

THE SUPPLIERS' VOICE



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Information Is the 'Glue' That Binds Aerospace Industry Supply Chain

By Bill Lewandowski, AIA Vice President, Supplier Management



Lewandowski

Supply chain integration has been the primary focus of the Supplier Management Council (SMC) this year under the leadership of SMC Chairman Vince Hrenak, vice president, Supply Chain for Raytheon Company.

Previously, in the January/February 2004 and May 2004 issues of *The Suppliers' Voice*, Hrenak discussed the concept of supply chain integration, its objectives, and SMC strategies for strengthening its value.

At the first SMC meeting in March, suppliers and customers participated in a workshop on guiding AIA associate members on industry expectations and an approach for implementation. Suppliers were directed to look internally at their processes, procedures, and operations with the goal of making them as efficient and lean as possible. Integration with customers, suppliers, and teammates would be the next logical step.

Key to these internal and external requirements is accurate, instantaneous information, data, and communications from one end of the supply chain to the other. This is the glue that will hold the aerospace supply chain together in being globally competitive in the future. The hi-tech software services companies that are now becoming members of AIA and the SMC are the glue makers.

The question that needs to be answered is how the value-add

**Blue continued
on back**

Plymouth Wins Preferred Supplier Award



Representatives of AIA associate member Plymouth Extruded Shapes (PES) accept a certification award naming the company a Boeing Preferred Supplier. Pictured from left are Hopkinsville, Ky., Mayor Rich Liebe, Don Henderson, Mike Baker, County Executive Steve Tribble, Gary Ezell, aerospace product manager for PES, Bob Vanwey, Dan Rey, Donna Haner, Tony Sabala of Boeing Wichita Commercial Division, and Karl Weiss, general manager of PES.

PTC Wins Army Knowledge Award for Software

The U.S. Army has recognized AIA associate member PTC with an Army Knowledge Award.

The award is part of an Army program that acknowledges outstanding enterprise knowledge management solutions that have improved situational awareness and decision making.

PTC's Windchill software was honored as a significant part of the Army's Advanced Collaborative Environment (ACE) for its Future Combat System (FCS) program.

Windchill is used in the ACE initiative to enable the collaborative design, development, testing, production, and support of weapons systems. PTC was selected by Boeing, the lead systems integrator for the FCS program.

"This award is tremendously encouraging for the team that created and maintains ACE," said Rich Crispo, director of the Boeing ACE integrated product team. "Two years ago, we started with five people and a set of customer requirements, and today we're 130-strong and growing.

"It's very gratifying to know the Army appreciates what we and our partner, PTC, have accomplished," he added.

PTC develops, markets, and supports software solutions and serves more than 35,000 customers worldwide.

PTC is included in the S&P 500 and Russell 2000 indices.

**For more information,
go to www.ptc.com**

Marotta Controls Introduces Lightweight Composite Valves for Naval Vessels

AIA associate member Marotta Controls has introduced a new range of lightweight composite in-line valves for use on naval vessels.

Made from a proprietary composite material, the valves eliminate degenerating effects of the harsh seawater environment and weigh just one-third of their metal counterparts.



The composite valves can operate in a variety of naval systems, from fire-fighting and damage control to chilled water and vessel fuel supply lines.

The composite valves can withstand shock, vibration, and heavy use as well as their metallic counterparts.

Significantly, the composite material

has superior corrosion-resistant characteristics and is fire retardant. The new material virtually extends the service life of the valve for nearly as long as the ship itself.

Marotta Controls, Inc., a worldwide leader in motion and control solutions, has over 200 patents and more than 60 years of experience in providing customers with a wide range of fluid control systems for marine, space, aerospace, and pneumatic weapons markets.

For more information, visit www.marotta.com

Glue continued from front

suppliers who directly contribute to the final aerospace product can become acquainted with the capability and technology provided by these “glue” companies so they can choose what is best for themselves. AIA needs to ensure that discussions remain at the capability and technology level and don't lean toward specific products or solutions that could appear as promoting one AIA member over another.

At the fall SMC meeting a workshop with services companies was held to discuss this need and develop an understanding of the restrictions for transferring knowledge about capability and technology to suppliers.

A services working group to continue the effort will begin in earnest in January 2005.

SMC Welcomes Newest Members

Alcoa Fastening Systems	Parlex Corporation
Brogdon Tool & Die, Inc.	QuEST (Quality Engineering & Software Technologies) Pvt. Ltd.
GEFEG US	
H & H Technologies	Space-Lok, Inc.
Jazz Semiconductor	Spincraft
L. Gordon Packaging	Universal Aerospace Co., Inc.
Microsemi Corporation	
NMC Group, Inc.	
NYF Corp.	

2005

Upcoming Associate Member/SMC Events

Southeastern Regional Meeting Ft. Lauderdale, Fla.— February 14-15, 2005. Sponsored by Embraer Aircraft

Spring 2005 SMC Meeting Los Angeles, Calif. area — April 2005

Paris Air Show Le Bourget, France — June 13-19, 2005

Summer 2005 SMC Meeting Washington, D.C. — July 12-14, 2005

Western Regional Meeting Denver, Colo. — August 3-4, 2005. Sponsored by Celestica

Northcentral Regional Meeting Cincinnati, Ohio — October 12-13, 2005. Sponsored by GE Aircraft Engines

Fall 2005 SMC Meeting Location TBD — November 2005

Be Seen Among the Best Aerospace Companies

The Suppliers' Voice is a great opportunity (and exclusive benefit) for our Associate Members to reach more than 7,000 important individuals involved in the aerospace industry and promote your company.

Copy deadline for the February 2005 edition of *The Suppliers' Voice* is January 5, 2005. Space is limited so we ask that if you've been profiled recently, please allow other SMC members the opportunity.

We accept company news, such as new products and awards, and other business-related articles and press releases. High-resolution (300 dpi) photographs are a plus.

E-mail your submissions to:

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THE SUPPLIERS' VOICE

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Association Membership: The Top 100-plus

AIA membership shot past an historic milestone of 100 members in November when the association's Executive Committee approved the addition of 11 new members to the roster of top aerospace companies, bolstering the country's strongest advocacy group of its kind.

John Douglass, AIA president and chief executive officer, said the additions improve the association and will help boost the aerospace industry. "These new companies represent a strengthening of AIA's abilities to ensure aerospace remains healthy and robust in the future," Douglass said. "We welcome them and look forward to their participation in our advocacy and outreach programs."

The companies represent a wide range of roles within the aerospace industry from rocket launch vehicles to computer systems. Four of the new members upgraded from associate membership on AIA's Supplier Management Council.

AIA represents the nation's major manufacturers of commercial, military, and business aircraft, helicopters, aircraft engines, missiles, spacecraft, materiel, and related components and equipment.

As this edition of AIA Update went to press, membership totaled 102 regular members and 178 associate members, a category of leading industry supplier companies.

The 11 new members are highlighted in this insert.

Eaton Aerospace

Eaton Aerospace represents a diverse family of aerospace products and systems, including fluid power, fluid conveyance, electric distribution and controls, actuation systems, and engineered sensors.

Headquartered in Irvine, Calif., Eaton Aerospace maintains business unit manufacturing plants and service centers in various regions of the United States and around the world.

Combining the core technologies of each of our product family groups, Eaton Aerospace can technologically address virtually any fluid power, motion control, electro-mechanical actuation, power and load management, cockpit control and display, and fluid system diagnostic product and service requirement.

www.aerospace.eaton.com

Eclipse Aviation

Eclipse Aviation is in the business of designing, certifying, and producing modern, affordable jet aircraft to revolutionize the transportation market.

The company is applying innovative propulsion, manufacturing, and electronics systems to produce aircraft that cost less than a third of today's small jet aircraft with the lowest cost of ownership ever achieved in a jet aircraft.



The Eclipse 500

Armor Holdings Aerospace and Defense, Inc.

Armor Holdings, Inc., is a diversified manufacturer of branded products for military, law enforcement, and personnel safety markets.

The company's Aerospace & Defense Group is a top supplier of human safety and survival systems to all branches of the U.S. military and major aerospace and defense prime contractors.

Through its Simula division, the company centers on core markets of aerospace safety, vehicle armor, and personnel safety.

Primary customers for Aerospace & Defense Group products are the U.S. Army and Marine Corps, The Boeing Company, and Sikorsky Aircraft.

Incorporated in 1996 and headquartered in Jacksonville, Fla., Armor Holdings has been included in *FORBES* magazine's list of "200 Best Small Companies."

www.armorholdings.com

Its signature model is named the Eclipse 500.

Its goal, the company says, is to bring the word "personal" into aviation, making it possible for commercial air passengers to move directly between cities on a quick, affordable, and convenient basis. It will also allow pilot-owners to enter the world of jet-powered aviation.

Eclipse Aviation is located at Sunport International Airport in Albuquerque, N.M.

www.eclipseaviation.com



AEROSPACE INDUSTRIES ASSOCIATION

FlightSafety International

FlightSafety International boasts the world's largest fleet of flight simulators used in training more than 65,000 pilots and maintenance personnel each year for airlines and airplane manufacturers.

Overall, the firm has about 220 simulators at 42 training centers in the United States and abroad.

Headquartered in Flushing, N.Y., FlightSafety has a staff of 1,200 professional instructors and provides training for corporate, commercial, private, and military pilots.

Founded in 1951, the company is dedicated to the principle that aviation safety is best achieved with thorough training.

www.flightsafety.com

IBM Corporation

IBM is the world's top provider of computer hardware systems, software, and technology for the aerospace and defense industries.

Some industry-specific areas of focus for the company include program and performance management, integrated production and supply, product lifecycle management, and radio frequency identification.

IBM, headquartered in Armonk, N.Y., points to network centric operations as a key to military transformation in the 21st century and new competitive advantages from supply chain management as two of its information technology fields of expertise for aerospace and defense today.

www.IBM.com

LMI Aerospace

LMI Aerospace is a leading supplier of quality components to the aerospace and technology industries.

Founded in 1948, the company today has 13 facilities and more than 800 employees who fabricate, machine, finish, and integrate formed, close tolerance, aluminum and specialty alloy components and sheet metal products for use by aerospace, technology, and commercial industries.

For aerospace, LMI provides airplane structures, including door frames, cockpit window frame assemblies, wing leading edge skins, flap slats, fuselage skins, and interior components.

The firm is headquartered in St. Charles, Mo.

www.lmiaerospace.com

Pinkerton Government Services

Pinkerton Government Services is best known as a specialized security services company for the aerospace industry.

For 32 years Pinkerton has provided innovative, cost-effective solutions to ensure the safety and security of the assets of U.S. government contractor organizations worldwide.

The company, headquartered in Springfield, Va., says its goal is to "enhance the success of our clients and their operations by providing demonstrably superior security, consulting, and investigation services and products with the highest degree of integrity and responsiveness."

www.pgs-usa.com

Smiths Aerospace, Customer Services

The Customer Services division of Smiths Aerospace provides support for airframe constructors, airline operators, and military forces and is one of the world's leading organizations of its kind.

Activities are directed from headquarters at Cheltenham in the United Kingdom with U.S. service centers located at Clearwater, Fla., Wichita, Kan., Grand Rapids, Mich., and Seattle, Wash.

Customer Services maintains a leading position in avionics systems support and is capable of meeting the needs of the international aerospace industry.

Offerings include actuation products that move landing gear, thrust reversers and flight controls, precision components, including rigid and flexible hose assemblies, and aircraft structures and electronic systems.

www.smiths-aerospace.com

Space Exploration Technologies

Space Exploration Technologies (SpaceX) is developing a family of launch vehicles intended to reduce the cost and increase the reliability of access to space ultimately by a factor of 10.

The company, which began operations in June 2002, is located in El Segundo, Calif.

The first two SpaceX launch vehicle models, named Falcon I and Falcon V, are mostly reusable rockets capable of placing

approximately 650 kg or 4,200 kg, respectively, into low-Earth orbit. Falcon V is also capable of taking spacecraft to geosynchronous transfer orbit and escape velocity and, the company says, it is the only American rocket with true engine out reliability.

First launch of Falcon I, carrying a U.S. Defense Department communications satellite, is scheduled for early 2005 from the SpaceX complex at Vandenberg Air Force Base. The maiden flight of Falcon V is scheduled for late 2005, carrying a commercial satellite.

www.spacex.com

The Titan Corporation

The Titan Corporation is a leading provider of comprehensive information and communications products, solutions, and services for national security.

Serving the Defense Department, intelligence agencies, and other government customers, Titan was founded in 1981 and is headquartered in San Diego, Calif.

Titan's business focuses on homeland security and the War on Terrorism; command, control, communications, computer, intelligence, surveillance, and reconnaissance; transformational programs; and enterprise information technology.

Approximately 12,000 Titan Corporation employees work in more than 300 locations in 12 countries. In the United States, the firm has employees in 41 states and 243 cities.

www.titan.com

Turbine Engine Components Technologies Corporation

Turbine Engine Components Technologies (TECT) Corporation is a privately-held, custom manufacturing services supplier of semi-finished and finished engine-ready components, including solid and hollow fan blades, compressor blades and vanes, impellers, diffusers, turbine airfoils, rotor shafts and hubs, disks, oversized and precision forgings, and other hardware.

Headquartered in Thomasville, Ga., TECT serves aerospace, power generation, rail, off-highway, automotive and other industries from its operations in Cleveland, Ohio; Newington, Conn.; Santa Fe Springs, Calif.; Thomasville, Ga.; and Utica, N.Y.

www.tectcorp.com