



YOUR LOCAL  
**PARTNER**  
**SOLUTION**

**DAVID MAYEN**

BUSINESS DEVELOPMENT



**ERICK LUNA**

CAPITAL INVESTMENT



**PEDRO GALLEGOS**

QUALITY MANAGER



**FERNANDO VILLA**

ENVIRONMENTAL HEALTH&SAFETY



**ROBERTO RODRIGUEZ**

SOURCING MANAGER



**MAURICIO MEY**

LEGAL



**CARLOS GONZALEZ**

PROJECT MANAGER



**BENITO ESPINOSA**

MARKETING







# Our Tools

**APQP**

**Advanced Product  
Quality Planning**

**PPAP**

**Product Part  
Approval Process**

**FMEA**

**Failure Analysis**

**CP**

**Control Plan**

**SPC**

**Statistical Process  
Control**

**MSA**

**Measurement  
Systems Analysis**

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# AGENDA

Our Team

## Supplier Map

- Casting
- Machining
- Steel fabrication

## Ex. of Parts





# SUPPLIER ROAD MAP



# CASTINGS SUPPLIERS





# MACHINING SUPPLIERS



# STEEL FABRICATIONS SUPPLIERS





# DEVELOPED COMPONENTS



**Valve bodies**



**Ductile iron casting**



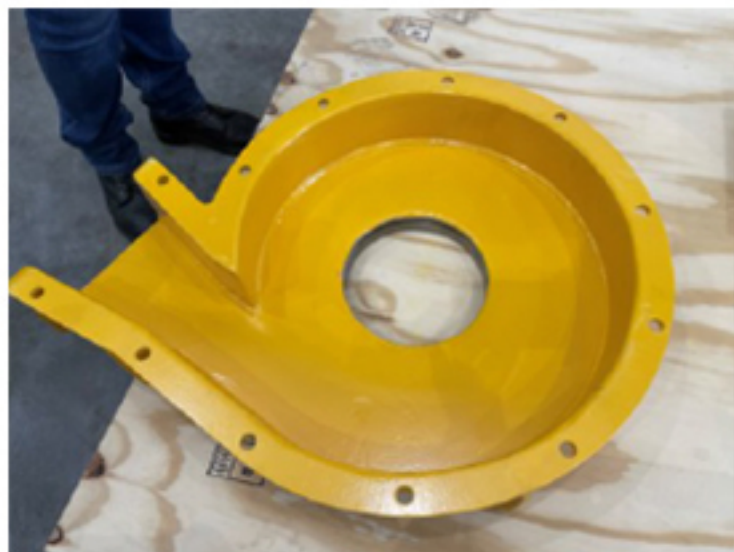
**Special iron**



**Gray Iron**



**Fabrications**



**Combo Yokes**



**Upper Boots**



# VALUE CHAIN MADISON (GENERAL COMMENTS)



## White iron

- Aceros y Tuberias is our main High Chrome supplier, however they have poor performance due to several reasons (no cash and poor management) and it has affected us for the past 3 years, thus OTD has been below standard.
- Working with supplier **AMMNSA** Torreon to develop both casting and machining, but we are also going to look for other machining solutions locally.
- Fundiciones Nardo is a supplier located in Mexico City who has experience pouring high chrome, but the price would be significantly higher and there were potential risks identified at their plant.

## Gray Iron

- Development phase with AMMNSA has been completed.
- Working on fulfilling the Open Order pieces .
- Looking for suppliers to machine the pieces.



# KEY SUPPLIERS – MELTER



## Projects made :

- Rio Tinto
- 400CVD Cyclone Parts
- Cluster IOCC 461
- KLG Distributor
- Mt Miligan Base Plates

## Process

- Cutting
- Specialized Welding
- Machining
- Sandblasting
- CNC Machining
- Painting
- Assembly
- Stress Relieving

**Large Storage Capacity**



# KEY SUPPLIERS – AZ INDUSTRIES



## Projects made :

- MACCASSA Distributor
- Cote Gold Baseplates

## Process

- Cutting
- Specialized Welding
- Machining
- Sandblasting
- CNC Machining
- Painting
- Assembly
- Arch Welding

**Large Storage Capacity**



# KEY SUPPLIERS – MCVILL



## Projects made :

- Bloom Lake
- 400CVD
- Distributor A1110942

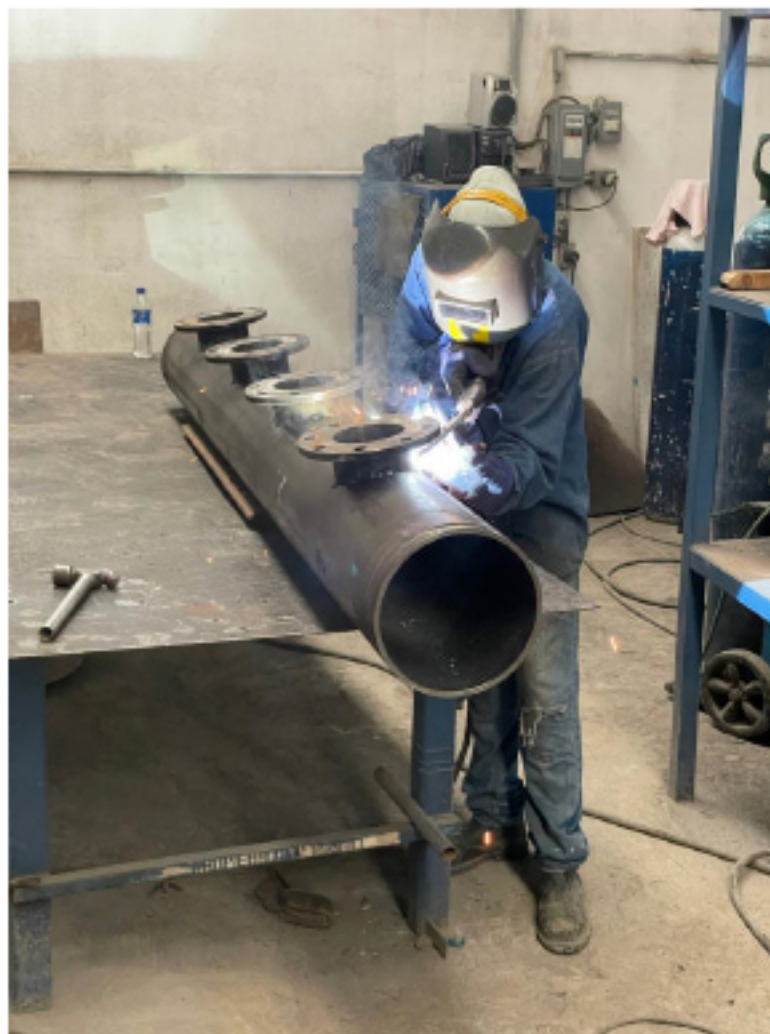
## Process

- Cutting
- Specialized Welding
- Machining
- Sandblasting
- Painting
- Assembly
- Arch Welding

**Large Storage Capacity**



# KEY SUPPLIERS – MADO



## Projects made :

- Recyclone Parts
- Conical Bottom Classifier

## Process

- Cutting
- Specialized Welding
- Machining
- Assembly
- Arch Welding



# CALERA





# MT MILLIGAN





## QUESTIONS

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