



Helping
Leaders
Stand
Out From
The Crowd With
UNCOMMON
Ideas

*DA Marshall
Consulting Inc*

How Is Your Company Surviving During This Unpredictable Time?



If you're living in the shadow of giants,
(i.e., your company is small and your
competitors are huge), the only way to be
noticed is to Be Uncommon.

Uncommon

“From the day I met David 20 years ago, his unrelenting theme was to be uncommon. It was a message I could sign up to as a young professional with an inward drive to make a difference. David has never wandered from this theme. He has created a culture that allows those who desire to be part of a winning team to excel. This has manifested itself into the creation of very successful businesses, including Stahlin.

- *Jeff Seagle Retired President, Stahlin Enclosures*



Being uncommon
means performing
larger than what we
actually are as a
company by
accepting that
quality, safety,
integrity, teamwork,
lack of ego, and
working smart.

UNCOMMON



**How Do You Encourage Your Whole
Company To Be UNCOMMON?**

Ask For Help



When you have IT or Accounting problems do you bring in an expert?

Why do so many executives hesitate when there are...

Leadership

Culture

Manufacturing

Problems

To Be Uncommon YOU NEED OUTSIDE EXPERTS

Spent \$250,000 per year on hazardous waste remediation in old outdated plant

Hired Environment Experts to Solve Our Problems

RESULTS

- Knocked down the entire factory, built a new plant
 - Increased production by 400%.
 - Went from 140 to 20 employees
 - Created four times more product than before.
- Reduced our waste to nearly zero & eliminated our waste remediation budget.
- Saved \$3.5 million per year and paid off the entire redesign in 8 years.

Our environmental expert consultants were a huge part of this success.

Testimony from Employee Discussing Uncommon

“I have worked with David for 19 years. Yes I said ‘with’ and not ‘for’ because David is not just my boss. He is also my coach, mentor, and friend. I can tell you that if it weren’t for David Marshall, Robroy would not be the organization it is today. Some of the changes under David’s leadership have been product enhancements such as ETL certification, equipment improvements including threaders, benders, molds; and process changes such as the implementation of Plant Work Flow, a Warehouse Management System, Document Manager, and a Quotations System. The list goes on and on. I cannot think of any area that has not been affected by change-driven by David. Always striving for improvement, David was responsible for us becoming ISO certified, continuing to enhance Corrosion College, implementing our Safety SHIELD team, and driving Robroy culture with our non-negotiables and vision statement. David has the ability to push individuals to their full potential. If you looked up the word ‘uncommon’ in the dictionary you would likely find a picture of David Marshall.”- Donna Waterstraat

Uncommon = 4 Non-Negotiables



-Safety

-Housekeeping

-Productivity

-Check your ego at the front door and bring
your brains inside

SKILLS & EXPERTISE

Negotiation

Strategic Planning

Customer Service

Budgets - Research

Energy

Oil/Gas-Onshore - Offshore Drilling

Project Planning - Project Management

Board Member

Marketing-Sales - Sales Management

New Business Development - Recruiting

Management -Change Management- Supply Chain Management

Manufacturing - Lean Manufacturing - Engineering

Petroleum-Electrical Industry - Oil & Gas

Business Development - Education



*Let me help you find ways to be
UNCOMMON....*

Contact:

<https://damarshall.consulting/contact/>