THE YEAR

- 2009 AKER Solutions, Mobile
- 2008 Knox Kershaw Inc., Montgomery
- 2007 Jenkins Brick Company, Montgomery
- 2006 Lockheed Martin Missiles and Fire Control, Troy
- 2005 Austal USA, Mobile
- 2004 Axsys Technologies, Cullman
- 2003 McNeil Nutritionals, McIntosh
- 2002 Triana Industries, Madison
- 2001 Sonoco-Baker Division, Hartselle
- 2000 Capitol Vial, Auburn

ALABAMA'S LARGE MANUFACTURERS OF THE YEAR

- 2009 Teledyne Brown, Huntsville
- 2008 3M Decatur, LLC, Decatur
- 2007 Nucor Steel Decatur LLC, Decatur
- 2006 Honda Manufacturing of Alabama, Lincoln
- 2005 The Boeing Company, Huntsville
- 2004 Michelin-Dothan Plant
- 2003 Boeing-Decatur Operations
- 2002 Lockheed Martin Pike County, Troy
- 2001 Progress Rail, Albertville
- 2000 MagneTek, Madison

ALABAMA'S EMERGING MANUFACTURERS OF THE YEAR

- 2009 Hyundai Motor Manufacturing Alabama, LLC, Montgomery
- 2008 Micor Industries, Inc., Decatur
- 2007 Decatur Plastic Products, Gadsden
- 2005 IPSCO Steel (Alabama) Inc., Mobile
- 2003 Nexcel Synthetics, Birmingham
- 2001 New Era Cap Co. Inc., Demopolis