Aligning Commercial Industrial Capabilities with Munitions Requirements & Resources

Dick Hammett, President, Winchester Ammunition
Munitions Executive Summit
February 9, 2010
“WINCHESTER Ammunition commits to meet customer expectations 100% of the time utilizing the continual improvement process.”
Military Production Surge at Winchester -

2007 | 2009
---|---
9mm M882 Ball | 100% Increase

2004 | 2009
---|---
Total Military Output | 115% Increase
Keys to Maintaining Capability –

- Long Term Commitments/Reliable Forecasts
- Limit Offshore Procurements
- Effective Use of EPA Clauses
- Avoid the FAR “Fair Opportunity” Clause
- Recognize differences in GOCO & COCO Financial Systems
Readiness

Sourcing Options

Surge Capability

Skilled Workforce

Risk Mitigation

Organizational Agility

Flexible Solutions
TO THE EMPLOYEES,
Western Cartridge Co.,
East Alton, Illinois.

Dear Friends:

The unflinching courage with which our Armies are struggling with the grim realities of war would be futile without the support of our people at home, and the triumph of our righteous cause will be due in no small measure to the men and women who are working with intelligence, loyalty and enthusiasm to supply us with munitions.

In the name of the American Expeditionary Forces, I extend to the thirty-three hundred employees of the Western Cartridge Company, our deep appreciation of their resolution to: "stand behind the boys at the front until the end of the war".

Sincerely yours,

[Signature]