



TS 16949 Certification training

AMMEX PLASTICS, LLC

In 1999, David Ayala and Steve Dobberstein, long-time friends, decided to apply their background and experience in the plastic molding industry into starting a company of their own. Completing its first full year of operation in 2000, Ammex Plastics was beginning a successful journey as a supplier of precision plastic products. Over a seven-year period the company has acquired seven molding machines with capacity ranging from 90 up to 250 tons.



With a staff level of eighteen, a focus on training and a vision for quality and customer service, Ammex Plastics has grown to nearly \$4.5 million in sales and has customers in many areas of the U.S. as well as four foreign countries. The company, located in a modern 15,200 square foot facility in Monroe, Michigan, is certified by the Michigan Minority Business Development Council as a minority supplier.



Today with 90% of sales in the automotive sector, Ammex Plastics is a full service manufacturer of injection molded products for transmission applications and fluid handling applications. Ammex provides prototype and production mold manufacturing, engineering and

product design, custom injection molding, as well as decorating and assembly operations.

In 2005 Ammex Plastics enrolled in a series of operational training and consulting programs delivered by MMTC. The programs were part of an Economic Development Job Training Program (EDJT) grant sponsored by the Michigan Economic Development Corporation (MEDC). Monroe County Community College helped Ammex Plastics in obtaining the grant. Included were: an ISO/TS 16949 certification program, which prepared the staff to begin the transition from QS9000 to the new standard. Further, Internal Auditor training enabled three of their staff to perform audits in conformance with the new standard. Finally, the staff received certification overview training preparing them for the continuous improvement



focus required to maintain the certification.

Several positive benefits resulted directly from the training delivered by MMTC. Ammex Plastics procured additional business in the amount of \$385,000 in 2006 and expect a similar amount in 2007. The new business resulted from the implementation of quality improvements and programs. MMTC training led directly to operational improvements that reduced costs in excess of \$30,000 in 2006. Ammex Plastics has invested more than \$50,000 in facility upgrades and added two additional personnel.



Impacts Realized

- \$770,000 in increased business
- Total annual cost savings of \$30,000
- Facility upgrades totaling \$50,000
- Created two additional jobs

"In 2005 we needed help with the new certification requirements in the automotive industry. Ammex was certified to QS 9000, however, going to TS 16949 was a challenge. Our team participated in the TIPS and internal auditor training at MMTC. They also trained our staff on-site in their roles in obtaining the new certification. Monroe County Community College helped us to obtain a grant from the State of Michigan which reduced the certification cost by 85%. We have been able to add 3 new employees making our operation more efficient and productive."

David Ayala
President