

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



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



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 Machining & 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.

- Saved \$950,000
- Reduced cost – 13%
- Reduced lead-time – 23%
- Increased capacity – 200%
- Sale increased – 20%
- Sales per employee increased – 10%

