



Testimonial:

"A rewarding learning experience that every small Company should endeavor. AKA knows how to work with small companies."

**Ms. Dottie Combs, President/Owner
Dot Weld, Incorporated**

Company Profile:

Dot Weld, Inc. is a manufacturer of steel fabrications and a manufacturer of windshields and accessories for off-road vehicles. They also perform structural repair on vehicles of all types. Located in Jackson, KY, their facility has the capability to perform fabrication and repair services in-house, at the customer's location or on the road. For off-road vehicles, Dot Weld provides its customers with high quality products at low prices. Carrying one of the largest selections of products for the UTV industry, windshields and their accessories are in stock for most leading brands, including, Yamaha, Polaris, Kawasaki, Can Am, Arctic Cat, John Deere, and others..

Situation:

As a supplier of components to automotive related industries which demand precision and safety, Dot Weld felt it would be beneficial to their business to become certified to ISO 9001, the international standard for Quality Management Systems. This would tell prospective customers that Dot Weld is serious about ensuring that the products they manufacture will adhere to the highest quality and safety standards.

Solution:

Dot Weld joined a consortia of east Kentucky manufacturers, put together by the Southeast Kentucky Economic Development Corporation (SKED), who partnered with the Advantage Kentucky Alliance (AKA) to assist participant companies with the development and implementation of an ISO 9001 compliant quality management system.

As a part of the program, AKA provided Dot Weld with training and company-centric activities such as group training, documentation writing, auditor training and auditing to assist them with the development of a quality management system that met all the requirements of the ISO 9001 Standard. That in turn allowed Dot Weld to become certified to the ISO 9001 Standard, which they recently accomplished.

The program included group training sessions and individual company development and implementation sessions conducted at Dot Weld's facility. With training of the requirements of the standard conducted in the group sessions, companies were encouraged to ask questions and hear other's questions, in order to gain a better understanding of all of the ISO 9001 requirements. In the on-site sessions, AKA worked with Dot Weld's product line and situation developing a quality management system tailored to fit not only their products and processes, but their needs.



Direct Results:



Successfully obtained the ISO9001:2015 Quality Management System (QMS) Certification within 6 months, passing their certification audit on their first try!



Able to retain \$35,000 in new sales from one customer alone, due to obtaining this certification.



AKA developed 15 procedures covering 12 processes that were pertinent to Dot Weld's operations.



Successfully trained 4 employees in all 12 processes and their specific role in maintaining the QMS.



Dot Weld expects, and is on track to increase sales within their core business by 10% for the coming year.

