

# Mike Raymond

## Manufacturing Extension Agent

405-535-6062

[mike.raymond@okalliance.com](mailto:mike.raymond@okalliance.com)

<https://www.linkedin.com/pub/mike-raymond/3/a83/221>

## Background

- Native of Norman
- BS in Business Management
- Plant Manager for a 250 employee oilfield equipment manufacturer
- Director of Manufacturing for petrochemical & pharmaceutical plant equipment manufacturer
- Manufacturing business owner & CFO
- Past President of the Board of Directors AWS in OKC
- Business Growth Coach
- Innovation Engineering Black Belt

Mike works directly with manufacturing companies providing needs assessment and team-based consulting on process improvement, finance, marketing, supply chain, workforce development and other operational issues in several central Oklahoma counties. With more than 35 years experience in manufacturing, engineering, finance and career technology, Mike has developed a sharp eye for how businesses get bound by operational inefficiencies and slowed growth—and how they can recover and become more strategically focused and successful organizations.

Prior to joining the Oklahoma Manufacturing Alliance, Mike was responsible for all direct and indirect manufacturing operations where he improved throughput, reduce bottlenecks, decreased direct cost and increase margins using Lean Enterprise. He also participated in the company's strategic planning process. He was the CFO of a small manufacturing company in Western Oklahoma that he owned. The company was struggling to survive and Mike bought the company, turned it around before it was profitably sold. Recently he was awarded the Black Belt Certification in Innovation Engineering. The program is designed to teach companies how to increase the speed of innovation within the company and decrease risk to market.

Currently Mike serves as a Front Line Team Member for Southwest Oklahoma Impact Coalition (SOIC) and is an advisor to the Board of Directors of the Central Oklahoma Regional Development (an economic development authority for a 5-county region in west central Oklahoma). He is Past President of the Board of Directors for the American Welding Society and was a founding member of the Board of Directors of El Reno Economic Development Partnership.

## Notable Clients

- HSI Sensing
- Temtrol
- Terex
- ATC Drivetrain
- Pro-Fab
- Boral Brick
- Mathena
- Nucare Nutrition
- Universal Trailer
- Trans-Tech, LLC
- Cimarron Trailers



## Local Sponsor

- Canadian Valley Technology Center

## Counties Served

- Beckham
- Blaine
- Caddo
- Canadian
- Custer
- Dewey
- Grady
- Greer
- Harmon
- Jackson
- Kingfisher
- Kiowa
- Roger Mills
- Washita



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