

ENTREPRENEUR OF THE YEAR



Dave Warren
Energy Alloys LLC

Dave Warren was an entrepreneur even as a child. His first business venture involved painting curb addresses at age nine.

While attending Louisiana State University, he managed a bookstore and upon graduation put together an investor group to buy the business. The deal fell through, but Warren had a taste of entrepreneurship that would inevitably lead to success.

After college, he worked in the oilfield equipment manufacturing industry, where he learned key aspects of the business. Most importantly, he says he learned the value of having strong, long-term partnerships among suppliers and customers as a way to create value.

Warren started Energy Alloys in 1996 with a small amount of personal capital and a few initial investors. Today, it has grown into a global enterprise. Energy Alloys plays a key role in ensuring that oilfield service companies have the right raw material solutions at the right place at the right time. From personal experience working offshore, Warren understands the time and money lost with drilling and production downtime. This issue is increasingly acute as the energy industry continues to expand globally. International sourcing for

Energy

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oilfield service and manufacturing companies can be a huge challenge.

His company's mission is to be the global provider of oilfield metals solutions to the energy industry. To do so, Energy Alloys is staffed with oilfield professionals who understand the applications and equipment for which they are offering materials, and can serve as a partner and problem-solver.

As more diverse challenges emerge for customers on the global stage, Warren says it is imperative to develop customized solutions. Energy Alloys specializes in supply chain management and introduced concepts into the energy industry in the 1990s that hadn't yet been adopted such as supplier managed inventories, re-engineering of the bill of materials and taking a more consultative approach to service — in essence, more collaboration that leads to win-win results.

To create the deep and broad highly-specialized oilfield metal inventory required, Warren aligned himself with materials and service providers who could assist Energy Alloys in offering a wide range of products with make-to-order capabilities and optimized supply chains to ensure that the product is available when and where it is needed.

As his company and client list grew, so did the geographic scope of Energy Alloys. The resulting effect has been the creation and utilization of innovative alliances with customers which now comprise a substantial portion of their business volume.

In addition to establishing greenfield startups both domestically and interna-

tionally, Energy Alloys has also grown through acquisition. Combined, these activities added broad geographic coverage and wide-ranging capabilities, including transformation of the raw material into semi-finished parts in the local markets in which they operate.

Energy Alloys is now helping customers develop manufacturing supply chains in emerging markets like the Middle East, India and China and is driving more effective supply chains into more established markets in Europe, Singapore and Canada.

Warren fosters a fun, open work environment and believes happy employees who feel empowered and open with management will deliver the best service to their customers. In addition to a large holiday party with employee raffles that include short vacations to exotic locations and big-screen TVs, the company offers an Energy Bucks program through which employees receive awards "on the spot" for activity that demonstrates the company's values. Once a month, the company store opens and they spend their "Energy Bucks" on products of their choosing.

Energy Alloys supports the Race for the Cure, the PACE youth program and numerous smaller community initiatives such as Little League sports. For college graduates, Energy Alloys offers a unique development opportunity with its Business Analyst Rotation program. Participants work in the sales, finance, operations and supply chain departments to accumulate the same broad experience that has attributed to Warren's success. ■