



The History of Big Sky Precision, Inc.
by founder, Paul Chausse' (say "Shaw-Say")

"Find a job you love and you'll never work another day for the rest of your life"
Leroy Chausse'

Strangely enough, the genesis of Big Sky Precision started with the 1988 film *Tucker*, starring Jeff Bridges. The optimism, creativity and courage of this man inspired me to break with "security" and reach for the fruit of self-employment. I had toyed with the idea of self-employment for years, but at 27 years of age, with a wife, three kids and a mortgage, the steady income from my mechanical engineering job was a strong retainer.

After a failed partnership in the pottery business and a successful, but brief time harvesting tree bark for medical taxol, I focused on my love of building things.

As an engineer, I marveled at how I could give a machinist a piece of paper and he would return a three-dimensional part with exacting tolerances. To me, "fracturing metal" (as machinists call it) to make the finished part was at least as exciting as the design and development of the product initially. So through relentless cajoling, prayer and stubbornness, I was able to convince one of the machinists who had made parts for me to quit his steady job and partner with me in a new venture. I didn't know the difference between a center drill and an endmill, but with an \$8,000.00 purchase order for some parts and no equipment in my Bozeman, Montana garage, I was soon on the fast track to learning the trade. I will forever be indebted to my partner at that time who loved teaching and endured my over-enthusiasm.

Within a few months of "cranking knobs" on the manual machinery we had purchased, I yearned for the precision, sophistication and production of a Computerized Numerically Controlled machine. We found a non-functioning Bridgeport Series II CNC, I ordered manuals for it (\$300!) and diagnosed the problems. With another \$2,000 in refurbished circuit boards, I was "in the chips!" I started programming with a DOS computer and floppy drives - straight manual programming. Being a bit of a computer bug, I soon developed a combination of AutoCad exports, spreadsheets and text-editor macros to create more complex machine code.

For a few years, we functioned as a job-shop, adding better equipment and larger facilities as the work and budget allowed. Although I enjoyed machining complex parts for other manufacturers, I longed to focus on a proprietary product. In 1998, I saw the opportunity for this when a local manufacturer brought in a quick-release wheelchair axle. "There are three main suppliers of this product," he explained. "Not one of them can combine the three 'must-haves': consistent, high-quality parts with reasonable delivery times and a fair price. And none of them has decent customer service." I instantly fell in love with this product - so elegant, user-friendly and secure. The applications were endless. Thus we embarked on a two-year journey of testing, development, patents and market research out of which was born Sky-Loc™.

In 2000, with a large contract in axles secured, we moved to our present location in Manhattan, Montana. Our growth during this time still amazes me - over 300% increase in revenue in four short months. It was an exciting, frenzied time - not without many bumps in the road.

As our proficiency in quick-release technology grew, more and more manufacturers sought us out for custom solutions. Our answer was always "Yes!" and we soon settled into this niche.

Customized, American Quick-Release Technology. It sums up who we are and our mission:

1. Manufacture the highest quality quick-release fasteners in the world.
2. Develop long-lasting relationships with our customers and vendors.
3. Price our products competitively and continually improve our processes.
4. Provide our customers the fastest lead time in the industry.

Thank you for your business!

Paul Chausse

President and Founder

Big Sky Precision, Inc.



Big Sky Precision, Inc.
Customized American Quick-Release Technology

CALL 888-213-1492

www.bigskyprecision.com

sales@bigskyprecision.com