



# GT Machining & Fabricating Ltd.

April 2011





**G.T. Machining &  
Fabricating Ltd.**

Napanee, Ontario  
Est. 1978

## GT At A Glance

**Location:** Napanee, Ontario  
- midway between Toronto and Montreal  
- 90 minutes from Watertown, N.Y.

**Incorporated:** 1978

**Employees:** 140

**Facilities:** Four (4) sites

- machine shop	25,000 sq. ft.
- fabricating shop #1	50,000 sq. ft.
- fabricating shop #2	20,000 sq. ft.
- tire mold overhaul shop	30,000 sq. ft.
Total	125,000 sq. ft.

**Business:** Built to Print Manufacturer – manufacturing engineering only



G.T. Machining & Fabricating Ltd.



**G.T. Machining<sup>2</sup> &  
Fabricating Ltd.**





## Commercial

### *Tire Molds*



- Dry Ice Cleaning / Overhaul Services



### *Mass Transit Industry*

- Replacement Parts / Overhaul Services

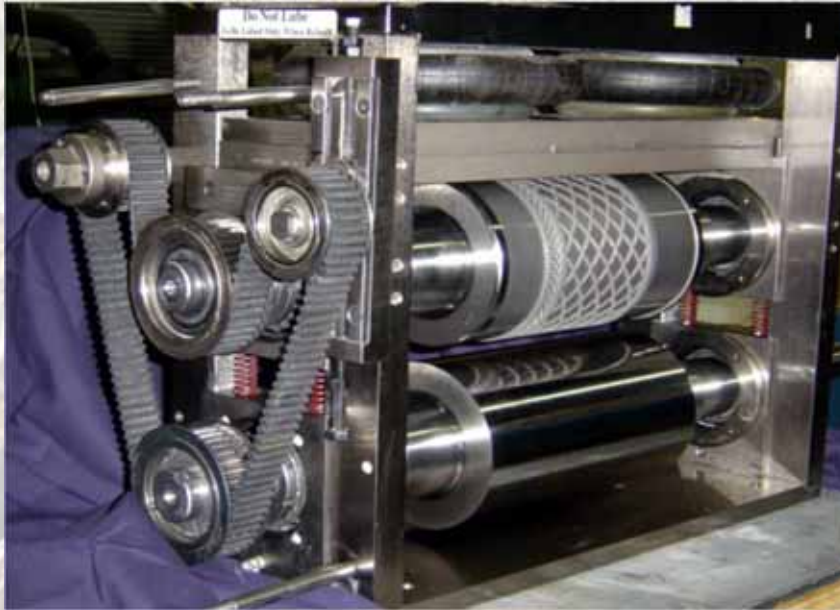


**BOMBARDIER**  
TRANSPORTATION





## Commercial – High Precision Rotary Tooling



*P&G*



G.T. Machining & Fabricating Ltd.



## Commercial – Custom Fabrications



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## US Army TACOM – Bridge Adapter Pallets (BAP's)

1100 units built from 1999 to present



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## US Army TACOM – Enhanced Container Handling Unit (E-CHU)



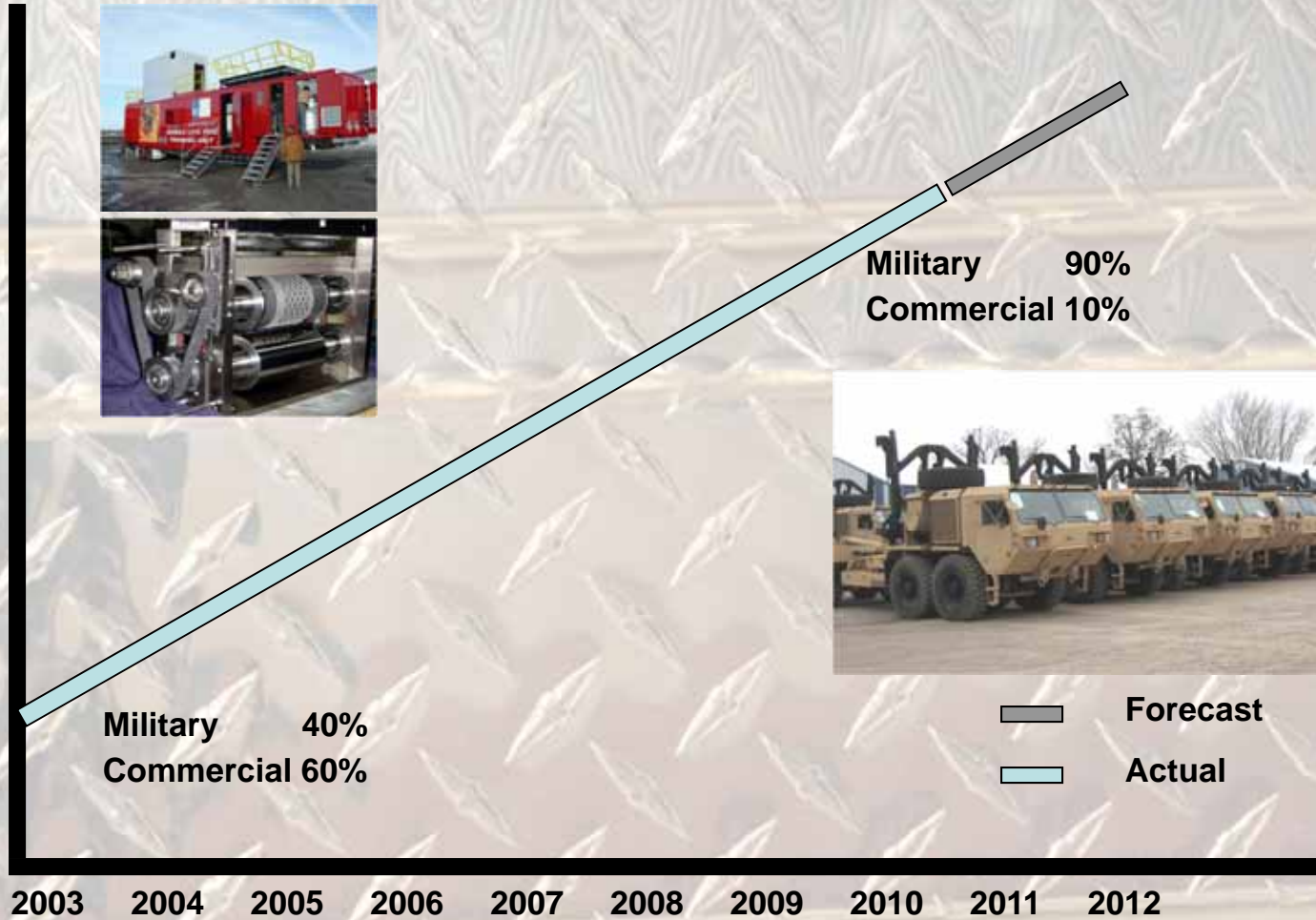
1250 units built from 2007 to date





# GT Growth

Sales \$\$



Forecast  
Actual





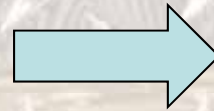
## GT Corporate Evolution



2003



2004



2005



2006

### ***Bombardier Transportation***

Director, After Market Support

Production Manager

Senior Designer

Procurement Supervisor

Manager, After Market Support

### ***GT Machining & Fabricating Ltd***

General Manager

Director, Operations

Manager, Technical Services

Supervisor, Procurement

After Market Support Coordinator



## Reflections on Running a Business in Eastern Ontario

- *employees have very strong work ethic*
- *many employees are hands on and multi-talented – easy to cross train*
- *require some training to change a git-r-done attitude to git-r-done safely attitude*
- *community spirit of pulling together flows over into the workplace*
- *limited pool of employees means some issues in recruiting, internal politics can be tricky*





## Lessons Learned From MBA Studies

- *second study that GT has participated in*
- *beneficial exercise to bring in objective third party with no preconceptions or background*
- *2011 Exercise*
  - *need to stop and resolve longstanding shop issues at some point*
    - *concessions of multiple sites*
    - *workarounds that have become the norm ie no overhead cranes*
    - *Rapid Plant Assessment reinforced we are on the right track (73 vs 55)*





**Questions / Comments**

