

Accelerating Supply Chain Performance

Results Speak Louder Than Words

SEA Suppliers We're raising the bar

SEA Suppliers

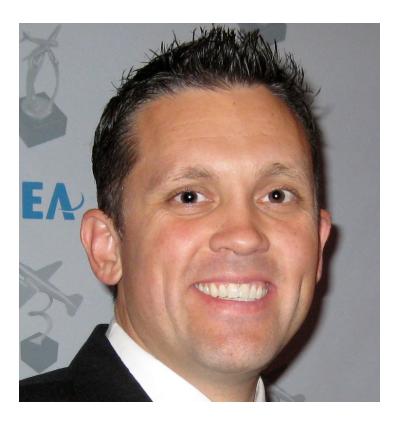
- We're making the investment to accelerate our improvement efforts and it shows.
- SEA isn't for everyone. As a CEO you'll need to make improvement your highest priority and then get involved and stay involved.
- But it's worth it just give us a call and we'll explain why.

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

	Title	Company	Address	e-Mail	Phone#	Role
Name						
Douglas C. Greene	President	Hixson Metal Finishing	829 Production Place Newport Beach CA 92663	Doug@HixsonMetalFinishing.com	949-645-4800 x4921 714-390-6433 C	Chair
Marzel Neckien	President	W Machine Works	13814 Del Sur St. San Fernando, CA 91340	Mneckien@WMWCNC.com	818-890-8049 818-309-9236 c	Vice Chair
Dwight Moore	C00	National Technical Systems, Inc.	533 Main St. Acton, MA 01720	Dwight.Moore@NTSCorp.com	978-263-2933 978-852-5612 C	Alt
Kenny Heifner	Vice President	Cal-Comp USA	9877 Waples St. San Diego CA 92121	kheifner@kinpogroup.com	858-587-6960 765-602-1286 c	Member
Mario Robles	CEO	MPC Industries	2150 McGaw Avenue Irvine, CA 92614	Mario@mpcindustries.com	949.863.1440	Member
Tim Holland	CEO	Graco Supply Company, Inc.	1001 Miller Ave. Ft. Worth TX 76105-0505	THolland@GracoSupply.com	817-535-3200 972-679-0359 c	Member
William C. McGinnis	CEO	National Technical Systems, Inc.	24007 Ventura Blvd., #200 Calabasas CA 91302	BillMc@NTSCorp.com	818-591-0776 x1303	Member

