



A WORD FROM THE PRESIDENT

The last trimester of this year will be a major turn in SPACE's life. After good efforts and results obtained on our projects, the coming trimester will see a jump in SPACE's activity.

Besides our on-going activity with push projects, where we have started many new projects in the last weeks (see "new members" section), we launched a collective program in close relation with Toulouse regional organisations, funded by the Region and the French State Administration (see "AeroLink" section). This action will involve more than 30 regional suppliers for which SPACE will be the major technical actor.

We are very active concerning the tools we will propose to our members: Long Term Capacity Requirement System and Milk-run Delivery Organisation for Surface Treatments, and the Supplier Performance Management tool kit. Several pilots will start in September (see "collective projects" and "SPM" sections)

This trimester will also be very active in terms of training with many sessions scheduled.

We are very happy also to announce the recent membership of the BDLI who will support our development in Germany.

SPACE is now recognized by the highest State organisations, as a major operator for improvement within the Aerospace industry

Maurice PERRAULT

EXECUTIVE COMMITTEE'S LIFE - NEW MEMBERS

During our General Assembly, in Bordeaux the 22nd of April, the new Executive Committee has been nominated. We have registered four new members :

- **Stanislas Frein**, senior VP Procurement, representative of DAHER-SOCATA
- **Bernard Lennon**, Supply Chain Director, representative of Goodrich Actuation Systems.
- **Nico Lüdtke**, Head of Supplier development & Supply Chain Quality, as SPACE Vice-President, and representative of Liebherr Aerospace in replacement of **Tobias Krauss** who left the Liebherr company.
- **Grégory Blandet**, VP, Director of Purchasing at ZODIAC Aerospace in replacement of **Frédéric Duval** who has taken the position of CEO for the Chateaudun ZODIAC subsidiary (IN-LHC). Congratulations to Frédéric, and thank you for your never-ending support to SPACE.

EXECUTIVE COMMITTEE'S LIFE - new members

COMING OUT OF A MAJOR CRISIS - Two encouraging examples

COLLECTIVE PROJECTS - Surface treatments update

SUPPLIER PERFORMANCE MANAGEMENT - a valuable approach

AEROLINK - a project to boost regional aerospace companies

BDLI - a recognition of SPACE by the German aerospace industry

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

TRAINING - a heavy next trimester

COMING OUT OF MAJOR CRISIS SITUATIONS – TWO ENCOURAGING EXAMPLES

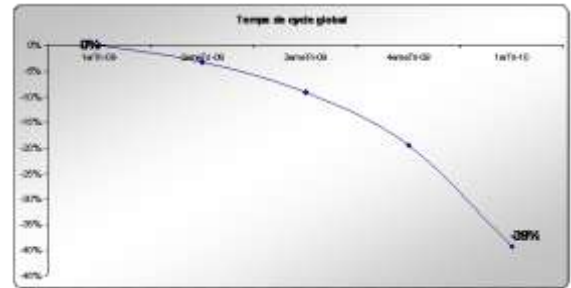
In the early days of 2009, **Armor Meca**, a precision machining company located in north Brittany, was experiencing a crisis situation due to a huge reduction in activity. The top management decided to launch a project to change that situation and save the company.

With the support of SPACE, a diagnostic was performed by independent consultants (Jean-Michel Caillaud – Ixheus - and Sandrine Lherminier – Evoliane); the first goal was to stabilize finances by reducing WIP and inventory.

Every member of the steering committee was given a selection of books (the Goal of Ely Goldratt by example) and MRPII or 6 sigma training.

The goal of the management was not only to “stop the bleeding”, but also to implement a new mature organisation that is efficient and sustainable.

After one year the results are quite impressive! : Global inventory was reduced by 25%, manufacturing lead time by 36% (see graph above). In addition, the OTD was improved by 37%. These results enabled the company to go through 2009 without extra financial support from the banks and to restore confidence with them and also with their customers. Since that time the crisis project has been extended into a continuous improvement approach.



One year later another machining company located to the West of Paris, **SERMM** (part of the **Aerosys Group**) was also experiencing a bad situation, which led to the company being placed under administration.

Despite a huge reduction in activity, the company was not able to catch up with the past due orders. With the support of SPACE and a strong involvement of our expert Nicolas Chamorro and the top management of the company, a major reorganisation was conducted in the Structure, Management, Tools, Logistics Management and Shop Floor Control.

As a result the company reached a major milestone in May and has been authorized to pursue its activity. During the previous months the company made strong progress and will present a plan in September enabling them to be released from the administration process.

COLLECTIVE PROJECTS – SURFACE TREATMENTS UPDATE

A year ago we launched a collective project to bring support for the Surface Treatment supply chain issues. At the time we identified two areas where SPACE could be of some help: Medium/Long Term Capacity Planning and Flow Management.

The capacity planning project is on its track, with a pilot project developed with the help of Mecaprotec. This project consists of offering a specific tool to support the implementation or development of an S & OP process (Sales & Operations Planning). This tool has been developed on the basis of a specific tool used by Airbus to estimate its own suppliers long term capacity issues. It will quickly calculate medium/long term capacity requirements inline with the main end customer rates. The objective of the pilot project is to define the specifications of this tool which should be available in 2011.



For the second project, a team of five students from the ESLI à Redon (Industrial Logistics High School) worked for the past school year, to undertake a feasibility study. We have observed that the surface treatment companies have a daily transportation frequency with their regional customers, but a weekly frequency for a large number of extra-regional customers. A daily frequency can reduce the lead time by more than one week and will also reduce all express deliveries. The study ends up with an interesting graph showing the location of the main actors. We see that these actors are grouped within 3 main clusters. Our next step is to work with some transport companies to organise daily milk-runs, with next-day deliveries between machining and surface treatment companies.

SPM – A VALUABLE KIT

A day dedicated to SPM (Supplier performance Management) was held on June 16th at the Toulouse Business School (Groupe ESC Toulouse) and was a great success. Among several interesting presentations, SPACE presented a specific tool kit to help our Associate Members develop an efficient organisation for managing their own supplier's performance. This tool kit is now ready and we will start two pilot projects in September with **Freyssinet Aero Equipement** and **Bouyausare**.

AEROLEAN'K – A PROJECT TO BOOST THE REGIONAL AEROSPACE COMPANIES

In close relation with **Aerospace Valley**, the **Midi-Pyrénées Region** and **DIRECCTE**, SPACE will launch a large scale project involving more than 30 companies. This project will be mainly funded by the Region and the French State Administration. The funds will be delivered to SPACE to conduct more than 30 improvement projects based on lean concepts deployment and data relation efficiency between customers and suppliers (subcontractors).

With this project the know-how and improvement project management of SPACE will be recognized by major concerned organisations.

We plan also to initiate the same type of project with The Paris area aerospace organization : ASTech and the Trade Chamber of Paris to launch the same kind of project in relation with their CAP Lean program.

We have also had initial contact with the BavAIRia organisation which represents the association of Bavarian aerospace companies. Our goal is to offer the same opportunities to our German members during 2011.

BDLI – A RECOGNITION OF SPACE BY THE GERMAN AEROSPACE INDUSTRY

The German Aerospace Industries Association (Bundesverband der Deutschen Luft- und Raumfahrtindustrie e.V. - BDLI) and its 190 members represent the interests of an industrial sector which owing to international technology leadership and worldwide success has become a significant driver of economic growth in Germany. By joining SPACE in August, the BDLI recognizes the performance improvement role of SPACE within the aerospace industry.

NEW MEMBERS

Associate members:

We are pleased to welcome our new associate members:

Since 1931, **Bronzavia** has specialised in the production of high tech sheet metal works and welded assemblies for Aircraft, Space and Defense industries. All the activities are grouped in Sartrouville in the Paris area. Bronzavia recently acquired Aero91.



ELVIA PCB, part of ELVIA group (with AP Lithos and CIV Tunisie), produces complete Printed Circuit Board component solutions to meet the needs of a wide range of customers. Elvia PCB with around 300 employees is located in Coutances (West of France).



TRAINING – A HEAVY NEXT TRIMESTER

This trimester will be very active in terms of training.

Firstly, on September 29th we start a session of **BASICS certification** preparation. This session will be held in Toulouse. With a 700€ cost for Associate Members, it is a very valuable training opportunity that will increase ones skills in **Planning and Supply Chain Management**.

30th September sees the start of **6** our **Sigma Green Belt Certification** to be held in Toulouse. The same session conducted last year was very successful and well appreciated by the participants. This 9-day session is **1400€ for Associate Members**.

On October 26th, we propose a new certification, **Lean Green Belt**. This European diploma is delivered by the IIBLC

organization (International Independent Board for Lean Certification), in relation with the European Universities.





Le Joint Français Stillman is a Division of LE

JOINT FRANÇAIS which is part of the HUTCHINSON Group the world's largest producer of technical rubber parts. L.J.F. STILLMAN provides high-tech/high quality sealing systems for the Aerospace, Defense, Nuclear, Marine, Railway, Oil, Chemical and Electrical... applications. They are located in Bezons near Paris.

SIVAL is part of the GMD group whose core activity is Stamping and Deep Drawing. Sival Industrie is located in EU (West of France) and is specialised in aluminium castings.



With two sites one located in Toulouse and one in Tunisia, **SOTIP** produces precision fine sheet metal assemblies for the aerospace industry and also for medical and space. They are specialised in cutting, punching, stamping, forming, welding and sub-assemblies using aluminium alloys and stainless metals.



Started in 1983, **TECHCI Rhône-Alpes** (South East of France) is a subsidiary company of COFIDUR Group specialized in the manufacture of printed circuits boards. Techci has always been present alongside the great names of French industry and military aviation.



» [more information on our website](#)

The program is fully 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 1800€ for our Associate members including 4 days of training, documents and an exam session.

Also in October (13th and 14th), we will repeat the **Project Management Initiation** session. The goal of this training is to provide the basic tools and organisation to manage improvement projects and to develop improvement projects on a more global scale particularly with key projects of the company. This 2-day session is **free of charge** for our Associate members and for our experts.

Besides these scheduled sessions, we continue to provide one-day sessions **free of charge** on **lean initiation** and **MRPII initiation** which can be held at your own facilities for 10 to 15 people.

All these sessions are open to Executive Member participants (experts for SPACE), at actual cost.

All our training sessions are in the 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](#)



A Non-profit association

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