



SEA SUPPLIER
EXCELLENCE ALLIANCE

Accelerating Supply Chain Performance

June 19, 2008

**SEA Supplier CEO
Summit**

Hosted by

**Cessna Aircraft
Company**

Welcome

→ **Mickey Wiebe**, Executive Director,
Supplier Excellence Alliance

Integrated Supply Chains

**Don't be the
Weakest Link**

SEA Supplier Profile

Stage One

- Inventory Turns are increasing continuously - 8-12 or more
 - OTD is greater than 98%
 - Lead time is continuously reducing and less than half of prior years
 - Our quality is approaching six sigma level 3.4 PPM
 - We are continuously reducing our cost
-

Stage Two

- We are supplying parts to our customer based on min-max, consumption-based ordering, or kitting
- We are working with our customer to develop a next higher assembly
- We are working with our suppliers to flow product in KanBans, kitting, min-max, pull, or consumption-based ordering
- We have increased our inventory turns continuously through supply chain integration
- We have reduced our manufacturing cycle time by more than 50% through supply chain integration

**Welcome SEA
Suppliers
To Wichita**

Highlights

- Supply Chain Integration Case Study
- Learning Sessions - Breakout sessions
- Cessna Keynote Speaker
- Keynote Speaker - Supply Chain 2010 and Beyond
- Supplier Presentations
- SPEEDCONNECT
- SEA Open Forum

Conference Sponsors

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International Manufacturing Technology Show



September 8 - 13, 2008 · Chicago, IL · McCormick Place

Conference Guidelines

- Please keep cell phones and PDAs off during the conference
- Please show respect for presenters by giving them your attention and asking questions
- Please come back on time from breaks and lunch
- Blue Buttons/Dots - individuals wearing a blue button/dot can help you with question/logistics and are able to answer questions about SEA

Supplier Excellence Alliance

SEA is the joint program office for the aerospace, defense and space supply chain conversion.

Supplier Excellence Alliance

Prime-empowered and supplier-led, SEA is developing a special breed of sub-tier suppliers that can perform at the highest levels and collaborate to produce integrated supply chain solutions.

Host Welcome



Don Beverlin, SEA First Vice President
Vice President, Supply Management, Cessna
Aircraft Company

Don Beverlin is a business process improvement and Supply Chain Management professional with 23 years of industry leadership experience in Sales and Marketing, Operations, Materials, Manufacturing, Account Management, Commodity Management and Strategic Supply Management. His career includes Naval Flight Officer/United States Navy, Global-Wulfsburg Systems, VP Operations/Private Label Manufacturing, Allied Signal, Honeywell and Cessna Aircraft Company. He has recently taken a leadership role in the Textron Procurement Council, seeking to leverage direct and indirect purchasing across the Textron Enterprise.

TEXTRON

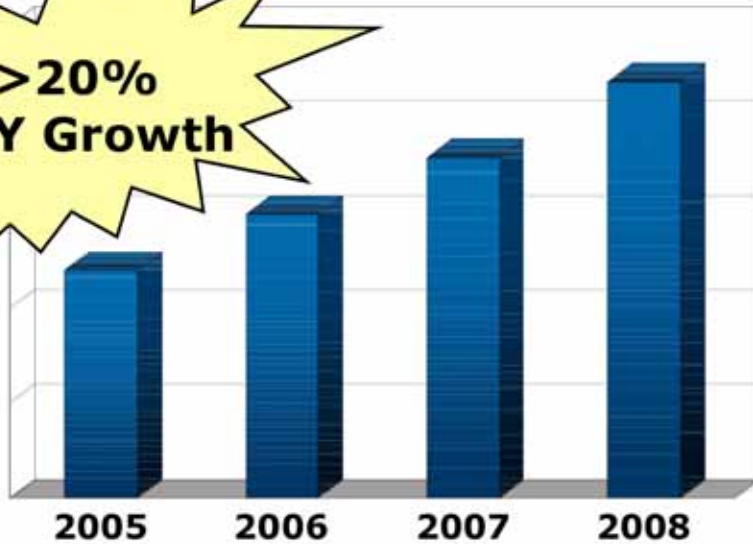


Integrated Supply Chains Don't be the Weakest Link

**Don Beverlin, Vice President
Supply Management**

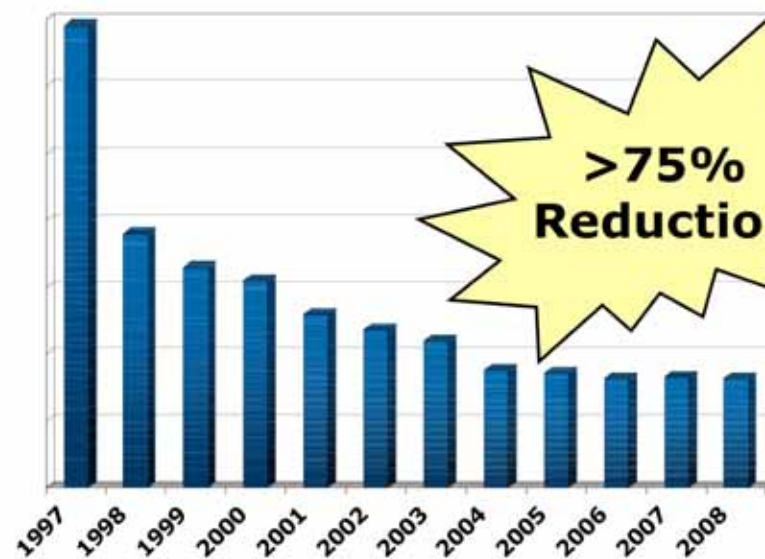
Spend

**>20%
YOY Growth**



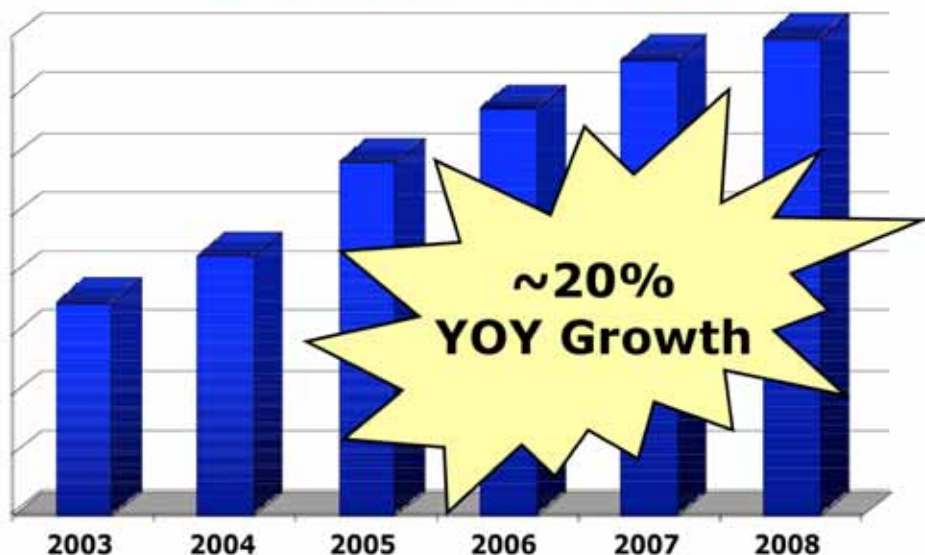
of Suppliers

**>75%
Reduction**



Increasing Spend Focused into Fewer Suppliers

Standard Hours

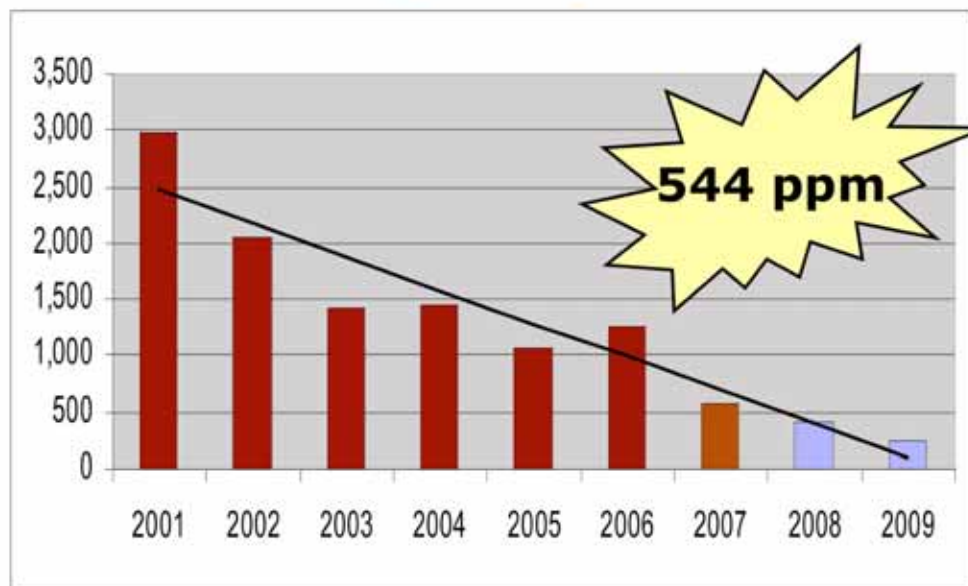


Shortages

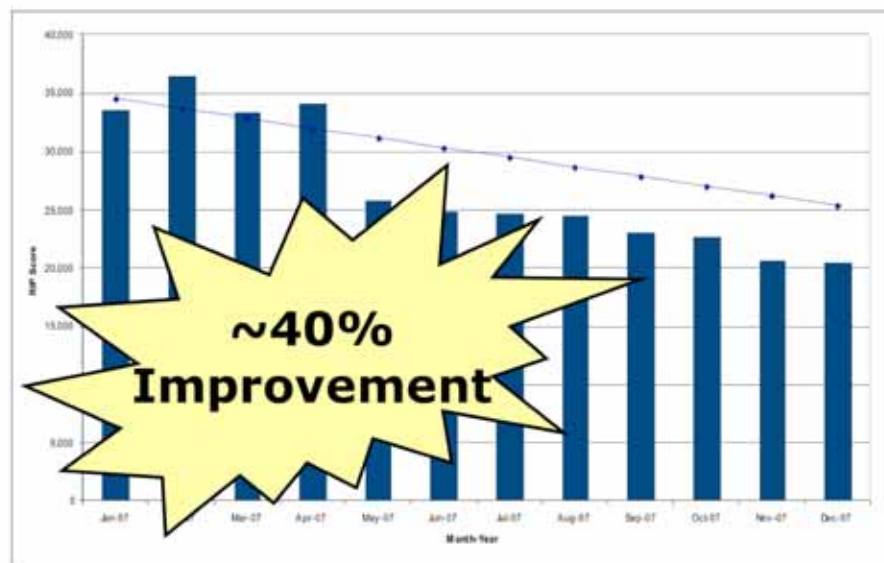


Standard Hours Increasing as Shortages Continue to Decrease

Quality



Reliability



Supply Base Performing at Record Levels!

Introduction of Board, Officers and SAC

- **Michael G. Beason**, Chairman, Supplier Excellence Alliance
- **Rick Behrens**, SEA Board President, Sr. Manager, Strategic Development, The Boeing Company
- **Cristi Cristich**, Chairperson, Supplier Advisory Council, President, Cristek Interconnects

2008 Board Officers

Chairman - **Michel G. Beason**, SEA

President - **Rick Behrens**, The Boeing Company

Past President - **Thomas Plungis**, Lockheed Martin

Treasurer - **Frank Thompson**, Parker Aerospace

First Vice President - **Don Beverlin**, Cessna Textron

Vice President - **Bill Hayden**, Honeywell Aerospace

Vice President - **Cristi Cristich**, Cristek Interconnects

Secretary - **David J. Blanco**

Executive Director - **Mickey Wiebe**

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Steve Richards, EADS

Steve Barton, Esterline Engineered Materials Group

Tony Lawson, HITCO Carbon Composites

John Saliture, Northrop Grumman

Randy Fry, Photo Etch Company

Brad Hart, Roberts Tool Company

Kevin Myers, Rockwell Collins

Bruce McDonald, (acting board member), United Technologies

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2008 Supplier Advisory Council

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Rockwell Collins

→ Supply Chain Integration

Supply Chain Integration



Eric Stern is Sr. Director of Operations for the Rockwell Collins Manufacturing Facility in Melbourne, Florida, where they manufacture aviation electronics for the commercial aerospace industry. Mr. Stern has over 24 years of experience in electronics manufacturing, including Lean electronics, and holds a BS degree in Industrial and Systems Engineering from the University of Florida.



Don Blagriff, Director of Materials at Rockwell Collins, Inc. in Melbourne, Florida has over 25 years in the Aerospace & Defense Industry with Rockwell Collins and General Electric Company Aircraft Engine Division. In his 15 years at Rockwell Collins, he has led the Materials Organization in Melbourne, Florida with responsibility for Procurement, 3rd Party Subcontracts, Warehousing and Component Application Engineering.