

# NTS



## William C. McGinnis

President-CEO, NTS

Mr. McGinnis is President and CEO of NTS and is also a member of the Board of Directors. He has been with National Technical Systems for over 28 years and has held many roles in the organization.

Early in his career, he led a diversification strategy that moved the company from an aerospace and defense market focused organization, which dominantly served companies in North America, to a global services organization that now services several additional markets such as the power industry, electronics industry and the telecom industry.





**NTS**

ENGINEERING SUCCESS

## **SEA Keynote Presentation**

*By Bill McGinnis, President & CEO*

NTS

11/17/2011



# Company Profile

## Global Provider of Integrated Engineering Solutions to the Aerospace and Defense Industries

- Founded in 1961
- NASDAQ – NTSC
- Over 8,000 customers
- 1,100 employees
- 24 North American locations
- 3 European and Asian locations
- Corporate Headquarters – Calabasas, CA
- Website: [www.ntscorp.com](http://www.ntscorp.com)



# Aerospace Testing Capabilities

- Statics & Dynamics
- EMI/EMC
- HIRF
- HALT/HASS Testing
- Environmental
- Fluids, Fuels and Cryogenics
- Mechanical
- Ordnance and Munitions
- Satellite Test Technology
- Test Systems Design and Manufacture



# Quality Registration & Certification

- One of the top 5 accredited registrars in the world
- Largest aerospace industry registrar
- More than 20,000 customers in over 50 countries.
- Local audit resources world-wide
- Registration & supplier audit services
- Supply chain expertise, including management



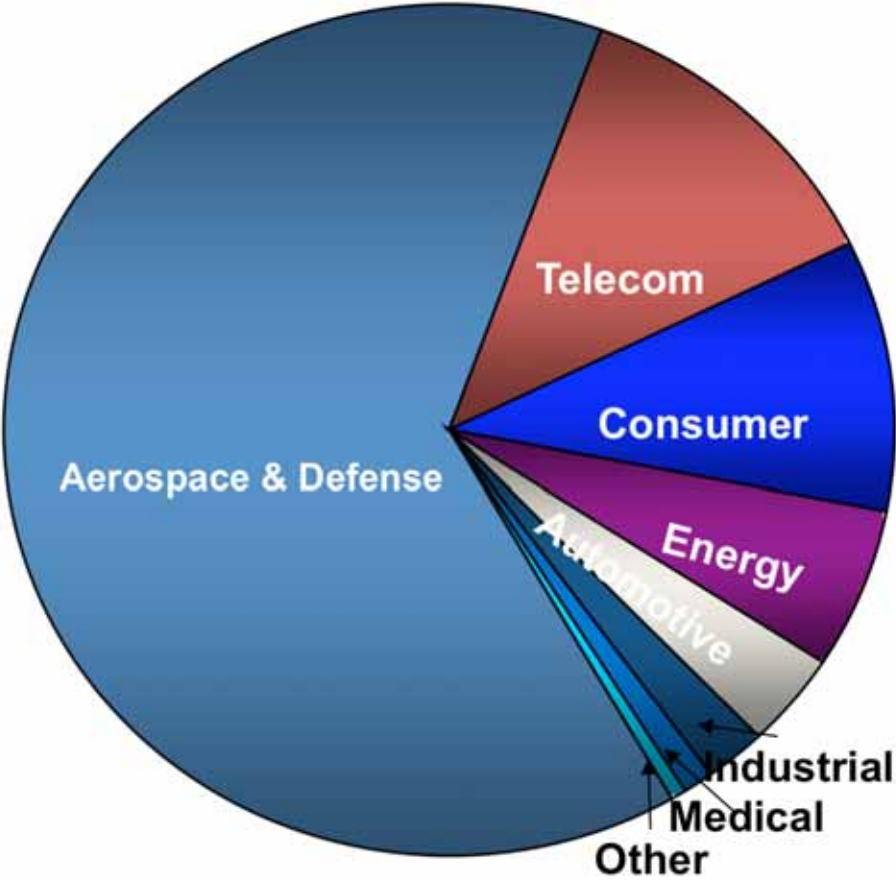
ISO 9001	AS9100	AS9110	AS9120	ISO 14001
OHSAS 18001	ISO 13485	TS 16949	TL9000	ESD S20.20

***Clients include: Boeing, FAA, NASA, Raytheon, EMC, Lockheed Martin, L-3 Communications, Oklahoma City ALC, Warner Robins AFB***



# Principal Markets Served<sup>1</sup>

- Aerospace and Defense
- Telecommunications
- Consumer
- Energy
- Automotive
- Industrial
- Medical
- Other



<sup>1</sup>Results presented are from Continuing Operations for FY 2011



# NTS Conducted More Than 30 Test Programs for 787 Partners and Suppliers

**MOOG**  
**GOODRICH**  
**Honeywell**

**AMETEK**<sup>®</sup>  
Military & Aerospace Products

**THALES**

**ADEL**  
**WIGGINS**  
GROUP

**TRAE AIRCRAFT**

**NTS**

ROLLS  
**RR**  
ROYCE

**GE**

**CRANE**  
AEROSPACE &  
ELECTRONICS



**PFW**

**Parker**

**Ducommun**  
Technologies

**Rockwell**  
**Collins**

**B/E**  
AEROSPACE

**securaplane**<sup>®</sup>  
TECHNOLOGIES INC.



**Hamilton Sundstrand**  
A United Technologies Company

# Growth Strategy

- **Organic** – From existing operations and our investments in People & Capability
- **Innovation** – New & expanded capabilities
- **Acquisition**
  - Lightning Technology Inc. (LTI), Pittsfield, MA
  - Ingenium Testing, Rockford, IL
  - Mechtronic Solutions Inc. (MSI), Albuquerque, NM
  - Unitek Technical Services, Centreville, VA
  - Elliott Labs, Fremont & Sunnyvale, CA
  - B&B Technologies, Albuquerque, NM





# Workforce Development

... delivered by a motivated & prepared workforce

- Career Opportunity Bulletins
- Internal & External Training
- Training Institute Established
- Participation on PIPELine Teams
- Communication Portal
- Employee Branding

**NTS**

George (Internship Bulletin)

Position Title: Program Manager

NTS is the largest US independent test company with tested and verified manufactured products for compliance to national and international standards for industries such as telecommunications, medical, computers, aerospace, nuclear, military etc. We are currently seeking a self-motivated individual for the job of Program Manager for our test site.

Thumbnail ID Number: 42332

Location: West Operations

Department ID: Industrial Methods

Responsibilities include but are not limited to:

- Developing and managing a variety of test programs primarily involving the Commercial Nuclear industry but may also involve Military, Telecommunications, and Aerospace.
- Developing test procedures, test reports, overseeing test technicians and interacting with clients.
- All work must be performed within the framework of our Corporate Quality Assurance Program.

Requirements:

- Working knowledge of multiple test areas and technical disciplines including electrical and mechanical.
- Proficiency with read and operation of electrical equipment and instrumentation and control devices such as meters, gauges, indicators, transmitters, breakers, relays, solenoids, relays and micro control devices.
- Positive "can-do" attitude while showing the initiative and ability to problem solve.
- Excellent written and oral communication skills as well as an ability to manage multiple priorities in a fast paced environment and excellent.
- Display a sense of urgency in completing projects.
- Strong organizational and analytical skills.
- Knowledge and experience with data acquisition systems.
- Diverse program portfolio and be able to forecast and resource requirements on assigned programs.
- Support ongoing business development efforts.

Minimum Education and Experience:

- BS in Electrical Engineering or equivalent with hands on experience.
- 2 to 5 years experience in a test environment.

How: 0001\_00\_0001



# Machine Shop

## Where We Were....



# And Now.....



# Boxboro & Fullerton SEA Certified in November

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## **Leadership & Culture - Stage 1**

- 1.1.1 Strategic Planning – PMM Level 3
- 1.1.2 Leadership Communications – PMM 3
- 1.1.3 Organizational Performance Review –PMM 3
- 1.1.4 Continuous Improvement Management –PMM 3
- 1.1.5 Workforce Development Integration –PMM 3

## **Workforce Development – Stage 1**

- 2.1.1 Job Skills Cross-Training Certification Process – PMM 3

## **Operational Excellence – Stage 1**

- 3.1.1. Kaizen Process – PMM 3
- 3.1.2 6S Visual Workplace Process – PMM 3
- 3.1.3 Quick Changeover / SMED – PMM 3
- 3.1.5 Production Planning – PMM 3



# Overall Results

<b>Roadmap Section</b>	<b>Stage <u>One</u> Score</b>	<b>Outcome</b> PASS or AREAS FOR IMPROVEMENT (AFI)
<b>1 Leadership &amp; Culture</b>	5 of 5 processes at PMM Level 3	PASS
<b>2 Workforce Development</b>	1 of 1 processes at PMM Level 3	PASS
<b>3 Operational Excellence</b>	4 of 4 processes at PMM Level 3	PASS
<b>4 Business Results</b>	4 of 4 Metrics Meet or Exceed Baseline Most or All Periods	PASS



# Business Results

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## Boxboro Facility

- Increased on-time delivery 54%
- Increased machine shop on-time delivery for this quarter to 100% with a first pass yield of 100%
- Increased lab data accuracy in the EMI department 73%

## Fullerton Facility

- Increased client advocacy recommendations 25%
- Increased revenues 19%
- Reduced cost of goods sold 2%

