

# Global • Sourcing • Simplified

Global Sourcing Solutions for Engineered Components www.mechanicalpower.net



Mechanical Power (MPI) is a supply chain company founded in 1976, taking the hassle out of global sourcing for OEM and Distribution customers.

Our resources and expertise drive meaningful value for clients. More than your typical distributor, we're a hybrid manufacturer with early OEM involvement that ensures consistently meeting quality, delivery, and total cost of ownership objectives.

MPI does not have a line card or catalog – we source and supply OEM engineered components with prints (specials). We save customers time, money and heartache involved with competitively sourcing engineered components.

We serve as an extension of your Supply Chain, Engineering and Quality functions with continuous improvement top of mind.



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### **ABOUT US**



Jim Dorn founded MPI in 1976 and distributed components and fasteners to his customers. The company then developed a strong focus in bearings for several years. Today, MPI is a leading distributor of many product categories further outlined in this presentation.

More than a typical distributor, MPI is well known for being an opportunity for OEM's to consolidate their supply base. We source and hold your inventory having what you need when you need it.



Our HQ/Distribution facility are ISO 90001:2015 certified, visually managed, have a Kaizen foundation and overall MPI takes great pride in its facilities and resources. Our manufacturing partners are at least ISO 9001:2015 certified and we put strong emphasis on working with TS/IATF certified manufacturers for much of our business.



### **OUR MISSION**

Total Customer Satisfaction was the basis for MPI's founding more than 40 years ago and remains our number one priority. We source the highest-quality products at competitive prices from around the world and provide Just-In-Time inventory-management services to our customers.

Many of our largest clients have been with us for decades, we have outstanding tenure, experience within the organization, and continue to evolve in order to compete in today's marketplace.



## **QUALITY**



ISO 9001:2015 **CERTIFIED SINCE 2011** 



**PPAP LEVEL III** 



**DEDICATED ENGINEERS ABROAD** 



**8D CORRECTIVE ACTION PROCESS** 



# **KEY CUSTOMER TOUCHPOINTS**





**BRENT LALONDE** President

847-865-5604



MICHAEL SPENCER Sales & Supply Chain Manager

847-865-5600



SAM VIANA Quality/Engineering Manager

847-865-5617



KARIE REINWALD Strategic Account Manager

847-865-5612



JASON DEACON Customer Service Lead

847-865-5608

### TAKE THE HASSLE OUT OF A GLOBAL SOURCING.

Contact us today and put our abilities to test.

Responsiveness ▶ Competence ▶ Technical ▶ Sense of Urgency ▶ Personality ▶ Ease of Doing Business



# TOP INDUSTRIES SERVED

Leading engineered solutions for...





# **SALES GROWTH & DIVERSIFICATION**





Customer	2021 % of Sales
1	12.8%
2	9.1%
2 3 4 5	7.4%
4	7.2%
5	5.4%
6	4.1%
7	4.1%
8	3.8%
9	3.0%
10	2.3%
11	1.8%
12	1.8%
13	1.7%
14	1.5%
15	1.5%
16	1.4%
17	1.2%
18	1.2%
19	1.2%
20	1.1%
21	1.0%
22	1.0%
23	0.9%
24	0.8%
25	0.8%



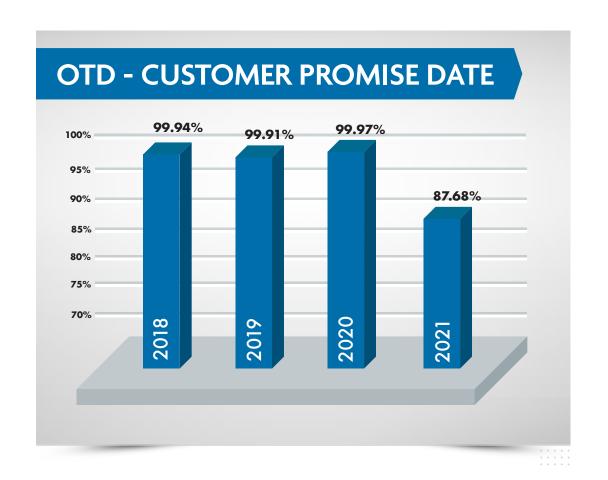
# HIGH LEVEL QUALITY KPI'S





# **ON-TIME DELIVERY KPI**







# MAIN PRODUCT CATEGORIES

Mechanical Power has a rich history with global manufacturers in...



# **PROCESS**



We are committed to Repeatable, Reliable, Winning process

#### **Understand MPI**

You need to know us, understand our value proposition and embrace our capabilities.



#### **Understand Customer**

We need to get to know you, understand the current state & desired future state/goals/objectives.



#### **Understand Needs/Pain**

What's broken and how can we help. You must have QDC improvement opportunity for MPI to help.



#### **Clearly Define Requirements**

In order to help, we need to ensure that product requirements are clearly and adequately defined.



#### Sustain

Mutually embrace a continuous improvement mindset and develop long term partnership.

#### **Award**

Now that we've identified and proven value, let's implement it!

#### **Test & Approve**

Validate functionality and that requirements are fully met as necessary/required.



#### Sample

MPI will meet your requirements in order to prove concept.



#### Quote

MPI will exhaust all reliable avenues to prepare the most competitive solution possible.



# **SERVICES AND SOLUTIONS**



### **Global Sourcing**

Our globally competitive manufacturing partners are equipped to meet your requirements. We also have boots on the ground abroad to help manage our base. Let Mechanical Power act as an extension of your supply chain to help you minimize waste, consolidate the supply base and enhance value for you in Quality, Delivery and Cost



### **Consolidate Your Supply Base**

Buying from too many people? Have Quality issues or OTD issues? Consolidate spend with MPI, minimize variation, reduce overall TCO and lean on us as your global sourcing partner who has what you need when you need it. Between our US team and boots on the ground abroad, we have you covered.



### **Inventory/Logistics Management**

In modern times, global trade is no picnic. Reduce hassles and let MPI handle the ins and outs of import/export activity, inventory handling, carrying costs, navigating geopolitical headwinds and complex global relationships in a competitive space.



### Kitting & Assembly

MPI is equipped to handle value add secondary operations in house that minimize customer touches. We are nimble and flexible positioning us to meet very specific customer needs across several competitive industries.



### In-House Engineering & Design

We work with OEM product development teams early in the NPI process. MPI has an experienced engineering team focused on customer needs and creatively solves problems in custom applications. Let our engineering team provide a creative solution and give you an edge over the competition.



### **Ease of Doing Business**

MPI values enjoyable, collaborative business partnerships. We are easy to do business with and are committed to having meaningful, cross-functional relationships with our customers. We live once and spend a lot of our lives working so let's enjoy it together!

### MPI CULTURE





























Our culture will always be evolving, but we focus on having fun while delivering results. With consistently favorable performance

comes greater flexibility, overall job satisfaction and a feeling of sincere unity and purpose. Further, our cultural changes have led us to a point of regularly setting all time company records for top-line and bottom-line growth.

Our employees are happy to come to work, proud of who we are, what we do and are able to spend more time with their families or doing things they personally love. At Mechanical Power, we work to live, not the other way around. And our customers, suppliers, employees and their families are better for it.





One of Mechanical Power's greatest assets is our attention to quality product delivered to customers every time. It is a top advantage over competition.

~ Jim Dorn, Founder ~













