

Glycon Leverages Supplier Base, Talent Pool to Grow in Tecumseh *Manufacturing Company Experiences Recent Expansion and \$1M Capital Investment*

Glycon is an innovator in the design and manufacturing of screws, barrels, non-return valves and other meltstream solutions for injection molding, extrusion and blow molding. With a unique combination of standard products and custom engineering capabilities, Glycon helps plastics processors increase material throughput, shorten cycle time, improve mixing of color and additives, and generally enhance product quality and plant productivity.

Glycon is a global company that works with leading companies including Custom-Pak, Lifetime Products, Dow Chemical, Bekum America Corporation, Fong Kee Iron Works Co. Ltd., Uniloy, Husky and Rehrig-Pacific.

Decline in manufacturing leads to strategic shift for Glycon, results in 2011 growth and expansion

Jeffrey A. Kuhman, founded the company in 1976, and continues to serve as its president and CEO. Throughout his tenure, Kuhman has guided the company through market changes, including a decline in manufacturing that caused several competitors to close their doors.

Recently, Glycon expanded by 4,000 square feet and invested in new equipment, including milling and turning machinery as well as to control particle contamination throughout the facility. This \$1 million capital investment is significant in the company's march towards more efficient manufacturing and signals the company's stable growth in an unstable economy.

"I'm proud that Glycon survived the downturn of the automotive supplier market," Kuhman said. "Strategically, it made sense to diversify the business into other markets, including packaging. Being located in Tecumseh gave Glycon proximity to both Detroit and Toledo, and the opportunity to develop a strong relationship with Tecumseh-based Uniloy, a packaging industry leader."

Supplier base and strong talent pool create foundation for Glycon's continued growth

Developing a strong customer base, and retaining those customer accounts, is dependent on Glycon being able to source its production materials as efficiently and cost-effectively as possible.

"There's a strong supplier base in Tecumseh where we can subcontract machining, including Rare Tool and Roesch, as well as steel suppliers," Kuhman added. "The ability to establish and maintain these strong supplier relationships is critical to advancing Glycon's strategic growth."

Further supporting Glycon's business growth is the access to talent that Tecumseh offers. A strong relationship between the business community and the Lenawee Intermediate School District has led to the development of vocational technical programs that are proven to provide employers with candidates who are primed for advanced manufacturing careers.

"A recent trade publication did a survey of young adults and the results show that 90 percent of them do not want to work in manufacturing," said Kuhman. "In another community, finding the talent that Glycon needs to continue to grow might not be possible. Because the local school district offers programs like machining and tooling, the region is well positioned to provide young adults who are ready to pursue manufacturing vocations in innovative companies like Glycon Corp."