

A WORD FROM THE PRESIDENT

2011 will be a capital year for SPACE.

2011 will be the year of push projects, consolidation and expansion. SPACE will continue to support 35 projects and we plan to support our members in North Africa, especially Morocco.

2011 will also be the year of activity recovery. Our industry will emerge out of the crisis and we know that this could be a stressful time for our suppliers. We can already predict that this year will be subject to a warm trading climate.

2011 will also be the year of launching the pull projects. SPACE has been selected to conduct the Aerolean'k project involving 48 suppliers. It is the most important collective project of this kind ever conducted. SPACE also receives the support and funding of the Ministry of Industry to initiate the same type of collective actions at a national level. Finally we have initiated active contact with the BDLI and the German regions (Länder) to develop these collective actions. By the end of the year these collective actions could involve up to 100 suppliers.

2011 will be the year of our services reinforcement. We relaunch our benchmark and finalize the referral service and multiply our training services thanks to collective funding,

But 2011 will unfortunately leave us with a painfully memory. We have learned that our expert Andrea Maggio encountered a great loss with the death of his lovely wife. We wish to express to Andrea all our sympathy and to his young daughter.

Maurice PERRAULT

EXECUTIVE COMMITTEE'S LIFE - NEW MEMBERS

After 2 years of strong support to SPACE, **Patrick MANGIN** leaves the Executive Committee for a new assignment in Dassault Aviation, as Production Director of the Biarritz facility. As Supply Chain Director and Dassault Aviation representative in the Executive Committee, he has been replaced by **Philippe PAYRARD**, formerly Procurement VP of Dassault Aviation Merignac facility. Thanks Patrick for your active collaboration and we welcome Philippe to the committee.

In order to support our administration, **Vimla Delpont-Eliot** will join us starting on March 1st, as an assistant in a part time and a one-year temporary position.

EXECUTIVE COMMITTEE'S LIFE - new members

PULL PROJECTS - Launching Aerolean'k

SATISFACTION SURVEY - Surface treatments update

PUSH PROJECTS - new results

LEAN DAY - an experience sharing event

SPACE AWARDS 2010 - time to submit

BENCHMARK 2010 - a coming issue

NEW MEMBERS - Bronzavia - ELVIA PCB - Le Joint Français Stillman - SIVAL - SOTIP - TECHCI

TRAINING - a heavy next trimester

PULL PROCESS – LAUNCHING AEROLEAN'K

SPACE has been selected to conduct the major program which is Aerolean'K. This program is supported by Aerospace Vallée and is jointly funded by the Ministry of Industry (DIRECCTE Midi-Pyrénées and Aquitaine), the Regions (Midi-Pyrénées and Aquitaine) and Europe (FEDER). SPACE was selected because of our capacity to conduct these kinds of projects with our knowledge and support of the aerospace industry, our experience in conducting supply chain improvement projects and our proven capacity to control confidentiality.

This project was initiated by SPACE and very quickly supported by the regional Institutions. This collaboration permitted us to develop a program which can involve up to 48 regional suppliers which is the largest collective program ever realized.

The project is structured into 9 clusters, including one cluster leader (a regional major actor) and 4 to 7 of its major regional suppliers). The 9 cluster leaders are : Aerolia, Daher Socata, Freyssinet Aero Equipment, Latecoère, Lauak Group, Mecahers, Sogerma, Technofan, Turbomeca.

This program will develop collective action training sessions (10 to 15 one or two-day sessions will be organized), forums for experience and best practices sharing.

The program will also develop individual projects. Each one of the participant companies will benefit by the support of a consultant with a credit of 20 days of consultancy. Each project is initiated by a diagnostic in order to define the action plan. One major characteristic of this project is that the action plans will address actions to be conducted at the supplier level, but will also identify actions to correct discrepancies whose root cause is at the customer level (cluster leader).



SATISFACTION SURVEY – SURFACE TREATMENTS UPDATE

During the last semester of 2010, Marie Sonrel, a trainee at Airbus completed an excellent job for us by organizing a satisfaction survey for our associate members which shows some very interesting results.

The scope was split into 3 topics : the actions of the project, the experts' contribution and SPACE's services. For each question we measured in the same format : the importance of the matter for the member, the level of expectations from SPACE, and the results actually obtained.

Project results

For the majority of questions the survey addressed mainly qualitative concerns (diagnostic, maturity, tools, ..) the **results > expectations**

- But for quantitative concerns (Lead time, OTD), the **Results < expectations** :

This means that globally they were **satisfied with the action, except for quantitative** (lead time, OTD). We will have to *focus on quantitative results* in the near future.

Experts contribution

- Here we measure an average of 91% of satisfaction (behavior, skills, involvement, capacity to adapt to the company, and **100% concerning respect of confidentiality and integrity**

- But they expected more support (in terms of number of days and frequency)

These are really satisfactory results. Confidentiality and integrity have been a major legal concern since the creation of SPACE. It was also an important challenge for us to gain confidence from the suppliers and it is a major part of our development success.

SPACE services

- For many services : the **results > expectations** : newsletter, training, experience sharing, confidentiality

- In one case (benchmark) : the **results < expectations**

We will continue to develop these services for our members and we will in 2011, relaunch a benchmark through the European suppliers - See below.

PUSH PROJECTS - RESULTS

We continue to measure the progress of our projects. By the end of 2010 we started to measure the progress of the projects we support after one year and after two years. We have a few projects that have currently lasted for 2 years.

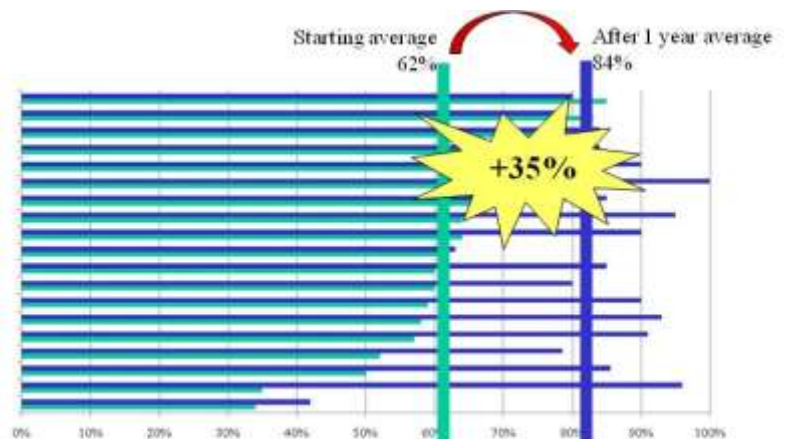
The 20 projects for which we have one year of data show significant progress :
The chart on the right shows the progress of OTD. We can see that with an average of starting OTD of 62%, we progress up to 84% after one year.

We recognize that these results are not sufficient regarding the expectations of the customers (95% min). Nevertheless they are encouraging. In order to climb above 90%, suppliers need to work hard on process control, lead time stabilization and planning optimization.

The same graph measuring the return rate shows a reduction of 41% to 18000 ppm. Most of the suppliers arrive at an average of 10000 ppm.

These results are obtained with the introduction and systematic usage of resolution problem solving methods. To be able to go one step further, it will be necessary to introduce statistical process control techniques such as SPC and 6 sigma,

These are technics that SPACE is able to develop with our associate members.



LEAN DAY - AN EXPERIENCE SHARING EVENT

On February 3rd, a special lean event took place in Toulouse. This was organized by MGCM and SPACE. During a full day we had several presentations and most of them in parallel. More than 150 people participated in that event, more than 50 of them followed our special **Job Shop Lean** presentations by **Xavier Perrin** (XP Consulting) and **Arnaud Bredin** (Toptech France).

These presentations are available for downloading [from](#) our website.

SPACE AWARDS 2010 - TIME TO SUBMIT

At the beginning of this year, it is time to launch the SPACE awards for this year. As in 2009 the award ceremony will take place during the Paris-Le Bourget Airshow in June 2011, hosted by the GIFAS (GIFAS main stand)

These awards represent proof of your efforts, performance, quality and efficiency. They will not only show your reliability but also bring you the recognition and reputation **within the** Aerospace community.

In order to compete, simply provide us **with** the award submission package report in English **by the latest on Friday 29th of April 2011**. Contact us or go to our website for the detailed procedure. Your package will be sent to the referees and the result will be announced before the end of May 2011.

BENCHMARK 2010 - A COMING ISSUE

Last year we did not issue our traditional benchmark. Despite their interesting results, the previous editions did not give us entire satisfaction due to a low answer rate and a quite heavy cost.

In order to have a cheaper and more efficient process, we decided to work with an industrial engineer school (ICAM Toulouse). We decided also to reduce the number of KPI's measured to the two most important in the customers point of view : OTD and return rate. The students will allow us to spend more time on phone reminders. We will also make this benchmark available to GIFAS members,

NEW MEMBERS

Associate members:

We are pleased to welcome our new associate members:

Since 1949, **Indraero** has specialized in the design & manufacture of equipments, sub-contracting including the production of manufactured primary components, structural bonding, and the supply of welded and riveted sub-assemblies. Located in Chateauroux (geographic center of France) they employ around 600 people.



The core business of **Roxel** is to design and manufacture rocket motors for tactical missiles. Besides propulsion systems they have developed aeronautical activities, such as engine connecting rods, metallic structures, thermal insulation, mineral fiber composite material ... the aeronautical activities are mainly located in La Ferté Saint-Aubin, south of Paris.



The Valindus group – **Setam Carabin** Rectimax and Simop – design and manufacture complex power and motion transmission systems for high technology industries. Today the group works mainly for civil and military aeronautics. Setam Carabin is located in the Charles de Gaulle airport area.

With 100 employees, **SAFIAL PROFOR** is specialises in manufacturing metallic structure parts and subassemblies. They are located in the South West of France, close to Tarbes airport.



The three companies that compose

[» more information on our website](#)

TRAINING – A HEAVY NEXT TRIMESTER

The training agenda covers all the traditional SPACE competencies.

In-house initialization sessions : several sessions are planned before the holidays, mainly in planning (MRPII), lean, and tools like SMED or VSM.

Collective sessions : within the framework of Aerolean'k, we will provide several two-day sessions, starting in March. These sessions are open (and **free of charge**) for the companies participant in **Aerolean'k**.

Our best successes are for **certification sessions**, like MRPII and Lean.

For MRPII (BASICS certification), we launch three sessions this trimester. This certification is our top value (with a 700€ cost for Associate Members, it is a very valuable training opportunity to increase skills in **Planning and Supply Chain Management**).

After the success of our lean experience sharing day, we propose a **lean green belt certification** session in July. This session is dedicated to lean manufacturing: theory, tools and practice. The most convenient location will be selected according to the participant's origins. This certification will be 1950€ for our Associate members including 4 days of training, documents and an exam session.

For our experts, we have scheduled a training session on 16th and 17th of March. This session is mandatory for experts before to participate in SPACE projects. We plan also to propose a session of "train the trainer", which is planned in May.

All our training sessions are in English language except if all participants speak the same other language. We remind you that SPACE is registered as a training organisation and is therefore entitled to establish a training convention.

Please visit our website for the detailed programs, calendar and registration conditions :
(www.space-aero.org/page/training/).

[» more information on our website](#)

SPACE

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