



## **JIT SOLUTIONS**

3rd Quarter - 2008

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### **JIT Companies awarded High Potential Grant from SMIF**

JIT Companies, located in Green Isle, received a High Potential Business Grant from the Southern Minnesota Initiative Foundation (SMIF) to improve their economic viability.

SMIF's High Potential Business Program is available to "high potential, high return" companies that are committed to maintaining and growing their business in the region. SMIF recognizes the potential impact that JIT will make in Minnesota.

"With help from SMIF, we are hoping to manage our growth potential and continue to expand our business in southern Minnesota," states Ron Beltz, CEO – Project Manager for JIT. "The custom glass industry is becoming more cost sensitive due to the overall economic crunch our nation is currently experiencing. By drawing on the knowledge and guidance of SMIF, we will be able to adapt to today's increasing customer demands."

The High Potential Business Program is an asset based effort that increases business success by providing specialized consulting and technical assistance dollars. The 24-month program occurs in three phases: assessment and planning; action plan and implementation; and CEO/Peer Council dialogues.

"The High Potential Business Program is one of the tools we use to help shape the economy in southern Minnesota," said Tim Penny, SMIF President/CEO. "We are pleased to provide this unique program to benefit JIT Companies and the customers they serve."

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### **A Solution for "Nonn's Flooring"**

Nonn's Flooring in Middleton, WI is listed as 23<sup>rd</sup> in the nation among specialty flooring retailers, and they are the largest independent retailer of flooring in Wisconsin. Their innovative formula includes quality materials, competitive pricing, and unmatched service that caters to the needs of architects, interior designers or certified professional installers.



Louie Spahn from Nonn's Flooring did not think it would be easy to coordinate the installation of a unique floor inlay project such as this, but he was willing to try. This particular project was an architecturally designed floor inlay. The 27 foot diameter labyrinth pattern was to be cut from three different colors of carpet.

There were a number of issues that were critical to completing this project. The artwork was received by Nonn's from the architect as a blue print. This drawing needed to be translated into a digital format, such as a .dxf file. The architect was also requesting customer

references with regard to similar jobs that the water jet operator had completed. The architect knew, from experience, that with a project of this scale any mistakes would most likely cost them their profit margin and since the carpet was not being cut on site the risk of mistakes increased greatly. Reordering material would be costly not only in material, but also in timeliness. Installation deadlines would be pushed back if installers had to wait for a second shipment of carpet. In this situation, experience was a valuable asset that might not be apparent on the estimate, but would be very apparent on the bottom line, if mistakes were made.

Louie Spahn, a commercial sales associate for Nonn's Flooring, found the JIT Water jet website and discovered that JIT Companies, Inc. could translate the blue print drawing to .dxf file so the water jet could read the cut path. After speaking with Bob Pflipsen, Director of Engineering at JIT Companies, Louie also discovered that JIT Companies had experience with this type of project and would be able to provide the references required by the architect. JIT not only provided references but also contacted the architect directly to give reassurance that JIT could handle the project.

With deadlines looming, the project was put into process. The file translation was completed before the carpet arrived. Nonn's Flooring delivered the three rolls of carpet to JIT and trusted that they would deliver on a ten day turn around that was promised. The project was scheduled and cut within that time frame. Each part was labeled as it was off-loaded from the water jet. An installation guide was printed and sent with the shipment to expedite the installation process; an unexpected but welcome benefit of working with JIT Companies, Inc.

Installation was a success; the parts fit together perfectly. While this type of project isn't typical for Nonn's Flooring, in this case it was profitable for them. Due to the help of JIT Companies, it was much easier to coordinate than it originally appeared to be at the onset on of the project. It is likely, that should a unique project such as this present itself again, that Louie would accept the challenge knowing that he could count on the experience and expertise of JIT Companies, Inc.

*"What an easy process" stated Louie Spahn when referring to working with JIT Companies. "They came through on everything they promised. I will definitely use them again in the future."*

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### **Suitable for Waterjet Series**

"Suitable for Waterjet" is a four part series that examines estimating simulations along with cutting options that may benefit a shape cutting project. The value of the option is dictated by the parameters of the project. Part 4 highlights post cutting processes.

Post cutting processes such as finishing, labeling and packaging of parts also presents an added value to customers, but is not always apparent on a quote. Finishing features at JIT include our ability to straight line or provide a brushed finish. JIT can also tap holes up to a 1/2" inch with our drill and tap capabilities.

Labeling parts as they come off the waterjet is often times critical in meeting those "needed it yesterday" installation deadlines. Many times a paper label is all that is needed or wanted, but JIT also has an impact labeler for parts identification and inventory locations specified by our customers.

While packaging is not a variable of the waterjet, we do know that our customers value our packing and packaging methods. Our Thermo form vacuum packing gets parts to our customers undamaged and in orderly fashion to make installation a lean and mean process for the installer.

The topic "post cutting processes" concludes our four part series, Suitable for Waterjet. Hopefully, the series has been beneficial to you.

Waterjet cutting is a cost effective means of shape cutting. When you are in the estimating process be sure you are comparing apples to apples when comparing quotes. We can customize the quote to fit your needs. Whether you want waterjet cutting only or a turnkey project, JIT will try to provide you with the best value possible.

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#### **More about JIT Companies Inc.**

JIT Companies Inc. fabricates unique projects and custom parts for design professionals, specialty contractors and a broad range of manufacturers. We focus on challenging, short-run projects that require high quality outcomes. Our capabilities include custom waterjet cutting services and made-to-order glass fabrications for both architectural and industrial applications.

We process all types of metal, glass, stone, foam, plastics and laminates. We smoothly integrate into your production cycle to reduce your production costs and overall time-to-market. We have had experience with many different materials, techniques and technological changes. It has always been our mission to maintain Old World quality, even as we introduce New World technology into our fabrications.

For well over twenty years, we have provided innovative solutions to the likes of Goodrich Corporation, Hutchinson Technology, Medallion Cabinetry, and The Science Museum of Minnesota; to name a few. We have succeeded in coming up with solutions when others have said that it could not be done; let our experience be your guide.

#### **Mission Statement**

*"Blending experience with innovation and technology to create custom solutions."*

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#### **JIT COMPANIES**

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