

Are You Good Enough?



Doug Greene

President, Hixson Metal Finishing
Vice Chair, Supplier Advisory Council



Marzel Neckien

President, W Machine Works
Chair, Supplier Advisory Council, SEA



Are you good enough?

- What does it take to compete in today's aerospace supply chain?
- What will it take tomorrow?

Current Examples

Customer	PPM			OTD		
	Gold	Silver	Bronze	Gold	Silver	Bronze
Cessna	100	1000	5000	100%	99%	98%
Boeing	0	2000	4000	100%	98%	96%
Goodrich	7000	77000	>77000	94.9%	79.9%	<79.9%
Spirit - Prestwick	10,000	30,000	50,000			>95%
Spirit Aero	0	2000	4500	100%	99%	98%
BAE	5000	10100	15100	97.99%	95.99%	89.99%
Heath Techna	20,000	50,000	90,000	98%	95%	91%
SBAC	10,000	30,000	50,000	99%	95%	90%
ITT	0	50,000	100,000	100%	95%	90%
LM M& FC	0	10,000	20,000	100%	99%	97%
SPS	10,000	50,000	150,000	95%	85%	75%
ACRA Aero	50,000	100,000	160,000	95%	90%	84%
Rockwell Collins	50	250	500	100%		

Why 0 PPM?

- Perfect first time at point of use
- Customer Satisfaction
- You get more work
- Challenge: Training, getting employees on the same goal – customer satisfaction
- Excellence Culture
- Penalty clauses – cost
- Safety
- Must be on the journey to perfection
- People don't have to be perfect, the system does
- Help customers compete