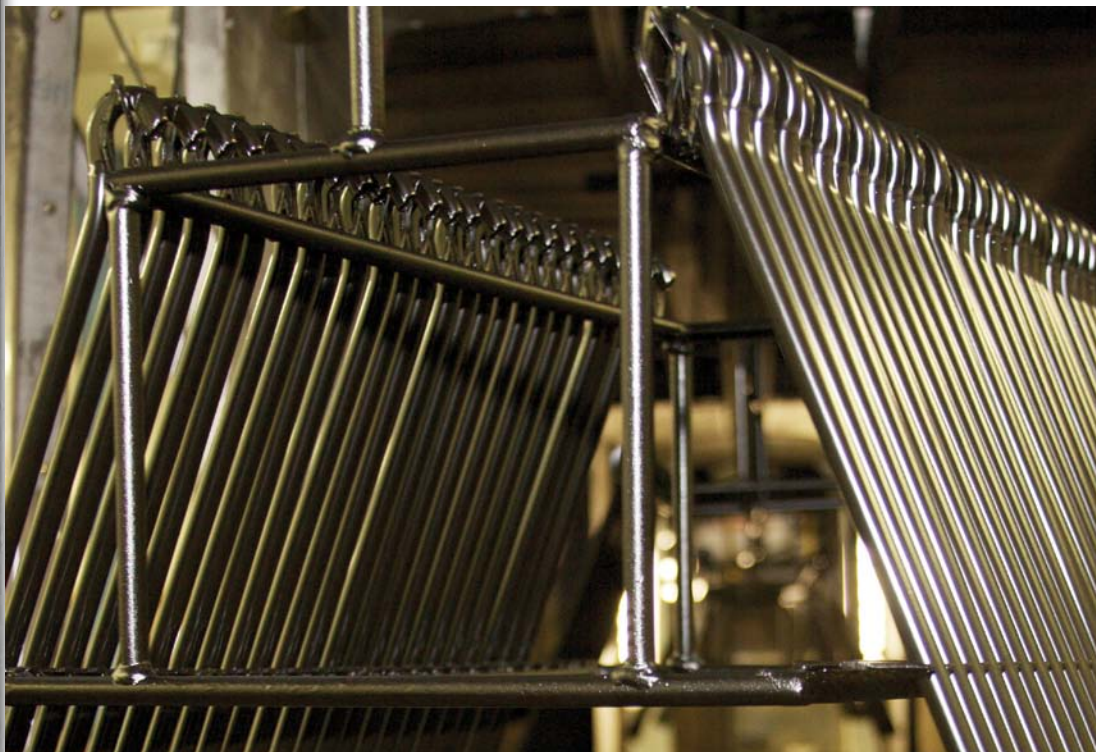


# FINISHING TOUCHES

METAL



## Ten Reasons for OEMs to Partner with H.E. Orr, a Full-Service Company for Finished-Condition Wire Forms

The OEM goal: increase quality while reducing costs.

The solution: partner with H.E. Orr, for all finished-condition wire forms.

The reason: H.E. Orr is a full-service company with extensive experience at supplying best-in-class quality while holding down both hard and soft costs for its partners. Consider these ten advantages:

ONE

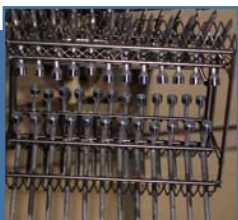


### Concept to completion at one location

H.E. Orr knows your needs, specifications and the way you do business. Orr can produce your finished parts as well as perform the initial designs. By

reducing the number of suppliers in the manufacturing chain, OEMs can realize big cost savings.

TWO



### Save money by avoiding costly ship-through arrangements

Selecting H.E. Orr to design the part, make it, paint it, perform sub-assembly, test it, package it in a kit, and ship it saves considerable time and

expense in both paperwork and transportation.

THREE



### Improve efficiency when specifications change

OEMs are constantly adding new products and making modifications to existing ones. H.E. Orr can simplify specification changes because

complete production occurs at one location. There is no need to tie up materials inventory or move products from one facility to another.

FOUR



### Accountability ends with a single supplier

Have you ever rejected parts that arrived out of spec? If you relied on multiple suppliers, you know how finding the problem source and

correcting it wastes time and slows production. Working with a single supplier like H.E. Orr greatly reduces the possibility for error in the first place.

FIVE



### Consistent quality

Orr's high standards result from working closely with its partners to prevent such issues. Because Orr knows your operation and its specific requirements, it can easily make adjustments as needed.





## Continued from the Cover...

By contrast, when relying on several suppliers, this process must be coordinated. Communication issues alone can lead to delays or unsatisfactory results.

SIX



### **Flexibility in delivery schedules and turnaround time**

Using a one-stop-shop means special consideration when crunch time hits and a hot deadline is looming. As a single-source supplier, H.E. Orr has full control over everything from design to delivery. Consequently, Orr can quickly meet any special needs.

SEVEN



### **Establish a stronger relationship to get through tough times**

A key advantage to having H.E. Orr handle all stages of production is that Orr has full control of the outcome. If your company faces difficulty because of the economy, natural disasters, labor or other issues, Orr can help to develop solutions.

EIGHT



### **Orr is a better source for innovation and problem solving**

Need to reduce weight or increase strength? Does your finished part require better or different corrosion protection? Would the switch from inventory management to a just-in-time system save money? The experienced team of Orr engineers and quality-control experts will examine the part at all stages of production and make recommendations to achieve these goals.

NINE



### **Save space and improve efficiency**

If one or more of the manufacturing steps is taking up valuable space on your floor, and it's not a part of your core competency, then outsourcing that process could be a cost saver. Orr can help with a full analysis of all soft and hard costs involved.

TEN



### **Is vertical integration really for your company? Partnering with H.E. Orr will simplify and lean-up your production.**

In summary, vertical integration can be an advantage to some OEMs. However, it can also be a distraction from your company's core business, the aspect that often provides the highest margins. Partnering with a full-service

company like H.E. Orr can improve your overall profitability.

Orr has extensive experience working with some of the most respected manufacturers in the world. When you need creative solutions, Orr's knowledge and insights can be invaluable.





## New H.E. Orr Website and Brochure Touts Benefits to OEMs

H.E. Orr Company of Paulding, Ohio, is reaching out to its customers through a new website and company brochure. These marketing tools provide a wealth of information for OEMs that require forged parts, finished-condition wire forms, and painting services for parts they manufacture. Orr is uniquely positioned in the marketplace as an ISO/TS 16949 and ISO 14001 supplier that can take parts from initial concept all the way through e-coating and powder coating on one production line. The company's services also include sub-assembly and kitting.

"It's clear that more and more OEMs are searching online for suppliers that can deliver the quality they need at an affordable price," says Greg Johnson, President of H.E. Orr Company. "The goal of our new website and brochure is to make information about our services readily available to them."

### New Markets

Johnson says his goal is to open new markets outside of automotive hood stays and wheel wrenches that are a major part of Orr's current customer base. Orr's specialized services are ideal for the following OEM niches:

- Agricultural machinery
- Automotive parts
- Blowers and fans
- Construction equipment
- Fabricated wire products
- Furniture and seat frames
- Hand and edge tools
- Lawn and garden equipment
- Power equipment
- Power hand tools
- Pumps

- Sporting goods
- Switchgear
- And dozens of other OEMs

"Our intent is to reach out to the marketplace and explore the wide-open possibilities that exist for a company like H.E. Orr," Johnson explains. "We are very willing to make investments in new equipment and technologies to meet the requirements of our customers. By providing exceptional service and going the extra mile to install new lines and technological processes, we hope to accommodate a new Value Added Services component to our business."

### Services Offered

Over the years, H.E. Orr has expanded from a forging operation to include a wide variety of services.

"Our OEM customers like that they now have only one supplier to deal with for a parts specification change," Johnson states. "There is a lot of stress in the market right now; anytime a company can streamline a process, reduce paperwork and save money as a result is a win-win for all."

Orr operations include forging, wire forming, e-coating, powder coating, sub-assembly and kitting at its centrally-located Ohio facility. The company is now able to provide e-coating and powder coating on one automated line to offer customers superior corrosion protection at reduced cost. The combined coating approach is unique to the industry because it eliminates one production line along with costly ship-through arrangements to separate facilities. H.E. Orr offers finished-condition wire forms by handling all the production steps of initial design, prototyping, manufacturing,

e-coating (or combined e-coating and powder coating), salt-spray testing, sub-assembly and kitting in one facility. In addition to cost savings, the company's services simplify parts specification changes because OEMs can now communicate with a single supplier.

### Raw Materials Direct from the Mills

In addition to its one-roof operations, H.E. Orr has taken extra steps to reduce customer costs and improve quality. For example, Orr buys all raw materials directly from the steel mills and prefers to draw wire down to the exact specifications required rather than depend on another company for this process.

"It's not so much that we think others can't do it," Johnson explains. "We want to do it ourselves so we can control product quality and the timeliness of deliveries."

### In-House Salt-Spray Testing

Quality control and cost savings are also why Orr performs in-house salt spray testing on its e-coated and powder coated parts. Due to the large volume of parts that move through the system, Orr's investment in equipment and technical manpower has proved to be a wise decision.

### Certifications

H.E. Orr Company is ISO/TS 16949 and ISO14001 certified. These technical specifications assure OEMs that Orr meets the quality system standards of the global automotive industry. The company, which is a member of the Powder Coating Institute, is also certified as a woman-owned business by the Women's Business Enterprise National Council.





**Donna J. Garman, CEO**

H.E. Orr is owned and led by CEO Donna J. Garman. Donna is planning for the future of H.E. Orr by making constant improvements to the processes and new market niches to fill. "We're committed to providing exceptional customer service along with the highest quality coating," states Garman. We have an excellent team in place and we are well positioned for growth," she concludes.



Member of



**Powder  
Coating  
Institute**



335 W. Wall Street  
Paulding, Ohio 45879  
Phone: (419) 399-4866  
Fax: (419) 399-3862  
Email: [heorr@bright.net](mailto:heorr@bright.net)  
Website: [www.heorr.com](http://www.heorr.com)

## Services and Contacts

Founded in 1957, The H.E. Orr Company is a world-class organization with a reputation built on superior quality, on-time delivery, competitive pricing and technical expertise. H.E. Orr practices cellular manufacturing utilizing the best of both past and state-of-the art technology:

- E-Coat Painting
- Wire Forming
- Cold forming
- Metallurgical lab
- Coordinate Measuring Machine
- Powder Coating - Top coat
- Hot upset forging
- Wire drawing
- CAD/CAM

*A diverse product line serving the automotive, agricultural and a variety of other industries.*

- Wheel Wrenches
- Accessory Tools
- Tillage Tools
- Automotive Tool-kits
- Hoot Stay Assembly

### **Key Contacts:**

Donna Garman, CEO  
Greg Johnson, President  
Shawn Hull, Plant Engineer



*H.E. Orr meets  
customer specific  
needs with  
personal attention*



*Parts entering  
the powder booth  
system*



*Wire Forming  
Hood stays  
for major auto  
manufacturers.*



335 W. Wall Street • Paulding, Ohio 45879  
Phone: (419) 399-4866 • Fax: (419) 399-3862  
Email: [heorr@bright.net](mailto:heorr@bright.net) • Website: [www.heorr.com](http://www.heorr.com)