

Supplier Presentation



Jerry Bitterman

CEO, Geater Machining and Manufacturing

Jerry Bitterman has been CEO of Geater Machining & Manufacturing, Co. (GMM) since 2004 during which he has led the company through significant growth, as well as developing a culture that empowers employees throughout all levels of the organization. GMM manufactures sheet metal, machined components and complex assemblies for aerospace, defense, telecommunication and energy fields. GMM's primary customer base includes Rockwell Collins, Astronautics, MPC, Fisher Control, and Crystal Group.

SEA Lean Enterprise System



Agenda

Highlights of our journey

Why we chose SEA

Activities

Results

Next steps

Company Overview



People

- 130 Employees
- Privately held
- Independence, IA

Operations

- Sheet Metal
- Machining
- Assemblies

Customers

- Primarily Aerospace

Certifications

- Nadcap
- AS9100
- ISO9000

Our story...

- External quality in excess of 99%
- On-time delivery consistently over 98%
- Meeting or exceeding customer service expectations
- 28-29% growth year over year for the last three years
- Winner of the Supplier of the Year Award on numerous occasions

Our story...



But at what
cost?

External Quality Control %

29% growth over year for
at least three years

Winner of the Supplier of the Year
Award on numerous occasions

The background of the slide features a collage of images related to aviation and manufacturing. At the top, the tail section of a white commercial airplane is visible. Below it, a worker wearing a white hard hat and a light-colored uniform is shown in profile, looking towards the left. In the center, the nose and cockpit of a white aircraft are visible. At the bottom, a worker in a blue uniform is working on a large, yellow, curved component, possibly a part of an aircraft engine or fuselage. The overall scene is brightly lit, suggesting an industrial or airport environment.

SEA

**SUPPLIER
EXCELLENCE ALLIANCE**

Accelerating Supply Chain Performance

2007
DPPM

GMM needed a system to help us take control...which is why we decided to engage in the SEA Roadmap.

Rework

2007 Inventory
Turns 4.3

2007 Customer
DPPM 3470



**Provide
structure and
direction.**



**Improve
processes to
reduce cost.**

A scenic view of the Golden Gate Bridge in San Francisco, California. The bridge's iconic orange-red towers and suspension cables are visible against a clear blue sky with light, wispy clouds. The bridge spans across the deep blue waters of the Golden Gate. In the foreground, a large blue and white cargo ship is sailing on the water. The bridge's structure recedes into the distance, where it is partially obscured by a thick layer of white fog or mist. The overall atmosphere is bright and clear, suggesting a good day for visibility.

Visibility

Timeline for implementing SEA LES

Leadership and Culture

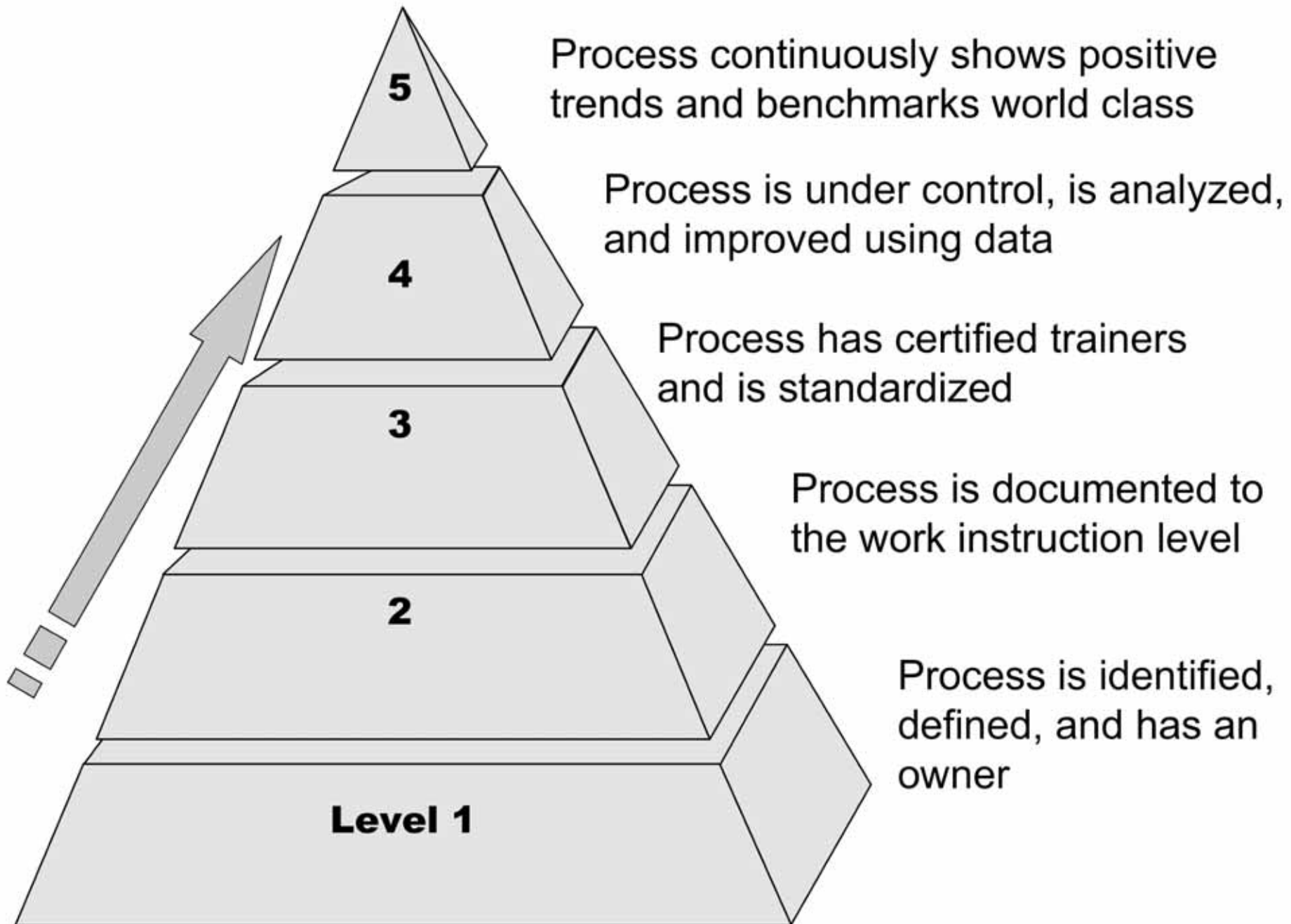
- Strategic Planning-October 2007
- Managing Process Improvement-December 2007

Workforce Development

- Job Skills Assessment-November 2007
- Master Trainer-January 2008
- Advanced Planning-April 2008
- Training Materials-June 2008

Operational Excellence

- Management Planning-October/November 2007
- Lean Workshops/Kaizen Events-January, March, April, May 2008





Strategic Planning *Level 1 on PMM*

*Be our customers' supplier of choice
utilizing technology, teamwork and
employee development as a platform
for building our future.*



Leadership Communication - *Level 3 on PMM*

Quarterly
update
meetings

Weekly
Performance
Review
Meetings-SLT

Departmental
Information
Boards

Team
Leader
Meetings



Continuous Improvement Management- *Level 3 on PMM*

Data driven improvement projects

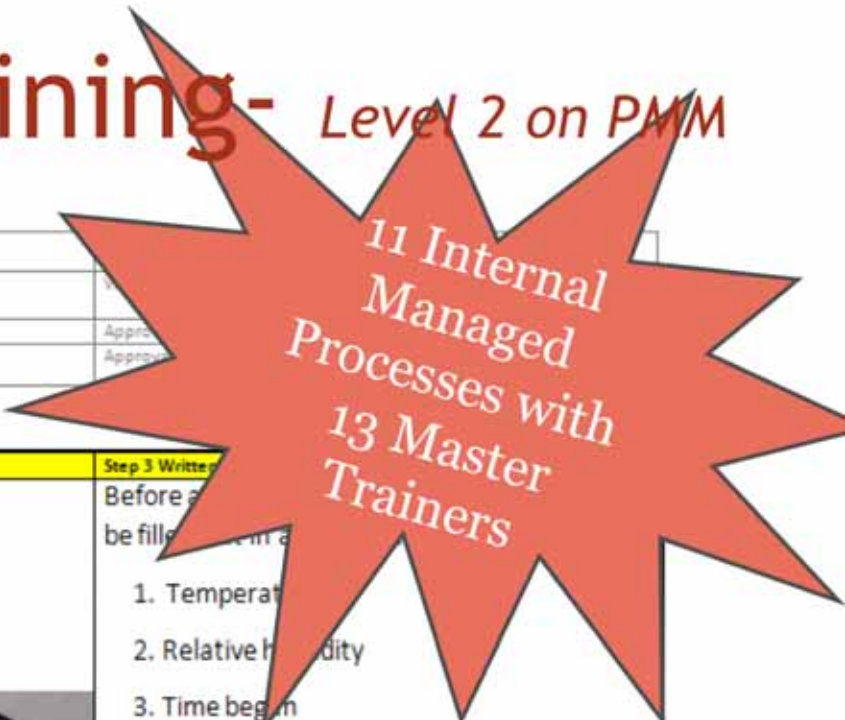


Workforce Development Integration- *Level 3 on PMM*

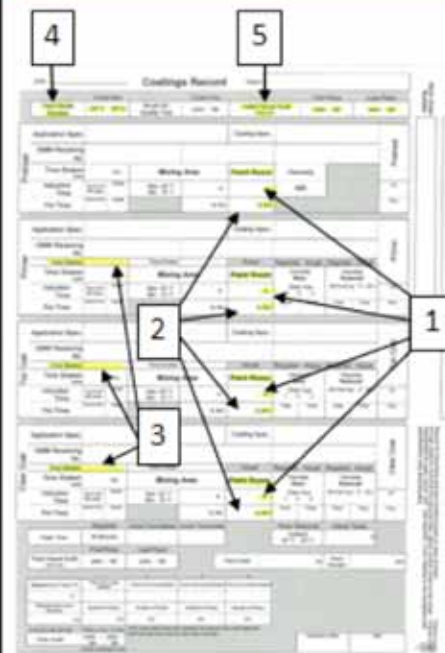


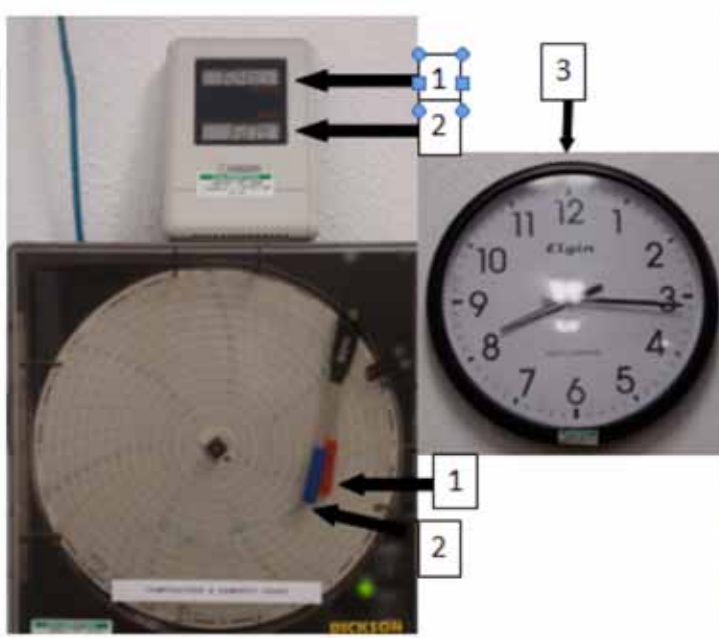
Job Skills and Cross Training - Level 2 on PMM

 Geater Machining & Manufacturing, Co.	Visual Work Instruction	
	Title: Paint Application Process	
	Author: Tadd Martin	Approv:
	Issue Date:	Approv:



Step 3 visual:





Step 3 Written:

Before ...
be filled ...

1. Temperature
2. Relative humidity
3. Time begin
4. Booth number
5. Initial visual audit (initial visual audit is to ensure that the parts have been properly prepped and resemble the print))

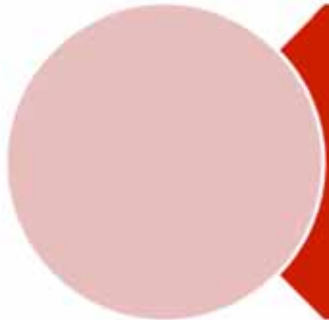
If the parts are acceptable circle pass and continue.

If the parts are not acceptable circle fail and on the back of form 254 document the reason for the failure, sign, initial, and date it. Contact your team leader or supervisor.

Kaizen Process- *Level 3 on PMM*



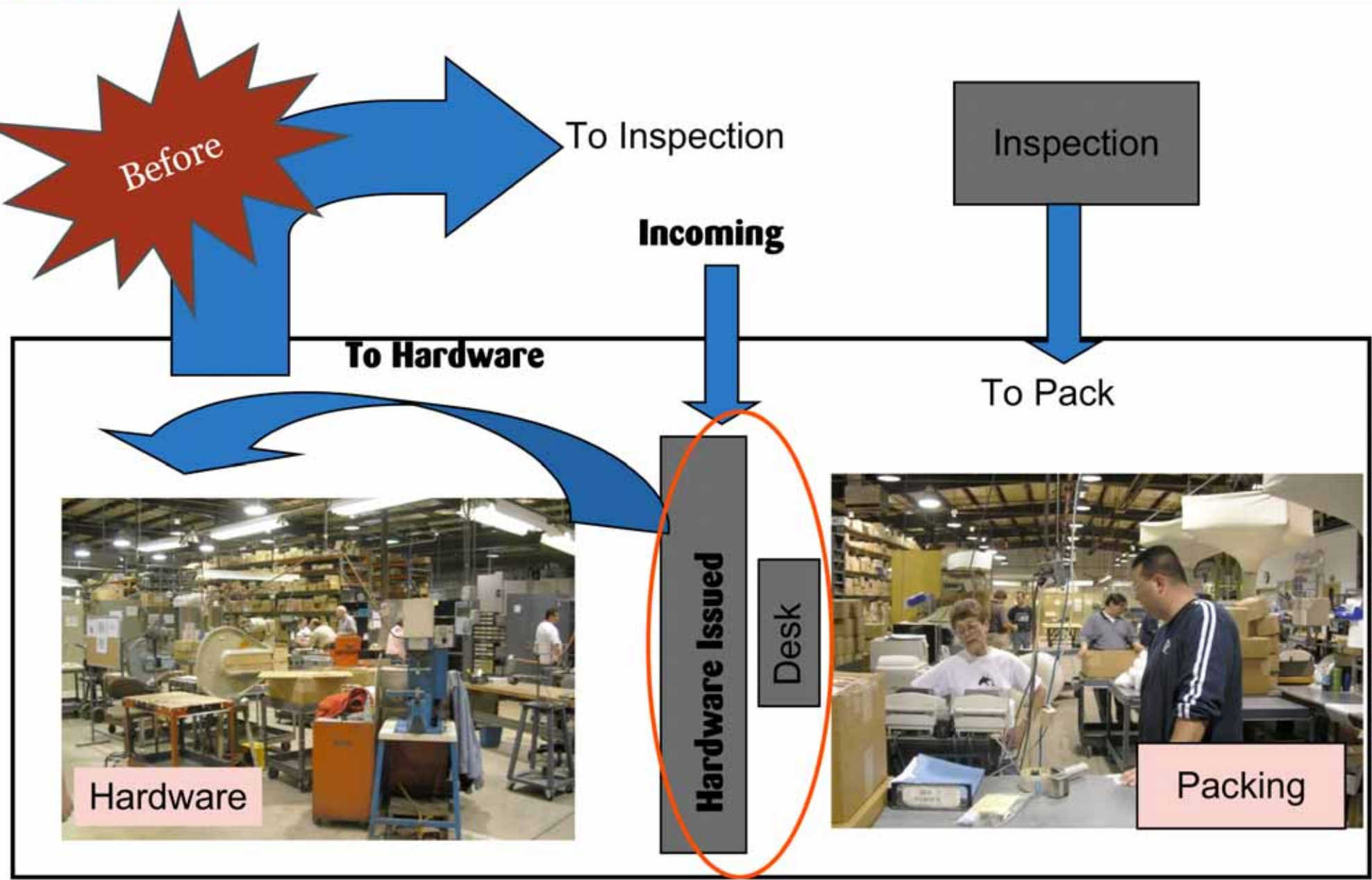
Cross functional
teams



Just in time training
for all participants.



5 Kaizen Events to
date



Saved an average of 50 feet traveled in packaging area for each job.

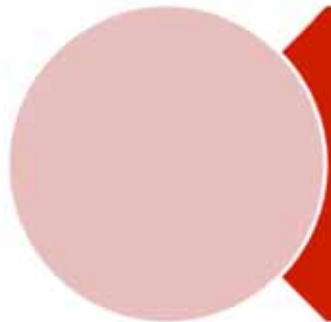
After



6S Visual Workplace- *Level 3 on PMM*



Cross functional
teams



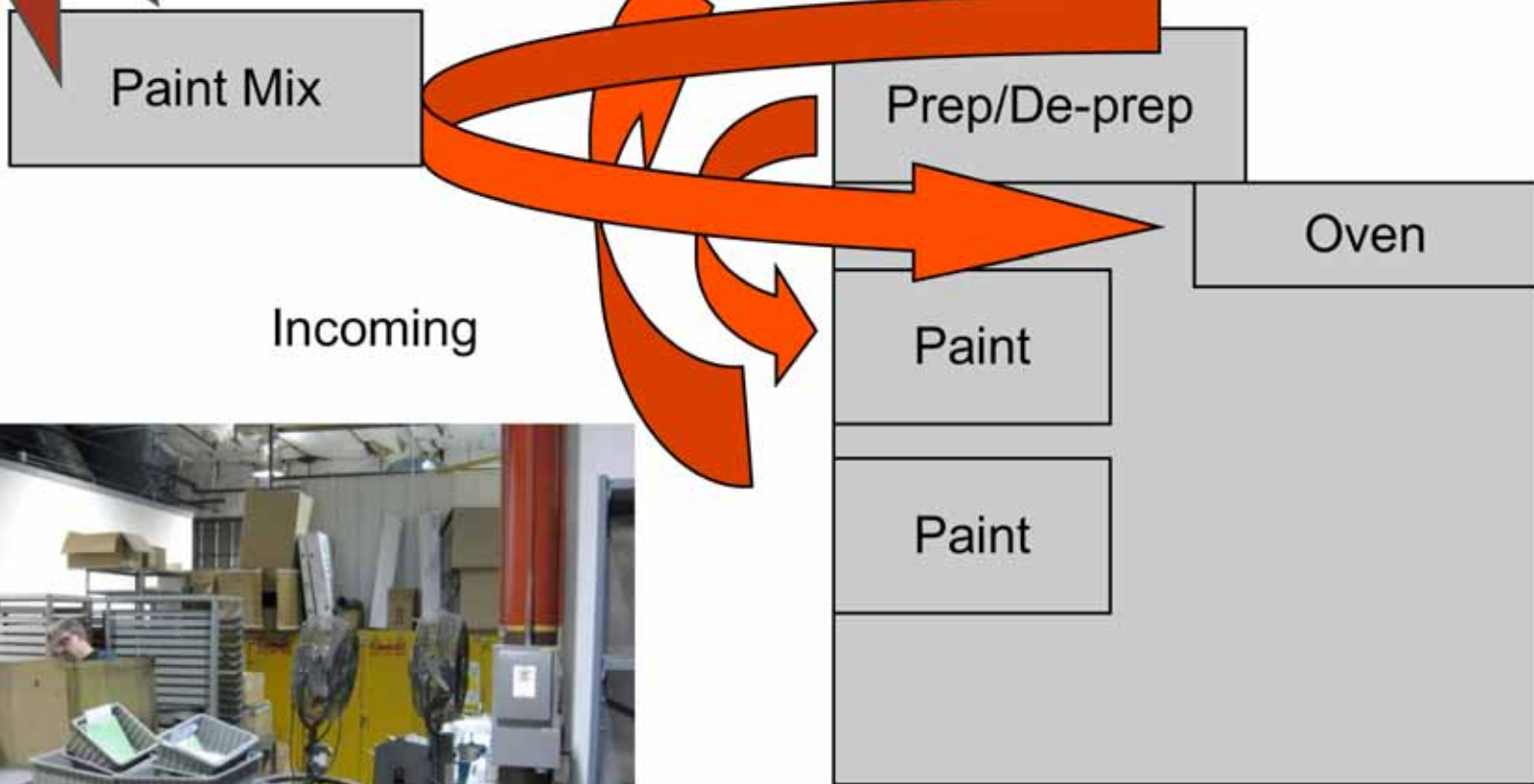
Just in time training
for all participants.

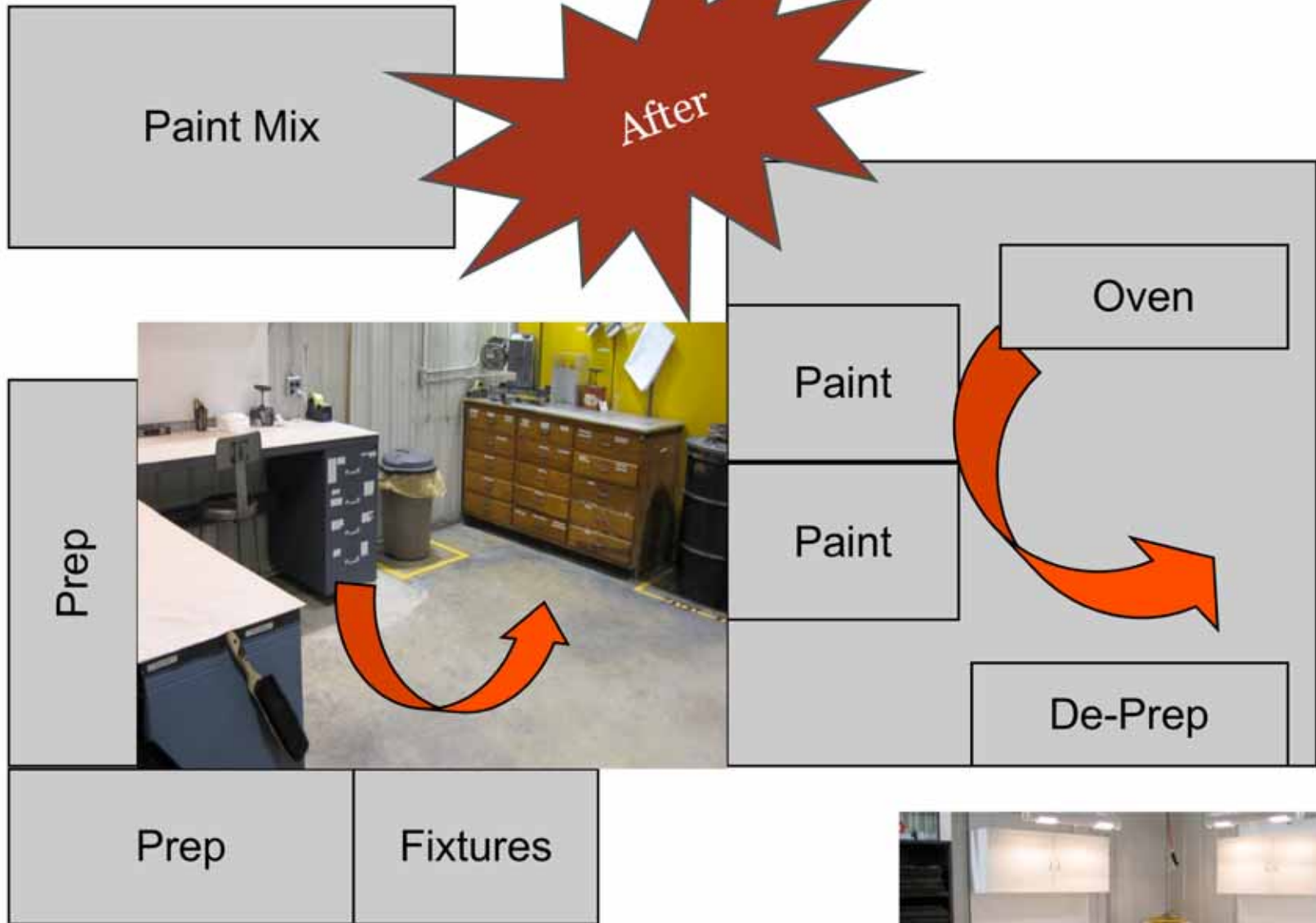


9 6S Events to date



Before





Quick Changeover/SMED- *Level 3 on PMM*

Set up reduction
Kaizen

External
set ups

Fixtures

What a rush

The job in the pits is one of the most pressured in Formula 1. A pit stop is studied choreography and only the best are good enough to ensure comprehensive service for the driver in the race against the clock. Every individual role is practiced thousands of times and must be carried out perfectly.

Number games: This is how long it takes to...

- ... fit a new steering wheel **2s**
- ... change a tyre **3s**
- ... replace the nose **11s**

0.0s Car is stationary, time is running

0.2s High-powered airgun set to central wheel nuts

1.0s Hydraulic jack lifts the front end, manual jack at rear

1.5s Fueling hose onto tank nozzle; red light in refueller's helmet visor indicates fuel flow of 12 litres per second

2.5s Wheels removed

3.5s New wheels mounted and central nut is tightened

3.8s Car lowered off jacks

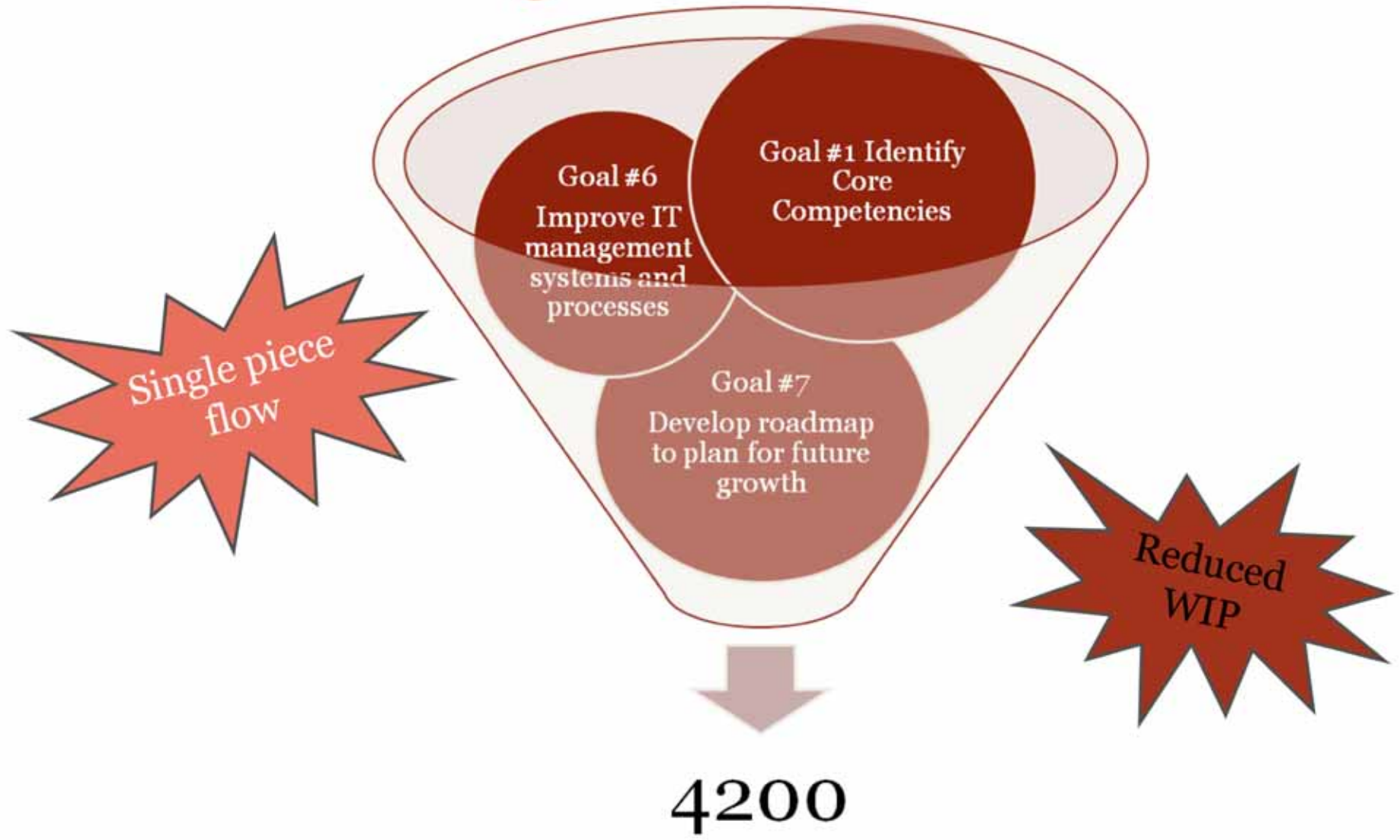
4.3s Lollipop man signals to driver to engage 1st gear

7.0s Green light in refueller's visor; fuel hose is disconnected

7.3s Lollipop man signals to driver to go

Allianz

Material Management Process - *Level 2 on PMM*



Material Management Process - *Level 2 on PMM*



Change Management Plan



Rework as a percentage of sales 2008



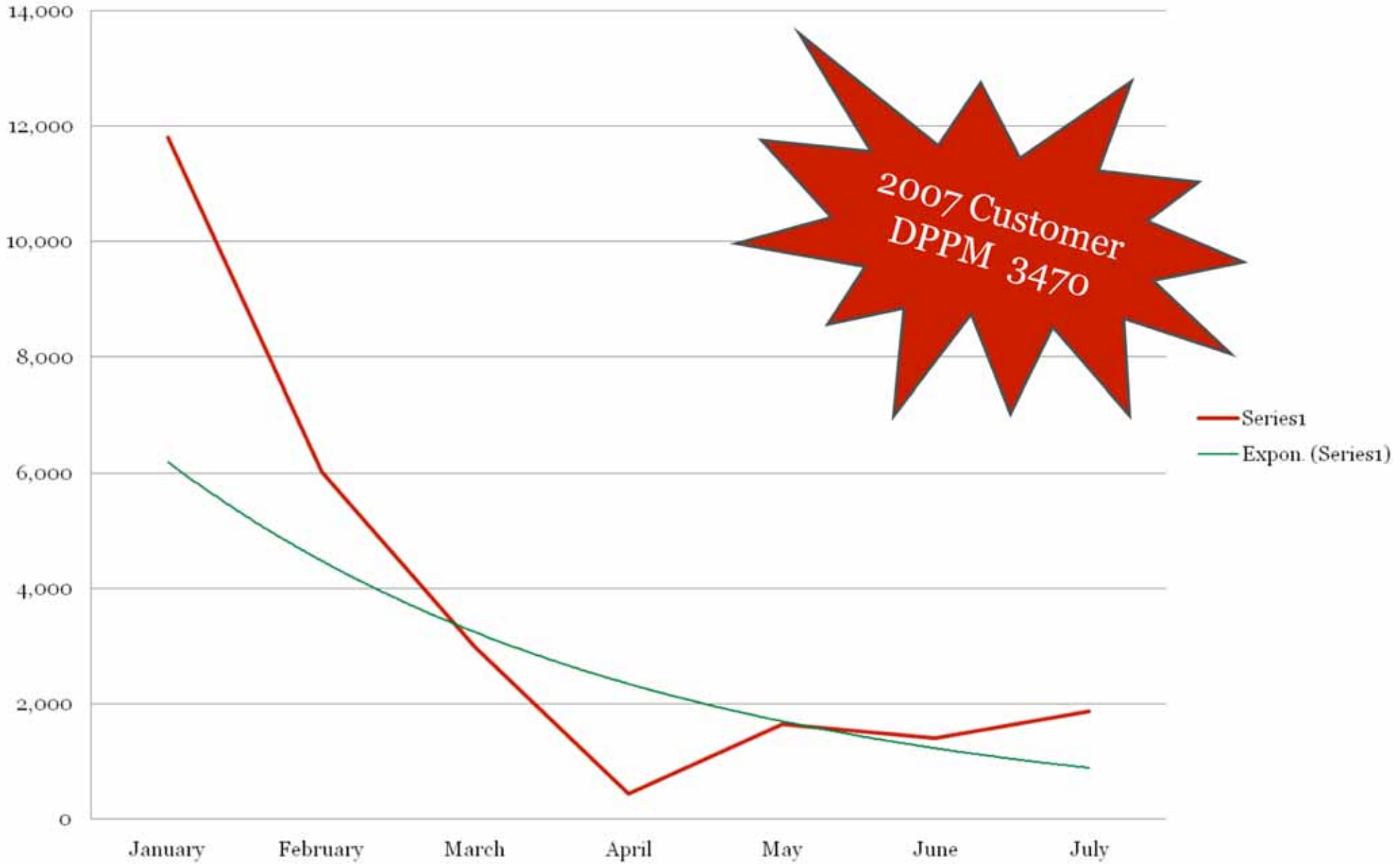
Inventory Turns 2008



Internal DPPM 2008



Customer DPPM 2008



Next Steps

Enjoy the scenery
by celebrating our
successes!

Stage 2
Engagement

Slow down at
the curves.

Stage 1
Certification