

Joining SEA

A presentation for aerospace, defense, and space suppliers who are wondering what SEA is and how SEA might help you to survive the next 5 years in our industry.

January 2012

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Aerospace Today

- Consolidation - The Three Lists
- High Speed Production
- Customer Expectations
- Global Competition



Every Day..

- Suppliers are surprised by losing business they've held for years
- Suppliers are being placed on the customer "phase-out" list without even knowing it
- Suppliers are being told that their scorecard is "red" and they have to improve or lose business
- Suppliers are being asked to make things at less than their cost and then losing to a competitor who says he can do it and still make a profit
- Suppliers are losing business to another supplier who is consolidating business for 20 suppliers



What's the Plan?

→ What is your plan for competing?



What's Important?

- Visibility - New Business
- Performance - More Competitive
- Collaboration - Working with Peers and Customers



What They're Saying

- "Our full SEA engagement has allowed us to improve our cash flow more than I thought was ever possible" Marzel Neckien President WMW
- "As you know, I visit most of our machine shop suppliers on a regular basis. I hold C&H in the top tier group. Most of that group are already participating in SEA. I must tell you that originally I was somewhat of a skeptic, however, now I am a believer due to first hand witness of amazing cycle time achievements due to SEA involvement and production streamlining." Jim Richards, Parker
- "There is no way we could have done this with the preparation of our system and the work instructions we developed as a result of our continuous improvement efforts we did with SEA in the past 14 months." Pat McCready TSI Plastics















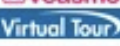



Visibility

- Supplier Registry
- CEO Conferences and keynotes
- Site Visits & Customer Briefings
- Buyer & Purchasing Agent Briefings
- YouTube & VCASMO Videos
- Supply Chain Awards
- SEA Newsletter



Supplier Registry

Company Name	State	Primary Contact	Phone	Email	Video	Industry Type	OTD	PPM
CERTIFIED COMPANIES STAGE 1								
GENTEX Corporation (Respiratory Systems)	CA	Robert McCay General Manager	(909) 481-7667 x3600			Life Support Products - Military Commercial Markets		
Hixson Metal Finishing	CA	Douglas C. Greene President	(949) 645-4800		 	Special Processing - Anodizing, Plating, Brazing, Heat Treating, Finishes, Coating, Sealant		
Midwest Metal Products	IA	Kevin Urban President	(800) 394-6474 x132			Fabrication, Bending, Forming & Sheet Metal		
National Technical Systems (NTS) - Fullerton	CA	Bill McGinis CEO	(866) 787-5746			Engineering Services		
National Technical Systems (NTS) - Boxborough	MA	Bill McGinis CEO	(866) 787-5746			Engineering Services		
TSI Plastics, Inc.	MN	Pat McCready President & CEO	(763) 784-0240		 	Plastics - Parts & Assemblies		
Vaupell Northwest Molding and Tooling	WA	Keith Zeller General Manager	(206) 805-0006		 	Plastics - Parts & Assemblies		
W Machine Works, Inc.	CA	Marzel Neckien President	(818) 890-8049		  	Machining - Machined Assemblies		



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- SEA Newsletter, Internet



Gain More Visibility Workflow



Performance

- Proven Industry Roadmap
- Step by Step Process
- SEA Leader Workshop
- Quarterly Performance Reviews
- Process Owner Forums
- Certification
- Authorized Service Providers
- Small Business Consortium

	Stage One	Stage Two	Stage Three
	Stabilization	Integration	Sustaining
Leadership & Culture	1.1.1 Strategic Planning Process 1.1.2 Leadership Communication Process 1.1.3 Organizational Performance Review Process 1.1.4 Continuous Improvement Management Process 1.1.5 Workforce Development Integration Process	1.2.1 Supply Chain Integration Process	1.3.1 New Product Startup Process
Workforce Development	2.1.1 Job Skills & Cross-Training Certification Process	2.2.1 Continuous Improvement Process	
Operational Excellence	3.1.1 Kaizen Process 3.1.2 6S Visual Workplace Process 3.1.3 Quick Changeover/SMED Process	3.2.1 Material Management Process 3.2.2 Production Planning Process 3.2.3 Development Process	
Business Results	4.1.1 Inventory Turns 4.1.2 Sales/Employee 4.1.3 On-Time Delivery 4.1.4 Parts per Million		4.3.1 Process Maturity 4.3.2 Quick Ratio



Improving Performance Workflow

Click on the red box text to go and take the action suggested.



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Collaboration

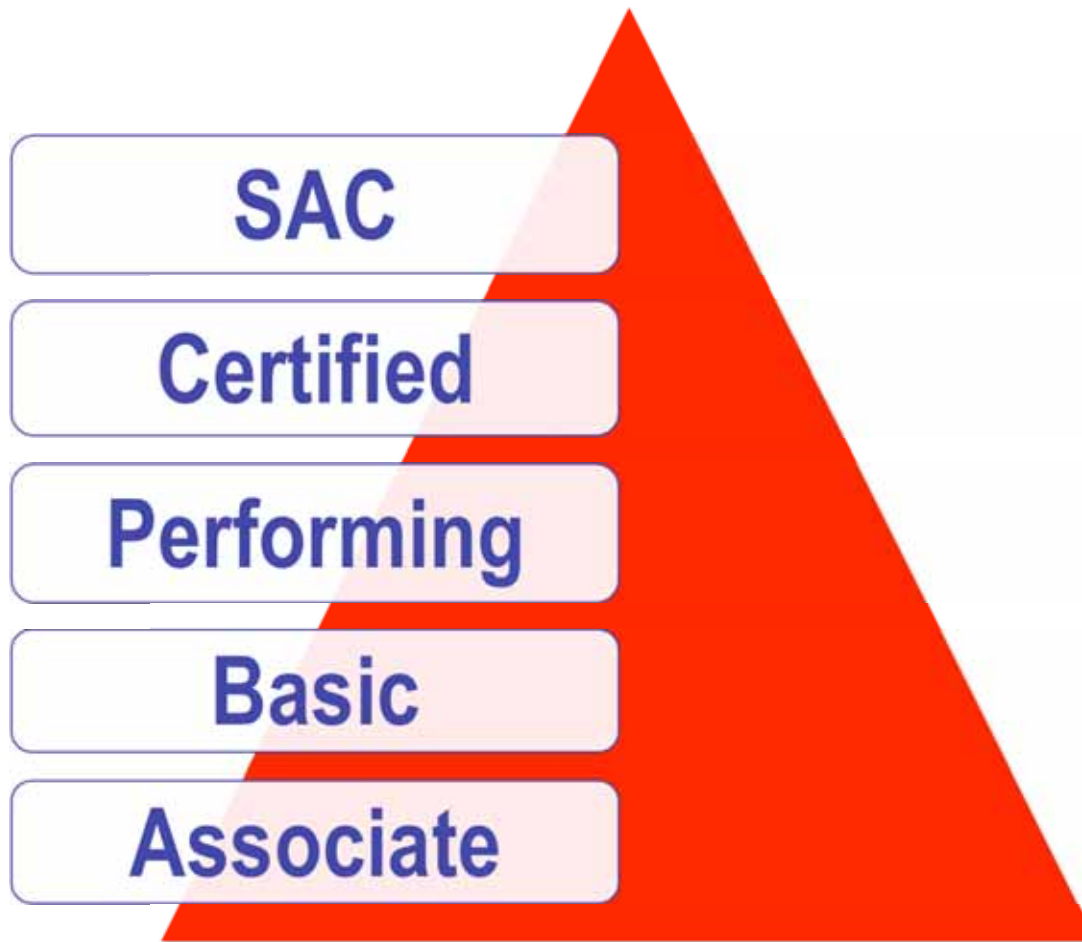
- CEO Conferences
- Benchmark Site Visits
- Process Owner Forums
- Supply Chain Summits



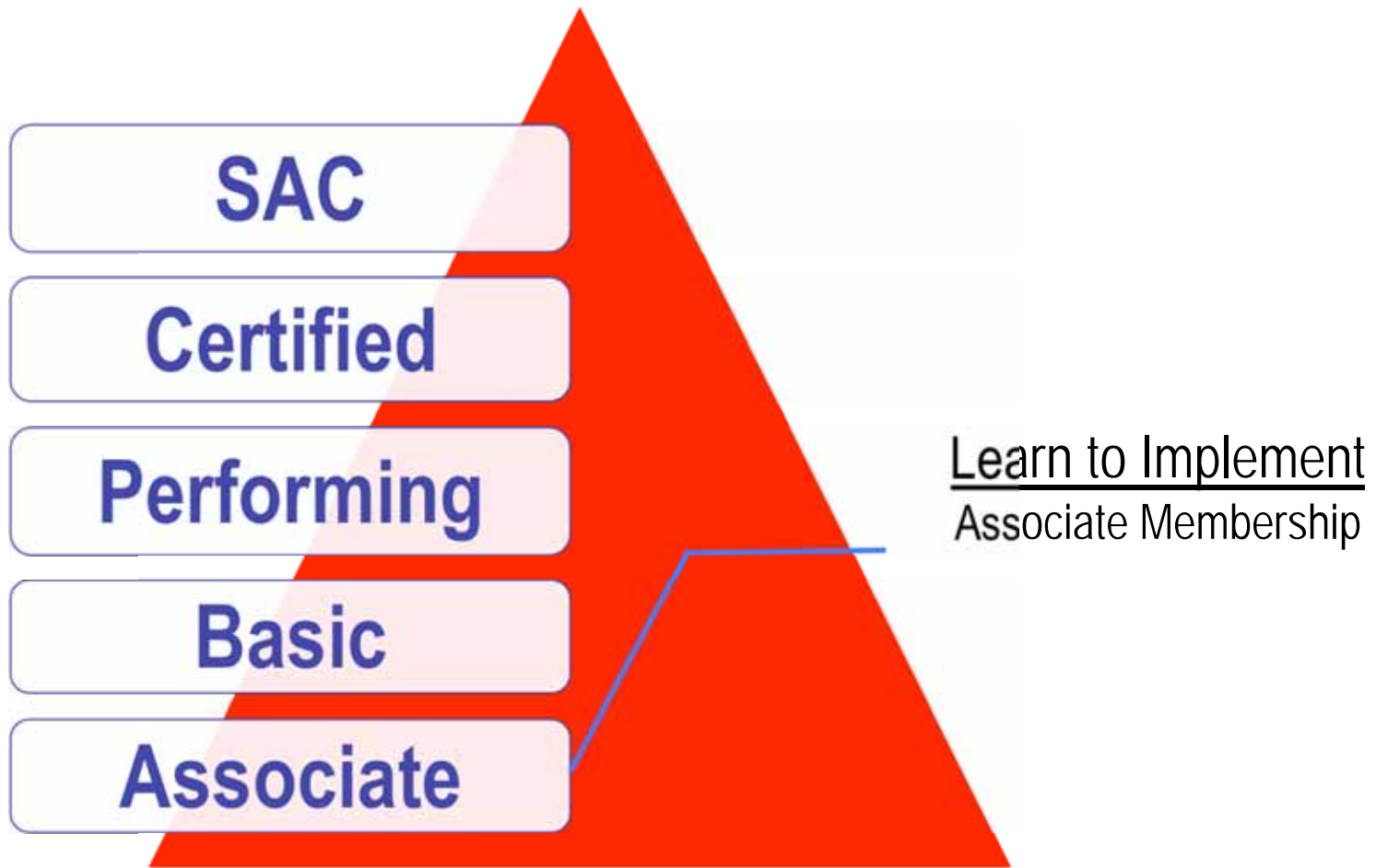
Collaborate Workflow



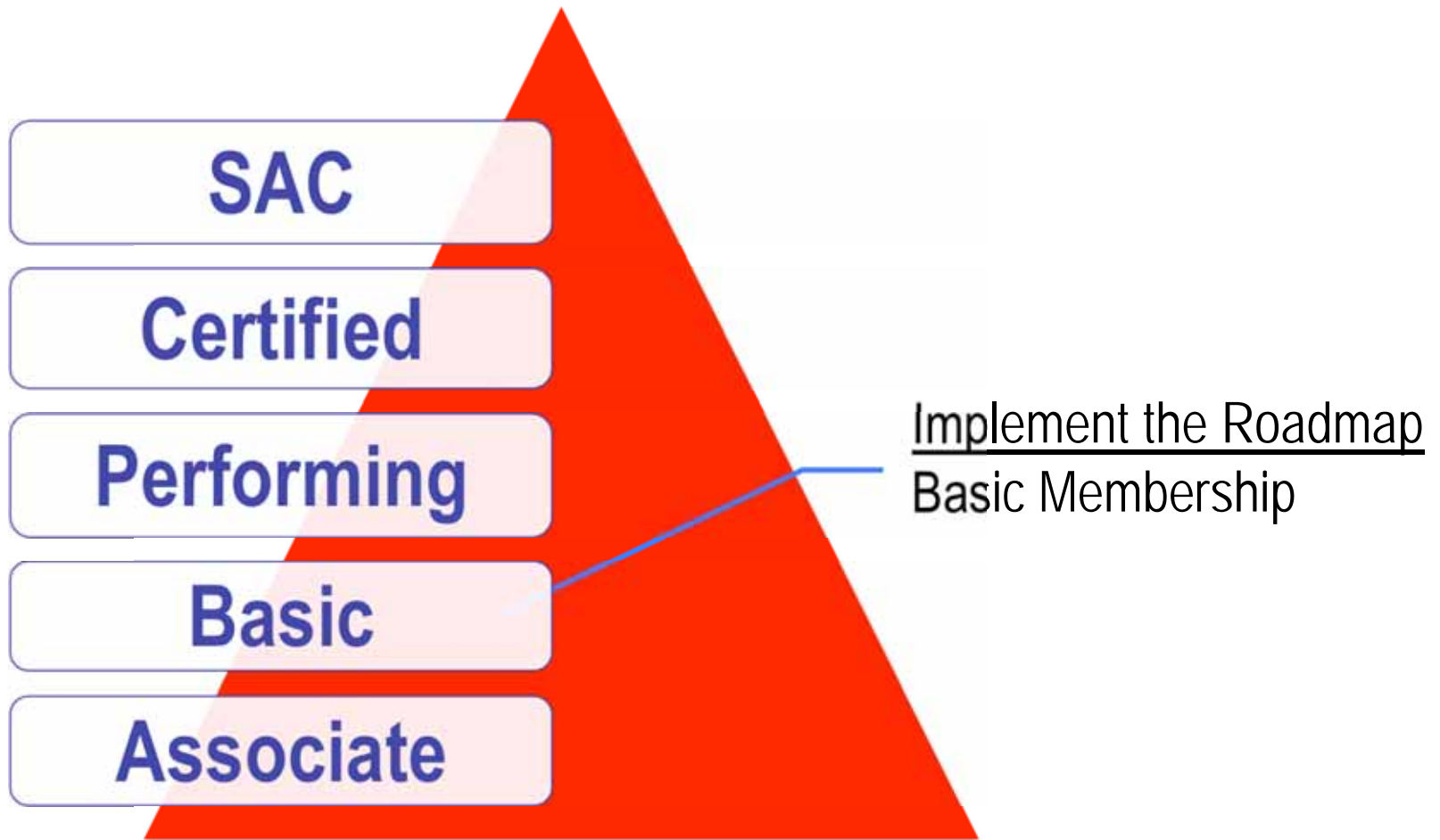
Visibility and Performance



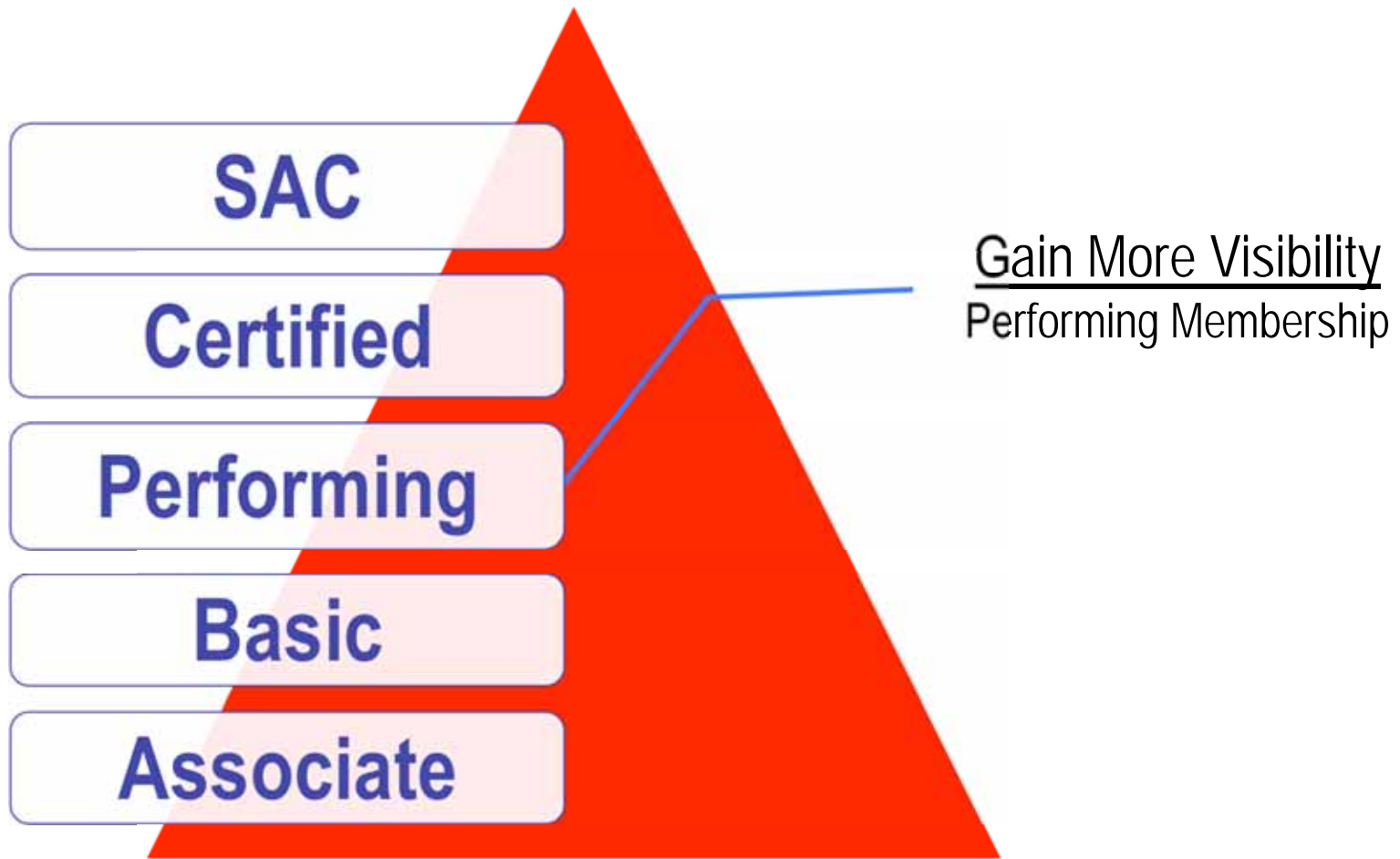
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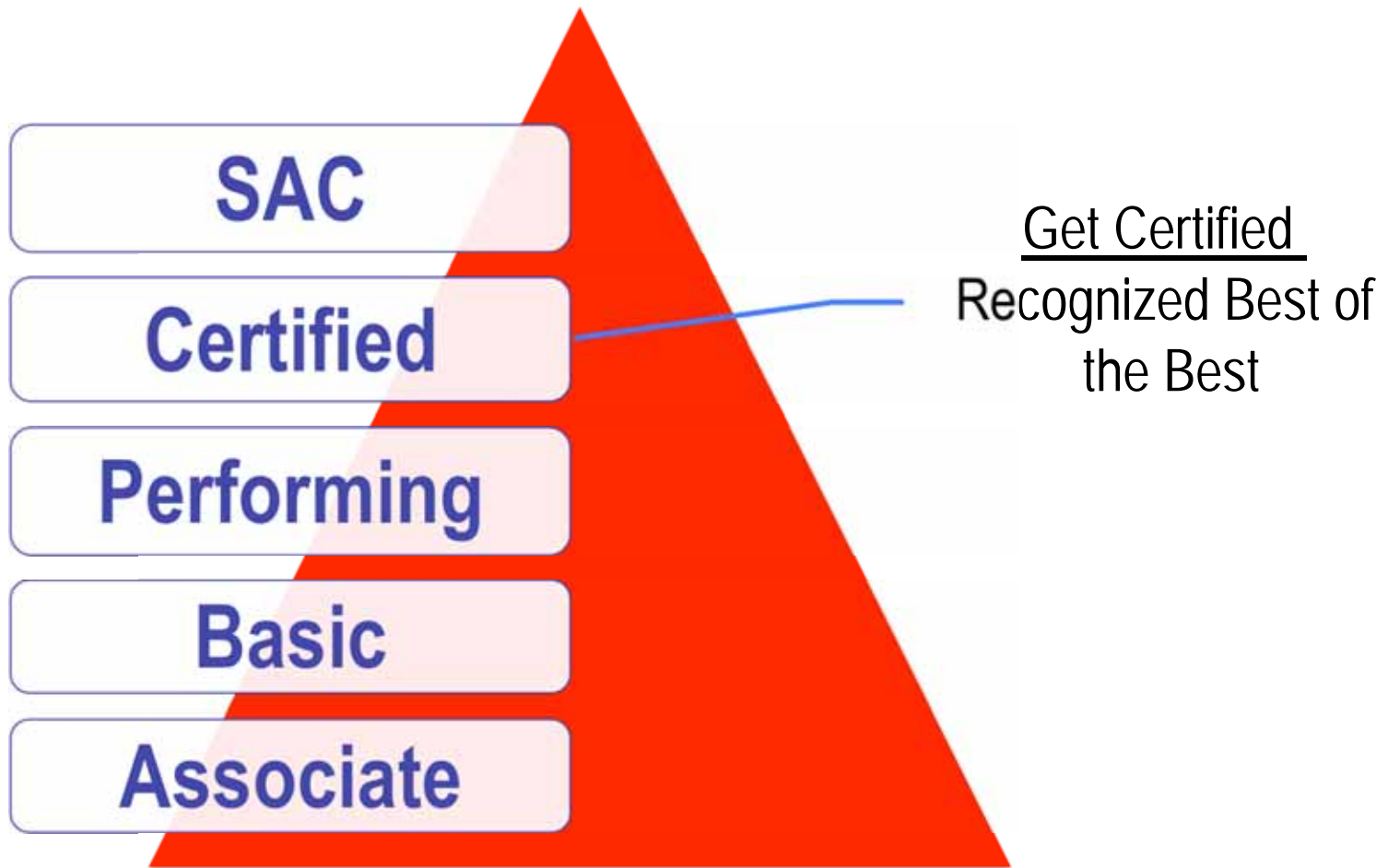
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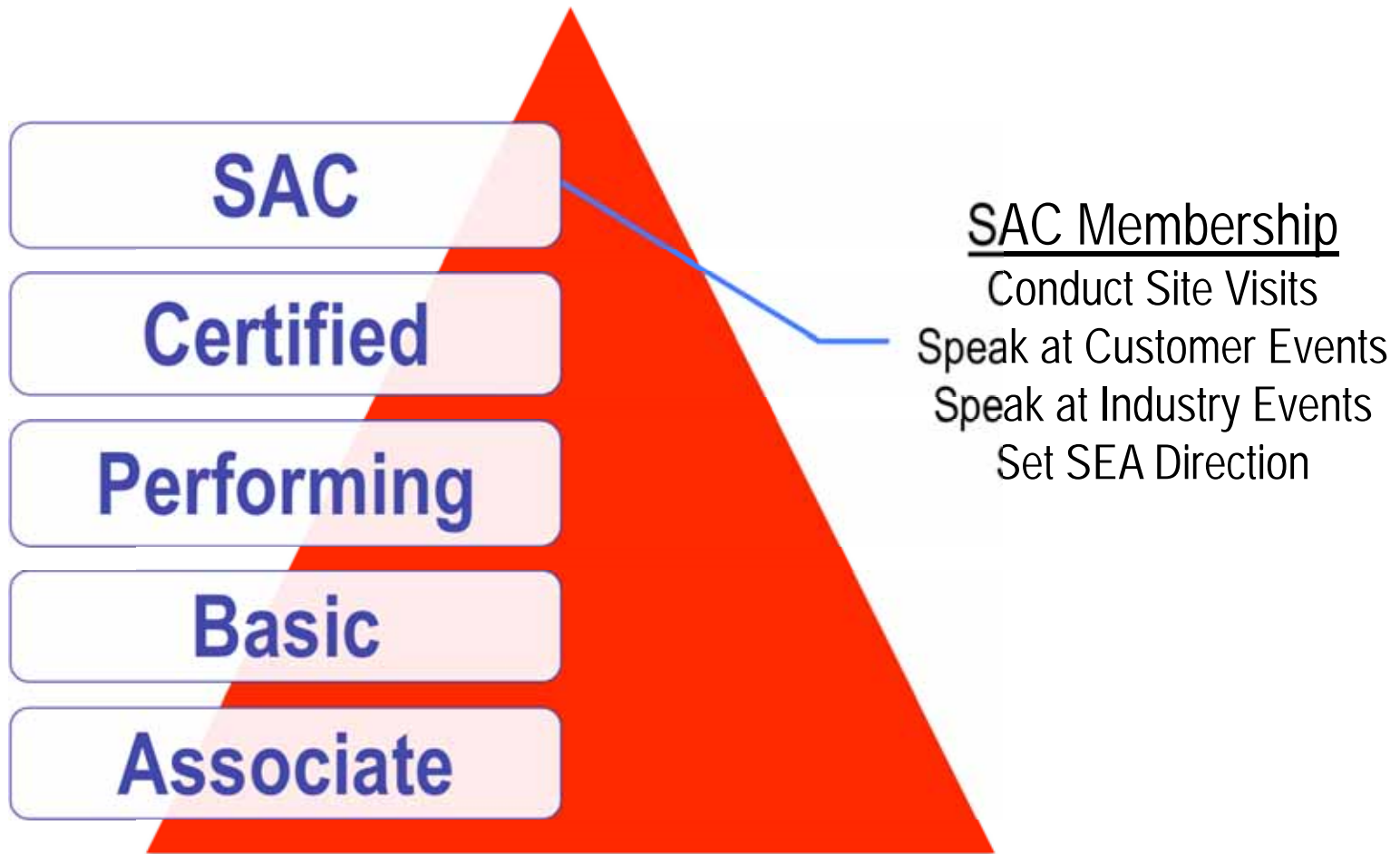
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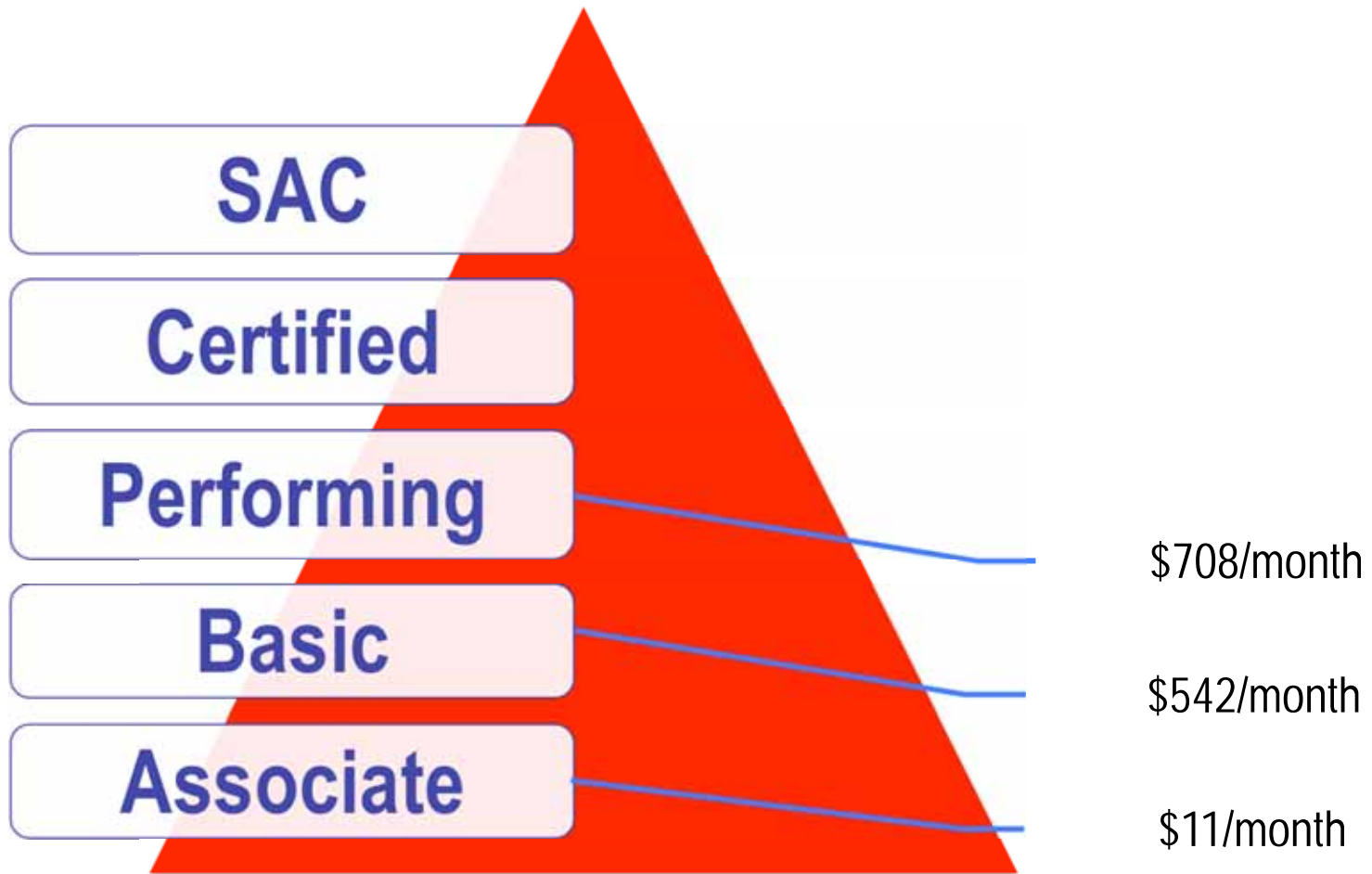
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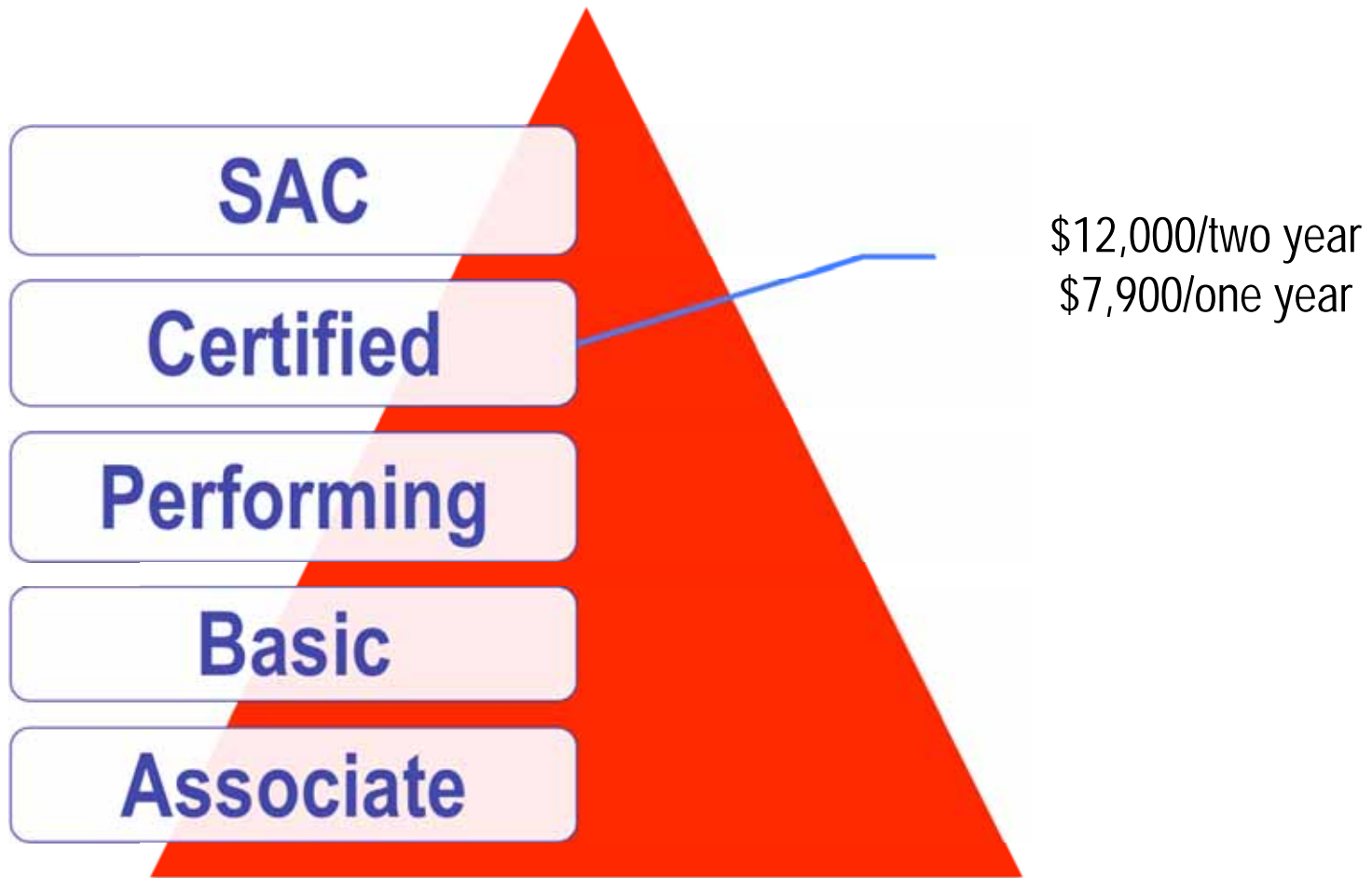
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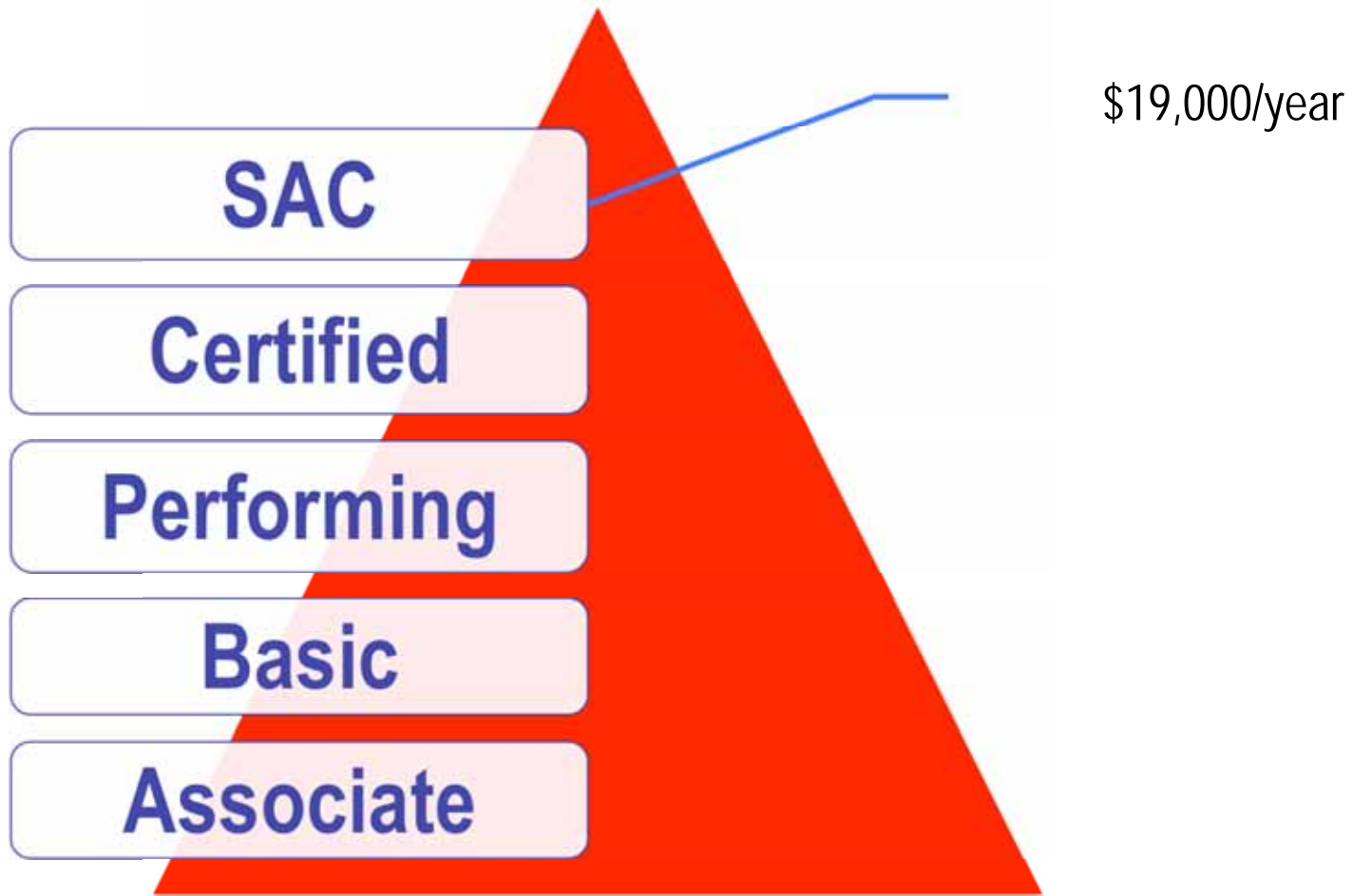
SEA Membership



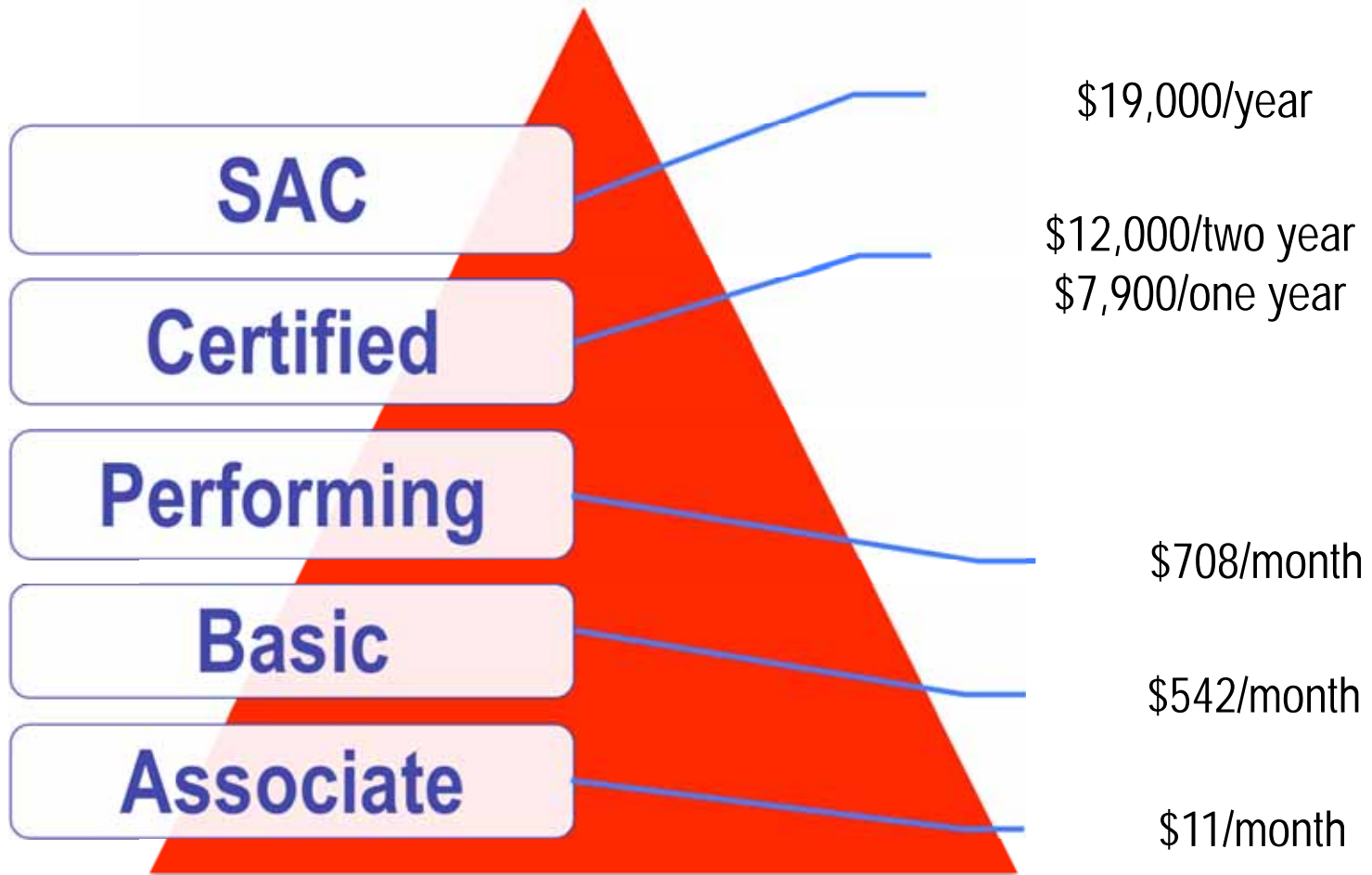
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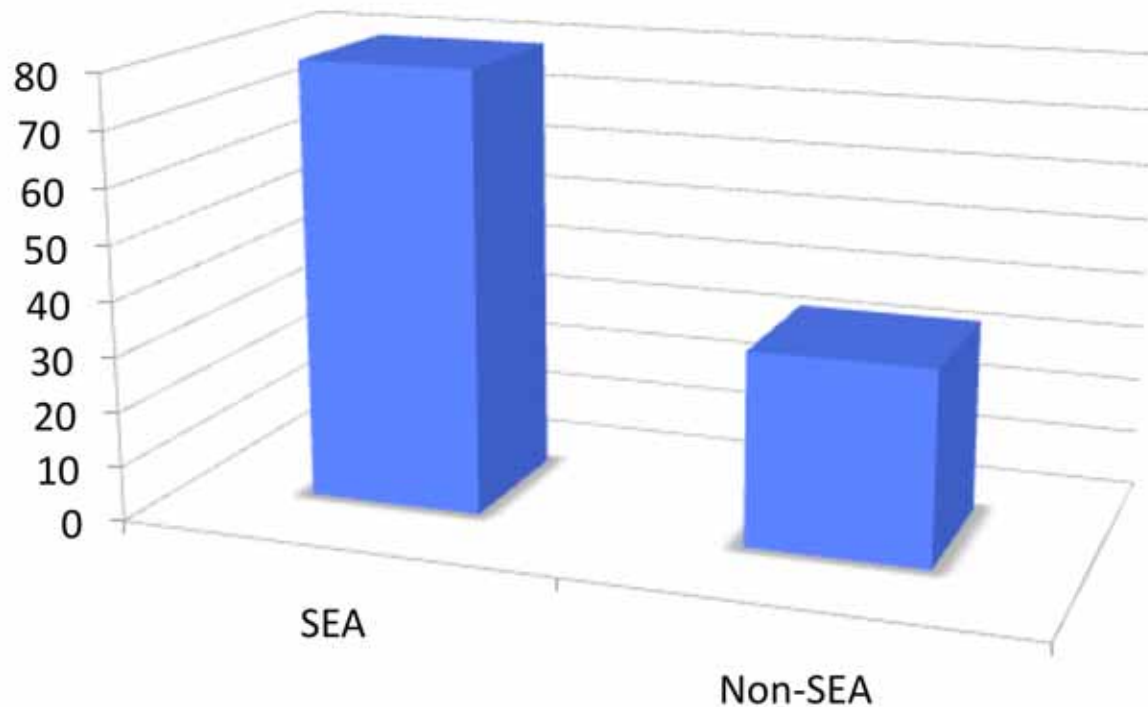
SEA Membership



SEA Membership



80% of SEA Suppliers are UP!



Survey comparison of supplier results for 2011 vs. 2010



Joining SEA

We're just
suppliers...
Like you..
Proud of our
companies...
Committed to
Improvement

