

# Supplier Keynote



**Patrick H. Bye**

President, Energy Dynamics, Inc.

Pat Bye brings a solid business and technical background to Energy Dynamics. Prior to joining Energy Dynamics in March 2007, Pat held senior executive positions for several fortune 500 companies and has always maintained a passion for manufacturing. He was responsible for and led Operations, Engineering and Quality in these multi- billion dollar corporations. Extensive knowledge and track record of implementing Lean in multi-facility organizations.

Pat gained a Production Engineering Degree with Honors from Nottingham Trent University, UK





**ENERGY DYNAMICS, INC.**

# **Energy Dynamics, Inc**

SEA Keynote Presentation  
Patrick Bye, President

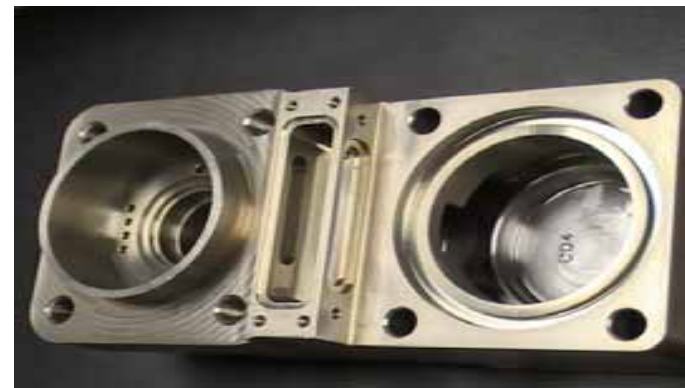
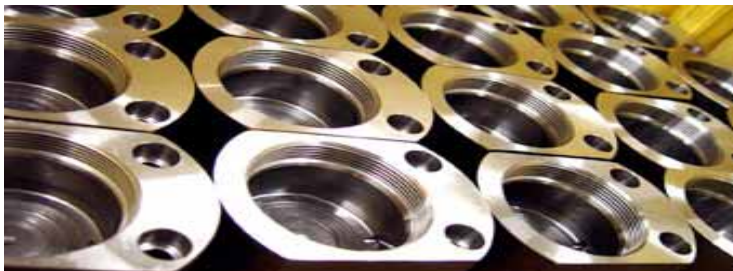
June 16, 2010



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## **Energy Dynamics, Inc.**

- Progressive precision CNC machine shop
- Rockford IL
- Performing member of SEA & Supplier Advisory Council
- Very short lead times
- High quality and competitive costs
- AS9100 Certified





**ENERGY DYNAMICS, INC.**

Excellent Customers and Access to Potential Customers!

**DRESSER-RAND.**



**Actuant**



**NORTHROP GRUMMAN**

**TEXTRON**



**SPX**



**LIEBHERR**



GE  
Aviation



**NISSAN  
FORKLIFT**





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# **SEA Roadmap Processes**

- Leadership And Culture
- Workforce Development
- Operational Excellence

**The Driver of World Class!**



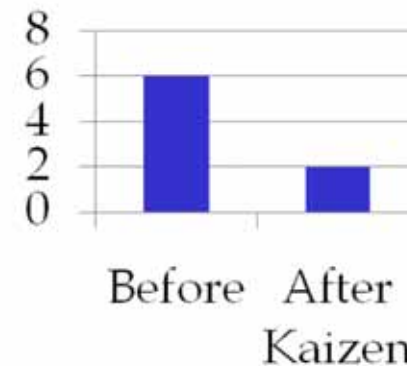
**ENERGY DYNAMICS, INC.**

## Process Driver: Operational Excellence

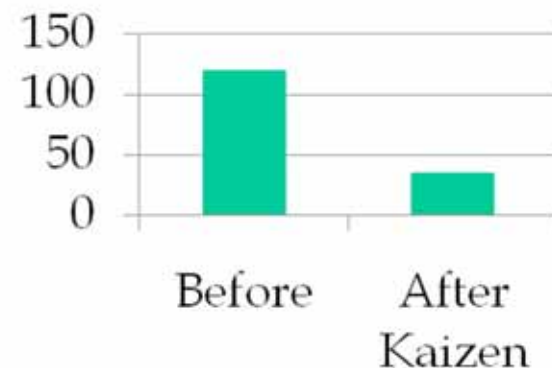
### Horizontal Cell

- Only run based on Kanban signal
- 100 % on time
- 85 % reduction in lead time

**Changeover**



**Order to Cash**







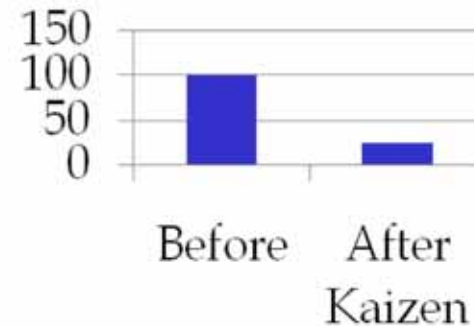
**ENERGY DYNAMICS, INC.**

## Process Driver: Operational Excellence

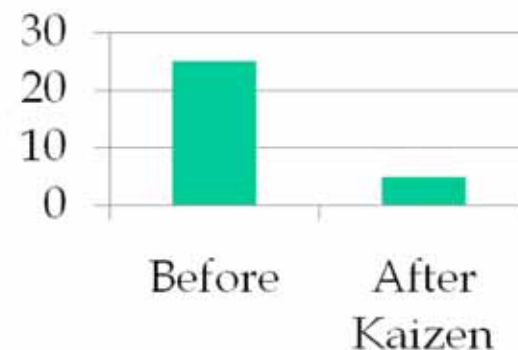
### Cylindrical Parts Cell

- Only run based on Kanban signal
- 100 % on time
- 80% reduction in lead time

**Distance traveled**



**Leadtime**





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## **Process Driver: Leadership and Culture**

### **Big Win !!!**

- **Customer : Smaller lots**
- **Customer: Minimize 20 % carrying cost!**
- **Customer : 91 % Difference in lead time**





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## SEA Metric: On Time Delivery

- 94 % On time in 2009
- 16 % Improvement
- Trending to 100 %

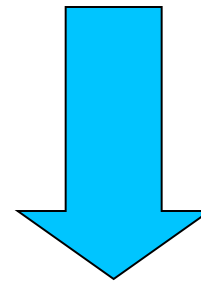




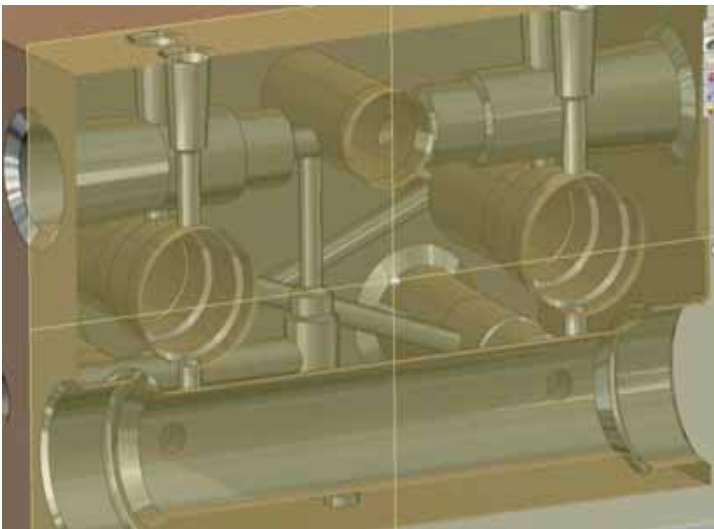
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**SEA Metric: PPM**

**From: 3,946 ppm**



**To: 570 ppm**

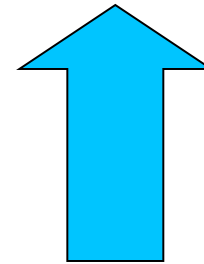




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## SEA Metric: Inventory Turns

To: 7.59 Turns



From: 4.70 Turns





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## SEA Metric: Sales per Employee

- Sales per EE improved **124 %** !





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## **New customers / New business/ More Profit**

- New customers in 2009 !
- More in the works.
- Increased market share with existing customers

### **Result:**

- Picked up **25 %** new part numbers last year!



<b>Results/ Improvements</b>	<b>How We Did It</b>
<b>On-Time Delivery</b>	Smaller Lots, Quicker changeovers, Culture
<b>Lead Time</b>	Smaller Lots, Quicker changeovers, Culture
<b>Quality</b>	Smaller Lots, Net Inspect, AS9100, Culture
<b>Inventory Turns</b>	Smaller Lots, Quicker changeovers, Culture
<b>Sales Per Employee</b>	Smaller Lots, Quicker changeovers, Culture



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## SEA Roadmap Leads to World Class



- Committed to driving Lean
- Committed to a shorter and reliable Supply Chain
- Keep Manufacturing thriving in the USA !





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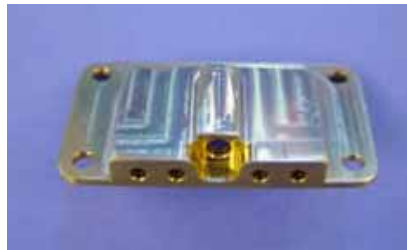
## **Our Guarantee**

**Our part will never cause you to miss  
a shipment to your Customer.**

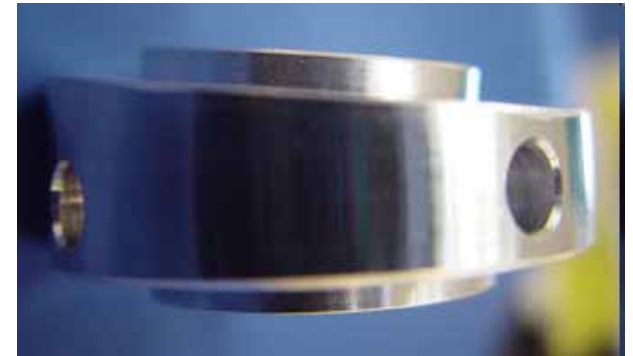
**Problem? Call Me, No Charge, No Excuses!**



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**Thank You!**



Please visit our website at:  
**[www.energy-dynamics-inc.com/](http://www.energy-dynamics-inc.com/)**

Pat Bye, President  
**[patbye@energy-dynamics-inc.com](mailto:patbye@energy-dynamics-inc.com)**  
815-877-1410



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# **SEA Benchmark Site Visit**

## **Energy Dynamics, Inc.**

5029 Willow Creek Rd.

Machesney Park, Illinois

Telephone number: (815) 877-1410

**Date: Thursday, June 17, 2010**

**Time: 8:30 a.m. – 12:00 p.m.**

- |                      |                               |
|----------------------|-------------------------------|
| • 8:30 a.m.          | Registration Opens            |
| • 9:00 a.m. - 12noon | Benchmark Site Visit and Tour |