

# EXHIBITION NEWS

So far this year we have exhibited at Aero India in Bangalore and at the Australian Airshow in Melbourne, which truly reflects the Global nature of our activities.

However, our biggest event this year will be at the world's No.1 Aerospace exhibition in Paris which takes place from 15-21 June. With over 2,000 exhibitors, including all of the world's leading companies, the event is expected to be a beacon of confidence in these less certain times.



Our stand is number A24 in Hall 3 and we look forward to welcoming all of our customers for refreshments and a chat at the show.



48<sup>th</sup> INTERNATIONAL | LE BOURGET  
PARIS AIR SHOW | JUNE 15-21, 2009

**TEAMTALK** Newsletter 2009

**ThyssenKrupp Aerospace**

the world's  
aerospace materials  
team

For further information on any of these articles, please tick the relevant sections on the fax back enquiry form, or contact your nearest location. Details can be found on our website:

[www.thyssenkruppaerospace.com](http://www.thyssenkruppaerospace.com)



## A move to greater efficiency

*"Working on 3 sites in Milton Keynes became essential for Aviation Metals to meet a growing demand for its products, but this was always only a stepping stone towards a more permanent solution",* said John Ferguson the company's Site Director.

*"Indeed although it enabled the company to increase capacity, it also meant that materials and paperwork had to be moved between sites and then consolidated in another place for packing and delivery. This was obviously inefficient"*

The change of ownership to ThyssenKrupp provided the investment necessary to address this issue and the company recently completed a move to a single site, which is also in Milton Keynes and just 4 miles from its old facilities.

All materials, people and systems are now co-located and as a result, the process of managing customer demand through storage, cutting and delivery takes place in one continuous flow. Double handling has been removed and internal communication much improved, which is already resulting in better service and reduced cost.

Customers are being encouraged to visit the new operation to see the results for themselves and discuss future plans.

Why not give John Ferguson a call today and arrange a visit?  
His number is +44 (0)1908 556500.



# TEAMTALK

your aerospace newsletter

www.thyssenkrupp-aerospace.com 2009 issue 1

Welcome to the very first edition of the TeamTalk newsletter from ThyssenKrupp Aerospace. Much has happened since our name change a year ago. This newsletter has been written to update you on the progress we are making and to introduce you to some new service ideas which we hope you will find useful.

## Meeting the need for lower costs

All aircraft manufacturers and their supply chains are under constant pressure to reduce costs to increase competitiveness. Buying in bulk and then free issuing materials to the supply chain has been one reaction to this need, but an area that has been often overlooked is how much material is wasted during the manufacturing process.

In recent years, we have worked with many companies in seeking the optimum solution to this problem and achieved some significant results.

- Aluminium sheet usage was reduced by 20% at one manufacturer
- Plate consumption was reduced by 30% at another
- Tube consumption was lowered by 22% for a third company

In all cases, other benefits were also obtained in terms of material flow, space utilisation, planning and security of supply. At the same time, the companies were all able to significantly reduce inventories.

The customers concerned report a very high level of satisfaction with the cost effectiveness of the improved process and also the improvement in service levels which they now obtain.



An example of how we can minimise material waste by nesting items that use the same material.



In addition, both parties have also developed processes for continuous improvement and embodied the arrangements in long-term contracts.

The result is that both the customer and ThyssenKrupp Aerospace jointly share an approach dedicated to process improvement, which continues to deliver performance improvement on an ongoing basis.

To explain these ideas in some detail, we have just published a series of 'How to' guides. Please tick the relevant part of the fax back enquiry form or make contact with any member of our team for further details.



### talk about...

PAGE 1

Meeting the needs for lower costs

PAGE 2

3PL – a new dimension in service



Focus on North America

PAGE 3

Focus of Titanium products

Water jet cutting in Montreal



PAGE 4

Milton Keynes move

Exhibition news

## ThyssenKrupp Aerospace

the world's aerospace materials team



ThyssenKrupp



# 3PL A new dimension in service

Over the last 5 years, Rolls-Royce and ThyssenKrupp Aerospace have developed and implemented a unique 3rd Party Logistics (3PL) programme, under which ThyssenKrupp Aerospace manages the receipt and storage of finished parts from over 200 of Rolls-Royce's approved suppliers.

## FOCUS ON NORTH AMERICA

North America is the largest market in the world for new aircraft and of course home to many of the world's largest airlines and aircraft manufacturers.

Boeing, Bombardier, Vought, Cessna, Lockheed, Goodrich, GE and Pratt & Whitney amongst many others are located there. In addition, there are well over 1,000 companies who supply them with components and materials.

With locations in Seattle Washington, Santa Fe Springs California, San Antonio Texas, Indianapolis Indiana, Wichita Kansas, Wallingford Connecticut, Montreal Canada and San Antonio Texas, ThyssenKrupp Aerospace is able to manage major contracts and offer a local service to all parts of the region.

This was underlined last year when TMX Aerospace won a 10 year extension to its contract with Boeing, under which it supplies all of Boeing's subcontractors on a worldwide basis, and when ThyssenKrupp Aerospace Montreal won a major new contract to supply Bombardier with aluminium plate profiles for its range of business and regional jets.

The company has industry leading systems and processes that enable it to provide all forms of materials in a part processed form to reduce customers costs, but according to Juergen Funke, President of the North American operations of ThyssenKrupp Aerospace, its the team of over 500 people that make the difference;

*"To provide a complete service we need to tailor what we do to the individual needs of each of our customers and this is only possible if our team takes time to fully understand their requirements".*

This approach is the key to the company's further development and one that customers are likely to enjoy!



The incoming items pass through a Rolls-Royce-approved receiving inspection process before being stored. On demand, they are picked and packed into production kits before being delivered on a JIT basis from a nearby warehouse to Rolls-Royce's engine facility in Indianapolis, IN, USA.

Through a secure computer link, Rolls-Royce and their suppliers have real time online access to supplier-owned inventory levels, forecasts, historic usage and supplier performance statistics.



As a result of the arrangement, Rolls-Royce has simplified their supply chain, ensured supply and seen a significant improvement in right first time delivery performance.

Such has been the success of the venture that the two companies have just extended the agreement and agreed to develop the service to an even higher level of performance.

The lessons learned and the processes developed are applicable in other situations and now form the basis of a 3PL service package that ThyssenKrupp Aerospace are able to offer to other Key customers.

For further details please tick the relevant item on the enclosed fax back enquiry form, or simply contact your normal representative who will arrange for a specialist to contact you.

## Our man in India

**ThyssenKrupp Aerospace India officially opened its doors on September 7th 2008 at Cunningham Road, Bangalore.**

*supplied by a company with ThyssenKrupp Aerospace's global reach, experience and investment capability"*

Leading the development of the business and overseeing the long term investment in the sub-continent is Gopi Hanumanthappa.

Gopi has recruited a team of people with complimentary skills, who are already delivering a valuable service to its customers and working with other members of the ThyssenKrupp Aerospace Group to support European and American companies that are investing in India.

Gopi joined ThyssenKrupp Aerospace in 2007 from Tyco where he was Director of Operations.

A materials professional Gopi has over 17 years experience in the manufacture and distribution of raw materials and joined TKA because as he put it *"the aerospace market in India is growing very rapidly and needs a level of service which can only be*



His next job is to plan the investment in inventory and processing capability, which will enable the company to deliver a just in time service on a local basis. Watch this space for more news.

# FOCUS ON TITANIUM PRODUCTS



Titanium is finding new applications in the latest programmes, as its properties of strength (particularly at high temperatures), low weight (relative to steel) and resistance to chemical attack make it the metal of choice for designers.

Our product range reflects this change. Today ThyssenKrupp Aerospace has one of the world's largest stocks of titanium sheet, plate, bar and tube products and is supplied by all of the world's leading producers.

Stocked specifications include company standards such as Airbus, Boeing, Rolls Royce, Snecma etc and National Standards: USA, (mill std and AMS), EN, French, Germany and UK etc.

All materials can be processed. Sheet is profile cut, plate is pre-machined and tooling holes are drilled, bar is cut to length and chamfered and tube is cut to length, deburred and washed ready for use.

And of course these items can be supplied with aluminium and steel products as part of a total service offering.

If you would like to know more about our titanium service please tick the relevant box on the fax back enquiry form, or make contact with any member of our team for further details.



To see our full titanium stock range, request a copy of our titanium data sheet by ticking the relevant box on the fax back enquiry form.

## Water jet cutting in Montreal

**In order to expand the range of services it offers to Bombardier and its subcontractors, ThyssenKrupp Aerospace has recently installed a state-of-the-art water jet cutting facility at its 75,000 ft<sup>2</sup> site in Montreal.**

The investment enables the company to produce aluminium plate profiles, which are used by Bombardier for the manufacture of both regional and business jets.

Shane Swift, General Manager of ThyssenKrupp Aerospace Montreal, said *"This investment demonstrates our commitment to work with customers in developing new and improved methods of supply. We will now deliver very large profiled parts on a just in*

*time basis direct to the point of use on our customer's shop floor and therefore reduce cost and eliminate their need to hold inventory"*.

This service is now available to other customers.

Our Auburn Washington location is also water jet cutting materials for aerospace customers. Two water jet machines have been cutting quadrilateral shapes out of titanium for the last two years. Capacity is now available to cut more complex shapes from customer owned material as well as ThyssenKrupp Aerospace furnished metal.

For further details please tick the relevant part of the fax back enquiry form or make contact with any member of our team.

