



# Manufacturing Company Overview

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## **Executive Summary**

J&F Manufacturing is steel fabrication company specializing in display fixtures. As we look to continue our core competencies, we also intend to expand our operations into other associated areas. We currently have facilities located in Conway (SC), Jamaica (NY), as well as Guangzhou (China). Our facilities range in size from 150,000 sq ft to 250,000. As we continue to grow, we are constantly working to enhance our facilities and increase employment opportunities in the communities we are located in.

## **Mission**

With over 30 years of experience, J& F manufacturing is creating a new echelon in global manufacturing. By maintaining our business philosophies, ideas and ethics, we are able to offer our customers a more comprehensive approach in producing their commodes. Through a combination of quality, integrity, and outstanding customer service, we can provide exceptional products faster and more cost efficiently

## **Competitive Edge**

J&F gives there customers a competitive edge that not many other companies can offer.

J&F has three locations strategically located. Two of the facilities are located in the U.S. and the third is in China. This gives J&F and there customers the unique ability to be first to market and cost effective at the same time. J&F uses state of the art

equipment and technology to give the customer the best results in the industry. With over 30 years in the manufacturing business, J&F has become one of the leaders in the industry. Listed below are just a few of our latest project.

***E-Trade Financial***

E-Trade was opening a flagship store in NYC and came to J&F manufacturing to assist in design and manufacture all the custom fixtures for the store. The quality and fit and finish of the product was so high, it received industry recognition as the 2001 ISP/VM&SD Store of the Year.

***Viacom/MTA:***

J&F manufacturing produced recycling bins that would be used on all Metro North rail platforms in the New York metro area. The Port Authority of New York and New Jersey along with Viacom who used the ad space on the signboards purchased them. These bins are currently still in use due to a refurbishment program that J&F created. Under normal wear and tare, the bins had a very good lifespan but it was extended by consolidating worn bins and shipping them to J&F to repair and repaint them. This allowed for a bin that was in use for a number of years to be refurbished and reused, thus extending the lifespan greatly. This project is still on going.

***Office Depot:***

In 1999 Office Depot was challenged to reduce there overall fixture cost for new stores so they approached J&F for possible solutions. J&F looked at the biggest cost to

Office depot for a new store. The solution J&F came up with was to clean and re-paint old shelves from closing and old stores. This saved office Depot over 14% of there new store fixture cost. The look of the newly painted fixture was a big success.

### ***Circuit City:***

Circuit City needed a fixture designed and manufactured for the entire chain for a reduced rate and a short time frame so they came to J&F. J&F was able to design the fixture domestically and get immediate approval. The overseas process would then begin, J&F sent it to there factory in China to get the price reduced. Due to shipment times in from China, J&F was able to begin production domestically at the same time the factory in China was. This allowed the short time frame requirement to be met and the fixture was shipping domestically within two weeks. Later the over seas fixtures came in and it was seamlessly blended into the domestic rollout. Circuit City received there fixtures on time and for the price they wanted.

### **Company Profile**

#### **1979**

Jag Singh Sr. founded J&F Mfg when he opened his first manufacturing facility in Harlem, NY. This facility was only 15,000sq/ft and employed a mere fifteen employees. At the time, the facility focused primarily on sheet metal fabrication work. Through hard work and diligence, the company gained a reputation for its quality and precision with custom jobs, however, its size became an issue.

### **1983**

By 1983, the company could no longer operate in such a small shop and needed more space. J&F Mfg. was able to acquire an existing metal fabrication shop located in the Bronx. By acquiring this facility, J&F was able to double its size to 30,000sq/ft and was able to accommodate the increasing sales volume. With the acquisition of the facility, J&F was also able to broaden its scope and now handle wire jobs as well as sheet metal. Soon after moving in J&F doubled its employment to thirty employees.

Toward the mid to late 80's the company found itself yet again needing more space and began leasing warehousing space throughout the Bronx and parts of Queens. The total leased space grew to about 15,000sq/ft and started to become uneconomical for the company to operate.

### **1990**

Sales steadily increased and J&F found itself with no other option but to move into a larger facility. The facility was soon found and was 65,000sq/ft located in Jamaica, NY. J&F acquired this building by buying-out an existing powder coating company. Purchasing the powder coating J&F was now able to complete all jobs in house and no longer needed to outsource its painting needs, this was the last remaining piece of the puzzle for J&F and it made them a complete in-house display fixture manufacturer.

Before the year, ended J&F found itself increasing its employment to sixty employees.

## **1992**

As J&F continued to increase its core business, they were able to establish themselves as a recognized display fixture manufacturer leading J&F into the mainstream retail industry.

## **1993-1995**

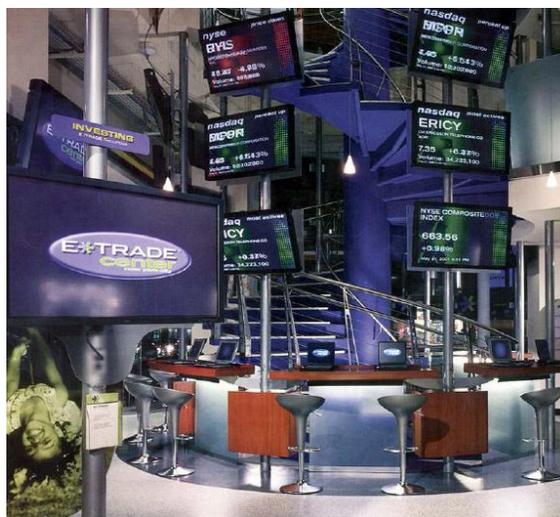
J&F started to design and engineer fixtures for top retail companies such as K-Mart, Foot Locker, Champs, the Wiz, Macy's, JC Penney's, and more.

## **1996**

E\*Trade Financial Group gave the opportunity to manufacturer its first store in New York City to J&F Mfg. This was E\*Trade's flagship store.

## **1997**

E\*Trade Financial Group was awarded Best Store of the Year for its fixture and store design.



## 1999

Through existing affiliations with existing customers as well as new business continued to increase. Our clientele continued to grow in volume and with new customers emerging J&F found itself yet again need to larger facility to accommodate the continued success. J&F like before leased warehousing for a short-term period to facilitate the need for space but something had to be done soon.

Having experienced the same problem more than once, Jag Singh Sr. decided that before moving he would take a different route. Through feasibility studies and factory planning, J&F was able to locate a building that would more than suit its needs. This new facility more than tripled its current volume and allowed J&F room to grow for several years to come. This new facility was 160,000sq/ft and was less than 1.0 miles away from the existing location. This new location allowed J&F to employ 95 employees.

With the advent of this new facility and it's well thought-out configuration J&F was able to flawlessly move in with little or no hiccups. The new layout of the building enabled J&F to become more efficient and able to take on undertakings that are more

substantial. This led to accounts with Office Depot and Circuit City. These two new accounts would later force J&F to search for yet more space.

## **2000**

J&F purchased all new state-of-the-art machinery, which included robotic welders, laser cutting machines, CNC brakes, and a slew of other machinery to help J&F reach a higher level. This renovation program was a 3.5M dollar project that would alleviate processes that were very time consuming. Even though many of the new machinery were computer aided, J&F did not downsize at all.

## **2001**

Due to economic change, J&F looked overseas for production in order to stay competitive with competitors. J&F Mfg. purchased another facility located in Guangzhou, China; the size of this facility was 300,000sq/ft. This facility was a buy out of a pre-existing manufacturing company. The company had previously employed 3,500 employees and J&F did not lay-off any of them. Before the end of the year, J&F had hired an additional 500 employees in China and an additional 50 in New York.

As the year progressed, it was agreed upon that the company should look into centralizing its location in the U.S near to its customers. Most of the larger clientele at this point were located in the southeast (Florida, Georgia, Virginia). Relocating would not be the case time however, adding an additional facility would be. This new facility would later take on the responsibility of being the larger production facility and minimal

emphasis on warehousing whereas; the New York facility would become a warehouse distribution center.

### **2003**

J&F decided that South Carolina would become the home of their new facility. After much debate on where the facility should be located, it was decided that Conway, South Carolina would be the best selection. J&F found a facility totaling 250,000sq/ft and set on 17 acres with direct rail access. This facility seemed to be perfect for what J&F had intended. With direct rail access, imports would be able to come directly from Charleston to the facility with much ease as well as raw materials. The building was in dire need of renovation and restoration. J&F over the course of the next 2 years decided that their focus would be to perform the necessary renovations and implement all of their needed systems before fully moving in. During the course of that time, J&F employed 15 employees, which helped with day to day warehousing and helped with the facility cleanup.

### **2005**

The facility started taking shape, gradually all the essential systems were being installed and manufacturing seemed to be around the corner. J&F designed state-of-the-art raceways for the buildings lighting, electrical, and air connections. J&F started light production and employed another 15 employees.

### **2007**

With the facility continually developing, J&F at this time was almost fully moved in. J&F had decided long before moving in that by optimizing the factory layout 250,000 sq/ft would be more than enough space and J&F would most likely not need so much space. This was realized early 2007 and J&F decided to parcel off some of the building and rent the industrial space. J&F utilizes 150,000sq/ft and rents the other 100,000sq/ft. The tenants there are P.O.D.S and ProBuild. Combined these tenants employ twenty employees.

## **2008**

With the opening of the new manufacturing facility in Conway South Carolina J&F continues to look for possible expansion into other key geographic areas in the U.S. By retaining the New York factory as an assembly and distribution point in one of our most important regions it will allow us to continue remain competitive in the local market.