



Highly-Engineered Machining.

High Volume Precision Machining Facility Manufacturing Automotive Components for Airbag Seatbelt Assemblies, Fuel and Break Systems



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Interview conducted by:
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“It starts with just “a want to” or an attitude that we can do the tough stuff. We say that a lot around here, it is one of our taglines, “we do the tough stuff”.” - Kevin Schlueter

CEOCFO: Mr. Schlueter, what is the focus at KSP today?

Mr. Schlueter: Kalkaska Screw Products is a manufacturing facility. We are a precision machining facility, primarily of automotive components that we sell to our customers that they put into subassemblies that ultimately end up in vehicles all over the world. We machine components that go into airbag assemblies, seatbelt assemblies, fuel systems and break systems. In addition to doing a tremendous amount of automotive industry work, we also supply components that go to the aerospace industry. We also do some components that are for the recreational vehicle industry. For example, we make studs for snow mobiles for Woody's Studs and then we have some other industries that we serve. Primarily what we do is machine product out of bar stock that ends up being components that fit in the palm of your hand. We are a high-volume precision machining facility. We ship about three million parts a month.

CEOCFO: What goes into making a quality product and what do you understand about the process and procedures than less experienced companies do not quite know how to do?

Mr. Schlueter: We are considered to be world class in how technically astute we are as an organization. Anyone in the world can purchase the machine tool that we have, but we are considered to be the best in the world at setting up these machines, running them, and fixing them. We are really strong technically. And because our technical aptitude, we are able to take on these very challenging parts. We know how to quote them so we can make money making these parts and we know how to set the processes. It is all about the innovation that we put into putting together manufacturing processes on machine tools that anyone else can buy.

CEOCFO: What might you do that could make a difference even though it seems like a very simple item?

Mr. Schlueter: It all starts with a “want to” attitude. It is the attitude that hey, we can do that. One of the parts that we make starts with a very challenging raw material. We machine mostly what is called carbon steel in the facility, but we machine a lot of stainless steel. There are a lot of people that machine stainless steel, but there is a grade of stainless steel that we machine that is something we call “stainless steel on steroids”. It is a metal that really has the material composition of re-rod, which is reinforcement rod that goes into concrete. It is a very hard material. There are many companies out there that when it comes to machining that type of raw material, they get scared or concerned about it. We just say that we can figure it out and not only that but we can figure out how to machine it in large volume production, profitably. It starts with just a “want to” or an attitude that we can do the tough stuff. We say that a lot around here, it is one