



USCCCC Conference

The Atlantic Tool & Die Company

19963 PROGRESS DRIVE • STRONGSVILLE INDUSTRIAL PARK • CLEVELAND, OHIO 44149

(440) 238-6931 • FAX NO. (440) 238-2210

China's Role in the Survival of a Family Owned Company During the Economic Storm

Frank Mehwald, President / CEO

11/19/2009



Our Strategy at ATD has been

- Meet the highest world standards
- Provide extra value added services and convenience to our customers
- Serve our customers regionally, where they locate
- Utilize the latest technology, manufacturing process and human resource development
- Become a partner expert in our customers' business and products

17 Honda Awards



- Quality
- Delivery
- Productivity
- Improvement
- Performance
- beyond normal expectations



What We Do

Contract Manufacturing

- Progressive Dies
- Automatic Stampings
- Component Assemblies & Value Added Services

- **Facility Locations –**

Strongsville, OH – 60,000 sq ft

Strongsville, OH - 40,000 sq ft

Harlingen, TX - 75,000 sq ft

Sharon Center, OH - 77,000 sq ft

San Jose, Costa Rica - Engineering/Simulation

Anniston, AL – 62,000 sq ft

Seville, OH – 95,000 sq ft

Guangzhou, China – 150,000 sq ft

Matamoros, Mexico – 44,000 sq ft

Capabilities –

Stamping 60 to 1200 tons (progressive & transfer)

Staking (automated & manual)

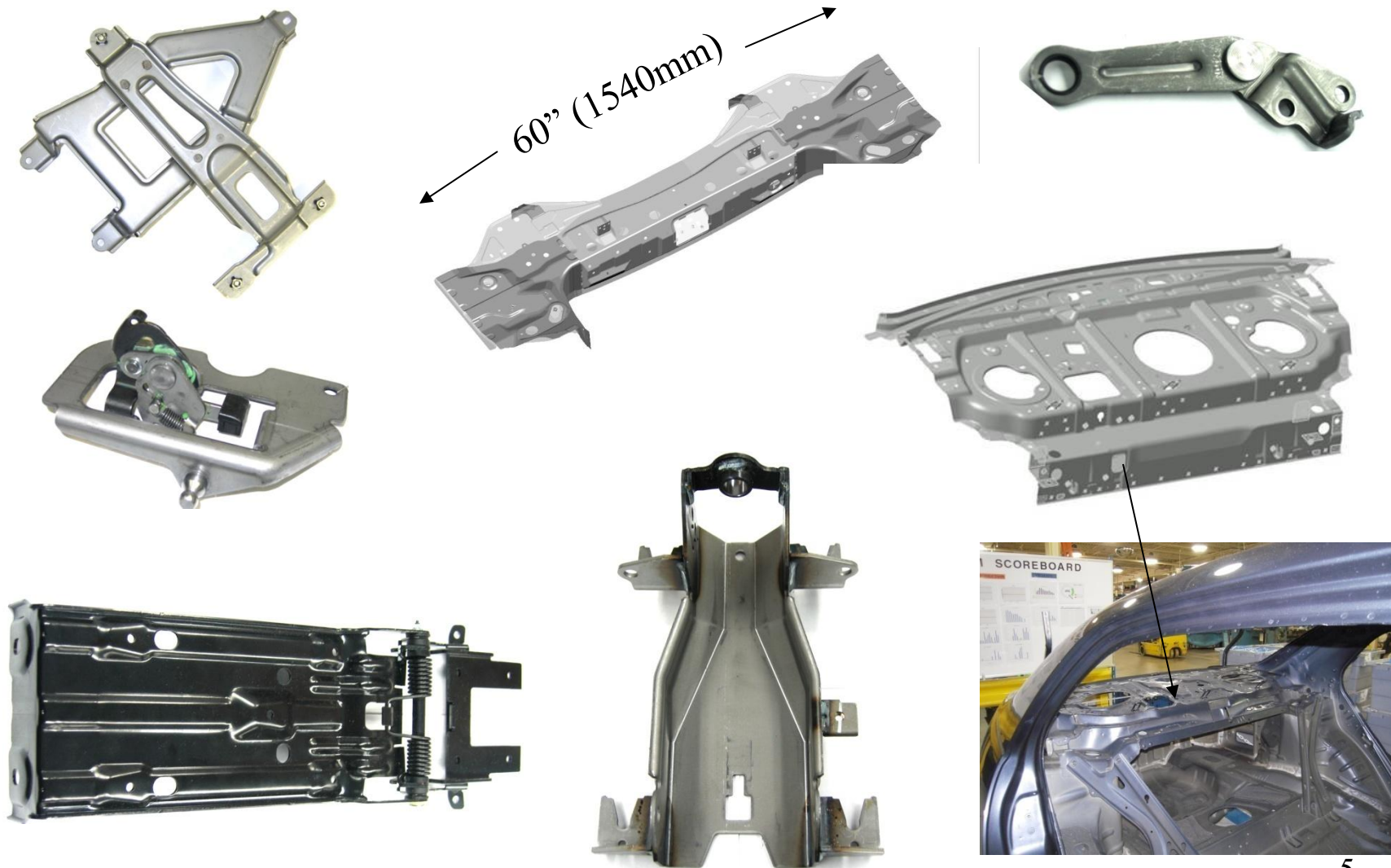
Welding resistance & arc (robotic & manual)

Tapping (automated & manual)

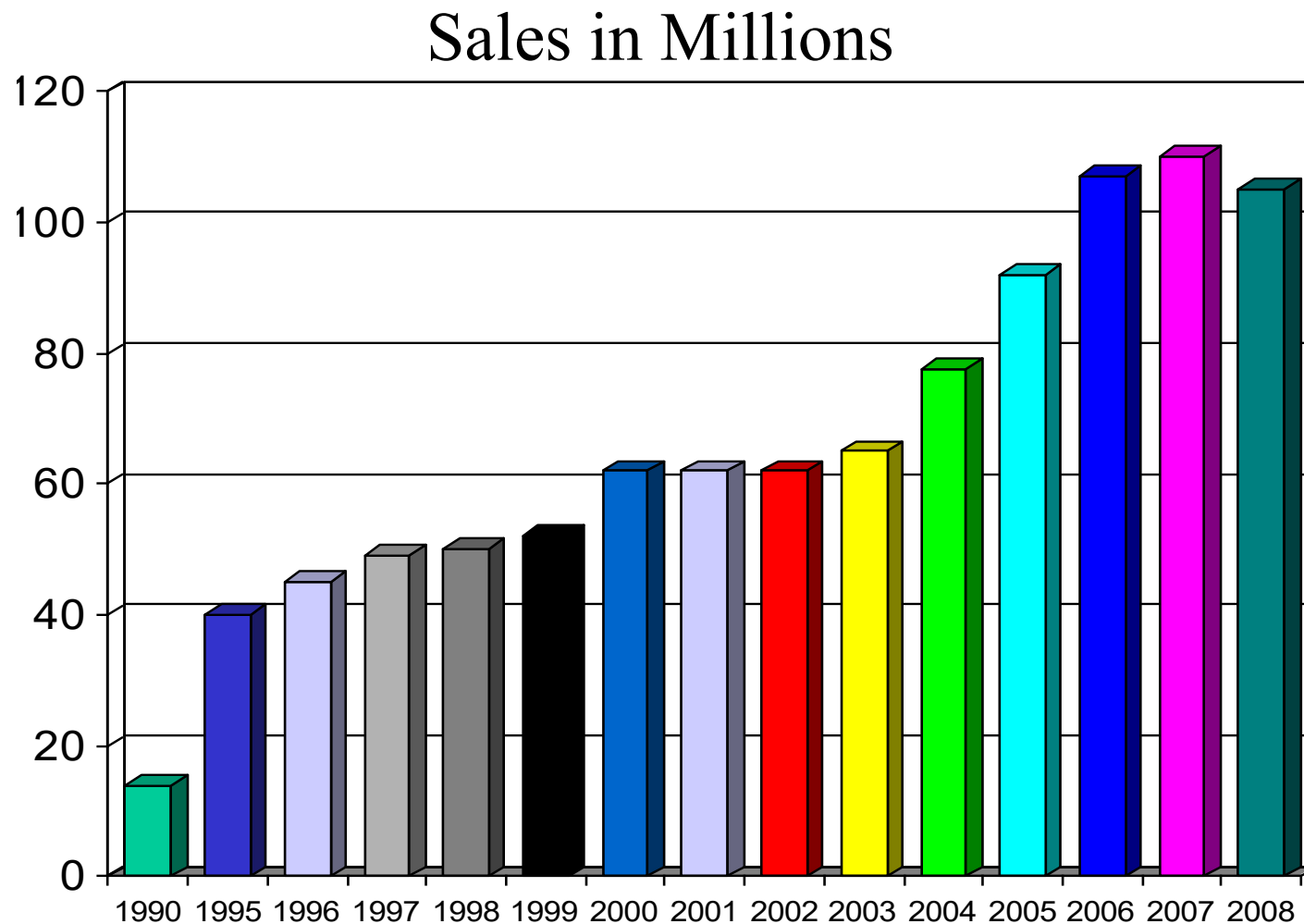
Riveting (impact & orbital)

Assembly (automated)

What We Do

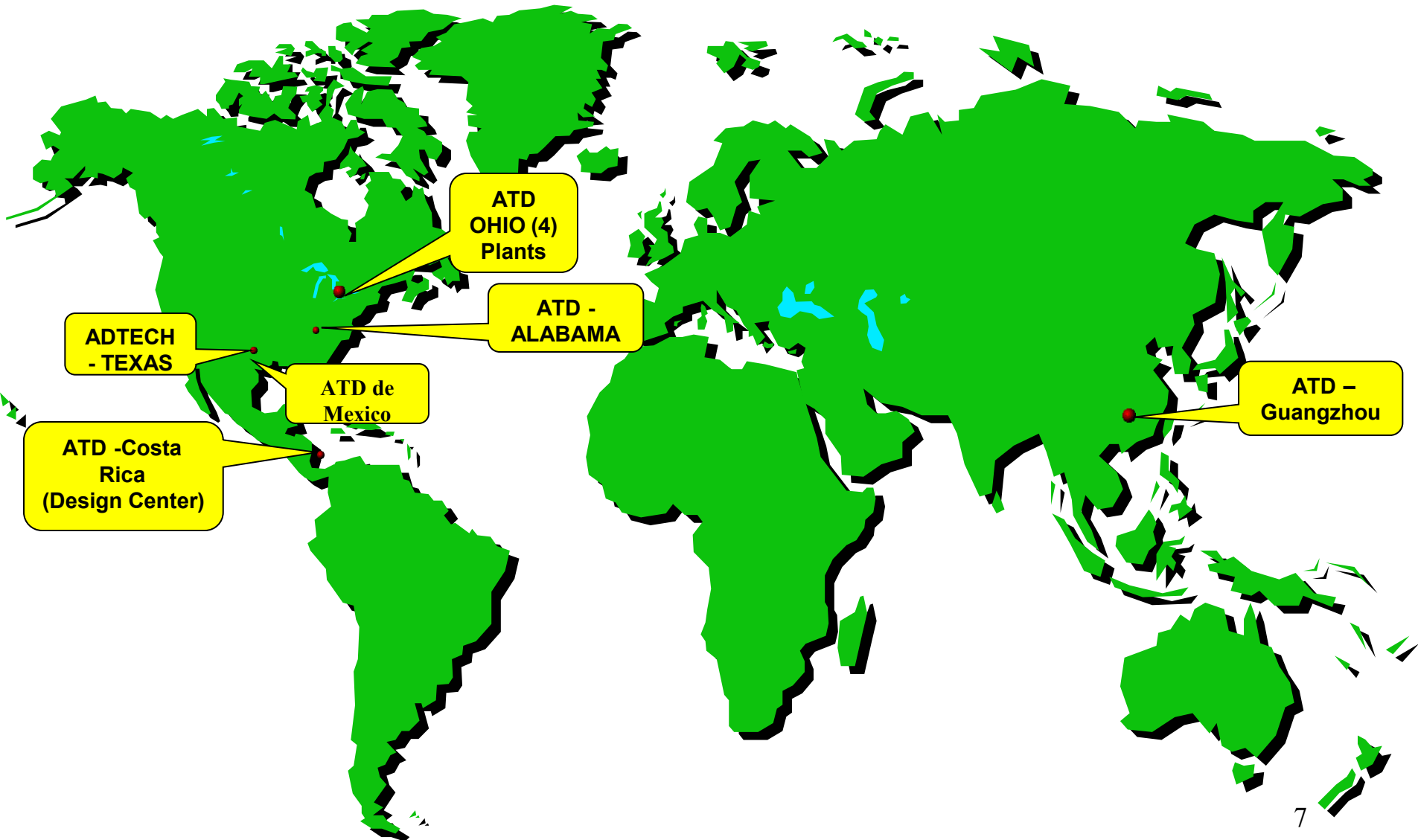


Sales and Company Growth



Over 100 Global customers in U.S., China, Europe and Mexico

Global Footprint





How We Got to China

- 2001: Attended 1st USCCC Conference
 - USCCC provided focus and knowledge of China's potential and its' culture
- 2002: Attended Honda Annual Supplier Conference
 - Were told we needed to be Global to remain competitive
- 2002: Steel Tariffs Expedited Our Move Offshore
- What the Politicians don't get
 - 3 Manufacturing Groups
 - Extractors / Converters
 - Component Manufacturers (The REAL Manufacturers)
 - Assemblers

New China Campus



New China Campus



Moving Forward

- China Remains a Main Part of Our Global Strategy
- Costa Rica
 - Engineering Service Center
 - Production in the Future
- Current Global Customers now in China
 - Honda - Japan
 - ARC – U.S.
 - Valeo - France
 - Omron - Japan
 - Kiekert - Germany



Moving Forward

- Developing 20 Additional Automotive & Non-Automotive Customers
- Training Work Force in China
- Mexico Factory Completed
- Learning to Operate in Different Cultures
- USCCC has been a tremendous asset and help!



Lesson Learned - Surprises

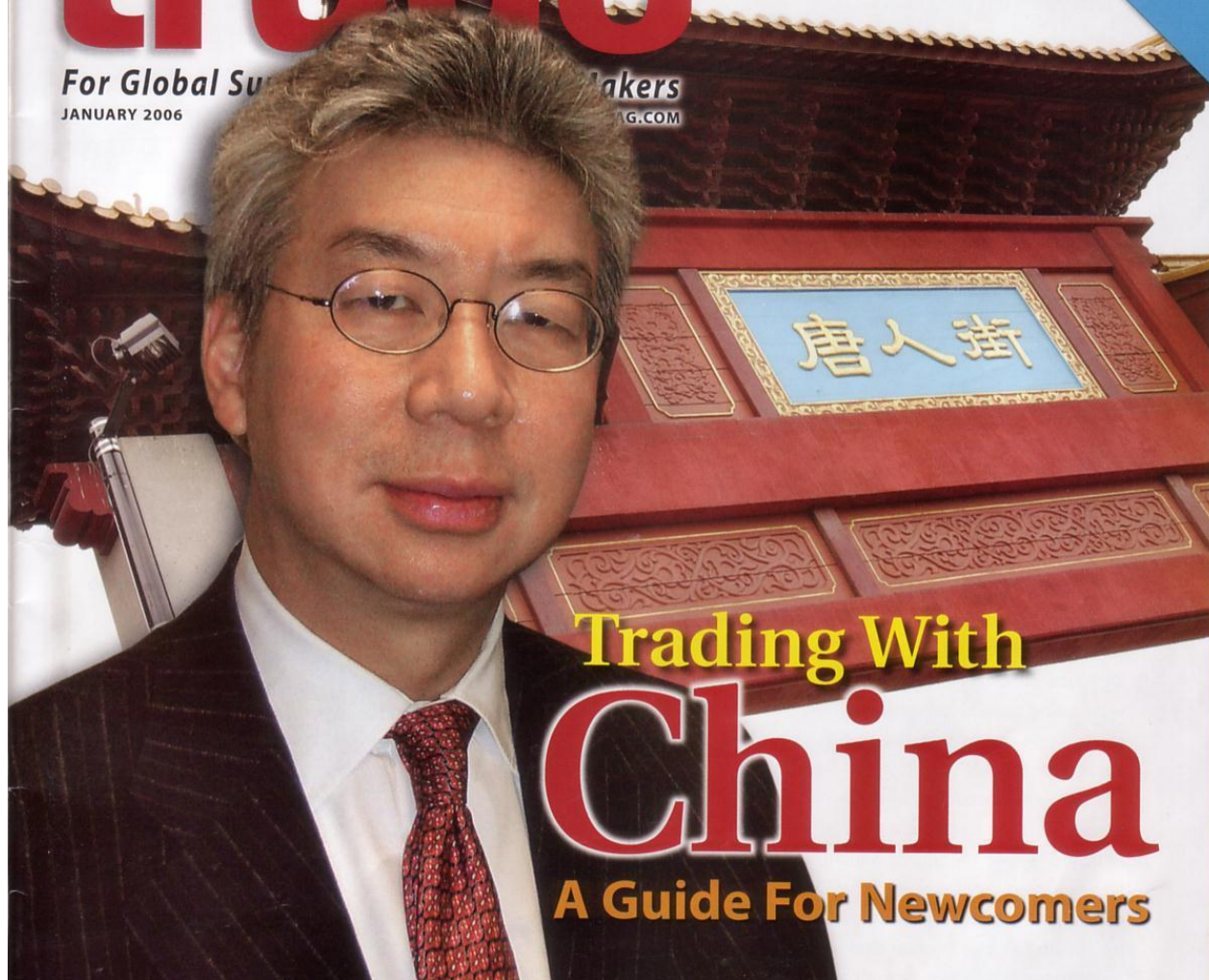
- Construction Problems
 - Dishonesty Issues with Project Manager, Contractors, Architects
- Timing
 - Nothing Happens as Quickly as Planned
- Difficulty in Finding Good Plant Manager
- Difficulties Working Through Government Bureaucracy

WORLD trade

For Global Suppliers
JANUARY 2006

makers
G.COM

How Shippers
Can Get More from
their Truckers



Trading With
China
A Guide For Newcomers

Thank You!