



Dear INCREDIBLY Valued Suppliers:

2019 is already set to be a fantastic year, and I advise everyone to fasten their seat belts for the next 10 years... As a nation, we anticipate purchasing more in the next decade than we have over the past two decades. This opportunity means that we'll want to ensure that our capacity matches the demands of the Navy and Coast Guard shipbuilding plans.

Both we and our customers have experienced both frustrations and huge wins over the last twelve months. We truly are, as some say, only as good as the supply base with which we align. As such, our success is based on truly great suppliers that are willing to step up to the challenges our customers constantly present. I continue to appreciate all of you who have shared your challenges and asked for assistance with process and Continuous Improvement. Our customers have very high expectations of us, and many of you help us look fantastic in their eyes. Still, there have been and there will continue to be changes coming with regard to customer expectations. As such, we felt it critical to take a moment to share our industry's needs.

More than ever, our largest customers are focusing on suppliers meeting Contract Delivery Dates (CDD's). Not meeting CDD's results in higher costs to expedite product, wasted administrative hours, and countless frustrations from our customers all the way back through our supply base...yes, it affects us all. If our customers are spending their time updating estimated delivery dates and expediting with us and our suppliers, then they are not focusing on their core procurement activities. We've also seen our own expediting activities expanded from 10-20 hours per week (shared) to a full time position starting in 2019...additional time spent ensuring on time delivery performance. Although we are well ahead of our competition, our best opportunities for a secure future depend on continuing to meet our commitments.

- When we deliver with first time conformance to specifications and documentation, our customers can more easily justify reasonable pricing differences.
- When we deliver on-time, re-sourcing our business becomes a fleeting thought.
- It is critical that our suppliers perform over and above expectations. Those who do always reap the benefits!

All of the above being said, please understand how very important each of you are to us, and we sincerely appreciate all that you do to strengthen our relationships with our customers. Let's renew our efforts and revisit our processes to ensure that we are estimating and confirming delivery dates accurately. Pricing will always be the first thing our customers look at...but good pricing without conforming product and on-time delivery results in significantly higher costs that our customers are monitoring now more than ever. Thanks again for everything you do in support of our supplier partnership.



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Certifications

ISO9001:2015

AS9100D:2016

AS9120B:2016

OUR WYN-WYN PHILOSOPHY
WHO YOU NEED –
WHEN YOU NEED US.



Please feel free to contact me directly should you be interested in requesting assistance in meeting our latest challenges. Thank you.

Kevin Pirkle

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