



## STATEMENT of QUALIFICATIONS

*2020 Partnership Proposal*

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# STATEMENT of QUALIFICATIONS

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Dear Potential Partner,

C.E.S Machine Products Inc. is pleased to provide a comprehensive statement of qualifications. This package outlines CES Machines Product's capability to support a prosperous partnership based on aggressive attack on cost in the production of CNC machined parts.

After over 40 years in contract manufacturing, CES is looking to the future where the focus is on strategically selected customers that are the best fit for our present and future business structure. Our goal is not just to grow our business, but to grow efficiently. By choosing the right partners, we are eliminating inefficiencies that increase overhead and consequently prices.

We understand there are many suppliers. However, CES provides much more than the standard requirement of quality and on-time delivery. We provide a level of professionalism and customer service that is beyond that of most other contract manufacturers.

We appreciate you taking the time to review the enclosed statement of qualifications. If you have any questions, please do not hesitate to contact us at anytime as our business revolves around open and honest communication.

Best Regards,

A handwritten signature in black ink, reading 'Jamie Schmidt'. The signature is fluid and cursive, with the first name 'Jamie' and last name 'Schmidt' clearly legible.

Jamie Schmidt  
President/Owner



## INTRODUCTION

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Headquartered at the base of the Sierras in Sparks, Nevada, CES Machine Products (CES) is a premier worldwide supplier of machined parts and sub-assemblies. By way of its business friendly location, CES is capable of providing competitive pricing without the cost of state income tax nor state inventory tax.

CES has been serving the energy, aerospace, defense, medical, automotive, semiconductor, industrial, and commercial manufacturing industries for over 40 years. The foundation of CES is built on a commitment to the highest level of ethics and integrity, along with open and honest communication. In addition to our strong foundation, we have adopted a philosophy of continuous improvement, embracing Lean manufacturing principles throughout our organization.

CES prides itself in its diverse experience created throughout its long history. CES is known for its expertise in manufacturing on expansive variety of parts through a wide variety of materials. We maintain a range of in-house CNC machining capabilities to support all types of production requests, including prototype and quick-turn projects, but with a focus on high run production.

CES utilizes a Quality Management System (QMS) to direct and control the organization with regard to its ability to consistently provide products and services that satisfy our customers' requirements along with applicable regulatory requirements. In addition, CES aims to enhance customer satisfaction through the effective use of this system, including continuous improvement of the system. The quality management system is based on the international standard ISO 9001:2008, aerospace standard AS9100 Rev C, and medical standard ISO13485.

With an average of ten years of employment at CES, the management team is comprised of seven individuals who oversee all the integral segments of the business. This includes customer service, finance, production, purchasing, quality, project management and engineering. These individuals are the driving force behind the success of CES and are always available to any of our customers for support.





# CAPABILITIES

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## *CNC Lathe Department*

- 12 Total Machining Centers
- 2 5/8" Max Diameter Bar Stock
- 12" Max Diameter Chucking
- 4' Max Length
- Live Tooling
- Sub-Spindle

## *CNC Mill Department*

- 9 Total Machining Centers
- Max Envelope of 40"x20"
- Vertical and Horizontal
- 4th Axis
- Pallet Changers

## *CNC Swiss Department*

- 9 Total Machining Centers
- 1 1/4" Max Diameter
- 10" Max Length
- Live tooling
- Sub-Spindle

## *Quality Department*

- Climate Controlled Lab
- Zeiss Digital CMM
- Mitutoyo Manual CMM
- Fowler Trimos Height Gage
- Sunnen Gages
- Mitutoyo Digital Profilometer

## *Support Department*

- 1 Honing Machine
- 1 Centerless Grinding Machine
- Fully Equipped Finishing/  
Debur Department

## *Software*

- MasterCAM X
- Vellum
- SolidWorks
- ERP - Estitrack
- Gage Pack Tool Calibration
- Nikon CMM Manager

## MANUFACTURING APPROACH

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CES Machine Products' general manufacturing approach is an aggressive attack on cost and is driven by implementation of Lean principles throughout the organization. Every new customer is assigned a dedicated project manager, whom follows every project from quote to shipment. The NPI engineer performs a risk analysis with the receipt of each purchase order of new part numbers. The analysis remains open until FAI acceptance, documentation is verified and analysis is closed.

CES retains a transparent project management approach, which monitors all phases of process development and production, providing real-time progress assessment. Department managers are required to attend daily production meetings with current status of their respective projects.

CES utilizes continuous flow manufacturing and demand flow processes. We look for advance turnkey manufacturing solutions, which are governed by our AS9100c, ISO13485 and ISO9001 certifications. Annual capital investments are made in all departments as up to date technology is a large part of manufacturing.

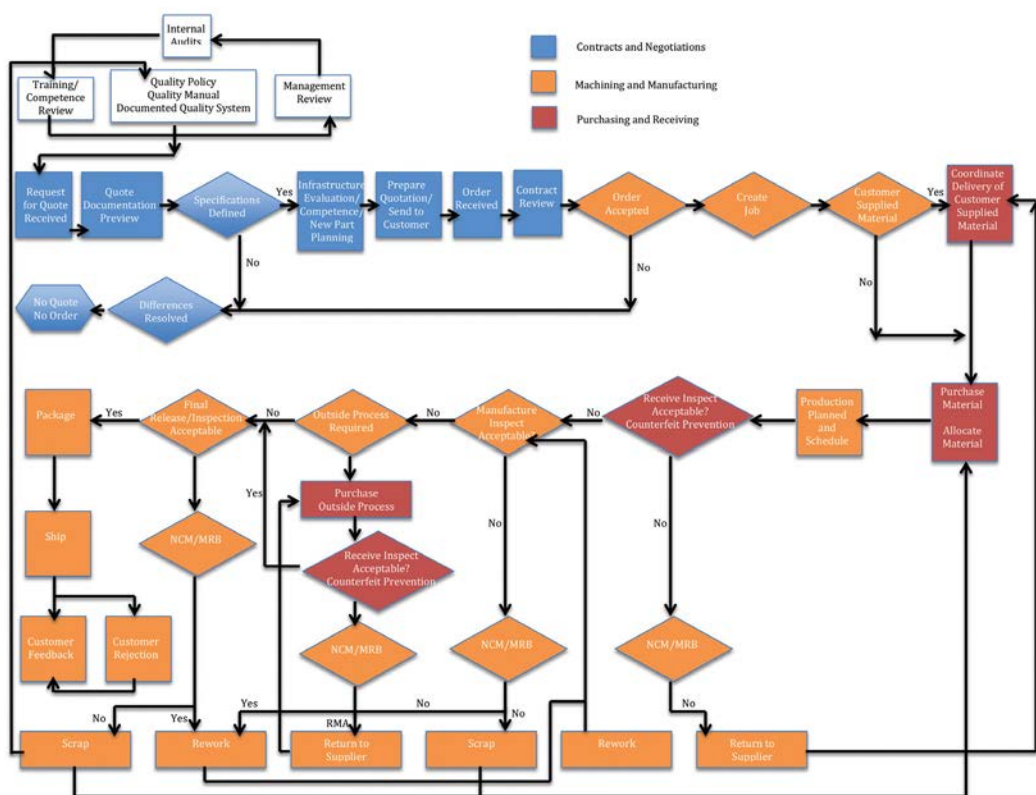
CES also works with customers by developing custom purchasing programs. By utilizing a comprehensive ERP system, CES schedules and tracks releases on blanket orders and is capable of designing a variety of purchasing programs. CES's manufacturing and assembly services benefit from inventory management expertise and volume procurement capabilities, which allow for additional stock on hand. Our goal is to enter in multi year longterm agreements which creates stability and flow as well as reduces cost for the benefit of both the supplier and customer. CES encourages communication of demand and product forecast, which streamlines just-in-time delivery and better managed customer inventory.







# SEQUENCE & INTERACTION OF PROCESSES





# BUSINESS OUTLOOK

## PRESENT & FUTURE

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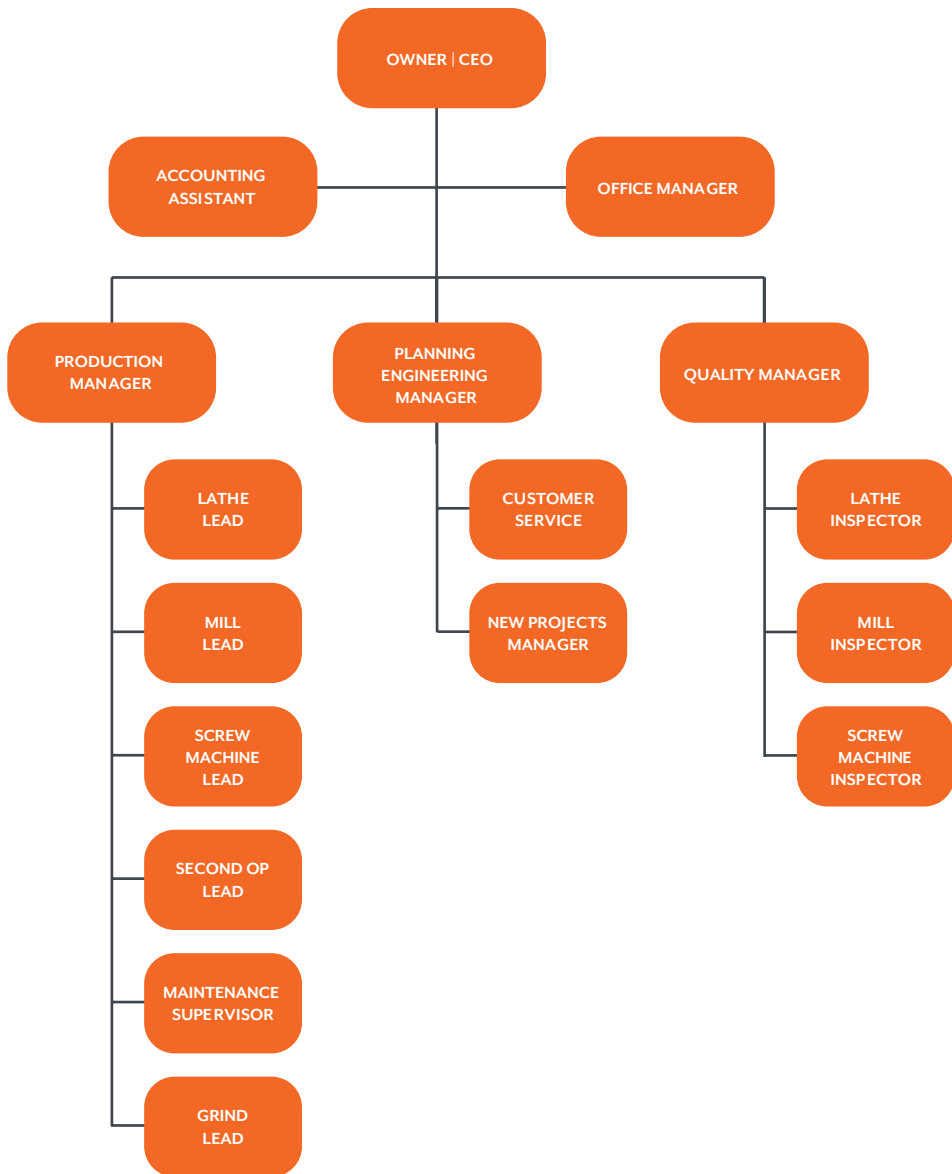
### Current Stats:

- Operating since
- \$4.0 Million Annual Revenue
- 29 Employees
- 1 Shift
- Current Industry Mix:
  - Commercial 10%
  - Aerospace 70%
  - Medical 10%
  - Energy 5%
  - Defense 5%
- 36,000 Square Foot Facility
- 30 Machining Centers
- Woman-Minority Owned Small Business
- Located in a HUB zone
- 3 Department Dedicated Inspectors
- 2 Engineers

### Future Stats:

- Growth Through
  - 5-7 Key Strategic Partnerships
- \$8 Million Annual Revenue
- 40 Employees
- 2 Shifts
- Future Industry Mix
  - Energy 10%
  - Aerospace 40%
  - Medical 20%
  - Defense 20%
- Increased Capabilities
  - Mill/Turn Machining Centers
  - Palletized Horizontal Milling
  - Multi-spindle screw machines
- Quality Assurance Investments
  - Video Comparator
  - Digital CMM per Department

## ORGANIZATIONAL CHART









## SWISS SCREW DEPARTMENT

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- 9 Total Machines
- 1 1/4" Max Diameter
  - 10" Max Length
  - Live Tooling
  - Sub-Spindle



## CNC MILL DEPARTMENT

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- 15 Total Machines
- Max Envelope of 40"x20"x20"
- Vertical and Horizontal
- 4th Axis
- Pallet Changers
- 50 Taper Spindle

## CNC LATHE DEPARTMENT

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- 18 Total Machines
- 2 5/8" Max Diameter Bar Stock
- 12" Max Diameter Chucking
- 4' Max Length
  - Live Tooling
  - Sub-Spindle







quality precision reliability

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[cesmachine.com](http://cesmachine.com)

**ISO 13485/AS9100**

*Certified Manufacturer of  
Precision Machined Products*

