

Results Speak Louder Than Words

SEA Suppliers are raising the bar





Kimberly Machine Company, Inc.

- → Set-up time reduced 80%
- + Lead time reduced 80%
- → Inventory turns from 1 to 5



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SMS Technologies, Inc.

- → Customer satisfaction increased 38%
- → Productivity increased 38%
- → Additional productivity gains of 45%
- > Inventory turns increased from 7 to 10
- > USAF customer quote, "The best they had ever seen"



Gar-Kenyon Technologies

- → Average part velocity increased by 99%
- → OTD increased by 30% and continues



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Energy Dynamics, Inc.

- → Improved on time delivery from 83% to 100% over 12 months
- → 96% improved delivery days to take business from a competitor
- > Expanding customer visibility through SEA



Hixson Metal Finishing, Inc.

→ Reduced cycle time by 25%





Roberts Tool Company



- → Revenue from \$5million to \$25 million
- → Sales per employee from \$100k to \$280k
- → Average OTD from 55% to 98%
- → Internal scrap rate from 5% to 1%
- > Inventory turns from 4 to 11
- → Average lead times from 16 to 3 weeks



Geater Machinning & Manufacturing Company



- > SEA Stage 1 Certification in a year and a half
- + Customer value one week lead time vs. competitor's four weeks



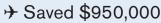
Cox Machine, Inc.



- → Inventory turns from 4 to 7.3
- Smaller lot quantities
- → Continuous improvement culture



W. Machine Works, Inc.





- → Reduced lead-time 23%
- → Increased capacity 200%
- → Sale increased 20%
- → Sales per employee increased 10%