

A WORD FROM THE PRESIDENT

2011 and 2012 are recognized as an intense period for our supply chain facing the aerospace ramp up.

After the financial crisis which weakened the supply chain, it is now advisable to gather our resources for **one single objective**.

To-day, most of our associate members are experiencing great difficulties to maintain performance and for many of them, these performances are decreasing. This is mainly due to a lack of load/capacity balance.

We have the chance to be in an industry which remains in overall growth.

We must remain mobilized to raise this challenge and to answer the expectations of the market for the benefit of our whole industry.

During this situation, we should avoid falling into the trap of pushing action plans without coordination, in other words to play its own game with the potential to increase disorder (aircrafts need all of the components to be delivered). In the past, this type of reaction which can be understood, has shown its limits.

It is the right time to play a **collective** game. SPACE has been created for this purpose. It is a tool created by the Aerospace Industry to serve its supply chain.

All our actions are dedicated to this aim :

- **Pull projects**, with consultants funded by the Regions and the Ministry of Industry. Around 50 projects have commenced in the South West of France in collaboration with Aerospace Valley. Around 50 other projects are in discussion to be launched in other regions of France and also in Morocco and Germany
- Involvement and support in any **collective action** on key special processes (surface & heat treatment etc ...)
- **Push projects** : around 40 projects are in progress, which could be extended with more resources from tier'1s

SPACE has demonstrated that we achieve success when we act collectively. Let us continue in this direction.

Maurice PERRAULT

PULL PROJECTS – a forum in September

PULL PROJECTS – a new dimension

GENERAL ASSEMBLY – a valuable input from the participants

SPACE AWARDS 2010 – postponed to 2012!

NEW MEMBERS – Interconnexion and Lacroix Electronics

TRAINING – a studios quarter

PULL PROCESS – A FORUM IN SEPTEMBER

SPACE, in collaboration with Aerospace Valley is organizing an important event on September 9th in Agen (Agropole)

The morning will be dedicated to the company participant on the program, with workshops.

The afternoon will be open to all our members (both SPACE and Aerospace Valley members).

There is a full and very interesting agenda including:

- Global status of projects and input from the workshops (best practice sharing),
- Presentations from the rail industries (Alstom and Bombardier). It will be a good opportunity to share this industry approach having supply chain issues very similar to ours : many small suppliers, large assemblies in low quantities and many detailed parts.

In conclusion : all **SPACE members are invited** in the afternoon. If you'd like to participate, please contact by e-mail (decavele@aerospace-valley.com)



PULL PROCESS – A NEW DIMENSION

During this period of ramp up and tensions in the supply chain, SPACE is developing its support to more and more suppliers. Aerolean'k is already involved with 48 suppliers. Nevertheless, we are on discussion with DIRECCTE Midi-Pyrénées to add a further 10 suppliers around 2 Space companies (Astrium and Thales Alenia Space). Most of these suppliers have a large part of their activity within the aerospace industry.

We are also in the process to start the first step of an action plan involving 10 suppliers in the Paris Area which are based around Zodiac Aerospace and Mecachrome. This project will be conducted by the Chamber of Commerce and Industry of Paris.

We have also advanced contacts to prepare the launching of projects in 2012 with other regions in France and with Morocco and Germany.

GENERAL ASSEMBLY – A VALUABLE INPUT FROM THE PARTICIPANTS

Fifty people participated in our General Assembly at the end of April. We had two valuable moments, the first one was a remarkable presentation from Mr. Klaus Richter, EADS Executive Vice-President Corporate Sourcing and Airbus Executive Vice-President Procurement, who provided an update of Airbus business and its implications for our supply chain, and included expected volumes projected for the next 10 years.



The second important moment was the input from the participants. Split in 4 workshops, they reflected on which services should be added/developed by SPACE. The suggestions covered business areas including engineering, environmental requirements, safety, job re-evaluations/skilled human resources, services coaching, flow down of customers programs, exchanges between SME and customers, standards information and geographic scope (North Africa, Asia).

These suggestions were used by our Executive Committee to define the SPACE strategy for the next years and is named "**SPACE 2015**". The vision for SPACE, in a 4 year horizon is not only to develop in Europe, but also outside Europe to increase our membership (Executives as well as Associates), to develop the training services, and the support for qualifications (EN9100, NADCAP), and other specific implementations (Boost Aerospace)

SPACE AWARDS 2010 – POSTPONED TO 2012

Earlier this year we announced that our awards process was open, unfortunately we had very few candidates. The main reasons were due to : some projects showing little progress, due to the crisis many projects were seeing their gains lost by the ramp-up situation, other projects were terminated but not completely implemented, explaining a low impact on the results.

For these reasons our Executive Committee decided not to attribute the Award this year.

You can already prepare your file for next year. Your projects will need to have a strong support from e management, a pertinent action plan, and significant results, mainly in the customer point of view (OTD, return rate). We already know that the competition will be tough in 2012!

NEW MEMBERS

Associate members:

We are pleased to welcome:

As a major European player in Electronic Manufacturing Services,

LACROIX

Electronics has been serving the Aerospace industry for more than 10 years, offering full design, manufacturing & assembly

services. Its 3 Design Centers (in France and Germany) develop customized solutions and the 4 Manufacturing Sites (France, Germany, Poland and Tunisia) have production lines for small, medium or large production runs.



Interconnexions joined forces to **ATI Electronique** in 2009 in order to provide complete connectivity solutions.



With 120 employees they design, manufacture and distribute complete connectivity solutions, a range of connectors for printed circuits and

interfaces, custom connectors, backshells and a large range of cabling components and circular or rectangular connector accessories.

» [more information](#) on our website

TRAINING – A STUDIOUS QUARTER

Considering the training activity of SPACE our objectives will be exceeded. After a heavy first semester we have scheduled a **MRPII certification** session starting in September and **experts training** in November. We will also complete our first **lean green belt certification** session in September (started before the vacations).

Aerolean'k is also a framework to provide many trainings : the 3rd **MRPII initiation** scheduled (and already full) in September, meaning that we will have to schedule another one before the end of the year, one **lean initiation** session scheduled also in September, one **project management initiation** session is available for your registration.

Our best successes remain for **certification sessions** like MRPII. During the first semester we have prepared 60 people to undertake the APICS exam.

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 organization 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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Tel +33 5 61 31 07 66

Web site: www.space-aero.org

Contact: c.serville@space-aero.org