

18th Annual North American Supplier Conference

May 18, 2017

“Growth Through the Pursuit of Quality”

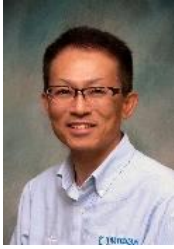
Presented by
Hiroyuki Nemoto,
Senior Purchasing Manager



AMC Purchasing Department

Location:
Mt. Pleasant,
Michigan

Total:
8 people



**Hiroyuki Nemoto,
Sr Purchasing Mgr.**



**Lisa Saunders,
Purchasing Mgr.**



**Sheri Kendall,
Buyer II**

*L-MACS,
Arm and Blade, Steel
Material, Steel Tubing*



**Trevor Atkinson,
Buyer II**

*Electronics, Magnet, Plastic
Molding, Plastic Material,
Washer Systems, Surface
Treatment*



**Helene Griffus,
Buyer III**

*Program Management,
Finished Goods*



**Julie Gifford,
Buyer I**

*Bearing, Magnet Wire,
Rubber, Spring,
Stamping*



**Jennifer Englehardt,
Buyer I**

*Cold Forging/Machining,
Die Cast, Sub Assembly*



NEW

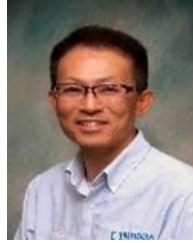
**Emily Oberlitner,
Buyer I**

*Fasteners, Grease, Labels,
Powdered Metal*



CMM Purchasing Department

Location:
Monterrey,
Mexico



Hiroyuki Nemoto,
Sr Purchasing Mgr.

Total:
7 people



Ricardo Mendoza
Purchasing General Mgr.

Tetsuya Kaneko
Coordinator



Pamela Espinoza
Buyer

*Brass, Aluminum,
Bearing, Spring, Surface
Treatment*



Lizzette Elias
Buyer

*Sister Companies, Electric
Parts*



Omar Macias
Buyer

*Resin, Machining, Injection
Plastic*



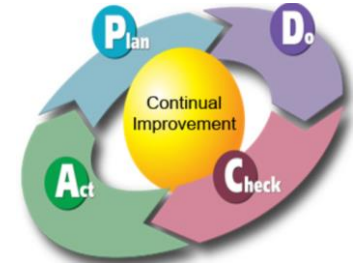
Christian Gonzalez
Buyer

*Arm and Blades, Door Mirror
Parts, Steel, Paint*



Pursuing Quality from the Customer's Point of View

Words of our Customer:



- ***PDCA is important for most activities, but especially for QUALITY.
(Plan, Do, Check, Act)***
- ***Identify Critical Control Points through PFMEA, PQCT and Training of your associates.***
- ***Provide New Value with New Technologies.***
- ***Strong Process Controls must be developed to prevent outflow problems.***
- ***Countermeasure effectiveness must be confirmed!***
- ***There is a Growth Strategy shift from QUANTITY to QUALITY.***



Let's work together to maximize our Customer's satisfaction!

Local Supplier Quality Improvement Activity

Poor Quality performance must be addressed quickly and permanently.



Take Responsibility!

1. Effective training
2. Documentation management (PFMEA, etc.)
3. Solid countermeasures

AMC Procedure:

1. Monthly Supplier Performance Reports created

2. Corrective Actions

Supplier is required to submit Corrective Action for poor Quality Performance, subject to QA approval.

3. Supplier Quality Management Visits

AMC Purchasing identifies Suppliers for Quality Management Visits based upon chronic poor performance. Audits are performed by members of AMC Purchasing, QA, and CSR Departments.

2016 / 2017 SUPPLIER QUALITY MANAGEMENT VISITS



www.americanmitsuba.com/purchasing-manual.html

American Mitsuba may audit its suppliers for:

- a) quality system procedures and implementation
- b) control of processes and product quality
- c) continued compliance.

Supplier Performance

AMC Local Supplier 2016 Cost Improvement

VE is defined as technical cost reductions using Value Engineering methodology and tools.
(Increase quality and perceived value through Value Engineering & Optimization)

Generate VE Ideas

- Teardown activities
- Line walks - GENBA

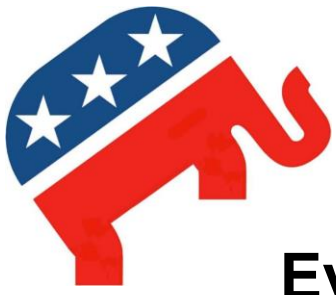
Specification Review

- Challenge Mitsuba specification for cost optimization
 - Provide validation test results

New Technology

- Is there a different design that will consolidate parts/functions?
- Does a new technology exist that could be applied to the process or materials?

“Design for Competitive Excellence”



2016 Election Results – New President “America First”

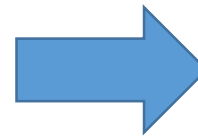


Every election brings different policies and viewpoints.
How might this impact American Mitsuba?

Trade Policies that may be effected:

GSP – Generalized System of Practices
NAFTA – North American Free Trade Agreement
TPP – Trans-Pacific Partnership (withdrawn)

BAT – Border Adjustment Tax
Others

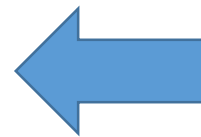


Increased Sourcing of Parts in USA



AMC Local Suppliers must be ready!

1. Competitive Cost
2. Sourced Raw Material with Short Lead Times
3. Available Tooling Resources
4. Open Capacity



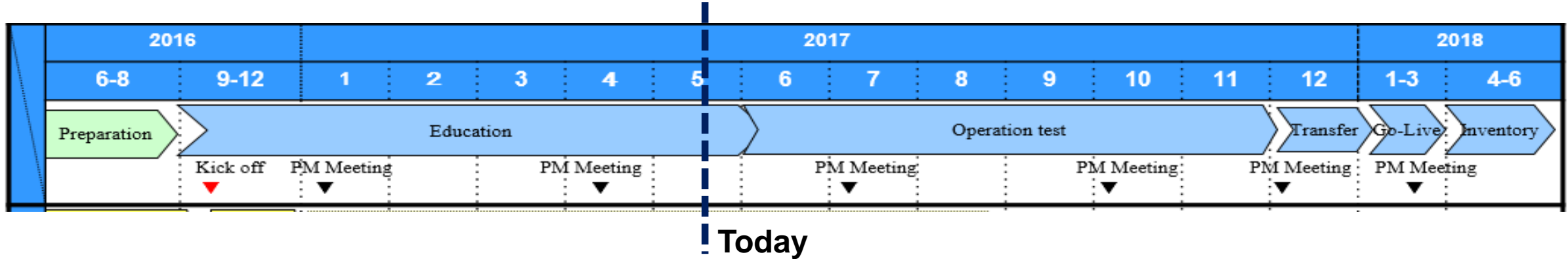
AMC Purchasing Policy

“Enhance ‘Buying Power’ of the Americas and Improve Product Competitiveness.”

- **Localize Competitive Parts from Suppliers**
- **Propose Latest Technology and Materials for new products**
- **Human Resource Development of Purchasing Associates (Skill Up)**

CMM - LMACS Plan

Kick Off September 2016 / Go Live **January 2018**



Part Number will be Modified

XXXXX-XXX-XXX



From 11 to 13 Digits

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Important Request



MITSUBA VISION 2024

Enter a New Stage with a New Global Viewpoint

