



RAM INC.

News
Fall 2019

RAM Sustains Stellar Growth

RAM Inc. realized another outstanding sales year in 2019. This year the company witnessed another sales increase of greater than 25% over the 2018 FY sales volume. RAM has enjoyed a double digit sales increase both of the last two years. Every team member is committed to seeking opportunities to incorporate improvements that will reduce costs, improve efficiencies, and provide superior customer service.

In 2019, RAM continued their partnership with Bell Helicopter, Division of Textron, to manufacture legacy vacuum formed components. RAM success - fully maintained the aggressive start-up schedule and has met Bell's quality objectives. The Bell and RAM teams continue to meet bi-weekly to communicate priorities, address tooling issues, and review and update schedules in order to meet the delivery requirements of the customer.

This year RAM was selected to participate in several development programs with Lockheed Missiles and Fire Control that required machining, tooling design and build and molding of thermoplastic materials. RAM was honored to be included in these programs. The Integrated Program Development Teams of both companies worked together to meet the design and schedule targets for the various programs. RAM's engineering team provided design assistance which enhanced the manufacturing process while addressing the functional, performance, and quality objectives of the programs.

Aerojet Rocketdyne has once again requested that RAM review two new programs and assist in exploring manufacturing techniques to manufacture the components at cost savings.

Exceptional customer service and quality technical partnerships with customers have enabled RAM, Inc. to grow and thrive in 2019.

"Customer Service is Generally in Low Supply (and High Demand). Companies that offer Extraordinary Customer Service... GROW."

Richard Williams, CEO, RAM Inc.

**Delivering
Excellence
Through
Engineering,
Quality,
And
Customer
Service**

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RAM Partners with Our Future Workforce

**WHAT IF OUR CHILDREN
RAN THE WORLD?!**
Guess What? THEY WILL!



In 2019 RAM, Inc. was one of many West Central Texas companies that participated in the annual WOW Conference in Abilene, Texas.

WOW is an acronym for WORLD OF WORK. This event is sponsored and supported by local businesses and the Texas Workforce Commission. The purpose of WOW is to expose, educate, and engage 9th-12th grade students with employers and organizations as well as post-secondary schools in the region. The event also features workforce readiness activities such as mock interviews to promote success after graduation and a Parent Power Hour.



RAM is committed to assisting in the development of our future leaders as well as our future workforce. The RAM team brought information about careers in manufacturing and held a contest to give away a Galaxy Tablet to one of the local students.

RAM also challenged the students with opportunities to solve several Geometric "Brain Teaser" assembly puzzles.

CEO, Richard Williams is involved in several organizations that promote STEM Education, Workforce Development and growth of manufacturing in the Big Country community.

RAM Services

LASER Scanning
ASTM Testing
Material Testing
Reverse Engineering
X-Ray Testing
Mold Flow Analysis
Tool Design
Component Design
Metal-to-Plastic Design Coordination

RAM Engineering Tools

SolidWorks
SolidWorks Plastics Module
PC-DMIS
CAMWorks
Digital Vision Inspection System

Developing Community Relationships

RAM Inc. Welcomes the BCMA

Purpose

On August 8 2019 RAM Inc. hosted a tour for the Big Country Manufacturing Alliance (BCMA). The purpose was to introduce the BCMA to RAM and to let them see first hand what RAM manufactures and what the capabilities are in the plant. RAM is a custom molder of Injection, Compression, Vacuum Formed, and Thermo-formed components.

RAM produces precision components with tolerances as small as $\pm .00025$ ". RAM has a fully equipped machine shop with 14 Mills and Lathes including CNC's and a full complement of support equipment.

Attendees

RAM welcomed visitors from the Cisco area including Mayor Tammy Douglas, Executive Director of Economic Development, John Diers, and many representatives from area education and businesses. There were three tours conducted throughout the plant and the visitors were allowed to witness the actual manufacture of components.

RAM is primarily an Aerospace and Defense contractor and supports our country by supplying precision components. Members of the BCMA were surprised to discover that a town the size of Cisco would be home to a company such as RAM Inc. We at RAM are very pleased to be a committed member of the BCMA.



Richard Williams, CEO, discusses RAM's history and current job market opportunities with members of the BCMA.



Cisco Mayor Tammy Douglas and others touring the RAM Inc. Machine Shop.



"BCMA - a Public/Private Partnership Investing in Next Generation Innovators. Our investment in BCMA follows our commitment to our Community, STEM Education and Regional Economic Development."

Please take a few minutes to view the video below:

<https://raminc-cisco.com/wp-content/themes/ram-inc/videos/video-3.php>

Walt Osborn, Director of Sales and Marketing, is Retiring



Walt Osborn, RAM's Director of Sales and Marketing has announced his retirement as of the end of this year.

Walt has experienced a successful and rewarding career which included Design Engineering, Program Management, Business Team Leadership, and Director of Sales and Marketing.

After graduating from Purdue University, he served in the United States Air Force. While in the Air Force he was assigned to the 374th Combat Support Squadron stationed at CCK Airbase in Taichung Taiwan. While there he was assigned to service C-130 aircraft.

Walt is fortunate to have been a part of many very challenging and rewarding programs. He has been a Sr. Engineer, on several programs including Thrust Vectoring Exhaust Nozzles for both General Electric and Pratt and Whitney. While working at AlliedSignal/Honeywell he was the Project Engineering Manager and was responsible for Project Engineering and Program Management. While at Parker Hannifin he was the Program Manager responsible for the development of the Electro-Hydraulic Servo-valves for the Airbus A380 Aircraft and other military applications.

Upon retiring from Parker Aerospace he was contacted by Richard Williams, CEO of RAM Inc. and offered the position of Director of Sales and Marketing. Walt has enjoyed almost 7 years of employment at RAM. During his tenure at RAM, the company realized a nearly 300% sales increase. Walt is looking forward to retirement and spending time with his family and doing some serious fishing.

RAM Welcomes Mike Lewis, Program Manager

RAM Inc. is happy to welcome Mike Lewis into the RAM family as a Program Manager. Mike is an alumnus of Texas Tech University, Lubbock, Texas where he earned his Civil Engineering Degree. He graduated from Tech in 2009.

He has held several positions that have provide him with the skill-set necessary to lead and manage programs. While attending College he participated in a work study program at Beck Steel as an Assistant Project Manager.



After graduating, Mike was employed as a Mechanical Engineer at FTS International. While at FTS he designed surface equipment for oilfield applications. He then took a position at Halliburton where he was a Mechanical Engineer. His responsibilities included design and development of Managed Pressure Drilling Applications.

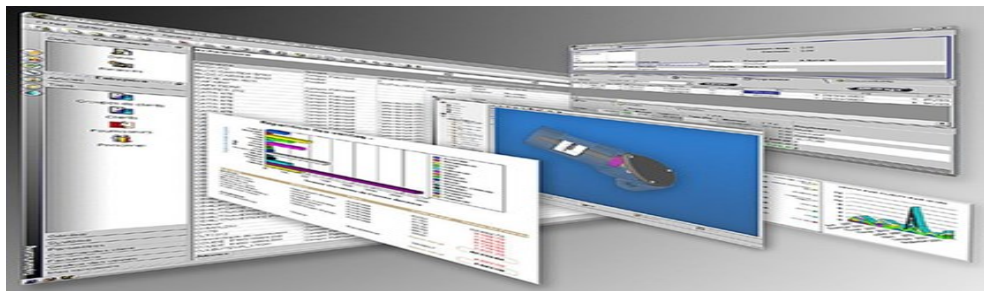
Mike brings to RAM experience that will enhance the RAM Management team. As a Program Manager, he is the primary interface between RAM and our customers.

RAM Invests in Information Management

In 2020, RAM, Inc. is investing in new software and employee training to increase utilization of our ERP system. The implementation of Shop Floor Manager Software will allow managers to digest information on the shop floor with ease. Labor and inventory transactions will be consolidated in one convenient place to enable shop floor supervisors and work center operators to more efficiently manage production.

KEY BENEFITS INCLUDE:

- Efficiency—Streamline processes through reduction in paperwork and consolidation of information and tasks.
- Visibility—Manage by exception through improved visibility and tracking of production in real time
- Convenience—View the status of the entire shop floor and perform key functions in one location
- Agility—improve on-time delivery and reduce scrap.



Please email with any questions regarding our products and services at
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