

Accelerating Supply Chain Performance

## Results Speak Louder Than Words

SEA Suppliers We're raising the bar

# **SEA Suppliers**

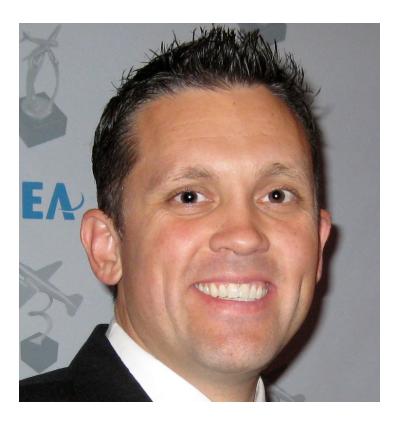
- We're making the investment to accelerate our improvement efforts and it shows.
- SEA isn't for everyone. As a CEO you'll need to make improvement your highest priority and then get involved and stay involved.
- But it's worth it just give us a call and we'll explain why.

### 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
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