

SPM's^{NEW} Canadian plastic moulding plant **OFF TO** *a rapid start*

In the two-year history of SPM Calgary Inc., everything has happened faster than usual, beginning with its start-up in September 1994, just 70 days after incorporation. By December of that year, the number of production machines up and running had increased from five to eighteen. In January 1995, the company recorded its first \$1 million sales month.

SPM hasn't paused for breath. André LeBlanc, president of SPM Calgary, a subsidiary of Dynacast Inc., says: "When we opened this plant, we had 14 employees. We now have 260. We achieved ISO 9002 Certification in the first year. By the end of 1996, we expect to have doubled our sales to more than \$30 million."

SPM launched its Calgary operation in 78,000 square feet of leased space, investing \$5.5 million to install 23 injection moulding machines, many of which are equipped with robotic units.

Since then, the Alberta facility has become one of Canada's most important plastic injection moulding plants, operating on a 24-hour day, seven-day week schedule with 27 machines, a major mould manufacturing department and automated assembly processes.

LeBlanc links the company's whirlwind expansion to a widening of market base. Originally, the U.S. parent company established SPM in Calgary to serve a single customer: NorTel, the Canadian telecommunications giant. SPM is the principal supplier of plastic telephone components to NorTel.

SPM has been an efficient supplier, providing ongoing four-hour just-in-time delivery to NorTel. Meanwhile, says LeBlanc, the plant has expanded beyond its original mission. "Over the past two years we have widened our market base to bring in new, large customers." In telecommunications these include: JRC Canada Inc. and Novatel; in medical/pharmaceutical products: Beaconway

Technologies Inc.; and in industrial products: SMED.

The parent company, SPM Inc., came into being when BACE Manufacturing and Dynacast Inc. of Yorktown, N.Y., merged their plastic operations to form one of the largest custom moulding operations in North America. SPM Inc. employs 1,100 people at 15 locations throughout North America. Dynacast International Ltd. is the largest fabricator of precision metal components in the world. ♦

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