

# **Results Speak Louder Than Words**

**SEA Suppliers** are raising the bar







#### **Kimberly Machine Company, Inc.**

- → Set-up time reduced 80%
- + Lead time reduced 80%
- → Inventory turns from 1 to 5





#### **Barry Controls Aerospace**

- → OTD from 70% to 99%
- + 100% quality for six years



You Tube



#### **MD Engineering**

- → Sales per employee from \$80k to \$180k
- > Inventory turns from 2 to 10
- + Average lead times from 12 weeks to 4 weeks
- → Set-up times reduced 80% on all machine centers
- Work instructions for everything



# SMS Technologies, Inc.

- → Customer satisfaction increased 38%
- → Productivity increased 38%
- → Additional productivity gains of 45%
- → Inventory turns increased from 7 to 10
- > USAF customer quote, "The best they had ever seen"



## **Gar-Kenyon Technologies**

- → Average part velocity increased by 99%
- → OTD increased by 30% and continues







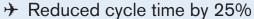
# **Energy Dynamics, Inc.**



- → Improved on time delivery from 83% to 100% over 12 months
- → 96% improved delivery days to take business from a competitor
- → Expanding customer visibility through SEA



## **Hixson Metal Finishing, Inc.**







#### **Roberts Tool Company**



- → Revenue from \$5million to \$25 million
- → Sales per employee from \$100k to \$280k
- + Average OTD from 55% to 98%
- → Internal scrap rate from 5% to 1%
- → Inventory turns from 4 to 11
- → Average lead times from 16 to 3 weeks



## **Continental Heat Treating, Inc.**



→ Overall customer lead times reduced 26%



## **Vescio Threading Company, Inc.**



- → 70% lead time reduction
- → 30% overall set-up time reduction
- → 90% set-up reduction at one plant alone



# **Geater Machinning & Manufacturing Company**



- → SEA Stage 1 Certification in a year and a half
- → Customer value one week lead time vs. competitor's four weeks



#### **Garrett Precision, Inc.**

→ 40% set-up reduction





# **Custom Manufacturing & Engineering, Inc.**

- > Maintained 2008 revenue in a down economy
- → Improved profitability .5%
- → Improved on-time delivery 10%
- → Improved customer satisfaction 31%





## Cox Machine, Inc.

- → Inventory turns from 4 to 7.3
- → Smaller lot quantities
- → Continuous improvement culture





#### W. Machine Works, Inc.

- + Saved \$950,000
- → Reduced cost 13%
- → Reduced lead-time 23%
- → Increased capacity 200%
- → Sale increased 20%
- → Sales per employee increased 10%