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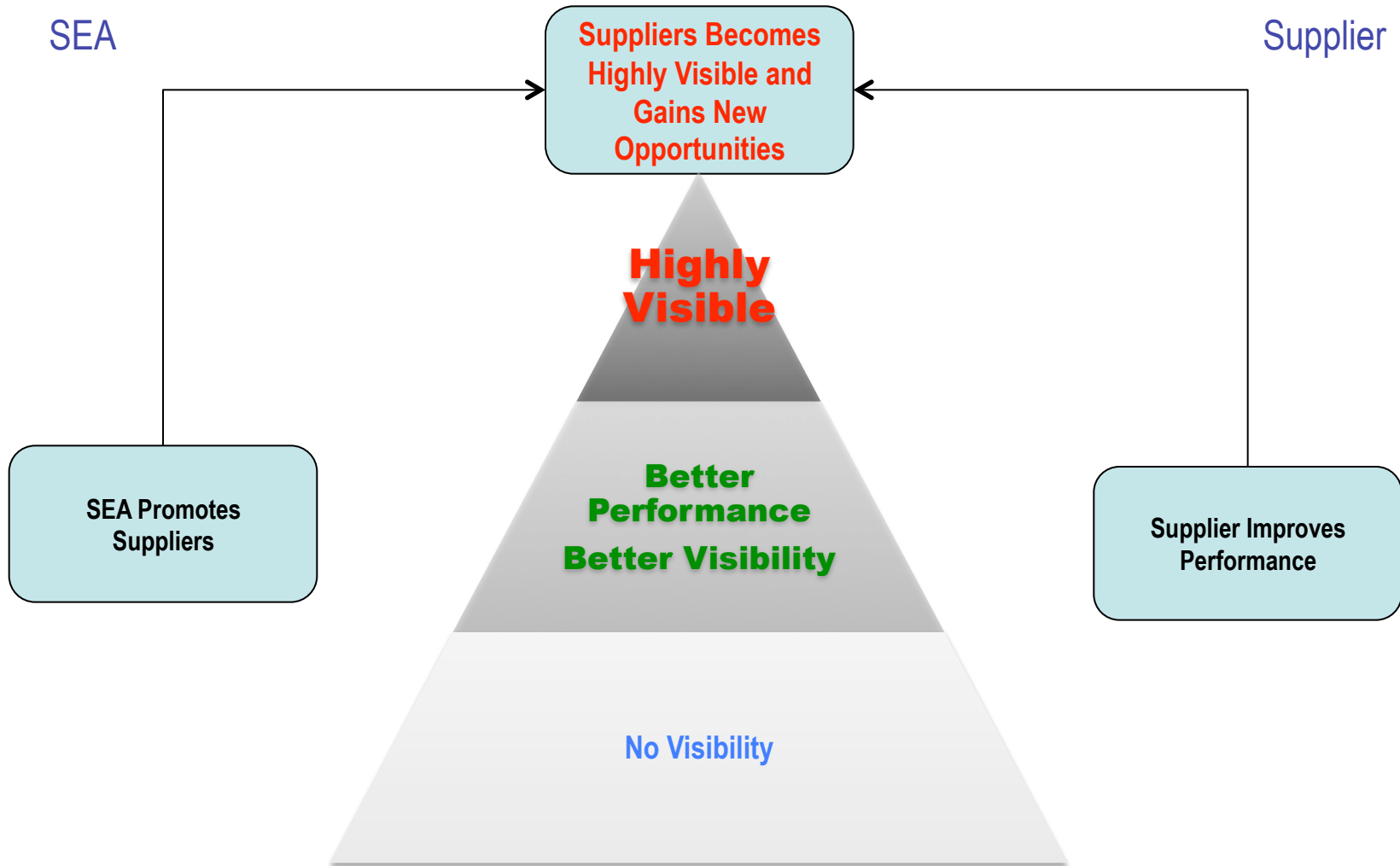
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Expanding Your Supplier Development Results with SEA

SEA

- Founded 2003
- Non Profit 501(c)6
- Founded by primes and tier ones
- Supplier Advisory Council
- Ten staff members in Irvine, CA

Performance = Visibility



SEA Value Streams

SEA provides an all-inclusive membership package

Visibility

- Aerospace & Defense Supply Chain Awards
- Supplier Registry
- Supplier Keynotes

Performance

- Lean Enterprise System/ Roadmap Materials
- Workshops and Webcasts
- Certification*
- Authorized Service Provider*
- Project Management Support

Collaboration








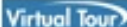















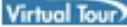


- Benchmark Site Visits
- CEO Conferences
- Customer Outreach
- Supplier Advisory Council
- Supply Chain Summit

* Additional fees apply

SEA Membership Plan

Membership Process Diagram		THE VALUE OF PERFORMING	Joining SEA Video
Click to Join Online or Download Application >	> <u>Join Basic</u> > <u>Renewal</u> > <u>Upgrade</u>	> <u>Join Performing</u> > <u>Renewal</u>	<u>Supplier Advisory Council</u>
<u>2010 Fee Schedule</u>	\$2,588	\$7,452	\$15,525
<u>CEO Conferences</u>	★	★	★
<u>Supply Chain Summit</u>	★	★	★
<u>Benchmark Site Visit</u>	★	★	★
<u>SEA Keynotes Newsletter</u>	★	★	★
<u>LES Implementation Webcasts</u>	★	★	★
<u>Implementation Support</u>		★	★
<u>Quarterly Performance Review</u>		★	★
<u>Process Owner Forum</u>		★	★
<u>SEA Leader Workshop</u>		★	★
<u>Visibility Package</u>		★	★
<u>Leadership, Workforce, or Operational Tracks</u>		★	★
<u>SEA Certification</u>		★	★
<u>SEA Scholarships</u>		★	★
<u>Supplier Development</u>			★
<u>Supplier Advisory Council</u>			★
<u>Customer Advisory Council</u>			Customer Only

Supplier Registry

Company Name	State	Primary Contact	Phone	Email	Video	Industry Type	OTD	PPM
CERTIFIED COMPANIES STAGE 1								
Geater Machining & Manufacturing Company	IA	Jerry Bitterman Chief Executive Officer	(319) 334-6026 x326			Machining - Machined Assemblies		
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		
Perfekta, Inc.	KS	Sonya Keller Manager	(316) 263-2056			Machining - Machined Assemblies		
Roberts Tool Company, Inc.	CA	Brad Hart Chief Executive Officer	(818) 407-0291			Machining - Machined Assemblies		
Vaupell, Inc.	WA	Joseph F. Jahn President & CEO	(206) 676-8241		 	Plastics - Parts & Assemblies		
W Machine Works, Inc.	CA	Marzel Necklien President	(818) 890-8049		  	Machining - Machined Assemblies		

Supplier Registry

Company Name	State	Primary Contact	Phone	Email	Video	Industry Type	Phase
							MORE INFO
		Kevin Urban resident	(800) 394-6474 x132			Fabrication, Bending, Forming & Sheet Metal	
		John Yerger resident	(858) 587-6900			Electrical Systems & Subsystems	
		Jason Cox Chief Technology Officer	(316) 943-1342		 	Machining-Machined Assemblies	
		Pat Bye resident	(815) 877-1410		 	Machining - Machined Assemblies	
		Jim Holland CEO	(817) 535-3200		 	Distributor - Production Supplies Distributor - Industrial Supplies	
		Javier del Valle Castellanos General Manager	(52) 55-5569-1922			Machining - Machined Assemblies	
IMESA							
Bridean, Inc.	NY	Clint Farrell President	(631) 226-0700			Machining - Machined Assemblies	
Gar-Kenvon Technologies	CT	Steven A. Fournier President & CEO	(203) 729-4900 x217			Design and manufacture of hydraulic and pneumatic valves, actuators, braking devices and fuses	

Phases Icons & Description

- Phase 4: Pre-Certification**
 All stage one processes at level 3 or higher PMM
 3 of 4 metrics improved from last quarter
 3 or more managed processes at level 3 PMM
- Phase 3: Advanced**
 6 to 10 stage one process at level 3 or higher PMM
 2 of 4 metrics improved from last quarter
 1 or 2 or more managed processes at level 3 PMM
- Phase 2: Early**
 1-5 stage one processes at level 3 or higher PMM
 1 of 4 metrics improved from last quarter
- Phase 1: Start-Up**
 0 roadmap processes at level 3 or higher PMM
 No metrics improved from last quarter or no previous baseline
 established yet

How SEA Reduces Your Risk

- Suppliers develop an annual improvement plan
- Supplier submit a quarterly progress report with metrics
- Suppliers work towards SEA Certification and a higher level of excellence
- Suppliers adopt a world class process management system

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 weeks to 3 weeks
- 10-20% year on year cost reductions

Marzel Nekien- W Machine Works



- Saved \$950,000
- Reduced cost – 13%
- Reduced lead-time – 23%
- Increased capacity – 200%
- Sales increased – 20%
- Sales per employee increased – 10%

Kenny Heifner - SMS Technologies



- Customer satisfaction increased 36%
- Productivity increased 38%
- Additional productivity gains of 45%
- Inventory turns increased from 7 to 10
- USAF customer quote... "The best we have ever seen"
- SEA Award: Supply Chain Innovation Award

Pat Bye – Energy Dynamics



- Improved on-time delivery from 83% to 100% in 12 months
- 96% improved delivery days to take business from a competitor
- Expanding customer visibility through SEA

Tim Holland – Graco Supply Company



- 30% improvement in on-time delivery
- 41% reduction in defectives
- 8% increase in sales per employee

Joe Yockey – Joined Alloys



- 95% improvement in contract review lead-time for manufacturing jobs and 75% in service process jobs
- 62% lead-time improvement in service braze cell manufacturing jobs
- 20% of available hours invested in improvement activities
- Won 7-year long term agreement worth \$3 million per year

Kevin Urban – Midwest Metal Products



- 39.6% reduction in turret punch internal DPPM
- 64.7% reduction in scrap (turret punch area)
- 66.4% plant wide reduction in DPPM
- Plant-wide on-time delivery improved from 96.94% to 99.19% from 2008 to 2009

Bill McGinnis– National Technical Systems



- 19% increase in revenue
- 21% increase in revenue per employee
- 39% increase in net income
- Cost of goods sold reduced by 2%
- Client to client recommendations increased by 25%

Pat McCready – TSI Plastics. Inc.



- On-time delivery increased from 95% to 98.5%
- Lead time decreased by 50%
- 90% improvement in internal DPPM, 78% in customer DPPM
- Inventory turns increased by 23%
- Capabilities aligned with customer to reduce supplier base – result: \$2.6 million in new business

Douglas C. Greene – Hixson Metal Finishing



- Reduced dollar amount of scrap by nearly 85%
- Increased revenue per employee by 5%
- Reduced rework as a percentage of sales by over 60%
- SEA Award: Aerospace and Defense Stephen E. Barton Leadership and Culture Award

SEA Customer Advisory Council Engagement Plan

Here are the opportunities for engaging in SEA and recommendations for how to “connect” to get maximum value. These are all optional and may be implemented at any time or not at all according to your needs. There is no obligation or cost when participating in SEA.

Your Objectives	Opportunity	Recommendation	Planned
Influence SEA direction	<ul style="list-style-type: none"> → Help set SEA direction → Participate in SEA Supply Chain Summits → Present at SEA conferences → Present at SEA Awards event 	Appoint a senior-level executive or manager for supply chain management with a strong interest in improving supplier performance as a member of SEA Customer Advisory Council	
Involve your suppliers in SEA	<ul style="list-style-type: none"> → Establish event schedules → Invite suppliers to events → 1-2 hours phone conference once per two weeks → Face-to-face meeting as needed 	Appoint a mid-level manager to the Outreach Committee with a strong interest in inviting suppliers to get involved in SEA	
Learn more about the SEA roadmap	<ul style="list-style-type: none"> → Help suppliers to implement the SEA Roadmap → Learn the common language for SEA and how to coach and assist suppliers in their implementation → Attend a 1-2 day workshop called the SEA Leader Course for Customers 	Appoint one or more supplier development representatives who normally work directly onsite with suppliers to improve their performance	
Make SEA more visible to your purchasing groups	<ul style="list-style-type: none"> → Brief your internal purchasing teams about SEA’s website and Registry so that SEA suppliers can compete for business when appropriate → SEA can supply a sample presentation 	Appoint someone to brief purchasing departments about SEA	
Get a SEA supplier CEO to speak at your event	<ul style="list-style-type: none"> → Invite a SEA Supplier CEO to speak at your conferences and events; → They can speak effectively to other suppliers 	Include SEA Speakers in your plans for events	
Interact with more SEA suppliers	<ul style="list-style-type: none"> → Attend 3 SEA Conferences per year plus one awards event → Help to present annual awards 	Customer Advisors are welcome and fees will be waived for two seats at CEO conferences.	

The Aerospace & Defense Supply Chain Excellence Awards



5th Annual in November 2011