Winning an AEC Ergo Cup

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Who is Cummins?
Diversified Global Power Leader

- Four Complementary Businesses

- Engines
- Power Generation
- Components
- Distribution
Supply Chain ➔ Operations ➔ Distribution ➔ Service

107 Manufacturing Plants
160+ Countries
550+ Distributor Locations
5,000+ Dealer Locations
Internal Ergo Cup Competition

- Global process
- Uses same criteria as AEC Ergo Cup

Ergo Cup 2014 - by the numbers...

- **90** Record number of Project Submissions in 2014
- **$2,753,292.32** Total savings in Injury Avoidance Costs
- **$853,690.76** Total savings in Productivity and Efficiency
- **$25,108.55** Average Productivity Savings per project of projects that submitted productivity gains
What won?

- The “Knight Knuckle”
- Named after Jamestown Engine Plant tool builder, Kendrick Knight
- Allows near-infinite positioning of torque tool with zero force feedback on operator
How did it win?

- **Innovation**
  - Original invention
  - Internationally patented

- **Simplicity**
  - Achieves results with minimal moving parts/components

- **Cost Savings**
  - Over $150k in efficiency improvements
  - Over $30k in tool elimination savings

- **Risk Reduction**
  - The Humantech System
  - Reduced safety risks
5. Presentation

- Show and tell – This is your sales pitch!
  - Who is doing the speaking?
- Cost
  - Total “booth” cost was ~$3k
5. Presentation - Progression

Innovative Progression

STEP 1: Round Stall Bar

STEP 2: Square Stall Bar

STEP 3: Utilize Engine Block
5. Presentation - Safety

- Make sure it is safe and not intimidating
5. Presentation - Handouts

- Make sure your handouts align with your message and what you are “selling”

- This is how the judges remember you!
Before & After
Closing remarks

- Bring the right people
- Learn from other teams
- Have fun!