

Making the Wind Supply Chain Happen in Indiana

WIndiana Panel Discussion - July 22, 2010
L. David Snow, Director

www.mep.purdue.edu

TAP Quick Facts

100 statewide campus faculty/students

35 full time professional staff

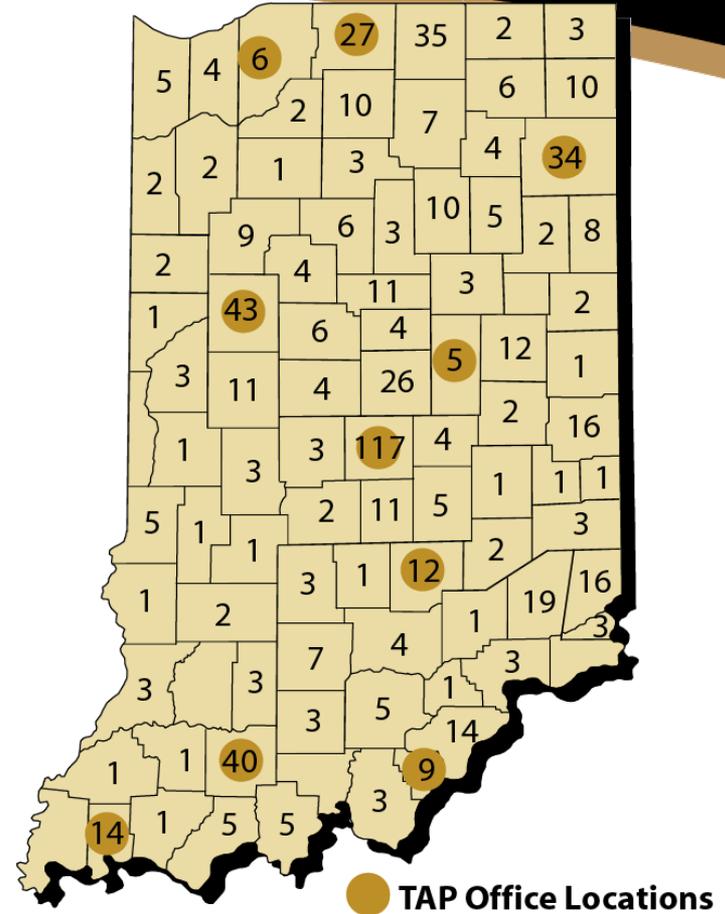
10 statewide locations

TAP's three operating units:

- ✓ Healthcare Technical Assistance Program
- ✓ Manufacturing Extension Partnership
- ✓ University Faculty/Student Projects

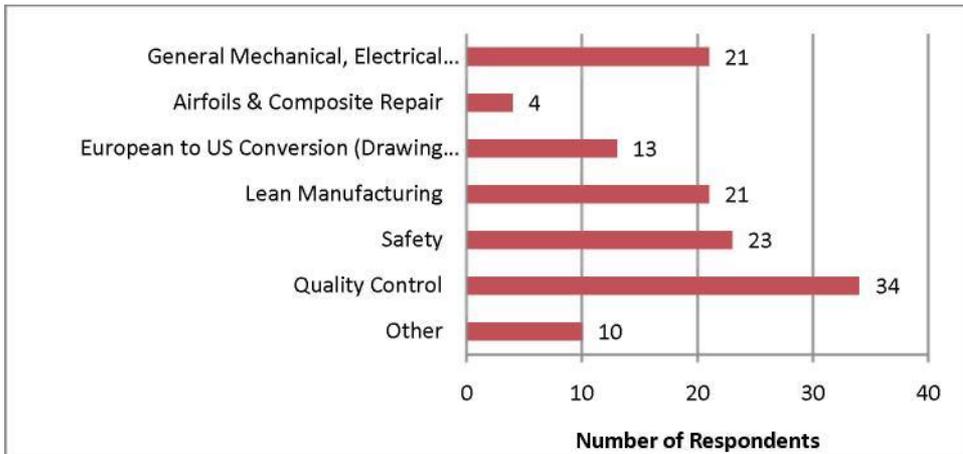
Economic Impact Metrics

Employers served	703
Increased or retained sales	\$84M
Cost savings	\$13M
Capital investments	\$16M
Jobs created or retained	688
Employees trained	5,104



Numbers indicate employers served by county

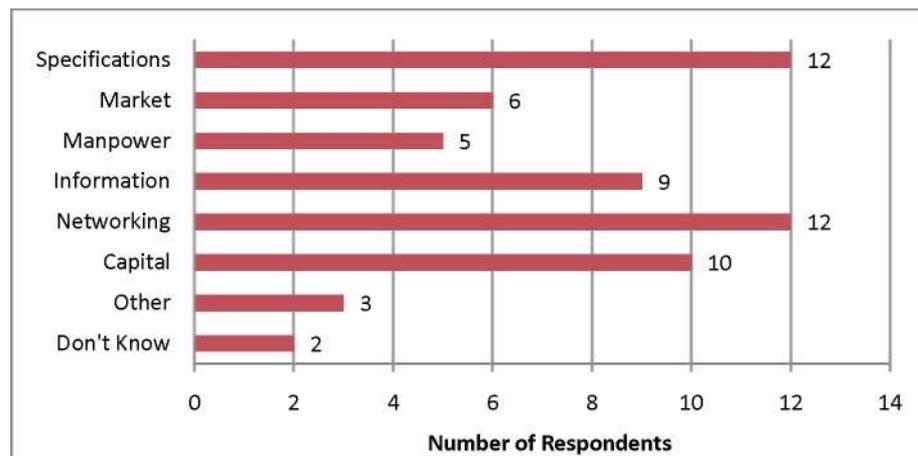
Wind supply chain capability “Gaps”



Workforce Training

Lead development
Sales force development
Product development/innovation
Market messaging

Quality Management Systems, ISO9000, 50001(energy)
Standard Work - (Ensure work done to standards)
Error Proofing - (Eliminate potential problems)
Problem Solving - (Find and eliminate Root Causes)
Six Sigma - (Reduce defects and variation)
Training Within Industry (TWI) - Job Safety



Growth Challenges

210 companies in survey, 27% current Wind Suppliers, 73% not suppliers, but interested.
Partners for the survey included: Blue/Green Alliance, Kansas DOC, AMI, American Wind Energy Association (AWEA).
December 2009

Our services

- Leadership Development
- Lean Manufacturing
- Lean Office
- Quality Control
- Product Development
- ISO/Management Systems
- Six Sigma Process Improvement
- Training Within Industry (TWI)
- Energy Efficiency
- Green Enterprise Development
- Consultancy – embedded services
- Lean Champion Development
- R&D Tax Credits
- Sales and Market Growth



Red Gold - Orestes

Practicing sustainability



- Energy efficiency training and implementation
- Green workforce development and accreditation
- Carbon footprint reduction - sustainability best practices

*Learn more : August 10, 2010 at the
Save Energy Now Forum, Indianapolis*



Haynes International, Kokomo

Purdue partners/sponsors
*Indiana Office of Energy Development
U.S. Dept. of Energy - Save Energy Now Program*



Green Enterprise Development (GreenED)

Applied learning: Green Specialist Series

Six one-day workshops with simulations

Awareness: Green Generalist 101

- One-day awareness workshop
- Interactive simulation

Capability & Implementation!

Dumpster dives

Kaizens

Energy audits & more

Credentials: Green Specialist Certificate

- SME Green Certificate Exam/Credential



Amatrol, Inc. - Jeffersonville, Indiana Wind Supply Chain Success!

PURDUE
UNIVERSITY

MANUFACTURING EXTENSION
PARTNERSHIP



Summary – immediate opportunities to connect with TAP

Bottom line improvement; process efficiency, lean skill sets, quality management systems and quality control

Top line improvement; sales force development, customer lead development, product ideas/innovation and engineering/technical solutions

Sustainability; energy efficiency, waste stream reduction and green workforce

Public venues for best practices info; lean, six sigma, green and energy