



Michael G. Beason
Chairman & CEO

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 2013

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Aerospace & Defense 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



Douglas C. Greene – Hixson Metal Finishing



- ✈ 31.8% Reduction in PPM
- ✈ 41.9% Reduction in Rework Dollars Spent
- ✈ 14.5% Improvement in Inventory Turns
- ✈ 11.9% Increase in Sales Per Employee
- ✈ 99.4% On Time Delivery
- ✈ SEA Stage 1 Certified
- ✈ SEA Awards: Aerospace and Defense Stephen E. Barton Leadership and Culture Award, Supply Chain Innovation Award, Operational Excellence Award, Richard Hall Leadership Excellence Award



Brad Hart – Roberts Tool Co.



- ✈ Improved quality from 2.4sigma to 5.2 sigma (137DPMO)
- ✈ OTD from 55% to 96%
- ✈ Scrap rate from 5% to less than 1%
- ✈ Inventory turns from 4 to 12
- ✈ Average lead time from 16 to 3 wks
- ✈ 10-20% year on year cost reduction
- ✈ SEA Stage 1 Certified
- ✈ SEA Awards: Workforce Development; Operational Excellence; Supply Chain Innovation; Richard Hall Award for Leadership Excellence



Mario Robles – MPC Industries



- ✈ Increased OTD from 92 to 96%
- ✈ PPM from 4874 to 255
- ✈ 24% reduction in cost
- ✈ 24% increase in sales per employee
- ✈ 53% reduction in changeover time in grinding department
- ✈ 55% increase in output in Flat Sheet department
- ✈ SEA Awards: Stephen E. Barton Leadership and Culture Award, Performance Award; Most Improved



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 McCreedy 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		



Visibility

- ✈ Supplier Registry
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- ✈ Supply Chain Awards
- ✈ SEA Newsletter, Internet



Performance

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

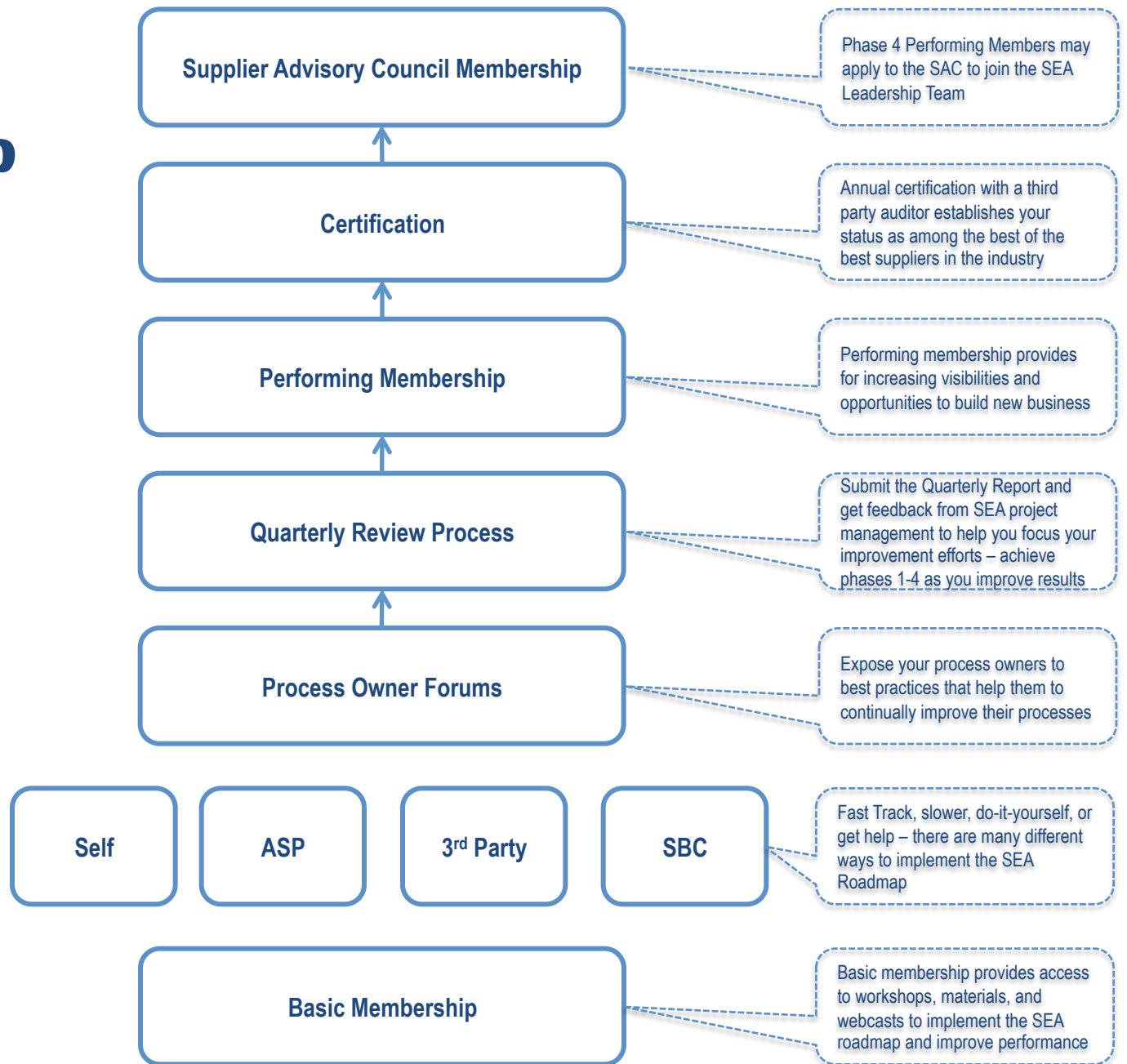


Collaboration

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



The SEA Membership Process

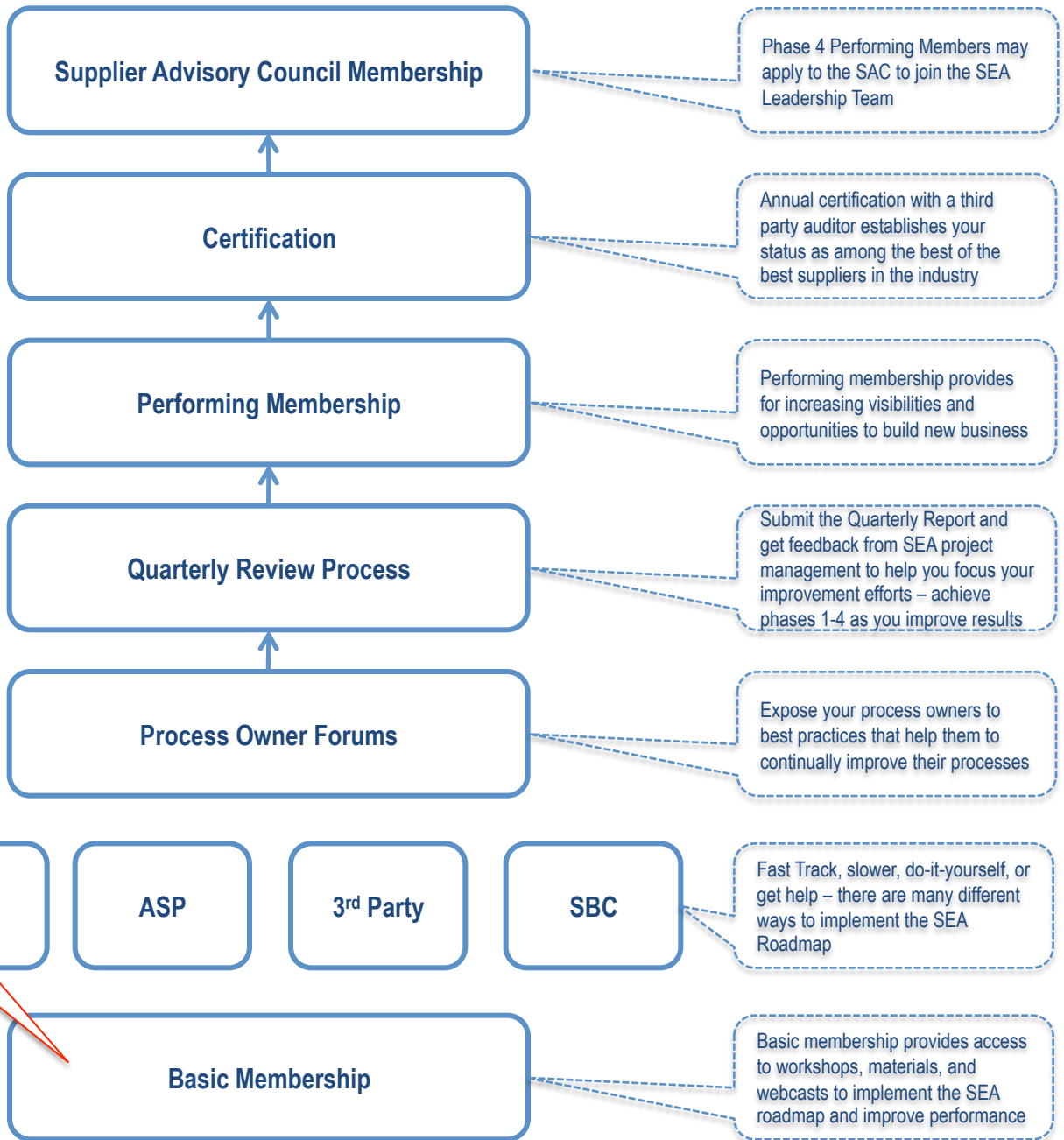


Self – using internal resources
 ASP – Authorized Service Provider
 3rd Party – using a non-ASP consultant
 SBC – small business consortium



The SEA Membership Process

Get Started
Take Action
Join our Leading
Process Improvement
Blog today!

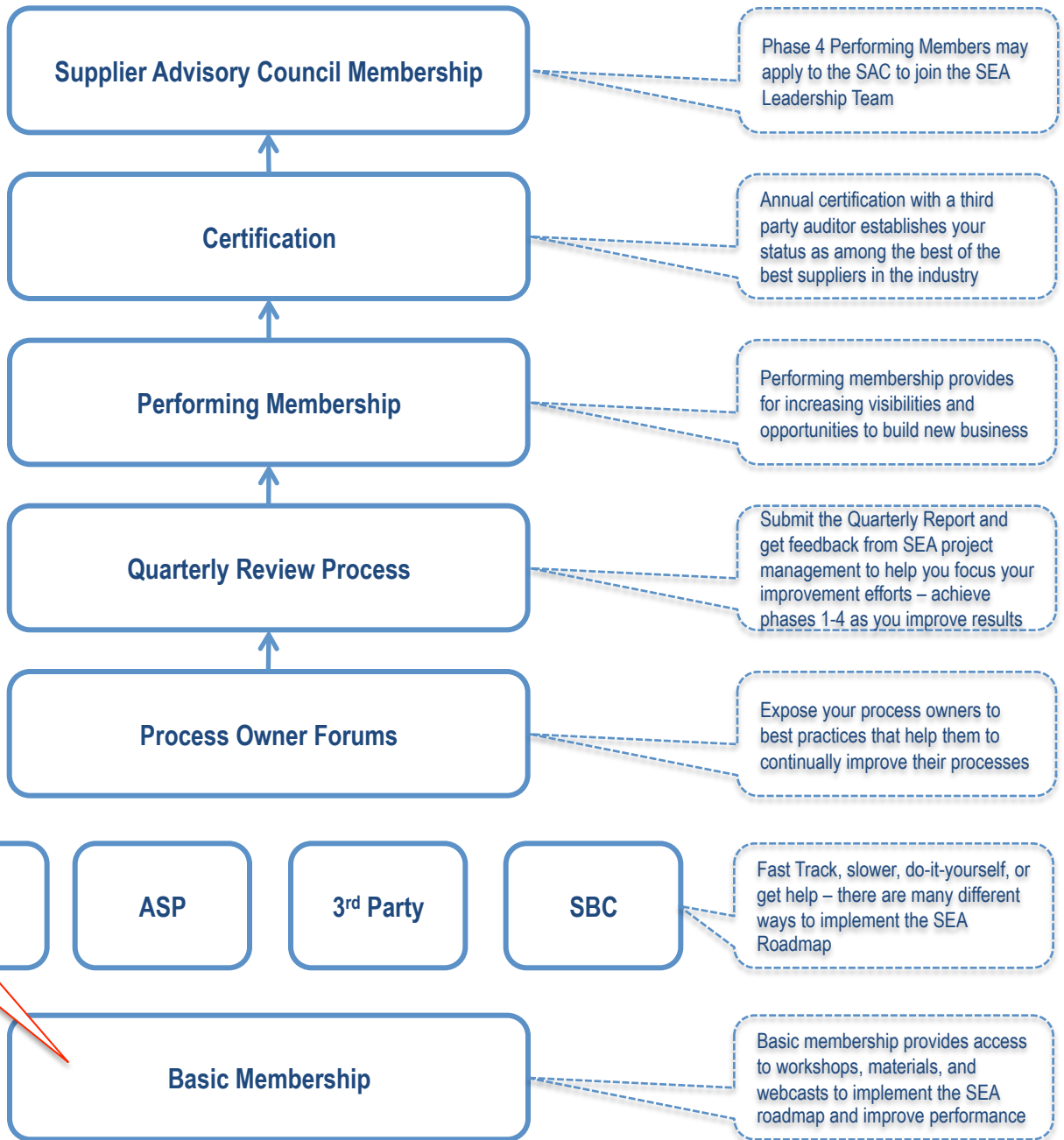


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Take Action
Join as an Associate or
Basic Member today!

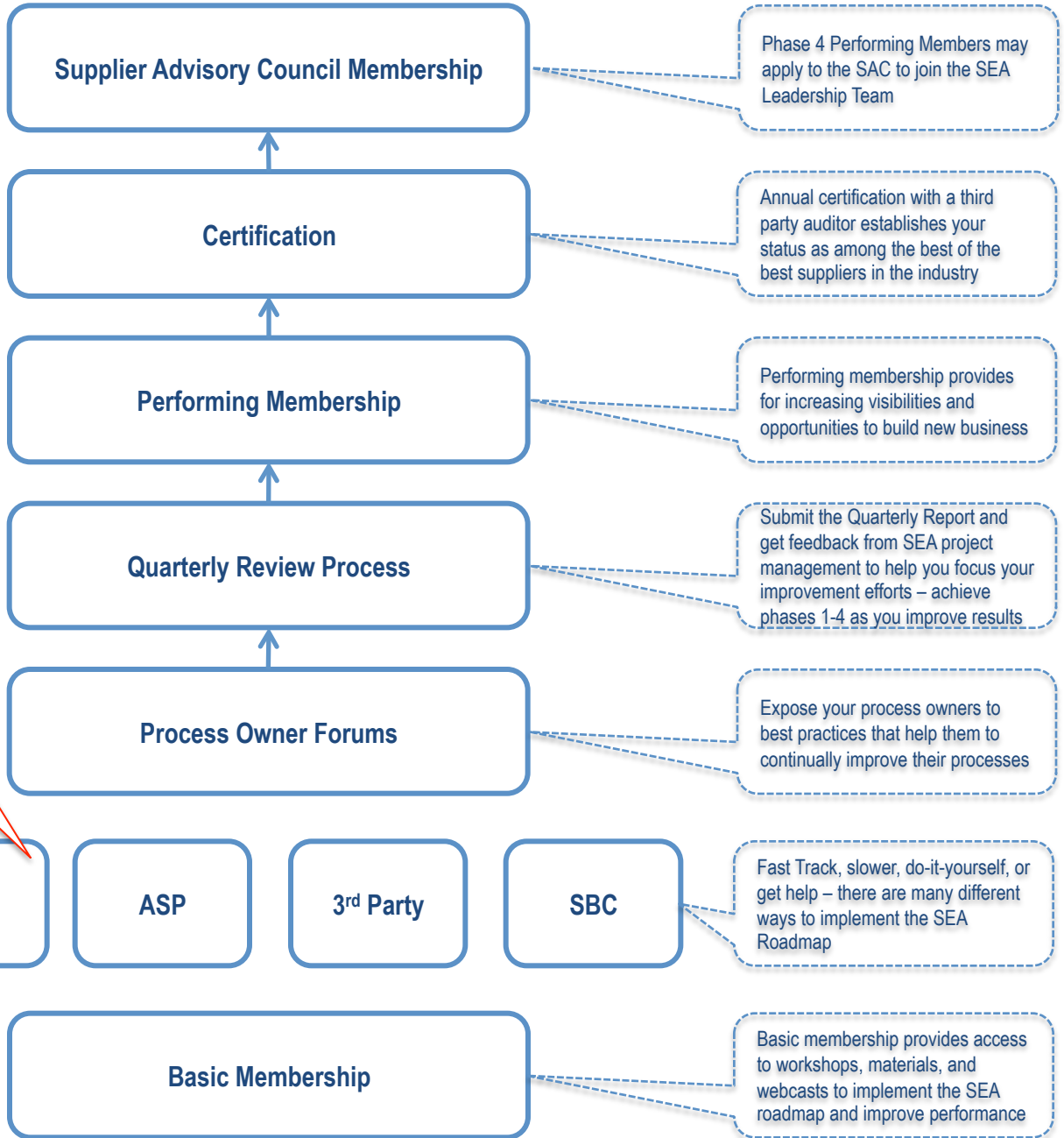


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The SEA Membership Process

Use your own resources
 Use your own consultant
 Start Attending the Free Webcasts

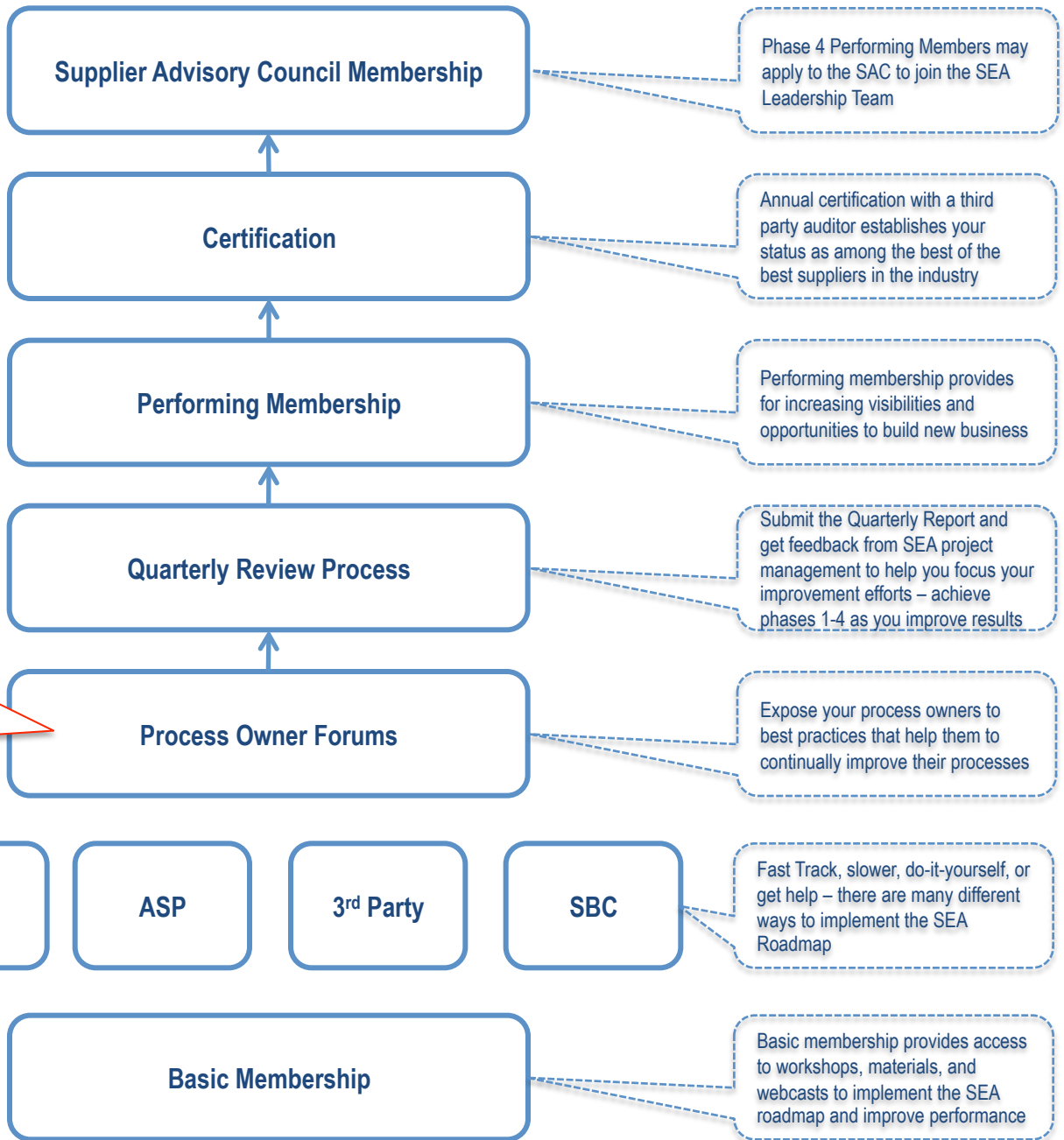


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The SEA Membership Process

Assign Process Owners and engage them in sharing best practices without leaving your location

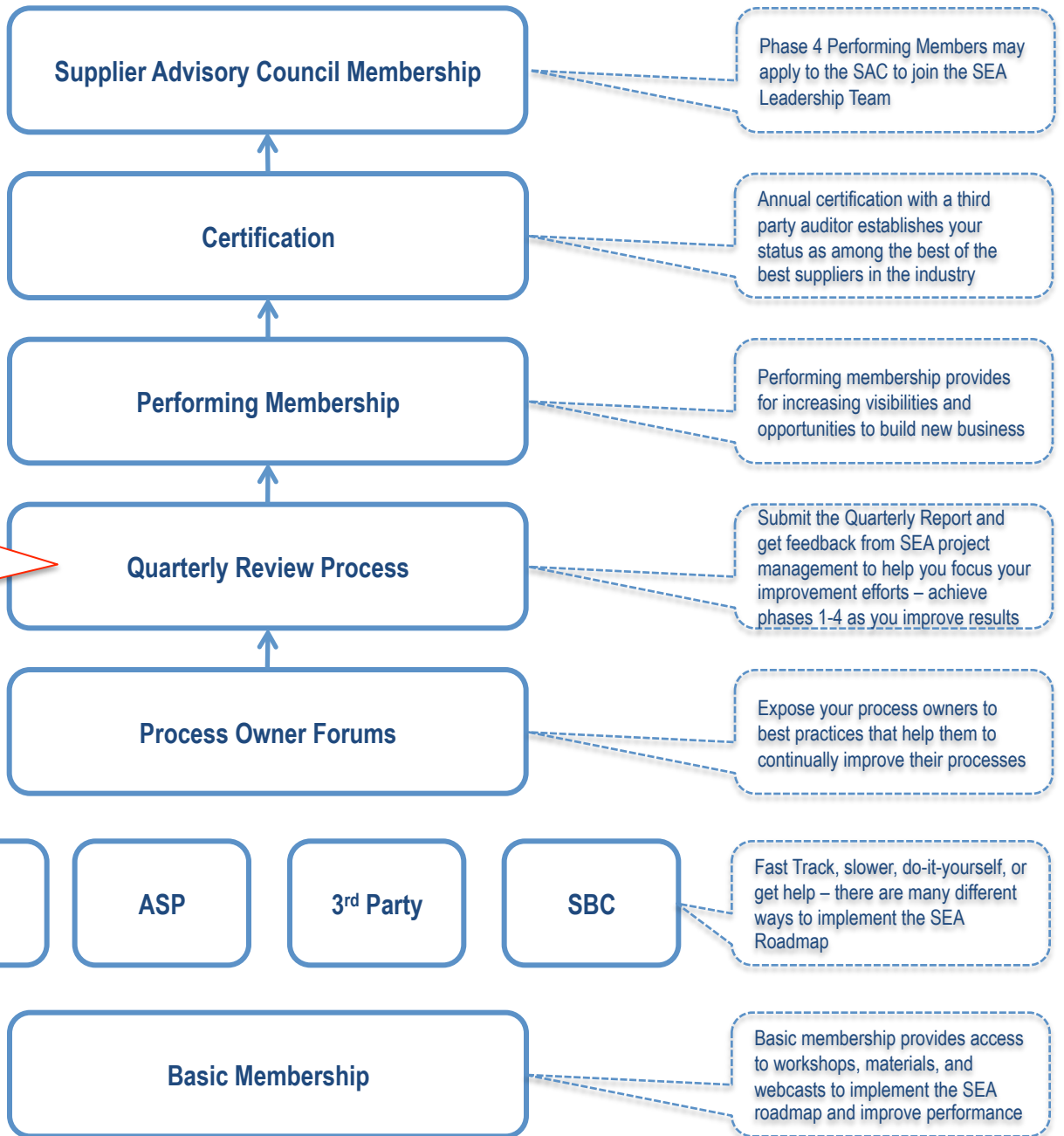


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The SEA Membership Process

Report your progress and get expert feedback and advice from a SEA project manager

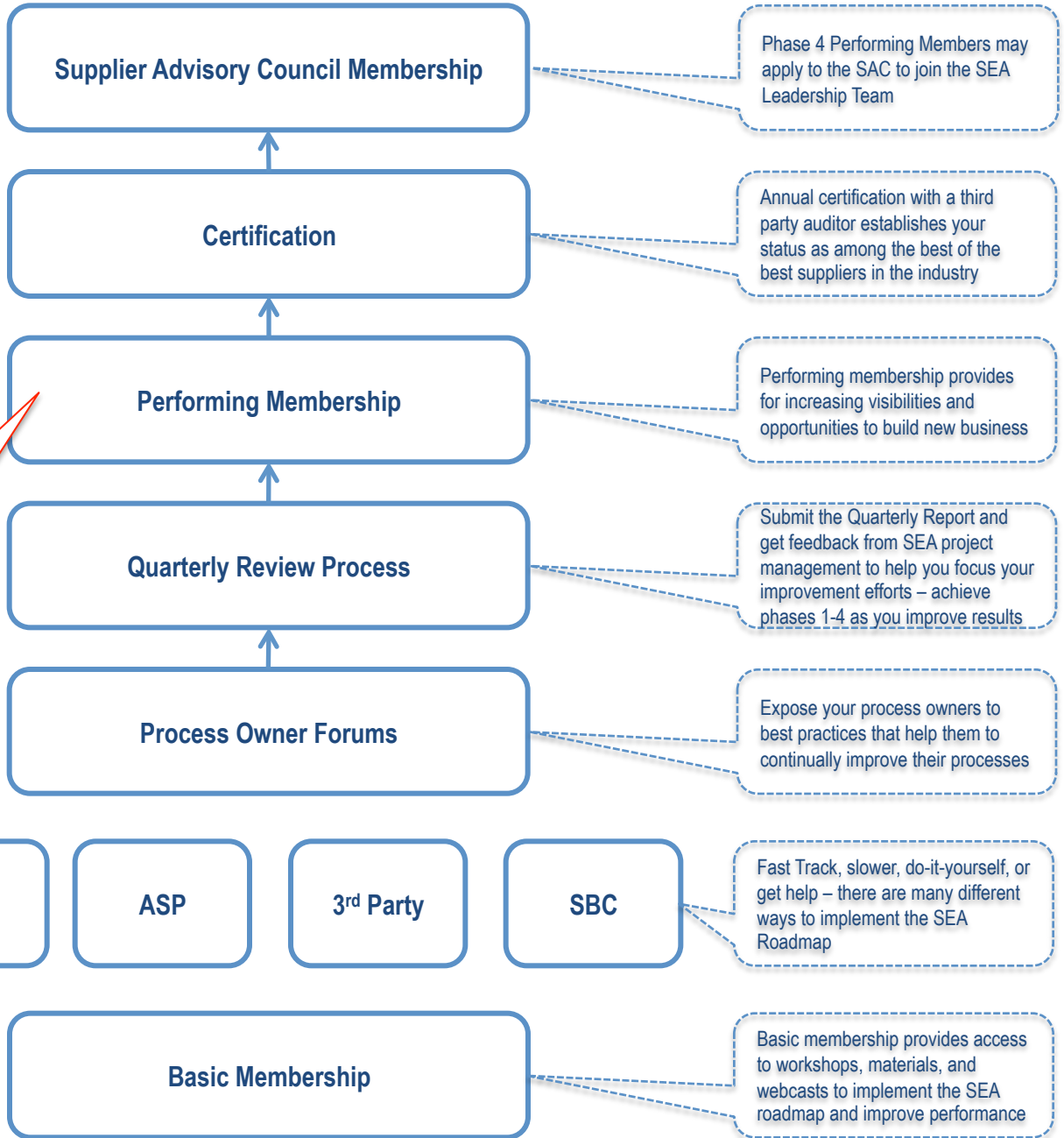


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The SEA Membership Process

Increase your visibility by upgrading to Performing Membership

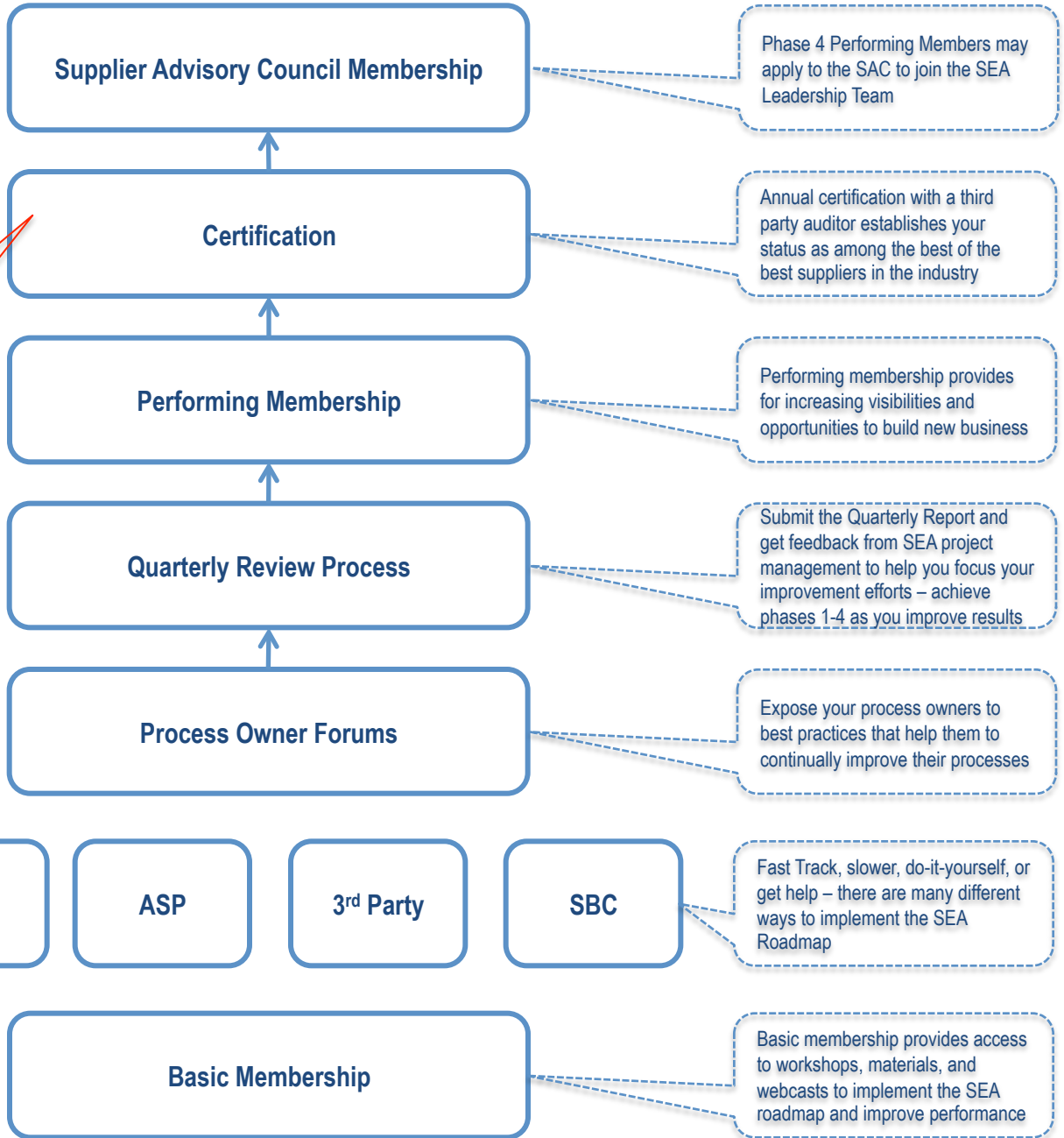


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The SEA Membership Process

Consider the optional certification from a qualified external auditor

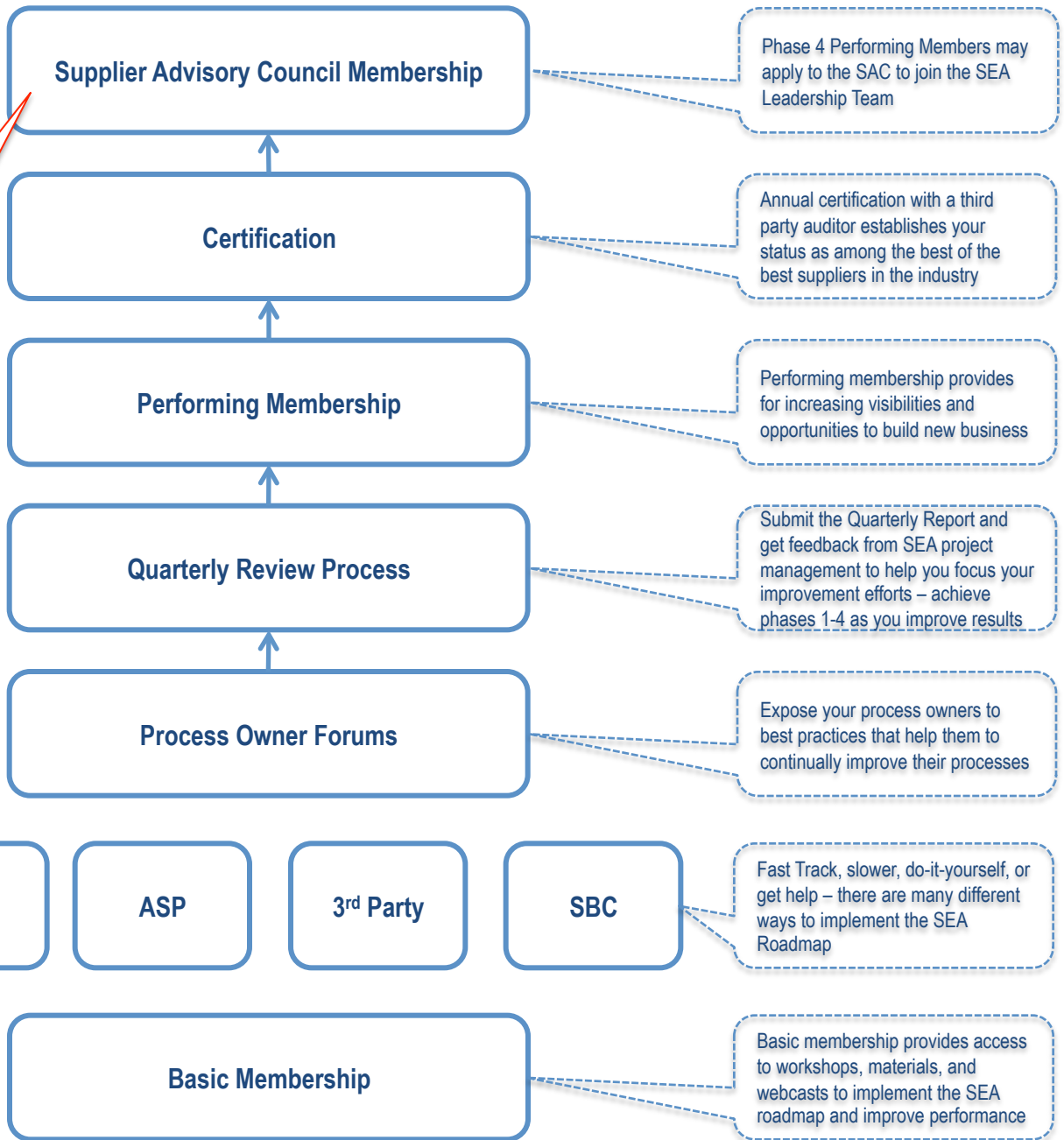


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The SEA Membership Process

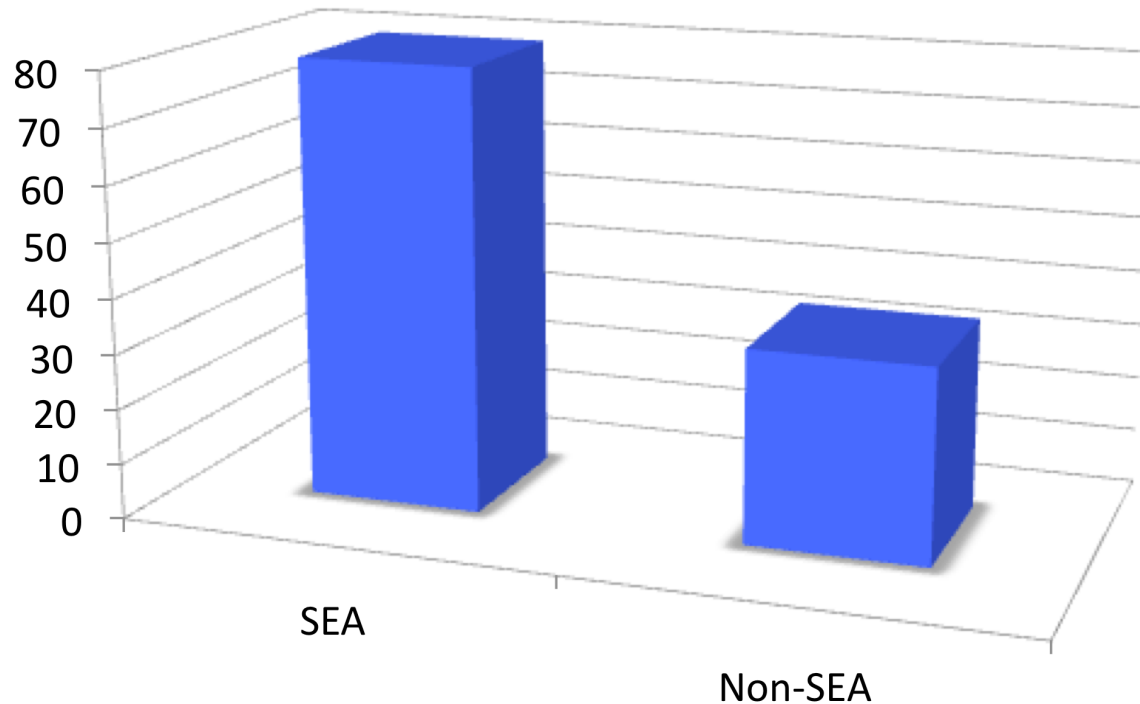
Apply for membership in the council of industry-leading suppliers



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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

www.seaonline.org/join

