

Customer Keynote



Casey Van Horn

Manager, Major Sub-Tier Suppliers,
Electric Systems

Hamilton Sundstrand



2012 SEA Conference

UTC and Hamilton Sundstrand

July 26, 2012



Hamilton Sundstrand
A United Technologies Company

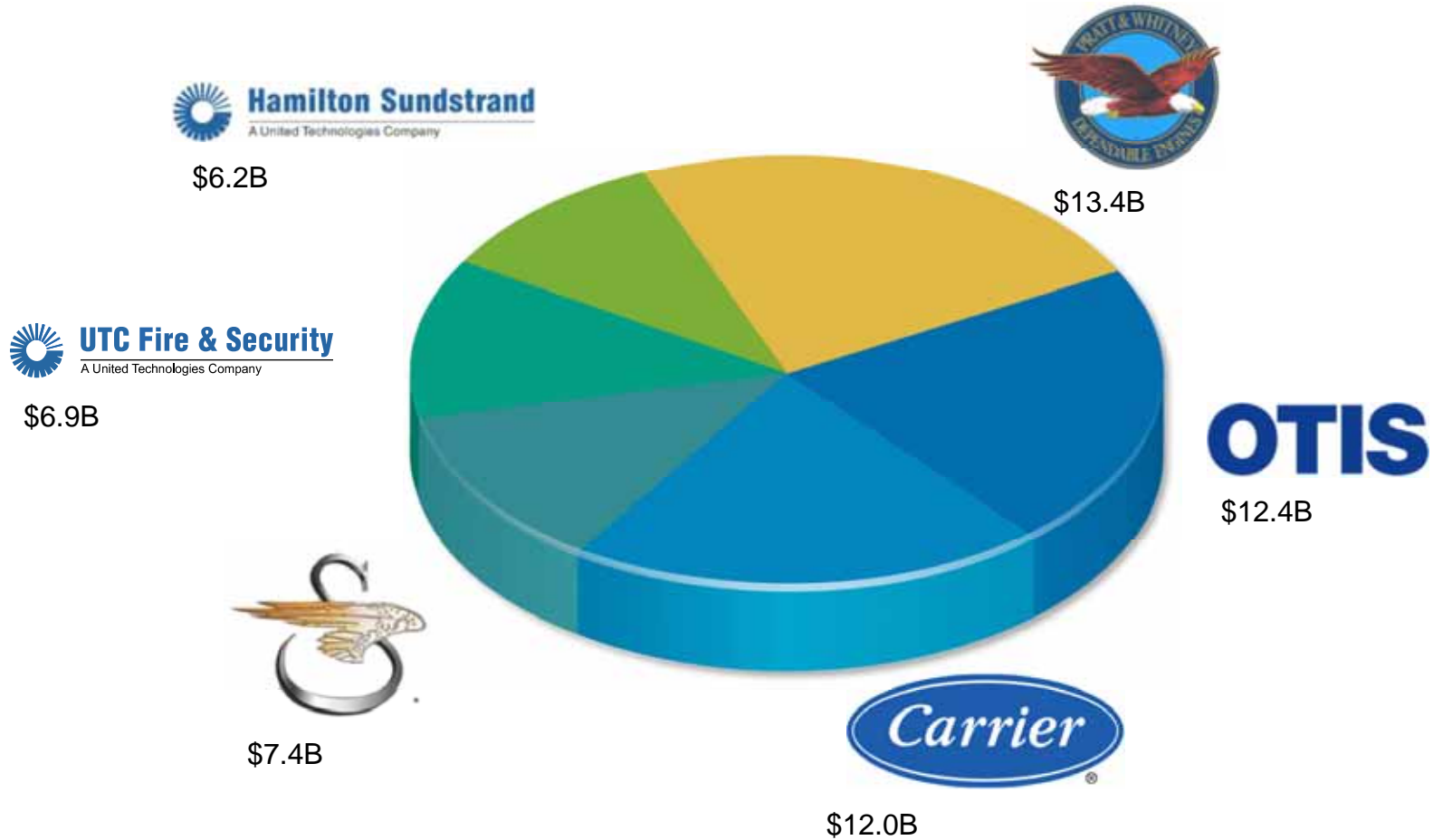


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EAR Export Classification: ECCN EAR99

UNITED TECHNOLOGIES CORP.

2011 sales: \$58.2B



Includes discontinued operations

UNITED TECHNOLOGIES CORP.

PROPULSION & AEROSPACE SYSTEMS (PAS)

**HAMILTON
SUNDSTRAND**



GOODRICH





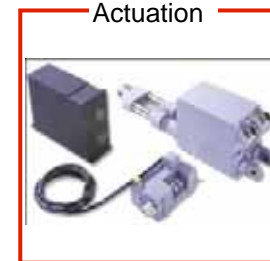
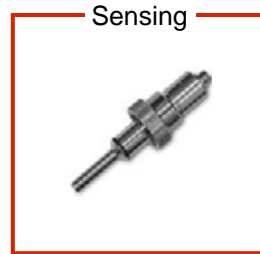
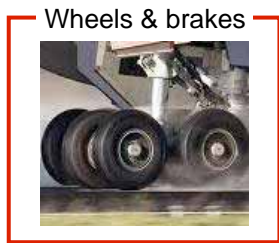
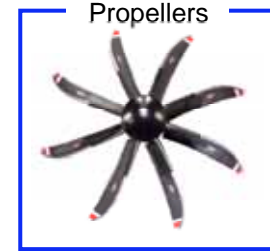
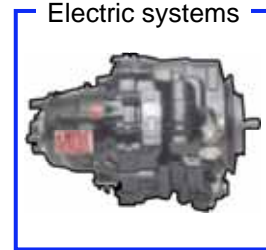
PWA / PWC



INTEGRATE GOODRICH

Great Strategic Fit

-  Hamilton Sundstrand
-  Goodrich



HAMILTON SUNDSTRAND

History



David G.
Sundstrand



Oscar
Sundstrand



Edwin
Cedarleaf



Hugo L.
Olson

Merger of the Rockford Tool Company (est. 1905) and Rockford Milling Machine Company (est. 1909) would create the Sundstrand Machine Tool Company in 1926, led by President Hugo Olson. David and Oscar Sundstrand, with Edwin Cedarleaf, had owned the milling machine company.



Thomas F. Hamilton and Paul J. Palmer found Hamilton & Palmer, Manufacturers of Gliders and Aeroplanes, in Seattle, WA.

Thomas Hamilton in his Curtiss Pusher-type aircraft.



Hamilton Standard and its licensees produced 500,000 propellers for WWII aircraft.

1905 1910

1945

HAMILTON SUNDSTRAND

Recent History



Several Hamilton Standard and Sundstrand systems are on board the Space Shuttle Columbia when it is launched April 12 on the program's maiden voyage.



Hamilton Standard and Sundstrand Corporation merged, forming Hamilton Sundstrand.



Hamilton Sundstrand has nine major systems on the Boeing 787 Dreamliner, a revolutionary, all-composite aircraft that successfully completed first flight in December 2009.



Hamilton Sundstrand opens its Customer Response Center, setting a new standard for best-in-class customer service management across UTC.

1945

1981

1999

2009

2010

HAMILTON SUNDSTRAND

BUSINESS UNITS



Electric Systems



Air Management



Engine Systems



Space Systems



Fire Protection



Propellers Systems



Auxiliary Power



Actuation Systems

Excludes discontinued operations

This document contains no technical data. ECCN: EAR99

HAMILTON SUNDSTRAND

Rockford, Ill.



Harrison Avenue Campus



1.4M Sq. Ft.

2,200 Employees

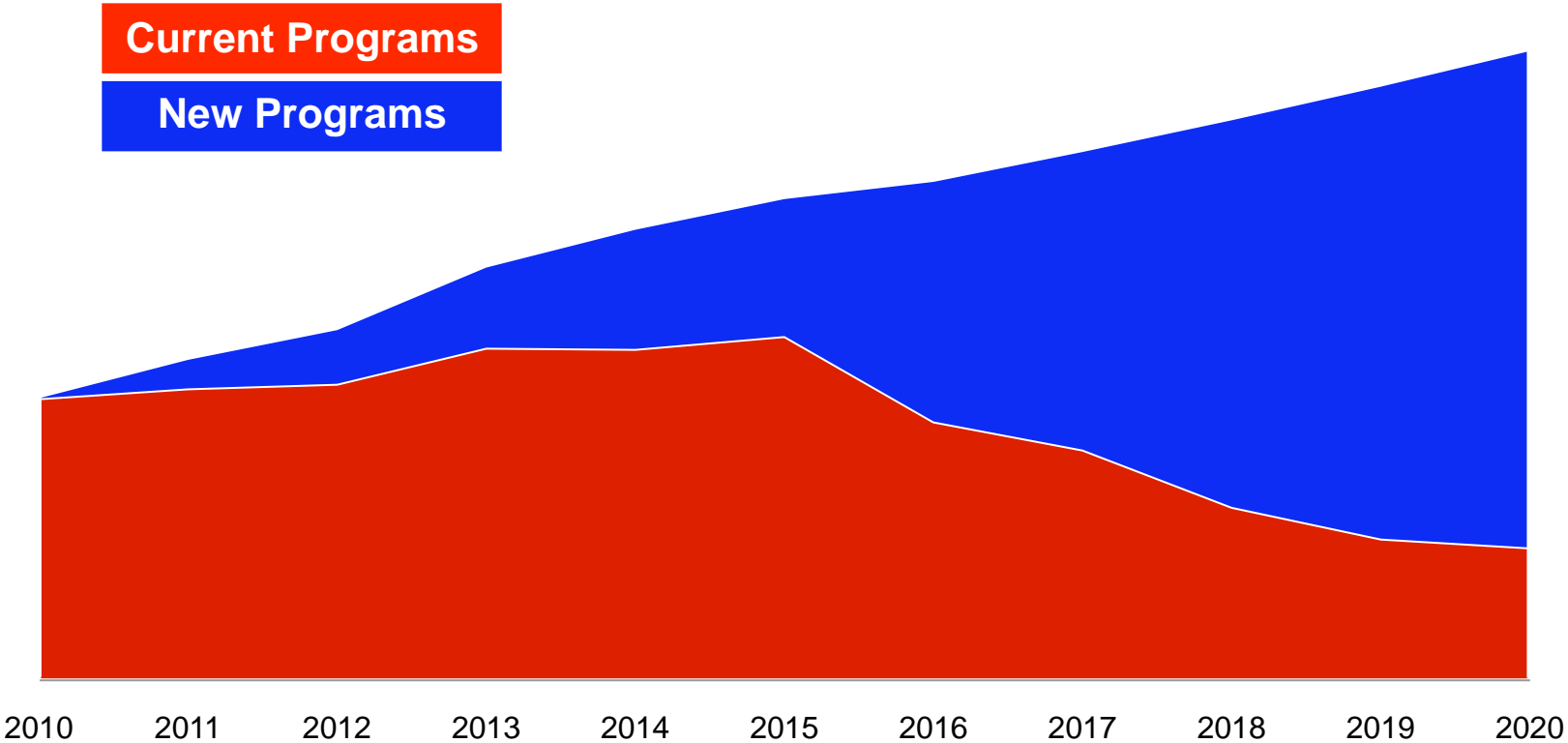
1300+ Engineers

330 UAW-represented



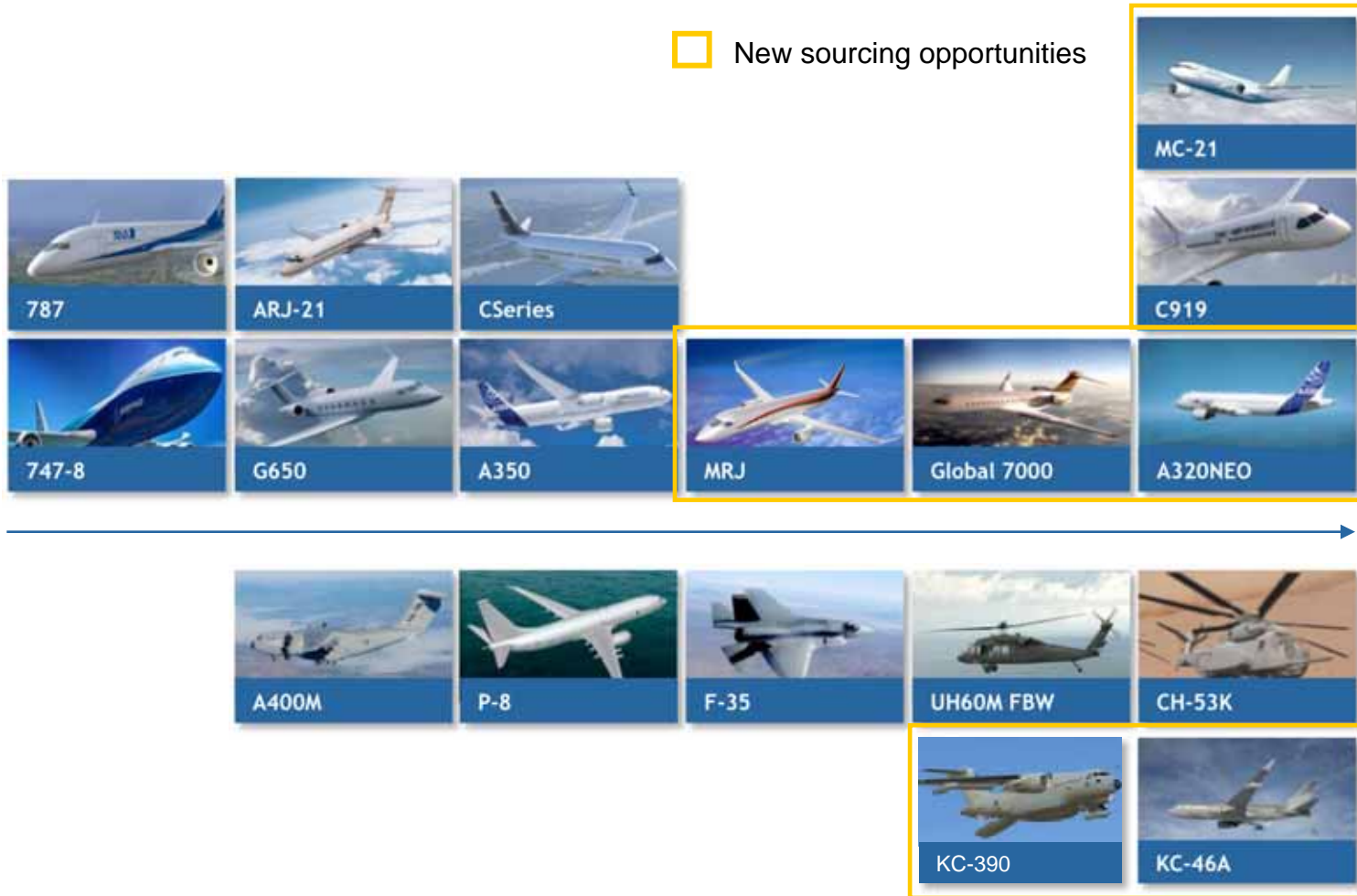
11th Street Facility - Engine Systems

AEROSPACE RAMP-UP



HS GROWTH OUTLOOK

 New sourcing opportunities



2011

→ 2016+

7,500 new P/N's to source through 2013

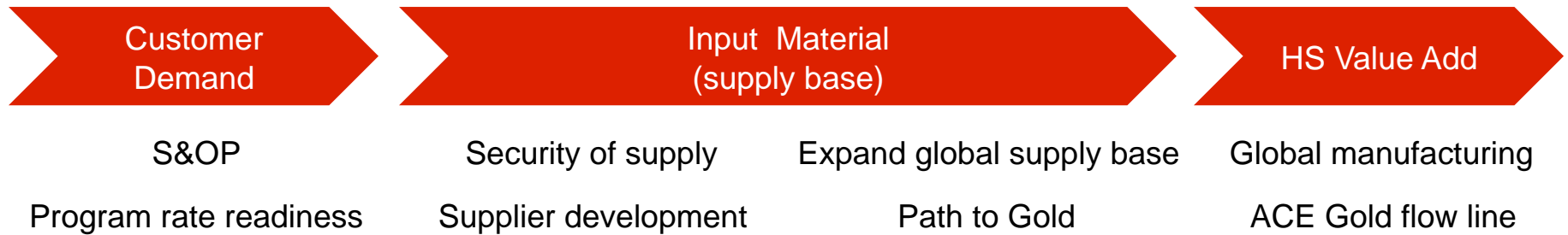
CUSTOMER EXPECTATIONS

	Expectation	Customer Focus
OTD	99%+	Rate Readiness Audits
QUALITY	No Escapes	Sub-Tier Audits
CAPACITY	+30% Surge	Capacity Assessments Commitment Tracking: (Investment & Manpower)
COST	Flat to Regressive	Cost Reduction Sharing New award concessions

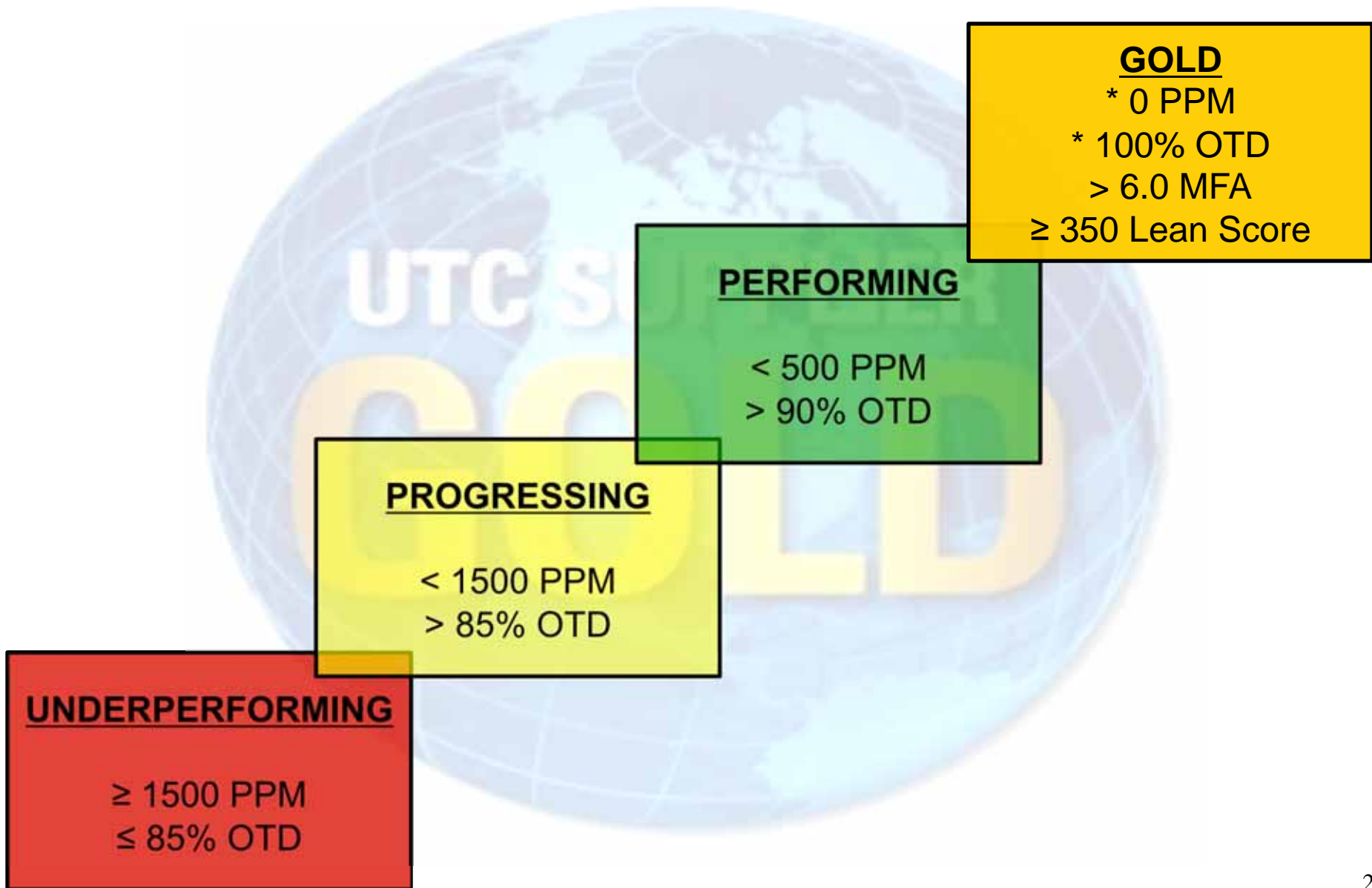


HS SUPPLY CHAIN INITIATIVES

Initiatives for growth, linearity and cost reduction



FOUR LEVELS OF SUPPLIER GOLD



GOLD SUPPLIERS

AEROSPACE ALLOYS INC

AIMCO PRECISION INC

AIRTOMIC

AJR INDUSTRIES

ALLEGHENY PLASTICS INC

ARNOLD MAGNETIC TECHNOLOGIES

ARROW ELECTRONICS INC

C AND D ELECTRONICS INC

CARPENTER TECHNOLOGY GROUP

EATON AEROSPACE ACTUATION

EXOTIC METALS

FIRTH RIXSON AEROSPACE COMPONENTS CO

FIRTH RIXSON FORGINGS LTD

FORGED METALS INC

FORREST MACHINE

GILBOA TOOLING INDUSTRIES LTD

HI TECH MOLD AND TOOL INC

HICAL

LITTLESTAR PLASTICS

MAKERITE MFG CO

MILAN TOOL CORP

NORBERT POLSKA

QUALITY CONTROLLED MFG INC

ROCHESTER ELECTRONICS INC

ROCKFORD BURRALL

TPC, INC

VACUUMSCHMELZE GMBH AND CO KG

VALCOR ENGINEERING CORP

THANK YOU FOR YOUR CONTINUED PURSUIT OF EXCELLENCE

CONTACT US

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Telephone: 815-226-6000



Hamilton Sundstrand – Rockford, Ill.