



2011 STRATEGIC PLAN

PURPOSE			
To be recognized as the absolute best pressure regulation supplier to the process control industry.			
2011 FOCUS = GROWING SALES REVENUES			
KEY OBJECTIVES			
MARKET DEVELOPMENT	PROCESS IMPROVEMENT	PEOPLE DEVELOPMENT	PRODUCT DEVELOPMENT
INITIATIVES			
<ul style="list-style-type: none">Expand regulator market reachIncrease customer visits by engineersReview distribution strategy	<ul style="list-style-type: none">Implement lean processDevelop/implement supply chain strategy	<ul style="list-style-type: none">Implement personal planning processImprove communicationIncrease teamwork	<ul style="list-style-type: none">Increase quick-change regulator lineExpand range of QPRO line
KEY PERFORMANCE INDICATORS			
<ul style="list-style-type: none">Revenue/DistributorRevenue/Month	<ul style="list-style-type: none">Cash to Cash DaysFirst-Time Through %/Month	<ul style="list-style-type: none">% Turnover/Month% Absenteeism/ Month	<ul style="list-style-type: none">New Product Revenue/Month