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

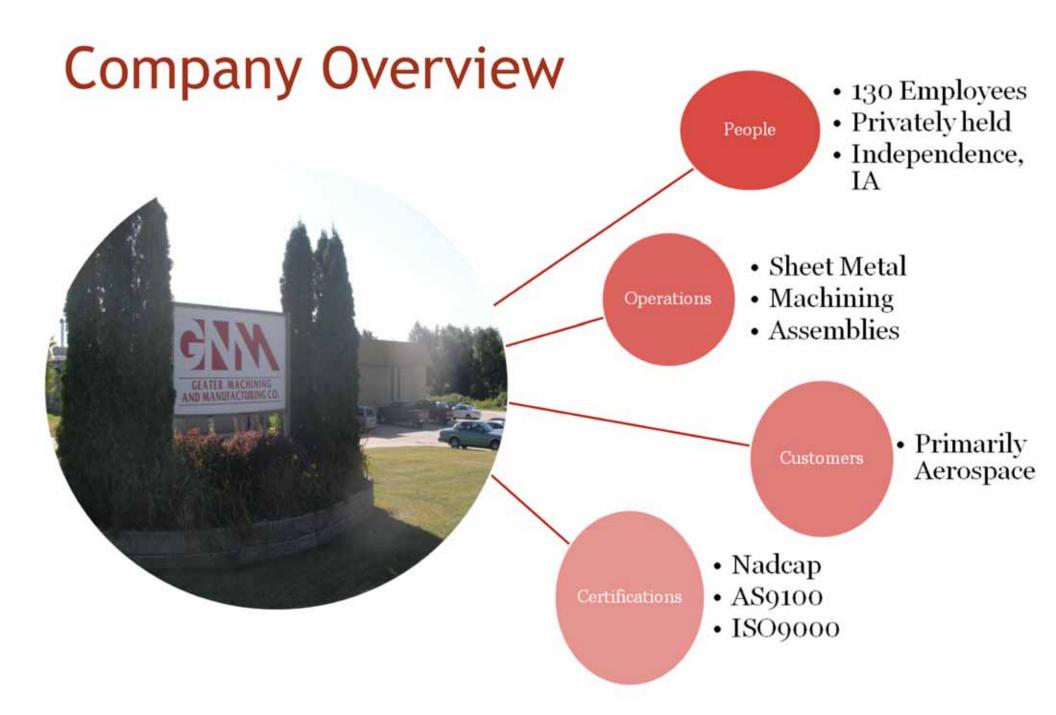




Agenda

Highlights of our journey	
Why we chose SEA	
Activities	
Results	
Next steps	







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



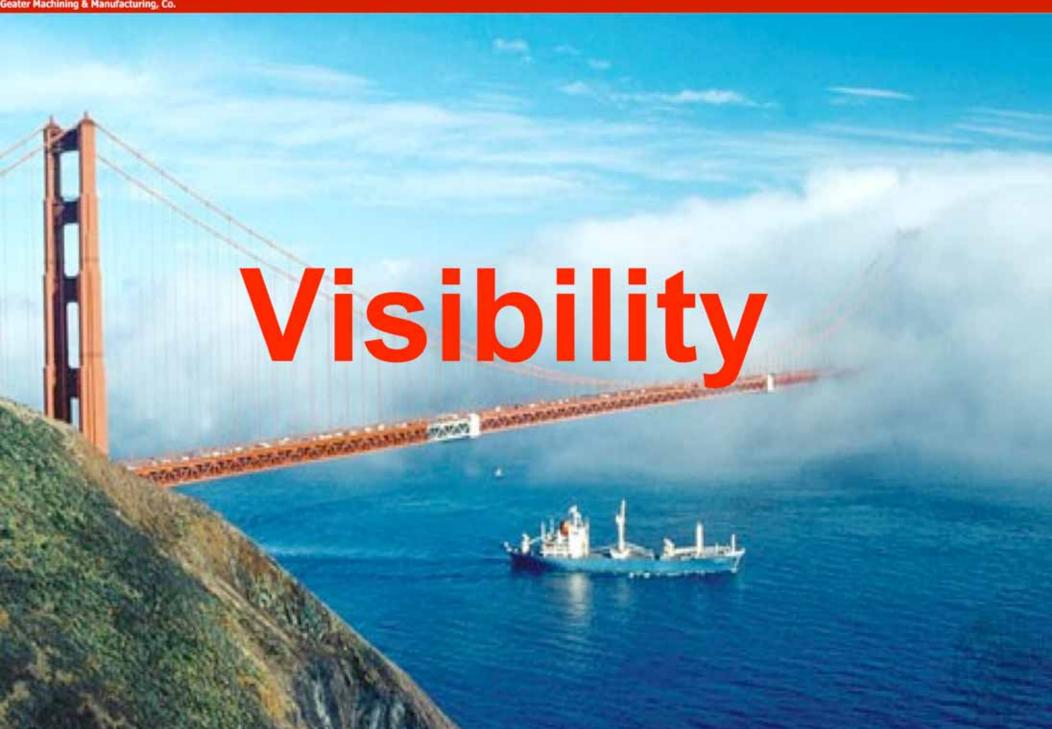














Timeline for implementing SEA LES

Leadership and Culture

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

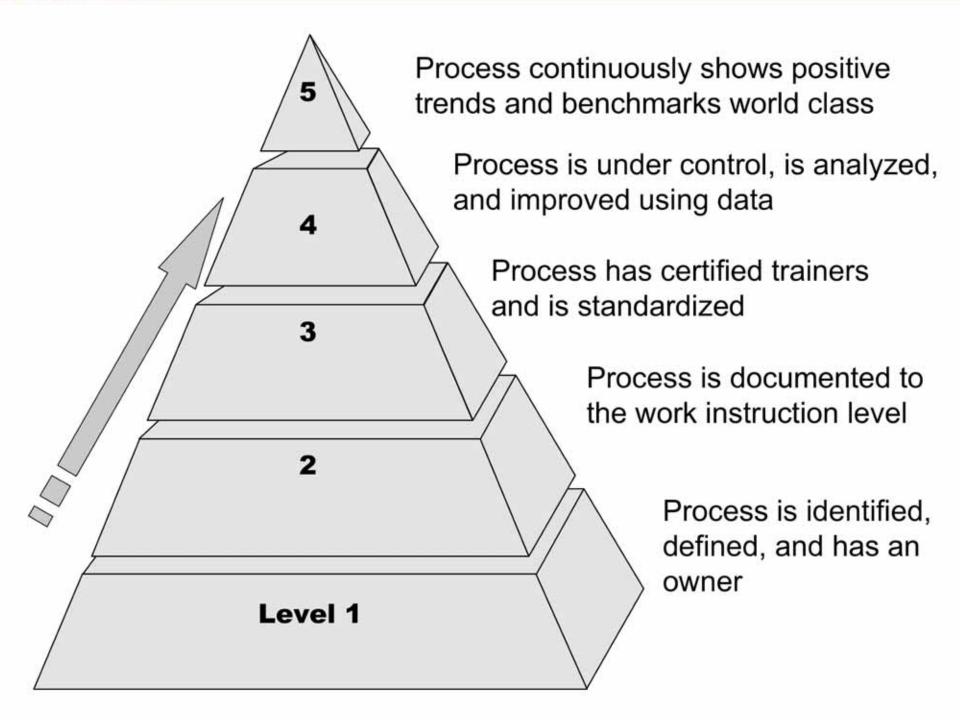
Workforce Development

- 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



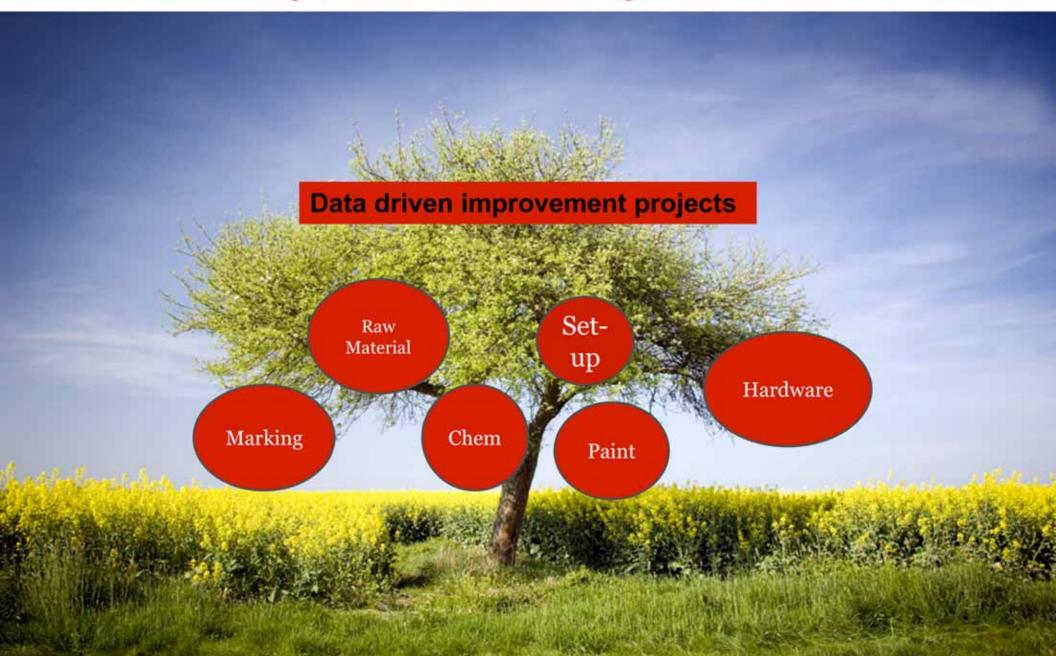


Organizational Performance Review -Level 2 on PMM

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Continuous Improvement Management- Level 3 on PMM



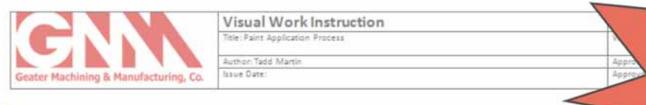


Workforce Development Integration- Level 3 on PMM





Job Skills and Cross Training-Level 2 on PMM



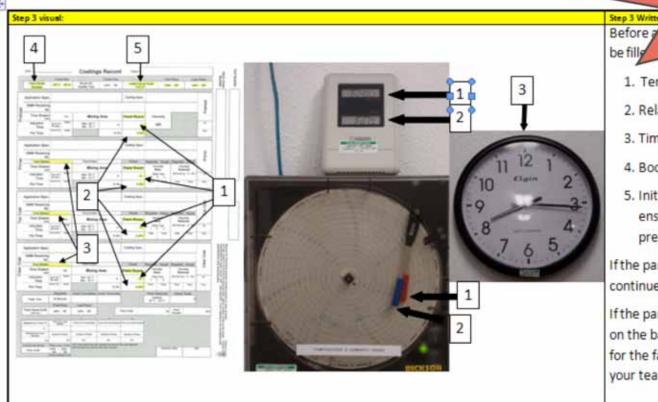
11 Internal $M_{anaged} \ P_{rocesses\ with}$ Trainers

Before be fills

- 1. Temperat
- 2. Relative h
- 3. Time beg
- 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.





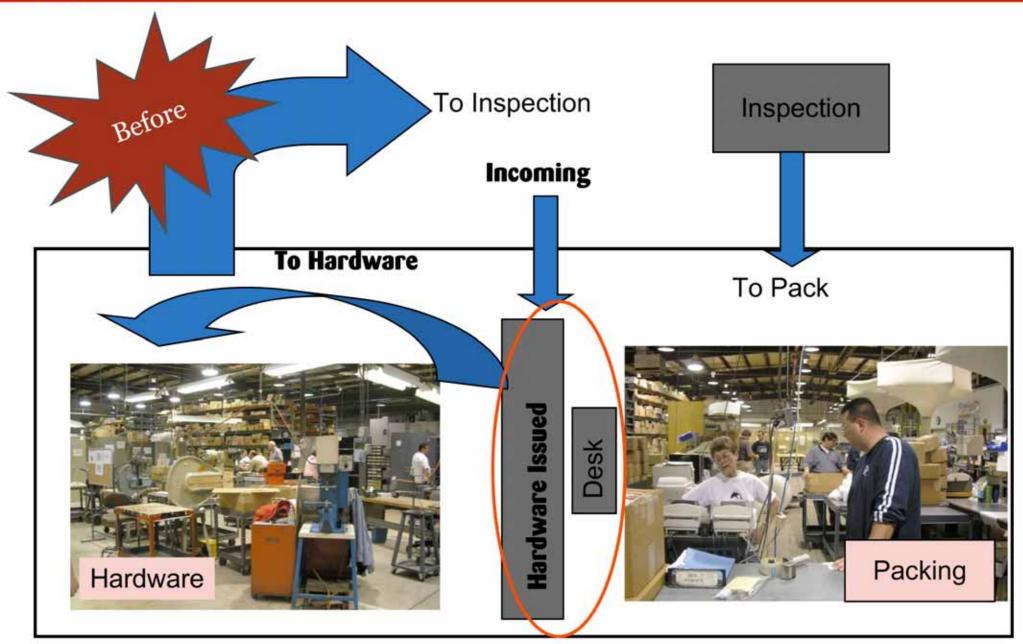
Kaizen Process- Level 3 on PMM

Cross functional teams

Just in time training for all participants.

5 Kaizen Events to date









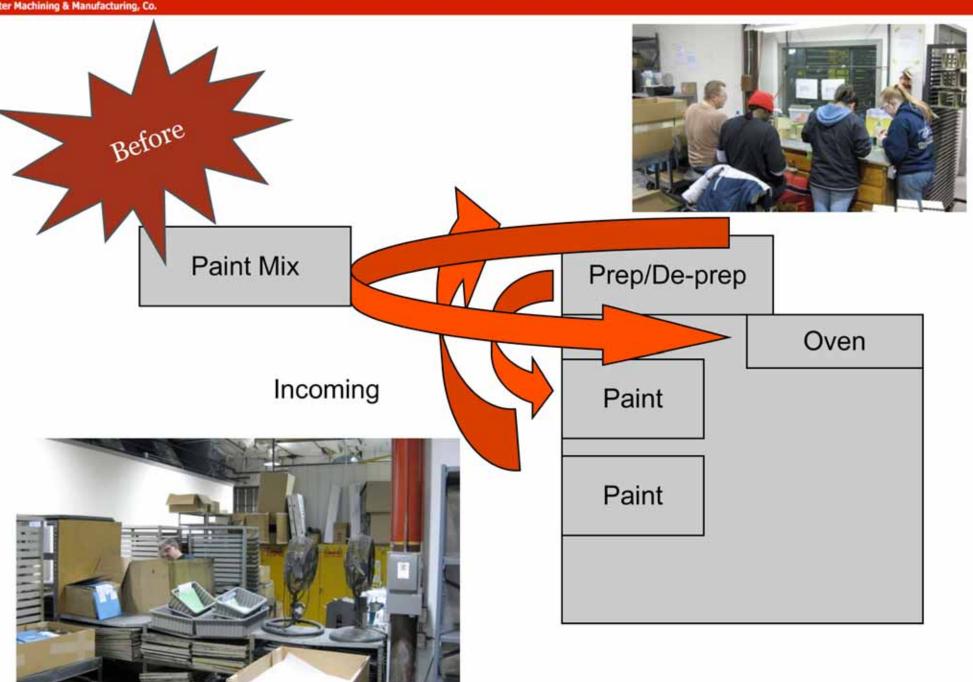
6S Visual Workplace- Level 3 on PMM

Cross functional teams

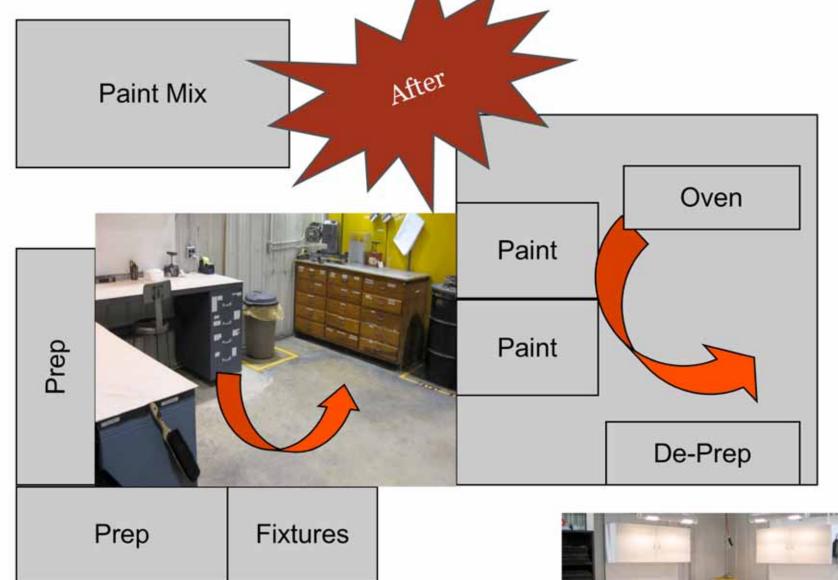
Just in time training for all participants.

9 6S Events to date











Quick Changeover/SMED- Level 3 on PMM Set up reduction Kaizen

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.

0.0s Car is stationary. time is running

0.25 High-powered airgun set to central wheel

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

Fuelling hose onto tank nozzle; red light in refueller's helmet visor indicates fuel flow of 12

litres per second

2.55

Wheels

removed

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

fit a new steering wheel

3.5s New wheels mounted and central nut is tightened

change a tyre

4.36 3.8s Car lowered Lollipop man sigoff jacks nals to driver to

...replace the nose

7.0s l Green light in

engage 1st gear

refueller's visor; fuel hose is disconnected

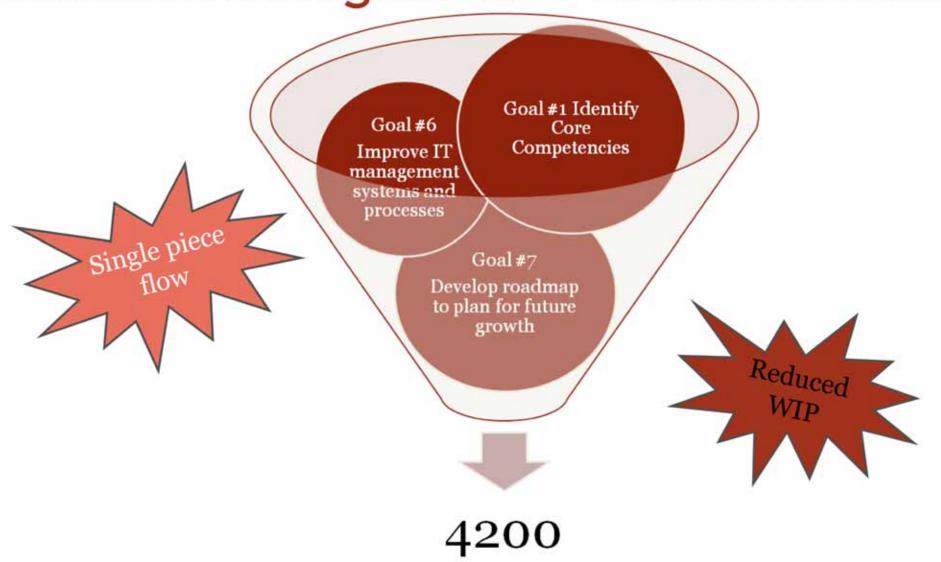
7.35 Lollipop man signals to driver to go

Allianz (il)

Fixtures



Material Management Process-Level 2 on PMM









Change Management Plan

Where we are

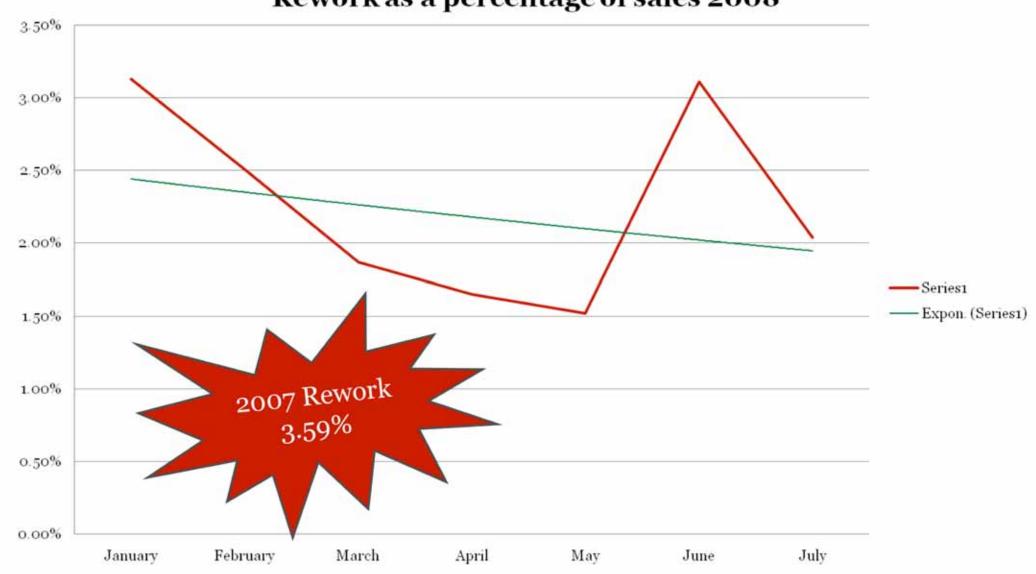
Where we are going

Where we've been

Let's take a look at our results...



Rework as a percentage of sales 2008





Inventory Turns 2008





Internal DPPM 2008





Customer DPPM 2008

