

PEOPLE WORTH WATCHING

by THE AUTOMOTIVE INDUSTRIES STAFF

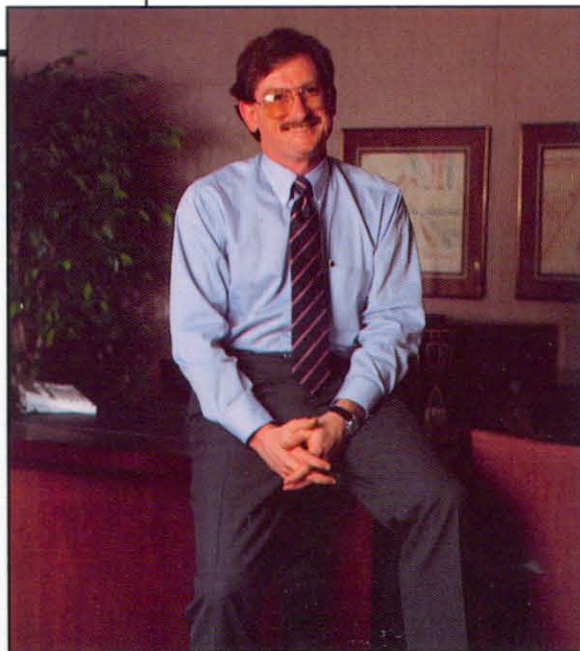
T rue 'movers and shakers' often are *not* the best-known faces that show up on magazine covers and TV. Sure, those bigshots may deserve praise. But the lime-light has a way of neglecting others who equally deserve it.

Among the thousands of unsung individuals influencing the automaking business, we offer this modest portfolio of some of the people we've been watching.

They're people who have particularly impressed us in special ways—people who we think have yet to reach their professional apogees, or make their final mark.

Why He's Worth Watching: Sandy has re-introduced "shop floor" manufacturing familiarity to the boardrooms of corporate America. A hardhitting disciple of the Boothroyd Dewhurst Design For Manufacture and Assembly principles, Sandy

brought billions of dollars in savings to the bottom line at Ford—while at the same time increasing quality. Since starting his own company, he has had similar success at GM's C-P-C, B-O-C and Saturn divisions. He has also worked with NASA, Ingersoll Rand,



John Deere, Mercury Marine and Mattel Toys.

Colleagues' Comments: "I've never seen Sandy work on any design that he didn't improve. Manufacturing and design engineers tend not to like being shown how far off base they are.

But if they can learn to push their pride out of the way, Sandy can make them better at what they do."

"Sandy's common sense and enthusiasm is contagious. Tell him you can cut assembly costs by 20% and he'll say: 'So what! When do the real savings

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Age: 41
Title: President
Company: Munro & Associates, Inc. "formerly MTS for Productivity"
Years With Company: Two
Background: Engineering Manager, Valiant Machine Tool; Manufacturing Engineer, Ford Motor Co.; Senior Automation Specialist, Ford Engine Division; Corporate Coordinator-Design For Assembly, Ford Motor Co.

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come?' Tell him you can cut costs by 60%, and you'll get the same speech—but with a smile.

"He has kept many programs alive and viable. Without him we would probably watch this entire [automotive] industry move offshore."