

# SAC Chairman's Welcome



**Douglas C. Greene**

*President*

*Hixson Metal Finishing*





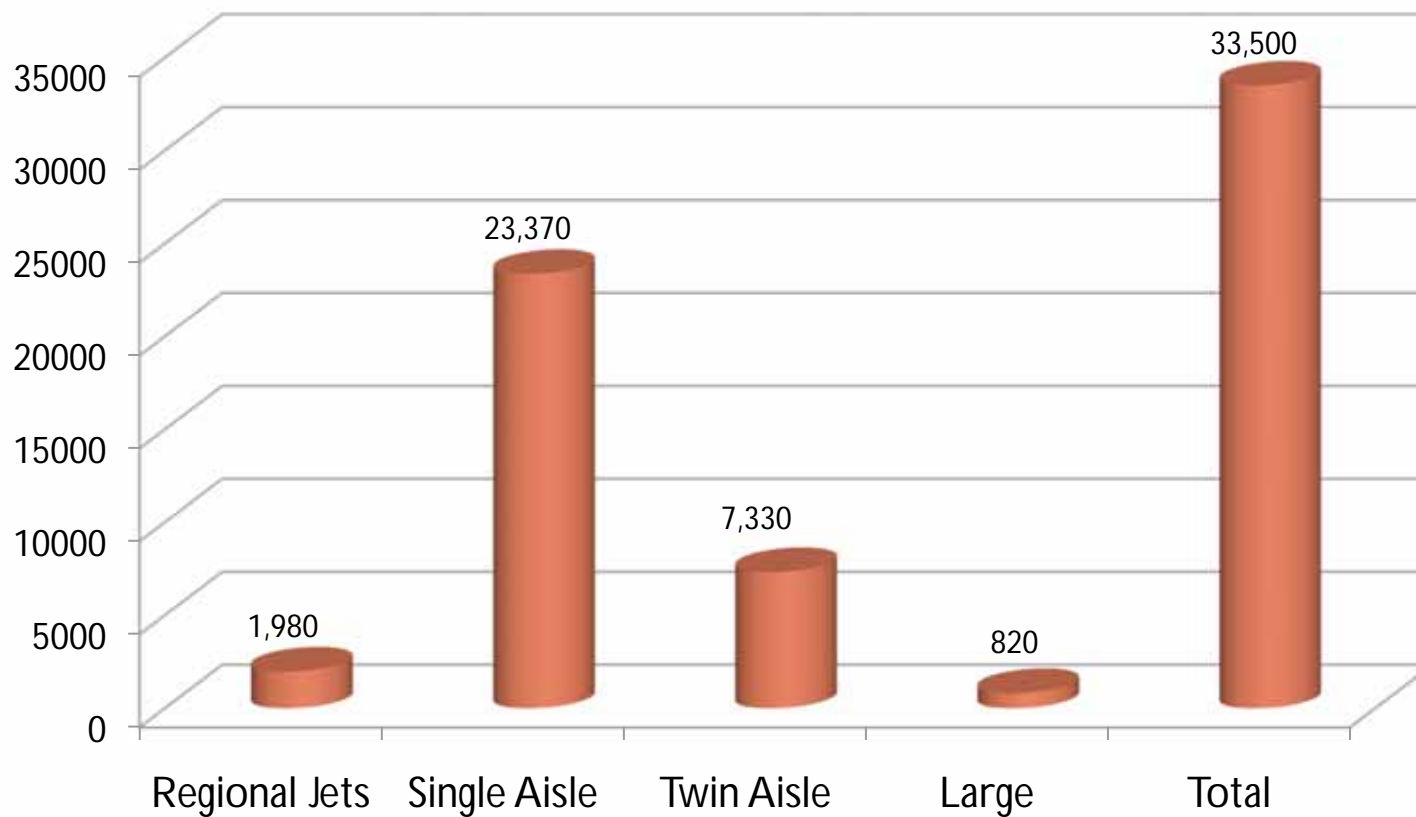
# SAC Chairman's Welcome

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Chairman, Supplier Advisory Council

President, Hixson Metal Finishing

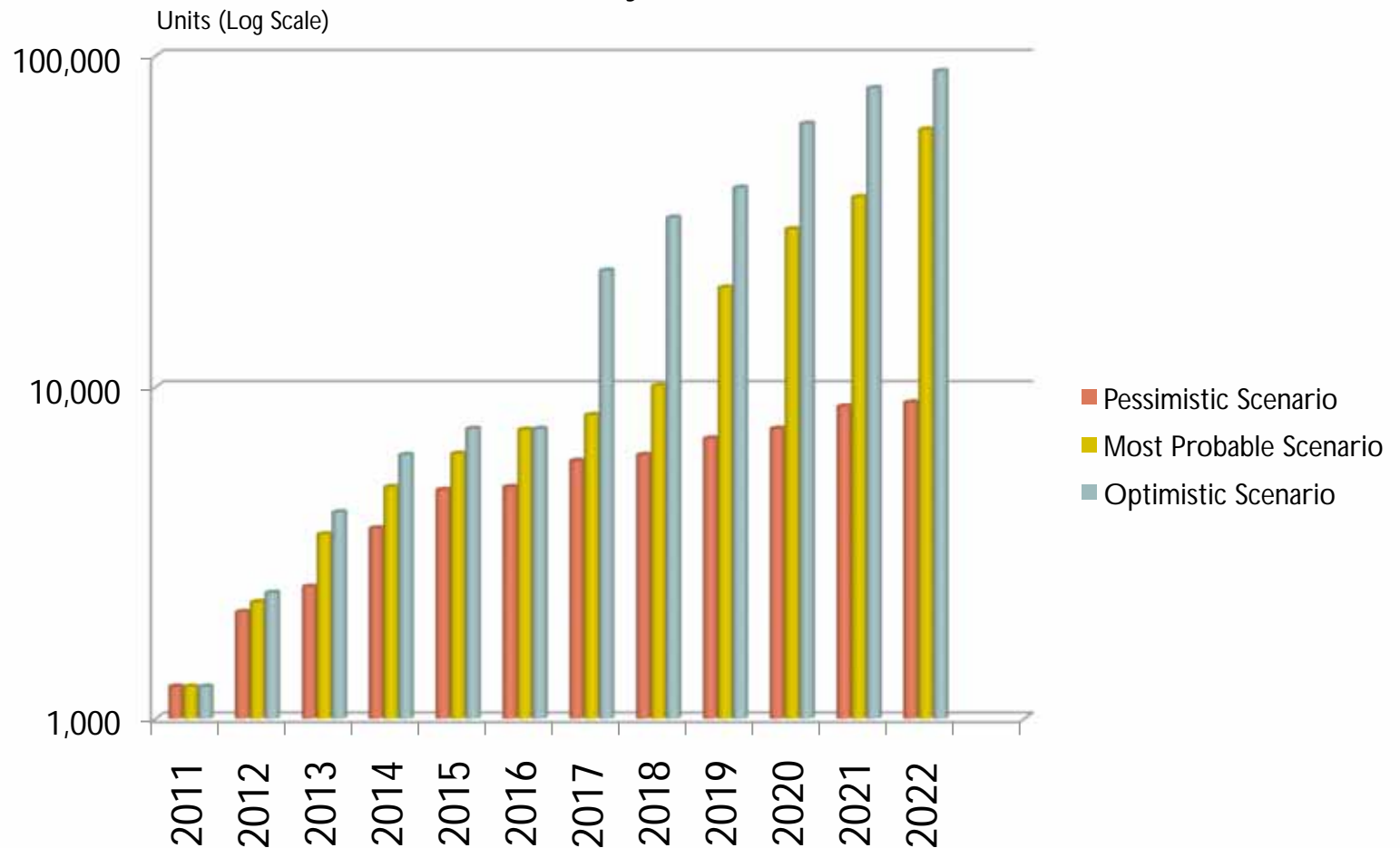
# Aircraft Demand through 2030



60% Growth  
40% Replacement

# General Aviation Fleet Forecast 2011-2022

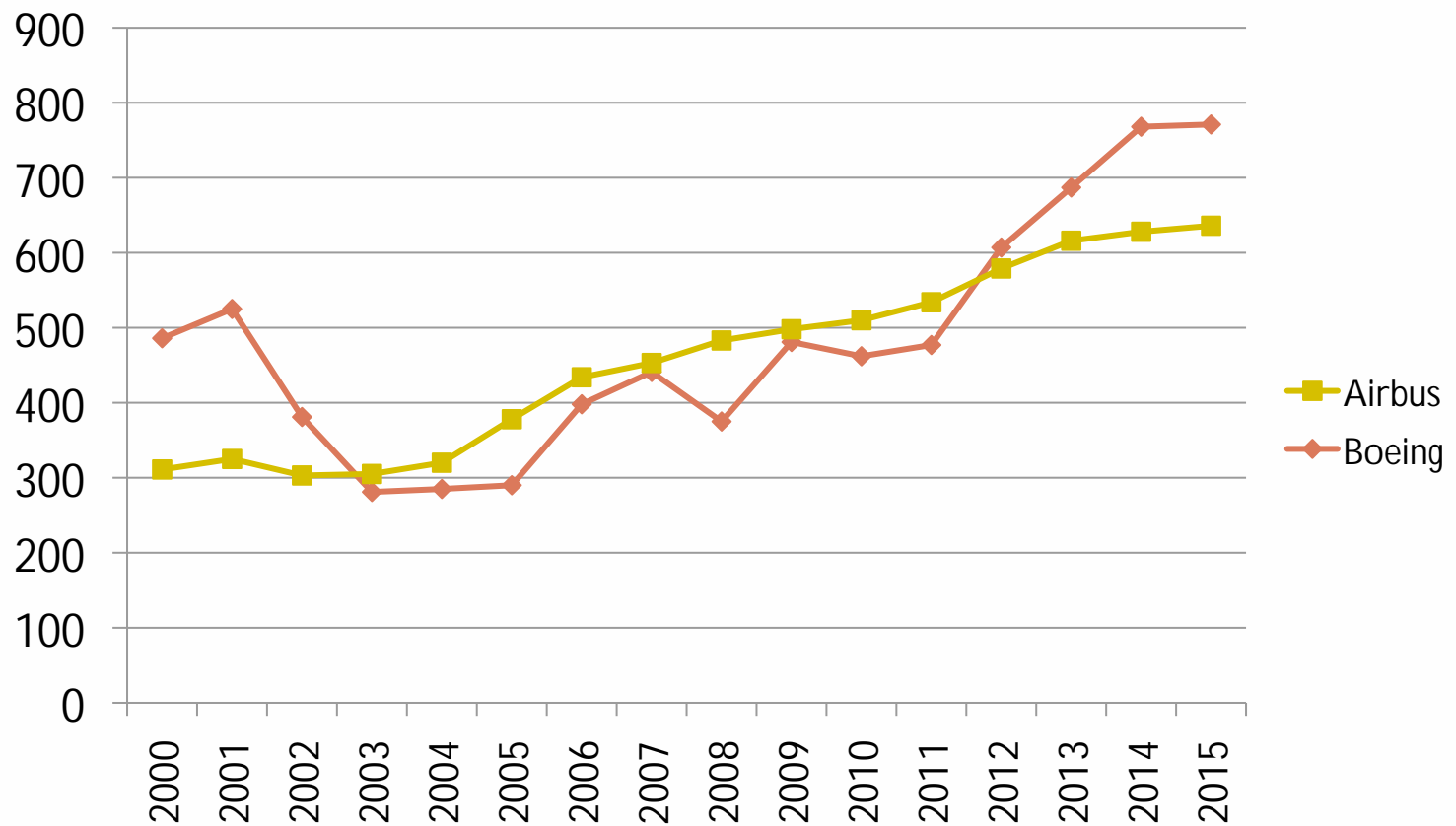
Courtesy of Avia-Tek



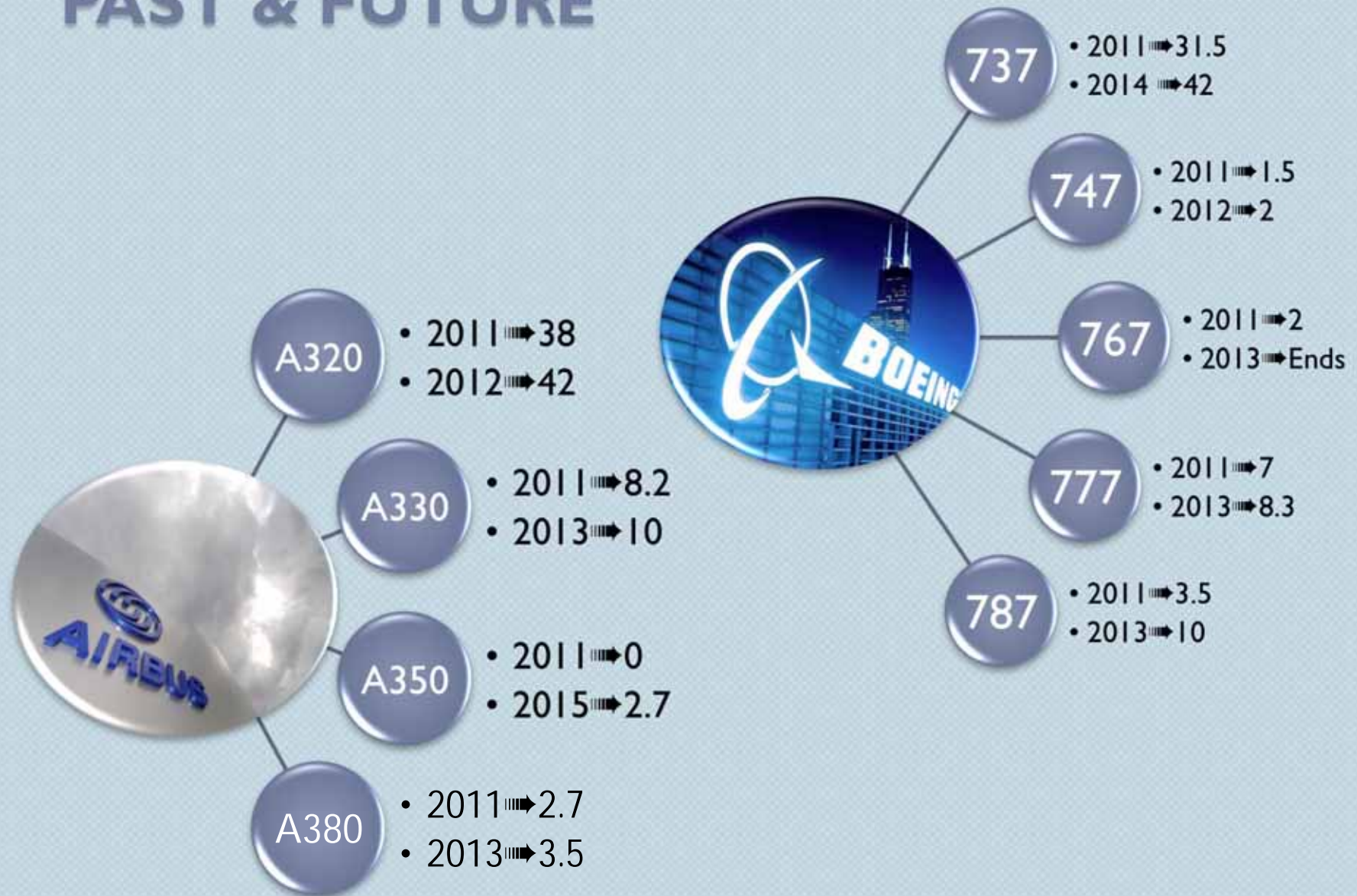
Even the pessimists are predicting growth!

# Large Aircraft Deliveries, 2000-2015

Courtesy of Merrill-Lynch



# MONTHLY PRODUCTION RATES, PAST & FUTURE





How can we increase value in challenging times?



# **WORKFORCE DEVELOPMENT (WFD)**

# WFD Improves Efficiency

- ✈ SEA Suppliers have experienced an increase in Sales Per Employee by implementing the SEA Roadmap
- ✈ Examples:
  - ✈ One manufacturing company saw an increase of 60% over 4 years
  - ✈ One service company saw an increase of 38% while increasing their workforce by 30%





# WFD Improves Quality

- ✈ Primes are looking for companies that can achieve and maintain stellar quality ratings
- ✈ With better focus on training, SEA companies have seen:
  - ✈ An increase in First Pass Yield
  - ✈ A decrease in Parts Per Million Defects
  - ✈ An increase in their total quality ratings



# WORKFORCE DEVELOPMENT IMPROVES COMPANY VALUE

*Bottom Line...*

*Invest in your people through  
Workforce Development*

*=*

*Increased company value!*



# Thank You

**Douglas C. Greene**  
President

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