

CORE HAVE TOOLS TO GROW THE BUSINESS

Core Tools based in Kitchener Ontario have been trading on their current site for 6 years. Previously they traded under a partnership with Air Tools, having a presence in both Kitchener and Toronto.

As part of their current strategy they have employed SCS to assist them in changing direction, moving away from selling BOSCH tools to supplying maintenance and support services. This process has been ongoing for the last year and will continue over the next two

The role of SCS's consultant Mr. David Smart has been to develop ideas for marketing and developing the product, coaching the President Mr. Kevin Martin in this process, focusing him on key aspects that he needs to do to grow new business.

Mr. Martin believes this has been a valuable exercise and he would not be where he is at present without the support of his Consultant David Smart providing him with a sounding board for ideas and providing the encouragement to stay the course.



“Kevin Martin (President of Core Tool) checking a fixture, analyzing yield characteristics at John Deere's Plant

“SCS International allowed us to implement change with minimum disruption...
...as well as doing it at a pace that suited us and at a price we could afford”

IN THE RIGHT MOULD



MPC's President David Yeaman & Vice President Tom Woegerer holding their ISO9001 certificate outside their plant

“David's knowledge and experience played a key role in accelerating the timeframe and outcome of a first time pass”

Molded Plastic Consultants are located in Shanty Bay just north of Barrie in Ontario, Canada. They have recently been acquired by their new owners David Yeaman

One of the key reasons for buying the business was that it had been registered to ISO9000 which they quickly wanted to resurrect to capture new business

They employed the Consultant - David Smart who had undertaken writing and implementation project managing of the original system to upgrade it in line with the new Owners thinking and values.

One of the tangible benefits achieved was continuity, due to the retention of the original Management representative Tanya Hann who again worked closely with David to ensure that the system was recertified at the first audit