

Supplier Keynote



Faith Clark

President, Clark Technology Systems, Inc.

Faith Clark, president and cofounder of Clark Technology Systems, has been instrumental in transforming an engineering consulting business into a leading manufacturer of accessory systems and packaged compressors for refinery applications worldwide. The business strives to bring employees, vendors, and customers together to make a better, on time and lower cost product. Faith held positions in Process Development, Quality Assurance and Systems Engineering for various consumer Fortune 500 companies. She holds Master of Science degrees in both Chemical Engineering and Manufacturing Systems Engineering from Lehigh University, Bethlehem, PA.





FAITH D. CLARK
PRESIDENT
JUNE 16, 2010

COMPANY PROFILE

- **FOUNDED 1987, BY FAITH & RON CLARK, LOCATED IN CENTRAL PENNSYLVANIA**
- **SELF-CERTIFIED, WOMAN-OWNED, SMALL BUSINESS**
- **33 EMPLOYEES, 42,000 SQFT SHOP SPACE**
- **CERTIFIED PIPE WELDING**
- **API-614/618 CONSOLES, PACKAGED SYSTEMS**



INDUSTRIAL RAFT SYSTEM



ACCESSORY SYSTEMS



PACKAGED SYSTEM



INDUSTRY PARTNERS ...

DRESSER-RAND



ExxonMobil

VOITH



ALSTOM

AIR PRODUCTS



MEASURABLE RESULTS

RESULTS	AFTER 12 MONTHS
ON-TIME DELIVERY	100%
QUALITY (CUSTOMER COMPLAINTS)	0
INVENTORY TURNS	42% INCREASE
PROFIT/DIRECT LABOR HOUR	25% INCREASE



IMPROVEMENT JOURNEY

RESULTS IMPROVEMENT	HOW WE DID IT
OTD	VALUE STREAM MAP ENGINEERING
QUALITY	STANDARD WORK
PROFIT / DIRECT LABOR HOUR	OPPORTUNITY TEAMS/MINI KAIZEN
EMPLOYEES PARTICIPATE	COMPANY DECISIONS/ MAKE A DIFFERENCE IN THEIR JOBS



EMPLOYEE IMPROVEMENT IDEAS

NEW BLAST/PAINT ROOM

INCREASE CAPACITY

SALES OPPORTUNITY

REDESIGN BEDPLATE

SAVE \$2,500/UNIT, 150 UNITS/YR

\$375,000 CUSTOMER SAVINGS



THANK YOU

FAITH D. CLARK, PRESIDENT
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**MEET US
OUTSIDE
THE BOX**

