



2016 | SOUTH CAROLINA MANUFACTURING EXCELLENCE AWARDS

CALLING ALL MANUFACTURERS:

It's time to apply for the 2016 South Carolina Manufacturing Excellence Awards, including the esteemed Silver Crescent Award, which is given annually to select manufacturing companies in South Carolina, who meet a comprehensive set of criteria. Please take some time to thumb through the attached application packet, which details the application process.

The application sequence itself has been praised by manufacturing executives statewide for enabling their organizations to streamline processes, increase margins and lower operating costs.

We at SC Biz News and Dixon Hughes Goodman, along with the Silver Crescent Foundation, are proud to present these awards, which recognize exemplary manufacturing operations, which demonstrate superior performance in seven categories, including: Citizenship, Employee Engagement, Customer Satisfaction, Environmental Stewardship, Innovation, Financial Performance and Longevity Plan.

A team of judges, made up of members from the Association for Manufacturing Excellence (AME) will independently judge and score all applications. Up to three manufacturers in each of three employee-size categories (small, medium, large) will be honored with manufacturing excellence awards. The applicant that receives the highest score in each size category will receive the coveted Silver Crescent Award.

All winners will be honored at the Salute to Manufacturing Awards Banquet on April 21, 2016. The banquet, part of the SC Manufacturing Conference and Expo, will be held at the TD Convention Center in Greenville, one of the strongest manufacturing centers in the country.

If the application seems a bit daunting, no worries: In the coming months, we will hold how-to-apply events in several cities throughout the state. We will soon send out information about those events.

The very first step in this process is simply to complete the "Intent to Apply Form," which is included in this packet. Please complete that form and return it by October 15, 2015. In the meantime, if either of us can answer any questions, please don't hesitate to call.

Sincerely,

Grady Johnson
President, SC Biz News
Office Phone: (843) 849-3103

Mark Crocker
Partner, Dixon Hughes Goodman
Office Phone: (864) 213-5365



2016 | SOUTH CAROLINA MANUFACTURING EXCELLENCE AWARDS

The road to excellence starts here...

SC Biz News, Dixon Hughes Goodman and the Silver Crescent Foundation are now accepting applications for a number of manufacturing excellence awards, including the 2016 Silver Crescent Award, the most prestigious award that a South Carolina manufacturer can achieve.

This will mark the 16th year that the Silver Crescent Foundation has honored exemplary manufacturing companies throughout the state. Past Silver Crescent award recipients include such notables as: Nucor Steel, Robert Bosch, Bridgestone-Firestone, BorgWarner, Alcoa, Sonoco and GE Energy.

Hundreds of different manufacturers have applied for the Silver Crescent Award since its inception in 2001, and dozens have achieved the distinction of excellence, symbolized by a one-of-a-kind, exclusive trophy.



Further details about the awards process:

WHO:

All manufacturers can apply, provided they operate a physical manufacturing plant in South Carolina.

WHAT:

Up to three applicants in each of three size categories (small, medium, large) will be honored with Manufacturing Excellence Awards. The Silver Crescent Award, which has long been synonymous with manufacturing excellence, will be awarded to the highest score in each of the three categories.

WHEN:

The Intent to Apply Form is due October 15, 2015. The full application is due December 1, 2015. Winners will be honored at The Salute to Manufacturing Awards Luncheon on Thursday, April 21, 2016.

WHERE:

The luncheon will be held at the TD Convention Center in Greenville and will be part of the South Carolina Manufacturing Conference and Exposition. This conference will be a two-day event, which will include workshops, keynote speakers and tours of Upstate manufacturing facilities. Occurring simultaneously will be AME's (Association for Manufacturing Excellence) Southeastern (USA) Region Annual Convention.

HOW:

All applications will be independently judged by members of AME, the Association for Manufacturing Excellence. Scores will be tabulated and manufacturers with the highest score in each of three size categories will be declared the winner of the Silver Crescent Award, which honors exemplary manufacturing performance.



2016 | SOUTH CAROLINA MANUFACTURING EXCELLENCE AWARDS

WHAT AWARDS ARE APPLICANTS ELIGIBLE TO RECEIVE?

Up to three SC Manufacturing Excellence Awards are awarded in each of three size categories: Small (less than 200 employees), Medium (200-499 employees) and Large (more than 500 employees). Winners of these awards will receive honorary plaques. Manufacturers with the top score in each category will be honored with the Silver Crescent Award and will also receive a unique, one-of-a-kind trophy.

Winners will be honored in front of the South Carolina manufacturing community, their peers and colleagues, and a host of statewide community leaders at the 2016 SC Manufacturing Conference and Exposition.

WHAT IS THE SILVER CRESCENT AWARD?

The Silver Crescent Award is the most prestigious award that a South Carolina manufacturer can receive. Presented by SC Biz News, Dixon Hughes Goodman and the Silver Crescent Foundation, the award recognizes the most excellent manufacturing operations that demonstrate superior performance in seven categories, referred to as the Seven Crescents of Excellence (details about each category or Crescent to follow). All award applications are judged by the Association for Manufacturing Excellence or AME.

WHY SHOULD WE APPLY?

The application process for the SC Manufacturing Excellence and Silver Crescent Awards alone helps organizations streamline business processes, increase margins and lower operating costs. Past recipients of these awards have reported the following benefits:

- Publicity and display of the award stimulated additional sales and increased customer loyalty, as well as an increased propensity to repurchase from existing customers.
- Award helped attract and land top talent employee prospects.
- Award stimulated employee engagement, pride, effort, dedication and workmanship.
- Award increased the frequency of employee willingness to go above and beyond the call of duty.
- Completing the application process for the Silver Crescent Award allowed manufacturers to use much of the same information to apply for national and international programs like the AME Manufacturing Excellence and Shingo Awards.



2016 | SOUTH CAROLINA MANUFACTURING EXCELLENCE AWARDS

INTENT TO APPLY FORM:

Please return this form to jfehler@scbiznews.com by Oct. 15th.

The deadline to apply for the Manufacturing Excellence Award and the distinguished Silver Crescent Award is December 1, 2015.

I understand that by submitting this Intent To Apply registration form, our organization is participating in the 2016 Manufacturing Excellence competition outlined in this application packet. I am committing to meet the December 1, 2015 application deadline. We will have at least one company representative attend the awards luncheon in April 2016.

Submit this Intent to Apply Form in one of three ways:

1. Email to Jacquelyn Fehler at jfehler@scbiznews.com;
2. Fax to Jacquelyn's attention at 864-235-4868; or
3. Mail to Jacquelyn's attention at: Silver Crescent Foundation, 35 Cessna Ct., Suite A, Greenville, SC 29607

APPLICANT INFORMATION

Manufacturer Name _____
 Mailing Address _____
 Number of Employees _____ Company Website _____
 Year Began Current S.C. Operations _____ NAICS for Manufactured Product(s) _____

SENIOR OFFICIAL OF PLANT

Name _____ Title _____
 Phone _____ Mobile _____ Email _____

CONTACT FOR APPLICATION

Name _____ Title _____
 Phone _____ Mobile _____ Email _____

APPLICATION PREPARED BY

Name _____ Title _____
 Phone _____ Mobile _____ Email _____

Are you authorized to enter your company into this process? Yes No

RELATED INFORMATION

Are you a stand-alone organization or part of a larger corporation? _____

If the latter, what is your "parent" company? _____

Do you sell your goods domestically, internationally, or both? _____

What types of products do you manufacture at this location? _____

Do you manufacture products for consumer purchase or business/industry? _____

If business/industry, what are your primary industry markets (e.g. aerospace, energy) _____



2016 | SOUTH CAROLINA MANUFACTURING EXCELLENCE AWARDS

SEVEN CRESCENTS OF EXCELLENCE™

Crescent 1:

Citizenship (*Community*)

Particular attention should be placed upon the impact of the enterprise on the local community. Areas that should be included: partnerships with local educational facilities; contributions to local charities; associates serving on both charitable and community organizations; sponsorship of community activities; efforts to utilize local sourcing for parts, material, supplies and services; and company efforts to conserve local resources. The applicant should provide appropriate charts and graphs that demonstrate a commitment to the community over a minimum of three years.

Crescent 2:

Employee Engagement (*Associates*)

A committed, engaged and empowered workforce is a cornerstone of enterprise excellence. Areas that should be included in this crescent, include: training and education programs (both skill-based training for production, as well as knowledge development in lean, problem solving, etc.); employee survey results and associated actions taken from the survey results; recognition and reward programs; and action items related to teamwork development, continuous improvement initiatives, workforce diversity and morale boosting activities. Describe what type of profit sharing or gain sharing program is in place, if any. If a plan is in place, what have been the payouts over the last three years? Does management share company financial results with all associates? The applicant should provide appropriate charts and graphs that demonstrate a continued commitment to associate building over a minimum of three years. Data should include employee survey results, training matrices, cross-training results, investments in education and training (percent of revenue spent on associate development) and results of recognition and reward programs. Additional data points should include absenteeism data and employee turnover including any layoff data from the last three years.

Crescent 3:

Customer Satisfaction (*Customers*)

Without faithful customers, a third of the Supply Chain disappears and there is no business left. This crescent addresses the development, retention and satisfaction of our customers. Areas to be included: identification and development of new customers; customer satisfaction surveys and associated corrective actions; customer involvement in new product development; customer partnerships including ship to stock, ship to point of use and ship to final destination programs; warranty return data; innovation in logistics; lead time reduction data; and on-time delivery data. (This should include both ship to customer need date, ship to promise date and percent of orders shipped complete.) Supporting material may include accommodation letters, certified supplier data and sole/ single sourcing agreements. Additional data points should include outgoing quality data, joint cost reduction activity and joint customer/supplier business agreements.



2016 | SOUTH CAROLINA MANUFACTURING EXCELLENCE AWARDS

Crescent 4:

Sustainability/Environmental Stewardship (*Community*)

Business sustainability reflects the cooperative efforts of the enterprise and the community to minimize negative business effects on the local environment. Areas that should be addressed along with supporting graphs, charts and data include: recycling activity; waste water reduction; reduction of emissions into the atmosphere; energy conservation and prevention; and/or recovery of habitat.

Crescent 5:

Innovation (*Investors, Customers, Suppliers*)

As the business examines its products and processes in support of the strategic planning process, this crescent should address new product or service development, discussion of the methodology of new product introduction and the application of technology toward keeping the business competitive in today's markets. Areas to be addressed should include: percentage of revenues from new products and services; cost reductions through process innovation; and the application of lean enterprise principles in support of striving for business excellence.

Crescent 6:

Financial Performance (*all constituencies*)

Without solid financial results, the efforts of achieving enterprise excellence will have been in vain. While financial performance as a goal in and of itself is not necessarily the driving factor to success, the ability to plan and forecast financial performance is a characteristic of a sound business strategic plan. Include results in the Key Performance Indicators (KPI) as defined by the business. Recommended financial metrics include total revenue, operating income, return on investment, cost reduction, inventory management and profitability as indicated by revenue/profit per associate. All information submitted will be held in confidence and will only be viewed by the Silver Crescent category judges.

Crescent 7:

Longevity Plan (*all constituencies*)

Business longevity comes as a result of precision in planning and execution of the strategic plan and policy deployment practices of the enterprise. In this crescent, describe (with examples and data) the organization's strategic planning process. Elements should include market growth and diversification, product line expansion, investment strategies and efforts to develop, sustain and retain associates in support of the business strategy.



2016 | SOUTH CAROLINA MANUFACTURING EXCELLENCE AWARDS

IMPORTANT DATES: SILVER CRESCENT AWARD FOR MANUFACTURING EXCELLENCE

10/15/15

Intent to Apply Form must be submitted to Jacquelyn Fehler at jfehler@scbiznews.com.

12/1/15

Full application due to Jacquelyn Fehler at jfehler@scbiznews.com. *(Please note that the summary and written demonstration of achievement should be sent as one Word document or as a PDF).*

A. Executive Summary (500 words or less).

Provide a brief overview of why your company should be saluted as the best in S.C. manufacturing. Highlights might include support of education, workforce development, environmental concern, product innovation, community involvement, or other outstanding qualities. Describe your company's greatest accomplishment.

B. Written demonstration of achievement across Seven Crescents of Excellence™ categories.

Provide a detailed explanation of how your company demonstrates excellence in each of the categories noted below. Applicants should limit the submittal for each Crescent to no more than three pages, including all supporting charts, graphs, etc. The seven Crescents are designed to provide proof of achievement for the company as it serves its five primary constituencies: 1) investors; 2) customers; 3) associates; 4) suppliers; and 5) community (including environmental impact). Supporting statements such as customer letters are not considered part of the three-page limit. The seven Crescents of Excellence to be individually addressed are:

- a. Citizenship
- b. Employee Engagement
- c. Customer Satisfaction
- d. Sustainability/Environmental Stewardship
- e. Innovation
- f. Financial Performance
- g. Longevity Plan

C. Corporate logo (high-resolution image, JPG or EPS file)

D. Company webpage (URL)

E. 5-10 photos (high-resolution), including

- a. Exterior of plant
- b. Manufacturing floor (including employees working)
- c. Product



2016 | SOUTH CAROLINA MANUFACTURING EXCELLENCE AWARDS

IMPORTANT DATES (continued): SILVER CRESCENT AWARD FOR MANUFACTURING EXCELLENCE

1/5/16

Judges begin reviewing applications.

3/1/16

Winners will be notified.

4/21/16

Presentation of awards at the Salute to Manufacturing Awards Ceremony.

The awards ceremony will be held as part of the S.C. Manufacturing Conference & Expo.

To find out more about the S.C. Manufacturing Conference, visit: scmanufacturingconference.com

JUDGING PROCESS

Each of the seven Crescents will be scored by an independent panel of affiliates from the Association for Manufacturing Excellence using the Silver Crescent Award scoring guide. Judges will review the total scores for each applicant, rank the entries, select the award recipients and certify and submit the final results to the Silver Crescent Board of Directors. There are seven judging categories, or Crescents of Excellence™, each with a value of 100 points, making the highest possible score 700. Calculation is linear (equally weighted). Supporting statistical data carries the most weight (minimum of three years statistical data). All applicants selected for the review process will receive a written report from the judges that will reflect strengths, opportunities and observations that the judges believe would be of benefit to the applicant's business.

Questions: Call Jacquelyn Fehler at 864-235-5677 ext. 113