

# Supplier Keynote



## Tim Holland

Chief Executive Officer, Graco Supply Company, Inc.

Tim Holland participated in the purchase of Graco Supply Company and has operated as its CEO/President since March 2002. Throughout his career Tim has specialized in operations management and continuous process improvement efforts in start-up, turn-around, and consulting environments. He has multiple industry experience including Electronics (Motorola), Aerospace and Defense (Boeing), and Telecommunications (Andrew/Algon). He holds a BS in Business Management from the University of Texas at Austin, and an Executive MBA from Southern Methodist University. He served a combined 15 years of active and reserve Military duty in positions ranging from UH-1 Helicopter Mechanic to Technical Warrant Officer, Military Intelligence/Electronic Warfare. Tim has personally directed or participated in over 100 Kaizen continuous improvement events and has followed the evolution of Lean Manufacturing initiatives throughout his career.





# Graco Supply & Integrated Services

## Company Overview

- Family owned and operated 1959-2002
- Revenue 2009 ~ \$40M, 58 employees
- Aerospace focused Value Added Distributor
  - Fort Worth, TX (HQ)
  - Wichita, KS
  - Tulsa, OK
  - Jasper, GA
  - High Point, NC

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# Graco Supply & Integrated Services

Distribute, Package and Manage Inventories of Industrial/Specialty Supplies for Aerospace

- Paints- Primers and Topcoats
- Structural/General Adhesives
- Sealants/Tapes
- Lubricants/Greases
- Consumables used in Composite Manufacturing

“Sell the right things, Sell things right”





# Graco Supply & Integrated Services

## Customers

**Bell Helicopter** **TEXTRON**





# Graco Supply & Integrated Services

## Measurable Results

Results	After 6 months
On-time Delivery	30% Improvement
Quality	41% Reduction of Defectives
Sales per Employee	8% Increase



# Graco Supply & Integrated Services

## Improvement Journey

Results Improvements	How We Did It
On-Time Delivery	Mini-Kaizen, Task Team, Standardized Process
Quality	Mini-Kaizen, Task Team, Standardized Process
Sales Per Employee	Efficiencies gained - Attrition / no replacement



# Graco Supply & Integrated Services

# Thank You!

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