



## Strategic Partners



Establishing a long term win-win relationship based on mutual trust and teamwork, and on sharing of both risks and rewards. A *Partnering* arrangement can be between labor and management, subordinates and the executive, or between the company and the community, suppliers and customers. The objective is to focus on what each party does best, by sharing financial and other resources, and establishing specific roles for each participant. See also joint venture and strategic alliance.

**Building a leading company requires a team with passion, focus, curiosity and humility.”**

*Richard Williams, CEO, RAM Inc.*

Delivering  
Excellence  
Through  
Engineering,  
Quality,  
And  
Customer  
Service

### In This Issue

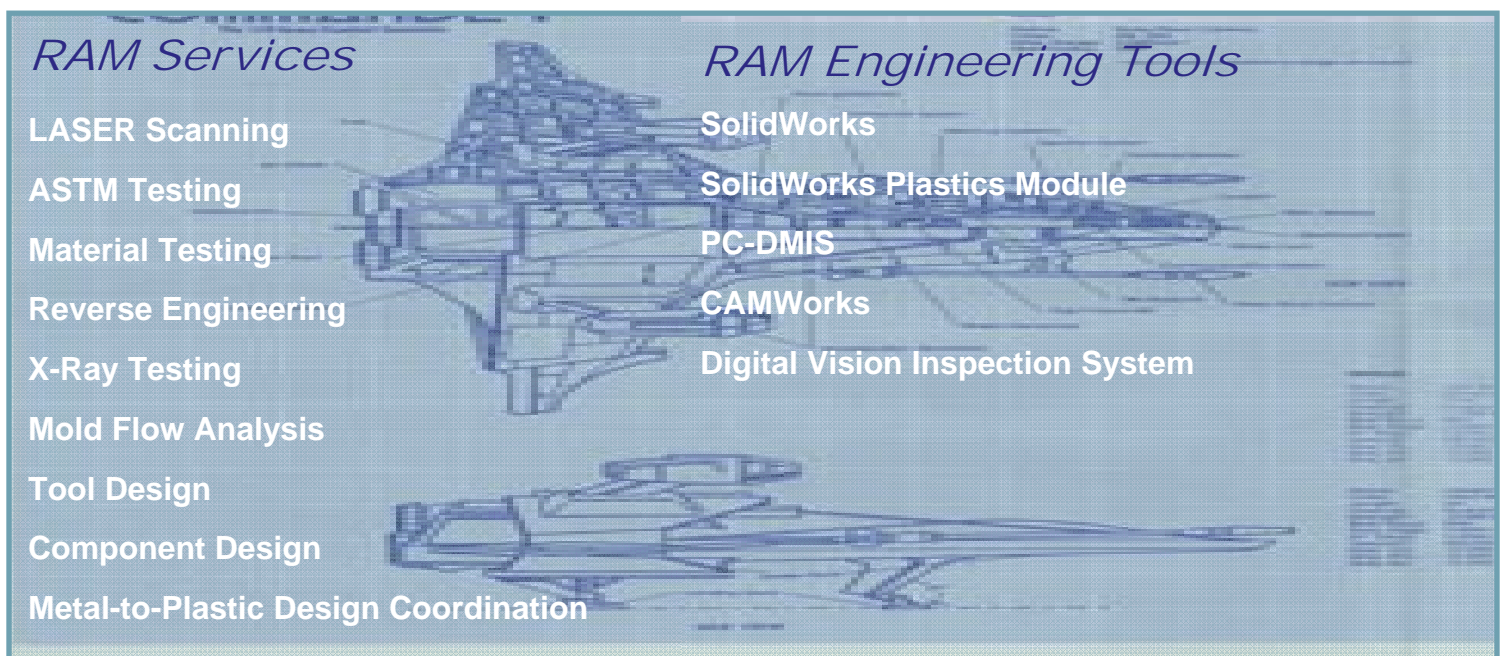
- Partnering with our Customers
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# RAM Partners with Customers for Improvement

RAM Inc. was approached by one of our Avionics customers to develop a process to manufacture special connectors which were to be installed on printed circuit boards. The reason for the request was due to the fact that the connectors had to be machined and the pins were then manually placed into the body and pressed into position using a hydraulic press. During this process the pins were sometimes misaligned and were bent during the hydraulic pressing operation. Another failure mode was due to burrs being left in the hole during machining of the connector body which prevented the pins from maintaining the specified height from the datum surface. The RAM engineering team accepted the challenge to develop a process to improve the process, increase quality, and reduce costs.

The RAM engineering team then performed a lean analysis of both the manufacturing and assembly processes. **Dustin Williams, RAM's Director of R & D**, developed a process using an automatic sorting machine to orient and align the parts in a specific position. He then developed a process to employ our SCARA robot to install the pins into a modular holding device without any labor input. The pins were placed into a molding fixture using a transfer fixture which assured a positional tolerance of less than .003" and a linear tolerance of +/- .001".

The next stage defined in the process was to mold the connector body around the precisely located pins. This eliminated any machining, manual installation, and hydraulic pressing of the pins into the body. The system eliminates over 70% of the touch labor, greatly increases the yields, essentially eliminates the scrap due to bending, and reduces the cost by more than 40%.



*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

# RAM Partners with Community

RAM Inc. has a commitment to be an integral member of the community in Eastland County. One of the directives of the company is to support the **C**isco, **E**astland, **R**anger, **R**ising Star, and **G**orman (CERRG) Leadership Program. For the past two years RAM has assigned an Employee to represent the company at the CERRG meetings and participate in this program. The objective of the program is to develop motivated, skilled, and effective leaders who will contribute to the future growth and direction of Eastland County Texas.

In March of this year the CERRG met at the Myrtle Wilks Center for their morning session. The focus for that meeting was insights to “Municipal Government & Economic Development”. A Panel discussion with Darwin Archer of Cisco, Tom Duncan of Eastland, and Chad Roberts of Ranger provided the group with information about the municipal government functions, staffing, budgeting and local challenges. Eastland Mayor Larry Vernon also provided insights and encouragement to run for public office or serve on volunteer boards that make significant contributions to the community.

After Lunch the group toured RAM Inc. **Richard Williams, RAM CEO** led a tour of the facility and explained about the economic impact that the company has on the community.



RAM hosts the CERRG members for a tour of the plant in March 2018.



## Welcome New Quality Manager

RAM Inc. is pleased to welcome **Daniel Drews** as our Quality Assurance Manager. Daniel's career began at the age of 10 working at the "Drews Cattle Company" with this father and uncle in Marlin, TX. When he was about 15 years old, he and his dad started a metal fabrication business manufacturing railroad equipment, trailers, repaired farm equipment, built pipe fence, and various other fabrication projects.



He earned his Bachelor of Science Degree in Industrial Technology at Tarleton State University in Stephenville Texas. He began his professional career with Texas Power Systems at the Caterpillar facility in Seguin Texas as a Quality Engineer. He worked with cross functional teams to launch the C15 assembly line, validate, and identify process issues. He was the lead quality engineer for short block, C13 assembly line, hot test, after test assembly, and after paint assembly and worked with cross functional team in the lead quality role for C9 liter engine transition, validation, and launch. He also worked with C9 defense product design engineering to pursue design and assembly related corrective actions.

He was then employed directly by Caterpillar at the Diesel Engine facility in Seguin, Texas as Quality Supervisor. He was the primary C15 point of contact for operational and customer quality issues including BIQ, CCN's, CIA's, RTY. He worked with cross functional teams to identify various issues and implement permanent corrective actions. Daniel's responsibilities included personnel issues, scheduling, job assignment, and performance evaluations for direct reports. His team performed root cause analysis for quality concerns both internal and external including design related issues. His group was responsible for monitoring the processes to ensure product quality by analyzing key quality metrics.

In 2016 Daniel was promoted to Manufacturing Engineer. He was a Strategic Planning Engineer responsible for in process validation and blue dot vision planning. His focus was on improving overall leak test capability to reduce ADQ leak defects.

This year Daniel accepted the position of Quality Assurance Manager at RAM Inc. We welcome Daniel and his family to the area and to RAM Inc.

# Training is a Priority at RAM



**Floyd Cotton & Roger Hollabaugh**, two of RAM's Quality Assurance team members, are shown here being congratulated by **Richard Williams**, RAM CEO, for completing their GD&T Geotols Program. Roger and Floyd have completed both the Level 1 & 2 phases of the course. RAM Inc. is committed to continuous improvement through training in all phases of the company including manufacturing, quality, engineering, and management.



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