



VISION

Continually earn our place as the premier industrial solutions company by:

Providing the preferred customer experience

Energizing our talent

Delivering stakeholder value

CORE VALUES

Fair

Ethical

Inclusive

Invested

Introduction

My History

2016

Enrolled into Purdue University

2019

14-Week Internship with Kaman Fluid Power

2020

Graduated and started full-time role as Application Engineer

2022

Motion acquires Kaman Distribution Group

2022

Received IFPS Hydraulic Specialist Certification



Introduction

My Role

- Work alongside our outside sales team to target strategic customers and/or product groups.
- Help those customers identify or clarify their needs.
- Select product to achieve the identified needs.
- Integrate the product into a HPU, control panel, pneumatic system or process system.
- Work up a 3D model and/or 2D schematic.
- Identify who (on the customer side) can benefit from this solution.
- Identify and present the solution(s) we are providing the customer.

Customer Drivers

Customer Drivers

Fluid power's machine builders want to provide their customers with machines that offer:

1. **Increased availability and up time**
2. **Increased productivity and performance**, including through efforts to provide autonomous functions and operations, and to use integrated data and intelligence
3. **On-time delivery of the machine**, including through efforts to decrease lead time in getting the machine
4. **Lower capital and operating costs**
5. **Compliance with environmental and safety regulations and machine directives**
6. **Easier and more predictable maintenance**, including through efforts to use integrated data and intelligence
7. **Increased energy efficiency**, including through efforts to reduce weight and increase power density

Teaching the People

Internships & Co-Ops

Benefits to the Employer

- Understanding what talent the future generations hold.
- Allows legacy team members to teach the younger generations.
- Increased visibility on college campuses.
- Increased productivity.
- Applying new techniques and technology.

Benefits to the Student/Employee

- Understanding what the industry holds.
- Learning opportunities from the legacy team members (Mentorship).
- Access to multiple tasks and departments.
- Creating a professional network.
- Gaining practical work experience.

How the People Use the Product

- Opportunities for individuals to learn the products and their pros and cons.
 - Lunch & Learns
 - Webinars
 - Product Schools
- Better websites to make product searches easier and quicker.
- Online tools to aid in product selection.
 - Crossover Tools
 - Product Selection Guides
 - Online Catalogs
- Online 3D file libraries.
- Increased quality of distributor relations.

Increased Availability

Availability of Product & People

Understanding the flow of product.

How are the customers using the products day to day?

What are the conditions of the current solution?

Does the customer benefit from someone holding stock of this item?

How can we stay ahead of supply chain delays?

Who is the champion of this project?

How do they benefit from this solution?

Increased Up-Time

Understanding Patterns and Usage

What Patterns Do We See?

- Filtration Issues
- Wasted Energy
- Heat Issues
- Usage Rates
- Tact Times

How to Measure These Patterns

- Data Collection
- IoT

Increased Productivity & Performance

Increasing Throughput via Component Selection

Can we lean out this cycle?

Can we make this cycle safer?

How can we become more accurate in design?

How can we become more accurate in creation?

Does the customer have awareness of the options?

Supply the customer with knowledge for future projects.

Autonomous Function

Defining Automation

Hydraulics are the brute of the industry.

Understand what part of the system the customer would like to automate.

How can we achieve it?

Automation Options

- Closed Loop Systems
- Collaborative Robots
- Vision Systems
- IoT
- Data Collection

Lower Operating Costs

Benefits

Where We Can Lower Operating Costs

- Product Throughput
- Efficiency
- Production Accuracy
- Smaller Footprints
- Human Resources
- Environmental Health & Safety
- Waste Management

Helping the customer understand how different components offer different benefits.

Summary

Expanding integrators/distributors knowledge supports growth as a company and amongst the industry.

Helping customers identify problems and the solutions for those problems define the need for new product.

The intersection of product and people create preparation.

The intersection of preparation and opportunity create growth.

We all play a role in moving the industry forward.

