Munitions Executive Summit

Maintaining a Responsive Enterprise
Presented by Jim Brandt

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Esterline Defense Technologies (EDT)

- Two primary lines of business
  - Combustible Cartridge Cases (CCC’s)
  - Countermeasures (US and UK)
Combustible Ordnance Products

**TANK**

- 120mm Combustible Cartridges Cases
  - M865
  - M1002

**ARTILLERY**

- 155mm MACS Modular Artillery Charge System
  - M231
  - M232A1

**MORTARS**

- Propelling Charge Containers
  - 120mm
  - 81mm
  - 60mm
Countermeasures Products (US and UK)

Camden, Arkansas
- Advanced Flares

Lillington, North Carolina
- Radar Chaff

Milan, Tennessee
- Conventional Flares

Stockbridge, England
- Multi-Platform Expendable CM
Surviving the Downturn - Right Sizing

- Personnel Reductions
- Facility Consolidation
- Increased R&D Expenditures

- Reduced 220 people in the last two years – over 20%
- Closing Milan, TN and merging the work into the Camden, ARO facility
- Adjacencies and New Products
- 40 mm Payloads
  - Spectral Flares
  - Kinematic Flares
  - Torpedo Decoys
  - Pyrophoric Decoys
  - HTID

Esterline Defense Technologies
Surviving the Downturn

• International Sales Focus

• Evaluating Acquisitions and Partnerships
  – ESL is a well diversified corporation that is very financially healthy

• Strong push on Operational Excellence…

EDT taking the initiative to Weather the Storm, But We Need Help……….
Remain Viable, Capable and Responsive

- Need a Strong **Customer Partnership**
  - We Don’t Want to be just a Vendor/Supplier

- It Takes Good Communication...... **We have it!**

- Need Help/Cooperation to Reduce Support Functions Commensurate with the Reduced Funding Levels......
Remain Viable, Capable and Responsive (cont’d)

• Operate at the MSR vs. Line Shutdown

• Each product line is different, but there are trades to be made.............

• But, just as important is the Human factor........

- Aging Workforce
- Recruitment, Hiring and Training
- Craftsman jobs take time to be Competent
- Engineering R&D crisis Issues

Cost
Lack of Surge Capacity
Capability Gap-Schedule to Reconstitute
Impact to the Supply Chain-Sub Tier Suppliers
Remain Viable, Capable and Responsive (cont’d)

- We want to be your R&D partner, an extension of your Technology Organization

- We want to work together to provide Better, Faster, Cheaper Products and Services ........

- Mortar Increment Bond Joint
- Flare Composition
- NC Supply
Remain Viable, Capable and Responsive (cont’d)

Esterline is working hard to stay relevant to our customers and our corporation during these challenging times.

We can’t afford to be doing Non-Value Added work.

The USG and Industry must continue to work together to optimize our operations and better support the War Fighter, with less.