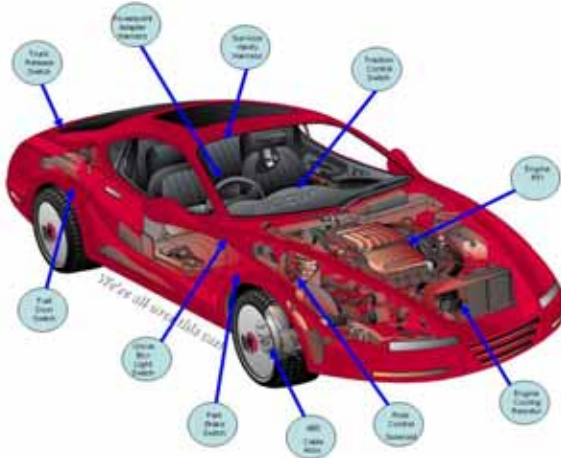




Multicraft International

- Privately held Mississippi manufacturer supplying world class products to the Automotive, Industrial, and Outdoor Power Equipment Industry since 1978.
- Multicraft has two Manufacturing locations in Pelahatchie, MS employing over 100 associates.
- Manufacture Electro-mechanical components, Wiring Harnesses, and Metal Tube Assemblies.



- Tier 1 automotive supplier to Chrysler and GM.
- Tier 2 & 3 supplier to Chrysler, GM, Ford, and Nissan.



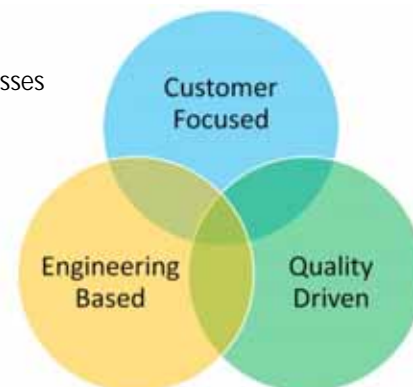
Multicraft International Reshoring, Retaining, and Growing

Reshoring:

- Chrysler Brake Switch
- Chrysler Hemi-Magnet Assembly
- *Wiring Harnesses*

Retaining and Growing:

- Successfully retaining and growing existing business:
 - Implementation of traditional tools (Lean Manufacturing, 1pc flow, 6S, etc)
 - Utilization of automated and semi-automated processes
 - Aggressive continuous improvement program
 - Development of Strategic suppliers
 - Create Value for the customer
 - Innovation in Products and Processes





Multicraft International

CHRYSLER BRAKE SWITCH

Background Information / Challenges:

- Existing supplier elected to exit business due to restructuring of core products, instability in precious metals market, and they did not want to allocate the necessary resources to support the program.
- Production line located in Mexico
- Chrysler Brake switch program used on over 80% of Chrysler's North American production.
- Considered a Safety Critical component
- Global competition (several US firms, Korea, Europe, Mexico)
- Aggressive Automotive pricing structure (quoted to 4 decimal places)

Keys to Success:

- Existing relationship with Chrysler with proven Quality record.
- Competitive pricing
- Strategic supply partner (injection molding)
- Commitment to address instability of precious metals market (agreed to lock-in pricing)
- In-house Engineering capabilities and ability to conduct Validation testing
- Buyer indicated that it came down to "Trust"



Multicraft International

CHRYSLER BRAKE SWITCH



The Chrysler Brake switch is a 3-pole brake switch consisting of High and Low current poles. These switches are produced using a Robotic handling system for critical terminal placement and semi-automated final assembly processes.



Multicraft International

CHRYSLER HEMI-MAGNET ASSEMBLY

Background Information / Challenges:

- Magnetic assembly used on all Hemi engines.
- Troubled supplier with existing quality issue of chipped magnets
- Production line located in Mexico
- Global competition and Aggressive Automotive pricing structure

Keys to Success:

- Participation in bid process was direct result of successful transfer of Chrysler Brake Switch Program
- Multicraft demonstrated ability to implement Poka-Yoke devices to address failure modes
- Competitive pricing

