

<u>Cub Manufacturing News</u> <u>December 16, 2016</u>

Welcome back to the latest issue of Cub Manufacturing News! It has has been a busy few weeks for us since we last visited. We have been busy designing, managing project deadlines, taking new orders, hosting visitors, and preparing for finals as our semester ends.



We are continuing our work on the rack project for Royer Corp. A project of this size makes the shop busy and full! While we had some trouble with an error on the cut for the square tubing, we turned it into a learning opportunity and found an effective way to fix the situation. We have finished the skeleton of the first rack, have worked out the kinks, and have now started on the second one. The next step will be installation of the sheet metal on the

racks to create the shelving. The shelving racks will be used to store the many molds that Royer Corp. uses to create their various products.

This holiday season has been very busy for us! We are wrapping up orders before dismissing for Christmas break. We have had a number of customers reach out for various items, including our signature chicken grill! Since sharing our display of products at the Turkey Shootout game in November, business has picked up significantly. We have made \$744.40 in profit thanks to our



many gracious customers within our community. We still have chicken grills available for purchase, the price is \$150.00. You can contact us through our Facebook page or by email at rlamb@madison.k12.in.us. Our signs can be made using 16 or 10 gauge metal, we can assist with customized design services, and prices vary based on product and services.

On December 6, 2016 we hosted a tour of the Indiana Pathways Innovation Network. This is a collaboration of the Center of Excellence in Leadership of Learning, Department of Workforce Development, Indiana Commission for Higher Education, and Indiana Department of Education which brought together visitors from all over the state. Be sure to check out this great <u>article from The Madison Courier</u> highlighting aspects of the visit and workshop.



We also recently hosted students and teachers who observed in our lab and learned about our training equipment and processes. During their visit, we had our

students working in the Amatrol lab and others wire wheeling and grinding. Some of the students were asked questions and at the of the tour each of our visitors received their very own Cub Manufacturing keychain.



One thing we know our audience understands and can appreciate is teamwork. With the increase in new business, a focus on deadline management, striving for excellent customer service, and finals preparation it has been a stressful few weeks. It has given us an opportunity to focus on the positives, realize the daily opportunities our growing business provides, give one another grace, and understand the importance of patience and teamwork.

As we approach the holiday, we begin our Christmas break full of gratitude. We are continuously amazed at the growth this journey has provided us. We are so very thankful to our mentors and advisors, those who support us financially with donations and equipment, as well as, our growing list of new and returning customers. Every single one of you play a vital role in the success of our program!

Our team at Cub Manufacturing would like to wish you and your family a very Merry Christmas and Happy New Year! We will see you in 2017!