



DEVILBISS CO.

Relocation of an air compressor spray gun, spray booth manufacturing facility from Toledo, Ohio to Jackson, Tennessee.

The DeVilbiss operation was a 650,000 square foot, multi-floored office and manufacturing building that did both metal fabrication and assembly of both spray booth systems and air compressors.

The air compressors were built from the ground up, i.e. sheet steel to welded vessels to final working air compressors, private labeled for Sears Roebuck.

The Martin Matthews Group, Inc. was responsible for the entire project, which included the following:

- Worked directly with the Governor's office in Nashville to acquire state funding.
- Worked directly with the Economic Development Council (EDC) to establish a training program for welding and assembly.
- Managed the construction of the new building and coordinated the final office from design including, furniture, telephone and data systems through and including installation.
- Coordinated the final design of the new 540,000 square foot facility to be constructed in Jackson, Tennessee.
- Documented the entire manufacturing and assembly operation, generating training manuals to be used by the training schools in Jackson, Tennessee. (All welders had to be ASME certified – total of 40 people required.)
- Coordinated the inventory build required to cover the move and start up period.
- Managed all contractors' efforts, i.e. architectural, general construction and rigging.
- Coordinated final utility design machine-by-machine, operation-by-operation.
- Coordinated and planned the relocation of all equipment and material. (Final truck count was a combination of flatbeds and semis, totaling 340.)

Our main goal was to make the relocation of this 102-year-old operation totally transparent to the outside world, other than the change of address.

We closed the operation down on a July 4th weekend and started up the complete operation on July 17th.

Our plan was to ramp up over a four (4) to six (6) week period and reach financial projections thereafter. In September of that year, DeVilbiss made their financial forecast and never missed a projection for the next four (4) years.