

LIM Sales & Consulting, Inc.

4855 Terrace Lane
St. Joseph, MI 49085

Mobile: 269 208 6863

Email: mike.lueken@sbcglobal.net



Michael P. Lueken
President

- LIM MISSION STATEMENT -

To increase the bottom line margin of our clients by utilizing a "Less is More" approach.

Ongoing Projects & Accomplishments

- October 2005– Tier I launch at Ford Hermosillo, Mexico assembly plant that included a major supply chain movement of several critical components. Ford personnel were fully engaged in the project. LIM managed the entire process utilizing additional resources as necessary. The transition from original supplier to new supplier was accomplished over a 10 day period including full commissioning of all tooling/capital and joint on-site PPAP approval by Ford and LIM personnel.
- April 2006 – Ongoing development and launch management of existing Indian suppliers and advanced sourcing evaluations for new suppliers. Successfully completed (2) critical component launches for GM/Cami platform.
- January 2007 – Development and successful implementation of full service capabilities consolidating incoming inspection, warehousing, repack of offshore components, sorting, containment, and JIT shipment to both manufacturing facilities and final customer.
- April 2007 – Successful launch of 3 additional parts on GM/Cami platform with supplier in India. Launch was completed in 11 weeks – (5 weeks ahead of schedule)

PROFESSIONAL CREDITS

Mike is trained and IRCA certified to conduct third party audits of Business Management Systems based on ISO-9001:2000, TS-16949, & ISO-14001:2004.

EXPERIENCE

Mike has over 28 years of experience in all facets of manufacturing with 20 of those years as a Tier I Supplier to the automotive sector. He has held management positions in Engineering, Manufacturing, Sales, and Quality.

The variety of these positions is a direct result of Mike's commitment to re-organize departments so that they operate in "cruise control" with no need for micro-management.

With a focused approach, he has developed a method based on enthusiasm, firm beliefs, and consistency that clearly provides a much larger picture of any organization's goals, objectives, and future. With this larger view taught at the floor level, new ideas, continuous improvement, and increased margins become standard operating principles.

"Less is More"

4PL Materials Management Group

There is great pressure on companies to expand their global sourcing initiatives while continually trying to improve their supply chain efficiency.

Rising to the occasion, many providers have stepped outside of their core competencies and claim to offer "one stop shopping" for all supply chain needs. Most times they do this by sub-contracting/brokering portions of the client needs and this is not fully transparent to the client.

The client sooner or later has a problem because they are not in direct communication with the sub-contracted supplier and poor management practice by the broker is generally blamed.

To avoid this, LIM has developed many valuable relationships with other providers of supply chain services and shares these outside resources with clients.

This results in a fully transparent business relationship utilizing a focused team that can plan, execute, and implement effectively in many distinct areas.

Group Services and Capabilities			
Effective Management	Cost-Effective Sourcing	Warehousing & Logistics	Value-Added Services
<ul style="list-style-type: none"> ✓Pre-Launch Risk ✓Launch control ✓Project Management ✓QMS, EMS, BMS ✓Internal Audit ✓APQP - PSO - R@R ✓Supplier Evaluation ✓Technical team in China ✓Representation in India ✓Internationally certified ISO auditors ✓Tooling and product design team(s) in USA & India 	<p style="text-align: center;"><u>Products</u></p> <p style="text-align: center;"><i>Aluminum/Iron Castings Metal stampings</i></p> <ul style="list-style-type: none"> ✓Component suppliers-China ✓Component suppliers-India ✓Component suppliers-Mexico ✓Component suppliers-USA <p style="text-align: center;"><u>Services</u></p> <p style="text-align: center;"><i>Machining - Assembly Tool-Product Design Sorting-Containment</i></p> <p>Our suppliers become your suppliers.</p> <p>We do not broker product or services unless requested.</p>	<ul style="list-style-type: none"> ✓Fixed warehouse locations throughout the mid-west ✓Global warehouse location services ✓Complete inventory control including Lot Trace, FIFO, sequencing, and JIT ✓Cross-dock capabilities ✓FTL management mentality (in/out) ✓Over 200 trucks available ✓EDI capable 	<ul style="list-style-type: none"> ✓Incoming-final inspection ✓Re-pack to client needs ✓Kitting - Assembly ✓Sorting-Containment -your location or ours- ✓Assembly plant liaison(s) ✓Pre-shipment inspections <p style="text-align: center;">All services available in USA, China, Mexico, & India</p>