

Annual Joint Meeting Professional Development Series

April 24th 2018



A large, stylized blue letter 'A' is positioned on the left side of the slide. A thick, dark blue curved line starts from the bottom left, passes behind the 'A', and extends towards the right edge of the slide.

Welcome!

Jim Phelps

President, APICS St. Louis

CSCP, CLTD

Upcoming Classes

Certified Supply Chain Professional



Starting Thursday, June 7th
12 Consecutive Weeks
5:00 – 8:30pm
St Charles Community College

Lean Enterprise Workshop

Saturday, April 28th
8:00 AM – 4:00 PM
Sunnen Products
7910 Manchester Road, St Louis

Certified Production & Inventory Management



Module 1
Starting Monday, May 21st
7 Consecutive Weeks
5:00 – 8:30pm
Sunnen

Module 2
Starting Tuesday, May 15th
13 Consecutive Weeks
5:00 – 8:30pm
St Charles Community College

Certified in Logistics, Transportation & Distribution



Starting Wednesday, May 23rd
12 Consecutive Weeks
5:00 – 8:30pm
Sunnen Products

Upcoming Event – Thursday May 10th



PREDICTIVE
ANALYTICS

Descriptive to Predictive Analytics

Connecting Entrepreneurs, Operations Managers
and Supply Chain Professionals in St Louis



**Moderated by
Ruskin Singh**



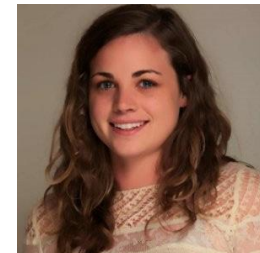
**Andy Dearing
Boundless**



**Aaron Broyles
Prairie Line
Railroad**



**Kelly Foster
Millipore Sigma**



**Nicole Schaeg
Aegis**



**Richard Schweir
Aegis**

Includes Appetizers and Open Bar

4:00 – 7:30 pm

T-REX

911 Washington Ave
St. Louis

Text APICS to 33222 or
<http://apics-stlouis.com>



Announcements

**institute for
supply management**

ISM—St. Louis, Inc.

- Our New Board Members
- Next Speaker Meeting

State of the Economy with Dr. Ernie Goss & Past President's Night

- Tue, May 29, 2018
5:30 PM - 8:00 PM
Spazio's Westport
12031 Lackland Rd
St. Louis, Missouri 63146

Dr. Ik Kwon



SAINT LOUIS UNIVERSITY
John Cook School of Business
Center for Supply Chain Management

- Founding Member & Director– 1998
- Published over 125 Academic Articles
- Fulbright Scholar
- 2011 Outstanding Professor at SLU
- Professional Colleague
- Community Advocate
- Friend

Thank You !

Enjoy your Dinner

Today's Speaker – Gayla Moore



The Nevco Story

**How to make a 70 year old company
young and vibrant again**



The Nevco Story

How to make a 70-yr-old company young and vibrant again

Gayla Moore

Previous CEO and owner

An introduction to Nevco

Premier manufacturer and distributor of scoreboards, LED displays, & scoring accessories

Headquarters remain in Greenville, IL

Products enhance game experience in over 100,000 venues worldwide

Very strong brand awareness and customer loyalty

Reputation of excellent quality, product reliability, and innovation leader



Company timeline



1934

Founder, Ralph Nevinger, started making scoreboards in his garage



1970's

Began selling scoreboards internationally



1990's

Established as industry innovation leader



2004

Company sold to Gayla Moore



2010's

Aggressive investment in LED display products

1930's

WE HAVE DISCONTINUED MAKING ALL HAND OPERATED VISIBLE TIME INDICATORS

CLASS OF 1939

VISITORS 12 15 1 DOWN
HOME 14 2 10 YDS. TO GO
QUARTER

The Original Automatic Electric Timer For Basketball

"The Face Turns Red"

1 2 3 4 Q TIME OUT

MODEL 35-CS
Automatic Timing With Siren

35 31 VISITORS

MODEL F FOOTBALL TIMER

NEVCO

Automatic Accurate Simple Controls Dependable Clear Figures Changing Lights Substantially Built of Oak and Steel

THE FINEST SCORE BOARD MONEY CAN BUY

Has patented features which make it the most interesting board available. The clock is entirely automatic—it stops itself at the expiration of each quarter and sounds the siren—changes quarters and color of lights.

It does away with all questions of time—and both teams.

The running score is given with only two buttons. Scoring numbers on glass background. 27 1/2" x 37" x 11 1/2" deep. Weight 300 pounds.

Price \$175.00

Model 37 \$50.00
Size 15" x 22" x 4"
Shipping Weight 45 lb.
P. O. B. Greenville, Ill.
Dedication Plate \$1.00 Additional

YOU OWE IT TO YOUR CUSTOMERS

Price \$175.00

P. O. B. Greenville, Ill.

RECEPTACLE BOX WITH SOCKETS LOCATED WITHIN 10 FT. OF OFFICIALS TABLE

AUTOMATIC ELECTRIC TIMERS—SCOREBOARDS

SCOREBOARDS

A NEW SCOREBOARD FEATURING "LIGHT-O-MATIC" SCORING

THE NEVCO MODEL-40-CS

For Those Customers Who Demand Design, Quality and Performance in Athletic Timing and Scoring Devices

Streamlined All Steel Construction

ONLY ONE OF A COMPLETE LINE OF AUTOMATIC TIMING AND SCORING DEVICES

The Most Popular Scoreboard Built Today

820-CS

First Half Second Half

ILLINOIS VISITORS

Indirectly Lighted Through 13" Scoring Figures

MODEL 820-CS

BASEBALL-MODEL BB

STRIKE BALL OUT

INNING	1	2	3	4	5	6	7	8	9
VISITORS	0	0	1	2	0	0	0	0	0
HOME	0	3	0	0	0	2	0	1	0

It's New! It's Sensational!

It's the Only Answer to Correct Football Timing!

NEVCO RADIO-CONTROL FOR FOOTBALL TIMING

A extra device for any new Nevco football board. Can also be added to any Nevco board built since 1945. Another NEVCO contribution to the improvement of game timing!

VISITORS NO.

KIRK	24
BURMASTER	28
RILEY	29
DOSTER	27
B. JONES	26
KELLEY	25
GORDON	23
BURTON	21
FORSHAW	22
BILLUPS	20

Model 150-F

NO. HOME

45 JUDSON
46 WHITE
47 SMITH
48 GRANT
49 HOPKINS
40 SEYLER
41 WERNLE
42 FISH
43 LONG
44 JUSTI

Size 16" x 76" x 7"

FOUL NO. VISITORS

28 SCHAEFER
34 GIBSON
36 EDEL
40 GLODZINSKI
43 WILLIAMS
70 BOYER
45 NOLAN

NEVCO RADIO-CONTROL MODEL-4

Model 4

Remember! NEVCO is no lost motion in the field operates as desired by the officials and the fans.

- Since the time-keeper is on the field, the official clock is operated much easier than a stopwatch.
- No signalling the press box.
- No trailing cords for the sideline control.

Write for Radio Control Bulletin No. 20

The New NEVCO MODEL-6

FOR BASKETBALL

The new Nevco model 6 basketball board and the model 150-W basketball board are two leaders in the Nevco line built by the company which has led in scoreboard production since 1924.

These are the scoreboards built today that you will want in your gym or on your field house scoreboard, there is a Nevco board for 80 year needs, and football orders should be placed NOW.

NEVCO ALWAYS LEADS

Write today for Bulletin Nos. 6, 14 and 16

NEVCO SCOREBOARD CO.

GREENSBORO, N.C.

ADDITIONAL EQUIPMENT

Now, when time is out of a game, (20 seconds, 30 seconds or 1 minute) the time-keeper can stop the game by pressing a button on the scoreboard.

TIME OUT

NEVCO MODEL-6

MINUTES TO PLAY

HOME	21	DOWN	10
VISITORS	13	DOWN	10

10 YDS. TO GO

ORDER YOUR FOOTBALL BOARD NOW!

NEVCO SCORE BOARD COMPANY

NEVCO

1950's

NEVCO

A GOOD NAME TO HAVE ON YOUR SCOREBOARD... IT HAS BEEN FOR 15 YEARS

Size 66" x 75" x 7"
Shipping Weight . . . 400 Lbs.
Price . . . \$250.00
Extra Cable, 25c Per Foot
F. O. B. Greenville, Ill.

NEVCO SCOREBOARD

Electric Clock Under Any Size Dial... 6 to 16 ft.

NEVCO

THE OFFICIAL TIMEKEEPER ON THE PLAYING FIELD - WHERE HE SHOULD BE

NEVCO

MINUTOS POR JUGAR

INTENTO

AVANZAR

Desk Control

A desk type control to be located in the press box can be furnished for those who desire the very latest in control equipment. This unit, illustrated to the right, has two clocks, necessary switches and signal lamps for comprehensive control of the Model 16 Clock.

No. 16 - 10-ft. mechanism - \$250.00
12-ft. mechanism - \$300.00
14-ft. mechanism - \$350.00
16-ft. mechanism - \$400.00

No. 8 Timer

We can also furnish a lower price movement of carry hands for either a 6 ft. or 8 ft. dial. This movement operates as does a conventional hour indicator for which it is substituted for a 12 or 15 minute quarter movement for a 12 or 15 minute quarter movement. This movement is of heavy brass and the dial is of heavy brass. Construction is of heavy brass and the dial is of heavy brass.

"LIGHT-O-MATIC" Scoring figures

NEVCO RADIO CONTROL

can be furnished on any of the football boards which we build - or for any Model built since 1945.

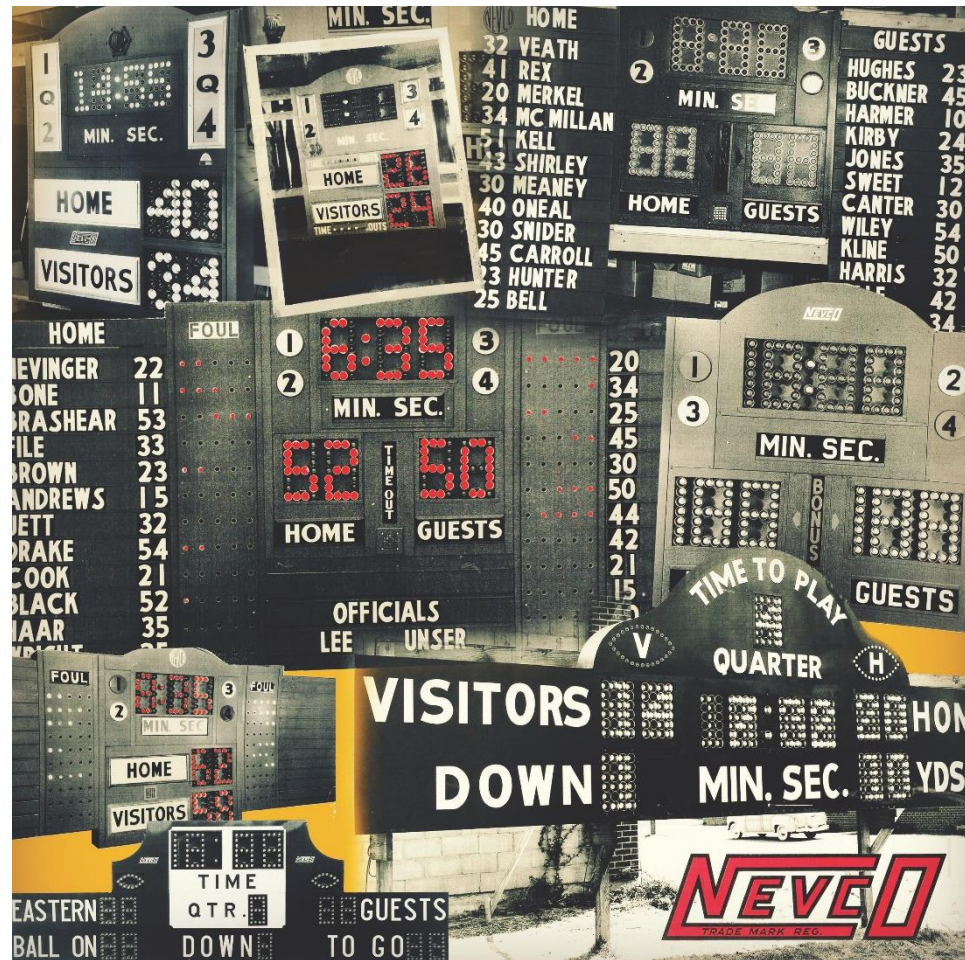
Price\$285.00

F. O. B. Greenville

Transmitter operates on stock lantern batteries obtainable at any hardware store.

Purchaser must make 4 connections

1960's



1970's

BASEBALL MODEL 930
LARGE STADIUM MODEL

For optional Solid State time run...

BASKETBALL MODEL E-51A

Builders Of The Finest For Those Who Insist On Quality

SCOREBOARDS FOR ANY EVENT

finest athletic fields
 municipal stadiums.

• Lettering 15" and 10" high.
 Colors green with white letter.

Model 2-6011-A15

Model 4-FACE-2-2000-A4

GET READY-GET SET-GO

Model 550-L can display the results

- Touch pads or tone buttons were only low-voltage safety powered circuits to eliminate shock danger.
- Color pads blue-white-finish or "year selection."
- Power required: 115 VAC 60 cycle, 15 amp service.
- Durable solid state electronic package makes repetitive use during practice sessions practical.
- Model 600-AM-X . . . Approximate shipping weight 280 lbs.

**A PORTABLE
 TIMING AND JUDGING
 SYSTEM
 COMPETITIVELY
 PRICED**

1980's

Behind a red goal light on each basketball scoreboard framework which is actually a red goal light. It might be called an "Official's Period Light." Some of those using these money connected it to the horn so that any time the horn is blown, the goal light comes on.

Model GL-B
 12" x 12" x 8" 25.4 x 31 x 20 (inches). Approx. hanging weight 90 lbs.
 (1 kg)

Model ALX-B
 12" x 12" x 8" 25.4 x 31 x 20 (inches). Approx. hanging weight 90 lbs.
 (1 kg)

Model 2200-F12A-P12-N (Indoor)
 The total information scoreboard features:
 • Motor 2200 Main Section
 • P12A First Panel Set
 • P12C Second Panel Set

Model 2200-F12A-P12-N (Indoor)
 numbers, plus rings and other features. The 12" x 12" x 8" 25.4 x 31 x 20 (inches) scoreboard is a 12" x 12" x 8" 25.4 x 31 x 20 (inches) scoreboard. The 12" x 12" x 8" 25.4 x 31 x 20 (inches) scoreboard is a 12" x 12" x 8" 25.4 x 31 x 20 (inches) scoreboard.

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thruway

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NEVCO 50 YEARS

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Hockey Model 4-FACE-4010 with Optional Sponsor Sign.

Whether it's hockey or other sport you are playing, a Nevco 4-sided scoreboard will enhance your program and your facility.

GUESTS 28

HOME 48

penalty

penalty

Home 00:00

Guests 100

period

penalty

penalty

Home 00:00

Guests 100

period

MIN 10:55

SEC

HOME 3

INNING/PERIOD 2

GUEST 0

BALL

STRIKE

OUT

H

Drink Coca-Cola

TIGER FIELD

Baseball/Softball Model 2250 with Optional Sponsor Sign.

Signs are an important part of many scoreboard packages; see pages 19 and 20 for details.

Baseball/Softball Model 2250 with Optional Sponsor Sign.

Signs are an important part of many scoreboard packages; see pages 19 and 20 for details.

Baseball Model 2250 shown with 275-0026 Pro-Choice Sign

1990's



2000's

NEVCO
defining
MOMENTS

Home 123 +B 4 B 122 1:00 Guests 122

59.9

NEVCO
COUNT ON US

HOME
13
INN

NEVCO SCOREBOARD COMPANY

NEVCO product line is designed for consistent operation throughout the entire product life cycle. Electronic design uniformity throughout the entire product line ensures consistent operation and reliability. The heart of this product line is the universal MFC processor which is programmed to operate all models.

INTER PRODUCT
NEVCO carries a complete line of indoor and outdoor scoreboards with thoughtfully conceived tech design features.

NEVCO indoor scoreboards can be ordered with LED lamps. In addition, rear lighting of indoor caption plates is available for more visible product. Our outdoor scoreboards are built for maximum durability.

Baseball
Volleyball
Swimming
Wrestling
Football
Soccer
Basketball
Hockey
Track

Home 64 59.9 60 4 5 4-30 8
fouls player fouls

Home 8 14:22 6 2 1:47 2:00 2:00
PENALTY PERIOD PENALTY
Drink Cold

Home 55.6 30 2 24 5:00 4
GUESTS 24 10 4

Home 4 16:00 2 12:00
PERIOD PERIOD

Home 59.9 64 30 2 24 5:00 4
GUESTS 30 2 24 5:00 4

Home 4:09 93 4 30
period

Home 59.9 64 30 2 24 5:00 4
GUESTS 30 2 24 5:00 4

NEVCO
1934 70 2004
70 YEARS AND COUNTING

During due diligence process, I noticed...



Excess inventory



Inefficient product flow



Excess filing cabinets in offices



Extremely clean plant floor

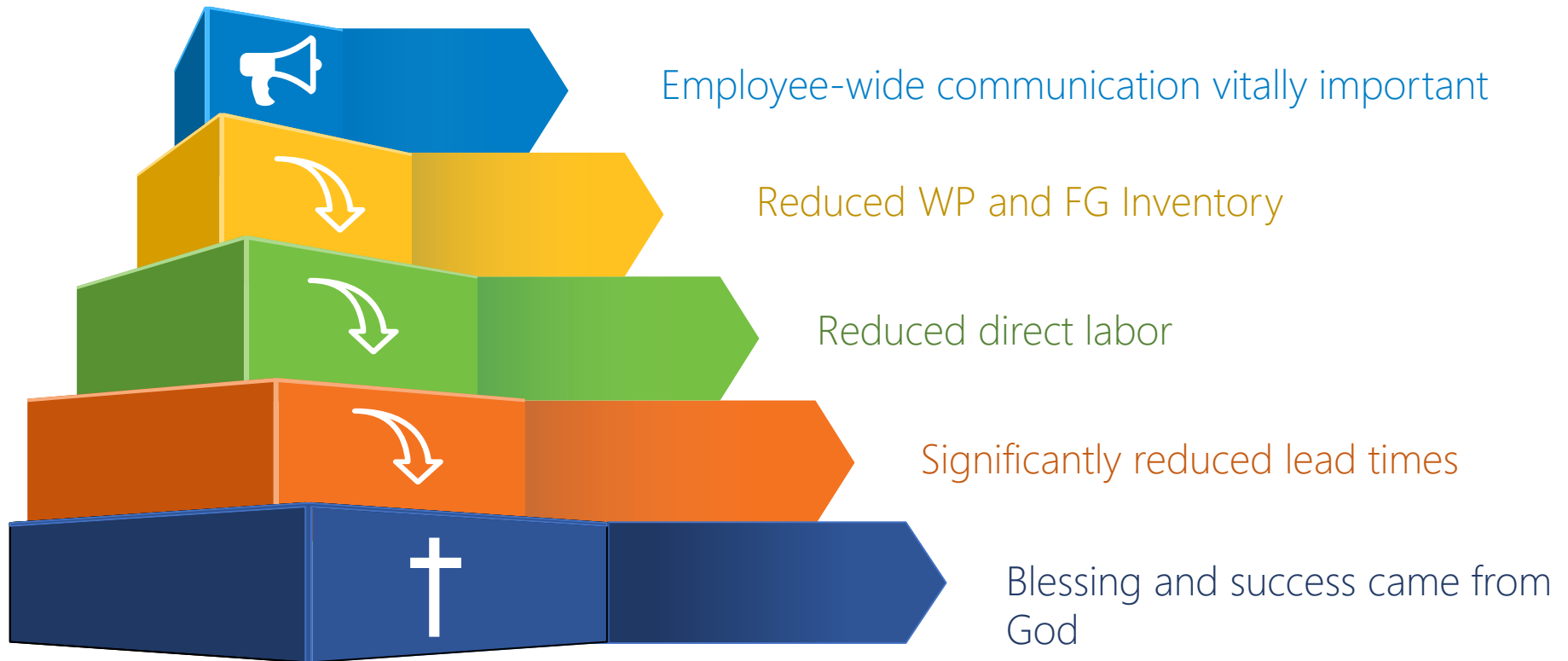


Long time workers



Analyzed financial statements focusing on costs and % of cost vs sales

First 100 days set a tone of “turn-around”



Leveraged people, process, and technology to drive change

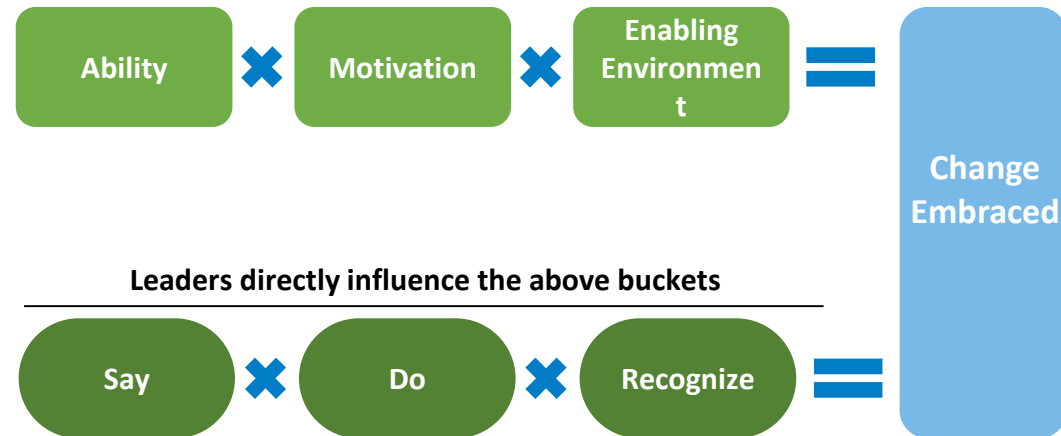


Communication and culture paved the way for successful change management



Employees must adopt and embrace the changes in order to maximize the benefit

The change equation for employees



Continuous improvement mentality drove operational improvements



- Employee-led Kaizen events
- Engineering initiatives to promote standard components
- Incentives to make sustainable design and process-driven reduction to BOM or labor costs
- Emphasized and measured performance metrics
- Expanded use of functionality within current ERP system
- Created atmosphere that encouraged collaboration across all departments

Supply chain efficiencies resulted in 36% inventory reduction



- Fostered collaboration between purchasing and engineering
- Incorporated purchasing metrics as part of annual goals and aligned bonuses accordingly
- Implemented successful purchasing methods
- Broadened supplier base globally & increased visits
- Implemented more frequent cycle counts
- Implemented use of kanbans

Product innovation drives continued growth



Product quality driven by relentless hardware innovation

- 2009 - First in industry to offer "hybrid" scoreboards
- 2015 – Product expansion to scoring tables

Industry leader in software innovation

- 2006 – Proprietary software to operate LED displays
- 2011 - Scorbitz
- 2017 – Display Cloud

Both investments lead to growth driver – “Large Venue”

- Video displays, stadium sound, control room, engineered structure
- 2015 – Proprietary integrated sound system

“Services” as growth driver

- 2015 – HYPE Creative Services
- 2017 – Sports Media Group

Sales and marketing investments backbone of market share growth

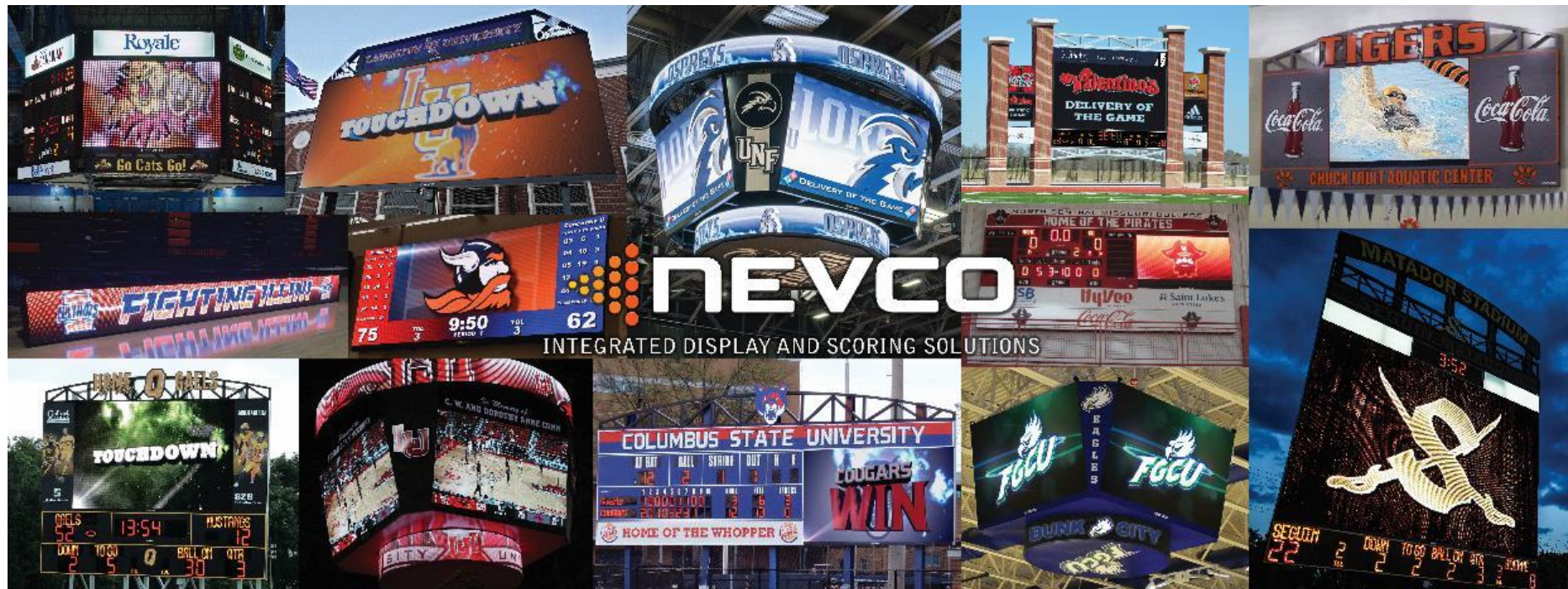


- Implementation of company-wide CRM platform
- Transformed sales “reps” into sales “consultants”
- Implemented various methods of Sales models
- Increased focus on underperforming territories
- Complete rebranding to *Nevco-integrated display and scoring solutions™*
- Heavy investment in digital marketing vs traditional methods

Workplace culture helps attract and retain talented individuals

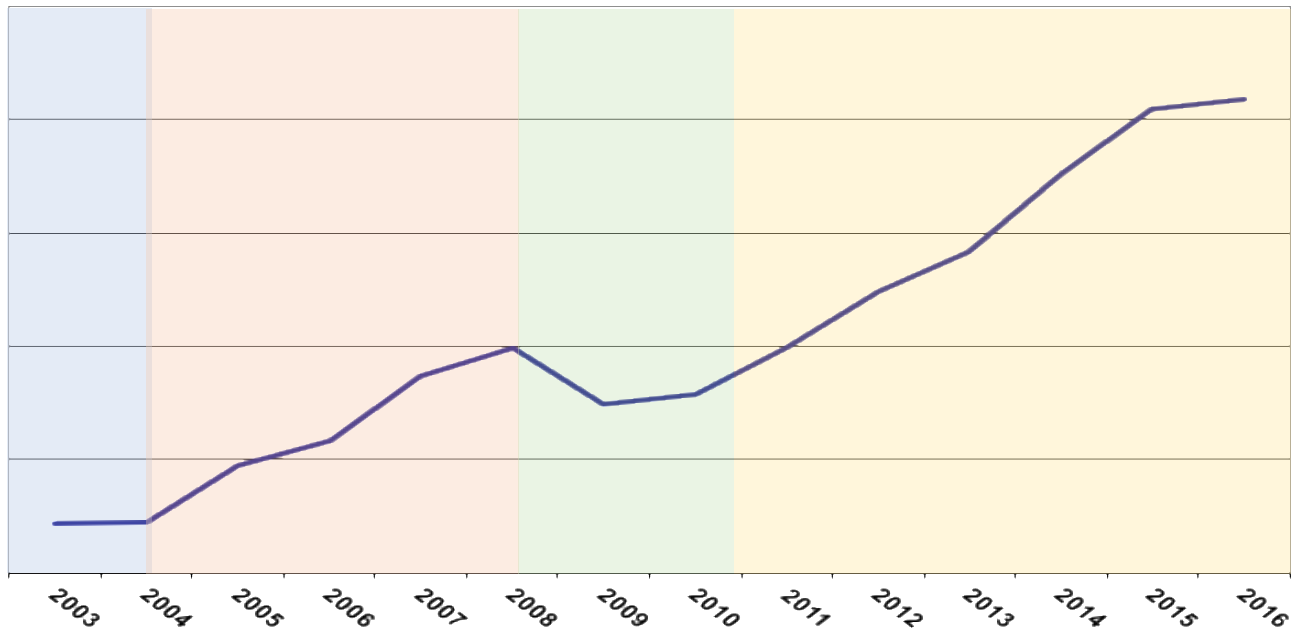


- Emphasized “embracing teamwork” throughout 13 years
- Employee recognition programs kept in-tact
- Formal employee development programs established
- Despite quick growth, encouraged employee work/life balance
- Quarterly employee-wide communication meetings important to create relationships
- Aligned incentives with annual goals
- 10 year tradition of Annual Bean Bag Tournament



Proof of 13 years of hard work and teamwork!

Due diligence Rolled up sleeves Recession hit Aggressive product innovation



FIXING

LEADING

Why sell an established, successful business?

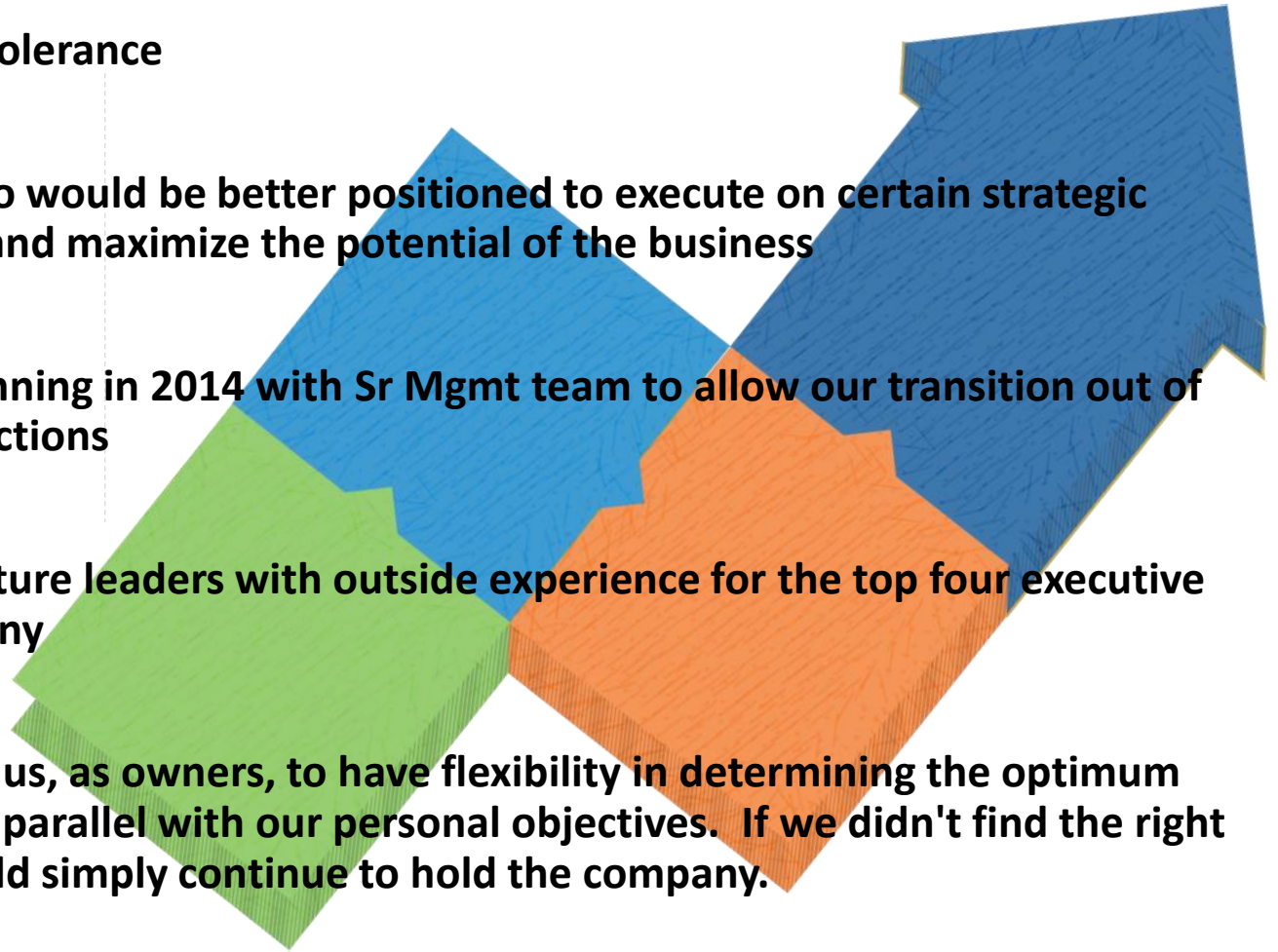
Self-assessed our risk tolerance

Looked for partner who would be better positioned to execute on certain strategic growth opportunities and maximize the potential of the business

Started succession planning in 2014 with Sr Mgmt team to allow our transition out of daily management functions

Invested in talented future leaders with outside experience for the top four executive positions in the company

This approach allowed us, as owners, to have flexibility in determining the optimum growth strategy to run parallel with our personal objectives. If we didn't find the right equity partner, we could simply continue to hold the company.



Recap



Questions?

Thank You!

