

# Results Speak Louder Than Words

SEA Suppliers  
We're raising the bar

# SEA Suppliers

- ➔ We're making the investment to accelerate our improvement efforts and it shows.
- ➔ SEA isn't for everyone. As a CEO you'll need to make improvement your highest priority and then get involved and stay involved.
- ➔ But it's worth it - just give us a call and we'll explain why.

# Douglas C. Greene – Hixson Metal Finishing



- 31.8% Reduction in PPM
- 41.9% Reduction in Rework Dollars Spent
- 14.5% Improvement in Inventory Turns
- 11.9% Increase in Sales Per Employee
- 99.4% On Time Delivery
- SEA Stage 1 Certified
- SEA Awards: Aerospace and Defense Stephen E. Barton Leadership and Culture Award, Supply Chain Innovation Award, Operational Excellence Award, Richard Hall Leadership Excellence Award

# Marzel Neckien- W Machine Works



- Saved \$950,000
- Reduced cost – 13%
- Reduced lead-time – 23%
- Increased capacity – 200%
- Sales increased – 20%
- Sales per employee increased – 10%
- SEA Awards: Richard Hall Leadership Excellence Award

# Kenny Heifner – Cal-Comp USA



- Customer satisfaction increased 36%
- Productivity increased 38%
- Additional productivity gains of 45%
- Inventory turns increased from 7 to 10
- USAF customer quote... "The best we have ever seen"
- SEA Award: Supply Chain Innovation Award, Operational Excellence Award, Workforce Development Award



# Tim Holland – Graco Supply Company



- 30% improvement in on-time delivery
- 41% reduction in defectives
- 8% increase in sales per employee

# Bill McGinnis– National Technical Systems



- 19% increase in revenue
- 21% increase in revenue per employee
- 39% increase in net income
- Cost of goods sold reduced by 2%
- Client to client recommendations increased by 25%
- SEA Awards: Stephen E. Barton Leadership and Culture Award, Richard Hall Leadership Excellence Award

# Mario Robles – MPC Industries



- Increased OTD from 92 to 96%
- PPM from 4874 to 255
- 24% reduction in cost
- 24% increase in sales per employee
- 53% reduction in changeover time in grinding department
- 55% increase in output in Flat Sheet department
- SEA Awards: Stephen E. Barton Leadership and Culture Award, Performance Award; Most Improved



# Supplier Advisory Council

Name	Title	Company	Address	e-Mail	Phone#	Role
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