

The manufacturing integrator...

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Supply Solutions
at lowest
total cost ...



professionalism
commitment excellence

Mission: To be the most cost effective, professional and undisputed highest quality provider of precision manufacturing and integrated value-added supply chain solutions to the global aerospace, industrial power, marine and other strategic markets.

The perpetual "Churn" The strategy and supporting business infrastructure has been implemented to provide the total supply solution to our customers at lowest total cost of acquisition. The strategy begins with an initial "PRODUCT PORTFOLIO ANALYSIS". This detailed component analysis covers criteria such as sensitive/critical, military/civil, material source, complexity rating, process requirements, response requirements, IP protection issues, manufacturing hours, annual quantity and other influencing factors.

Proven Win – Win Strategy

Customer

Protection of UK manufacture for low-volume, sensitive, critical, military, quick turnaround products and assemblies.

Lowest total cost of acquisition.

Rationalisation of costly supply chain.

Access to low cost economics via Western manufacturing integrator.

"Churn" principle provides perpetual access to lowest cost supply chain.

Reduces time-zone issues for certain low cost suppliers.



Partnership not customer/supplier

Strategy drives integration

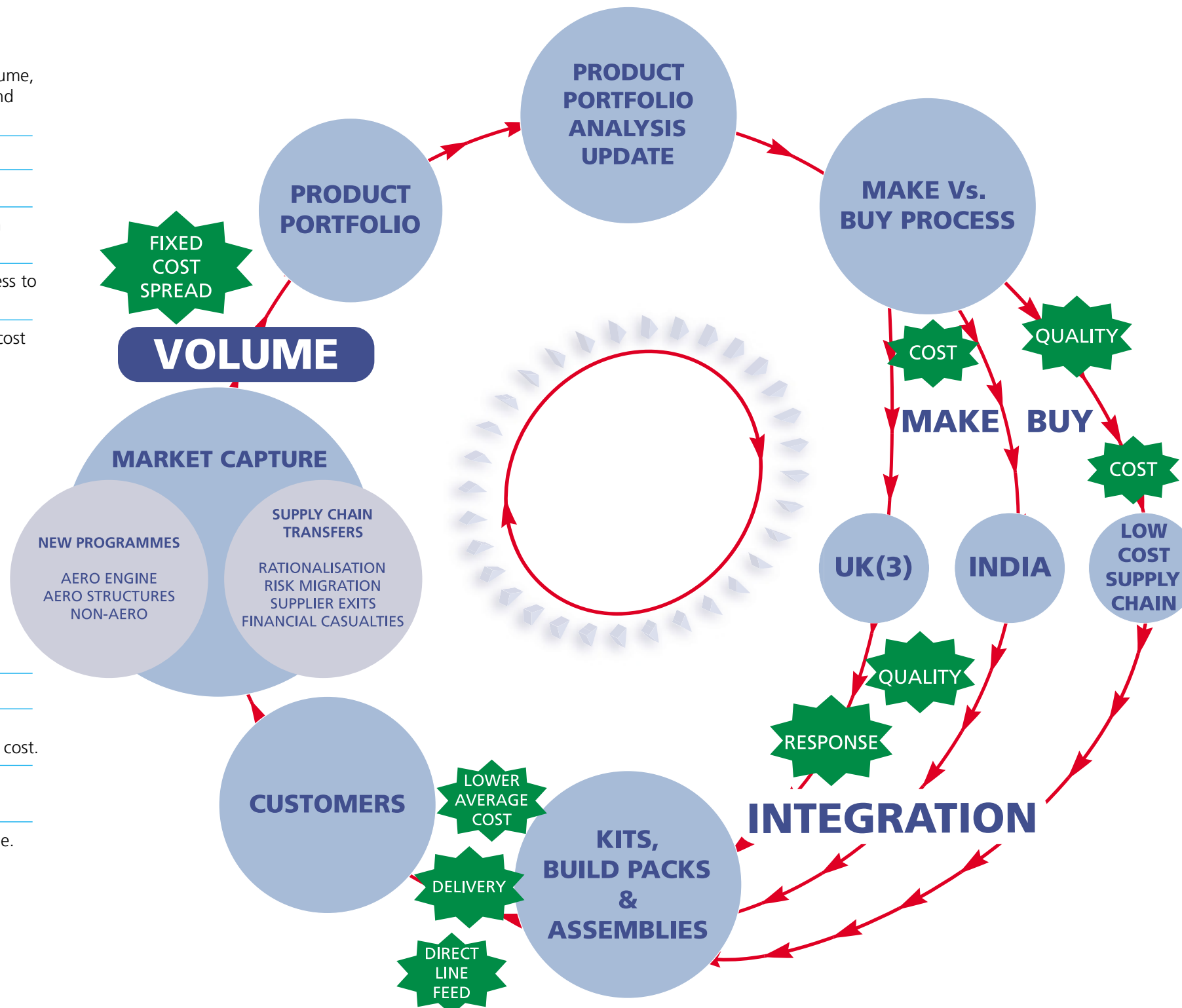
Price competitiveness underwritten by increased volume and lower average base cost.

Volume provides basis for resource infrastructure/investment.

Creates and maintains repetitive advantage.



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This analysis provides all the drivers required for input into the "MAKE VS. BUY PROCESS". The strategy model utilises database assumptions coupled with the component analysis to direct the manufacturing strategy for each component.

The 'make' components will be manufactured and assembled within either the existing UK facilities or the strategically located Hampson manufacturing facilities in India or assembly facility in Texas, depending on detail within the above analysis, e.g. turnaround requirements, volume etc.

Internal manufacturing is based upon modular autonomy (continuous improvement, product groups, cellular activity, single piece flow etc.), harnessing latest technology (machines and process technologies), focus on quality, centralised strategic procurement and a formal assessment of in-sourcing and outsourcing processes.

The 'buy' components are sourced via the centralised sourcing team, utilising the appropriate characteristic filters in the established proprietary supplier database. This team consists of procurement executives, logistics & supply chain, engineers and quality personnel dedicated by commodity group. The database is populated following visits/audits and product is sourced in these global centres of excellence, based on total cost of acquisition, identified core competences and capacity. Risk mitigation actions fully support continuity of supply to customers. Hampson Aerospace operates on a 'delegated approval' basis which allows us to assess and approve our own supply chain, removing the cost of additional customer approvals.

Products can be integrated/consolidated into "KITS, BUILD PACKS & ASSEMBLIES", which provide a lowest total average cost of acquisition solution to "CUSTOMERS". Strong performance has led to new business growth via "MARKET CAPTURE" with current and prospective key strategic customers. The market capture can take many forms, however, with particular focus on new programmes and customer supply chain transfers.

The introduction of new business creates a dilution of the total business fixed cost base and provides further inherent average total cost reductions. Secured new business will then begin the cycle again and the portfolio and business churn recommences, with new "PRODUCT PORTFOLIO ANALYSIS".

Customers who enter this "perpetual churn" cycle benefit from price reductions on in-load and optimisation into UK facilities and further additional gains, upon transfer into India/global supply chain. These benefits are repeated for each stream of new business.