

## PROCUREMENT PRACTICES DONE RIGHT

**ABOUT KENNON PRODUCTS, INC.** Founded in 1984, Kennon Products was initially focused on developing and manufacturing protective covers and accessories for aircraft. Since then, the Sheridan, Wyoming-based manufacturer has expanded to include other aviation products. Through SBIR (Small Business Innovation Research), Kennon is commercializing new acoustic and thermal insulation systems for military aircraft, including a specialized clamp attachment to replace bonded click studs. The company is also actively engaged in new material development for use in aircraft life preservers and rafts. Kennon is an ISO-certified manufacturer with 40 employees.

**THE CHALLENGE.** Kennon Products had recently been through ISO recertification and the company wanted to ensure its purchasing processes and procedures were well documented and as efficient as possible. Kennon contacted Manufacturing-Works (M-W), part of the MEP National Network™, for assistance. Local M-W representative Bruce Brown met with Kennon Financial Supervisor Cindy Shipley to define the problem, then provided training and assistance to the company.

**MEP CENTER'S ROLE.** Manufacturing-Works used Value Stream Mapping to analyze Kennon's purchasing and procurement procedures and suggest policy updates. With M-W's assistance, the company implemented vendor evaluation processes, producing documentation of actual vendor performance and generating a consistent review of the supplier according to specific criteria. Kennon tracked three criteria—quality, timeliness, and usability—and improved responses from most vendors, especially with regards to confirmation of purchase order receipt and following up with shipping status. The process proved to be very important for receiving materials ordered in a timely manner.

**"Manufacturing-Works is an extremely useful resource for small businesses in Wyoming. Receiving personalized training on-site from a specialist like Bruce Brown allows for immediate improvements."**

-Cindy Shipley, Finance Supervisor

## RESULTS



Documented vendor evaluation and performance, produced consistent supplier review



Tracking led to improved vendor response and communication



Reduced time spent on procurement activities by **29%**

---

## CONTACT US



Department 3362  
1000 East University Avenue  
Laramie, WY 82071-2000



(307)766-4817



[www.manufacturing-works.com](http://www.manufacturing-works.com)

