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Fox Cities
Wisconsin

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Fox Valley Spring Co. honored with Fox Cities Chamber of Commerce & Industry's 2009 Small Manufacturer of the Year Award

Fox Valley Spring honored as top small manufacturer

*By Kate Baer
Post-Crescent staff writer*

GREENVILLE — Listening to employees to maximize efficiencies is what Fox Valley Spring Co. does to maintain cutting-edge technology for their customers.

The company established by Russ Stang Sr. in 1989 has been successful carrying the philosophy that employees are individuals with valuable ideas.

That philosophy is evident when noting the retention rate of employees at Fox Valley Spring.

"Of our 33 employees, the average service time for each is 13 years," said Keith Wincentsen, general manager of Fox Valley Spring Co.

Wincentsen credits terrific employees and the company's use of Lean Manufacturing as part of the reason the company has earned the Fox Cities Chamber of Commerce & Industry's 2009 Small Manufacturer of the Year Award.

The annual chamber awards recognize outstanding manufacturers in based on size. The businesses are nominated for consideration in their category and are then judged by a panel of five local people with a background in manufacturing.

"The competition was very strong this year and there was a total of 12 nominations," said Jim Schlies, vice president of economic development for the chamber. "Fox Valley Spring is certainly a worthy winner, they are very high-tech."

Employees and customers alike have noticed the award and what it recognizes.

"For employees of the company, the award is an affirmation that what they are doing is making a difference," said Wincentsen. "It puts a spring back in everyone's step."

For customers of the company, the award is confirmation that the supplier they chose is everything that we say we are said Wincentsen.

The company supplies a diverse custom product line to customers of varying industries and specializes in compression springs, extensions springs, torsion springs, flat springs, wire forms and die springs.

The company, based out of a 25,000-square-foot facility, is constantly focused on improving processes through reduced cost while maintaining quality for customers.

With the economic downturn Fox Valley Spring has seen a decline in per order sales dollars, which translates into a lot of the same customers are ordering, however each order is a bit smaller. "We are

taking this time to gain market share," said Wincentsen. "We are looking at a sour economy to increase this and we've increased our sales budget to do so."

Wincentsen expects the company to expand it's operations in the next one to three years. Future expansion plans are being developed for manufacturing, shipping and receiving and customer service.

"We believe in controlled growth," said Wincentsen.

Additional Facts

Fox Valley Spring Co.

What it does: A Greenville-based company founded in 1989 designs and manufactures custom spring products.

Where: N915 Craftsmen Drive, Greenville

Phone: 800-776-2645

Web site: www.foxvalleyspring.com
