



4TH SADC INDUSTRIALISATION WEEK & EXHIBITION

Technical Barriers to Trade (SQAM)

Standards and Quality
... from theory to a way of life

BUILT ON
PASSION



AEROSUD

Company Timeline



First Production Program



A350 Build to Print –
CFRTP and welded
assemblies



1990

2000

2003

2005

2007

Group
restructuring

2014

2016

2018



Company
formed



A320 Galley
systems and
welded assemblies.

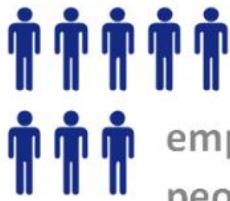


Design and Build
risk share partner
on Airbus A400M



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Built to fly



employ **660**
people



28 years
experience

local added
value



70 Mil
annual
turnover



local sub-tier
suppliers

300
international &
local suppliers



investment in
R&D

SAFRAN

AIRBUS

SPIRIT
AEROSYSTEMS

AIRBUS
DEFENCE & SPACE

BOEING

EASA
European Aviation Safety Agency

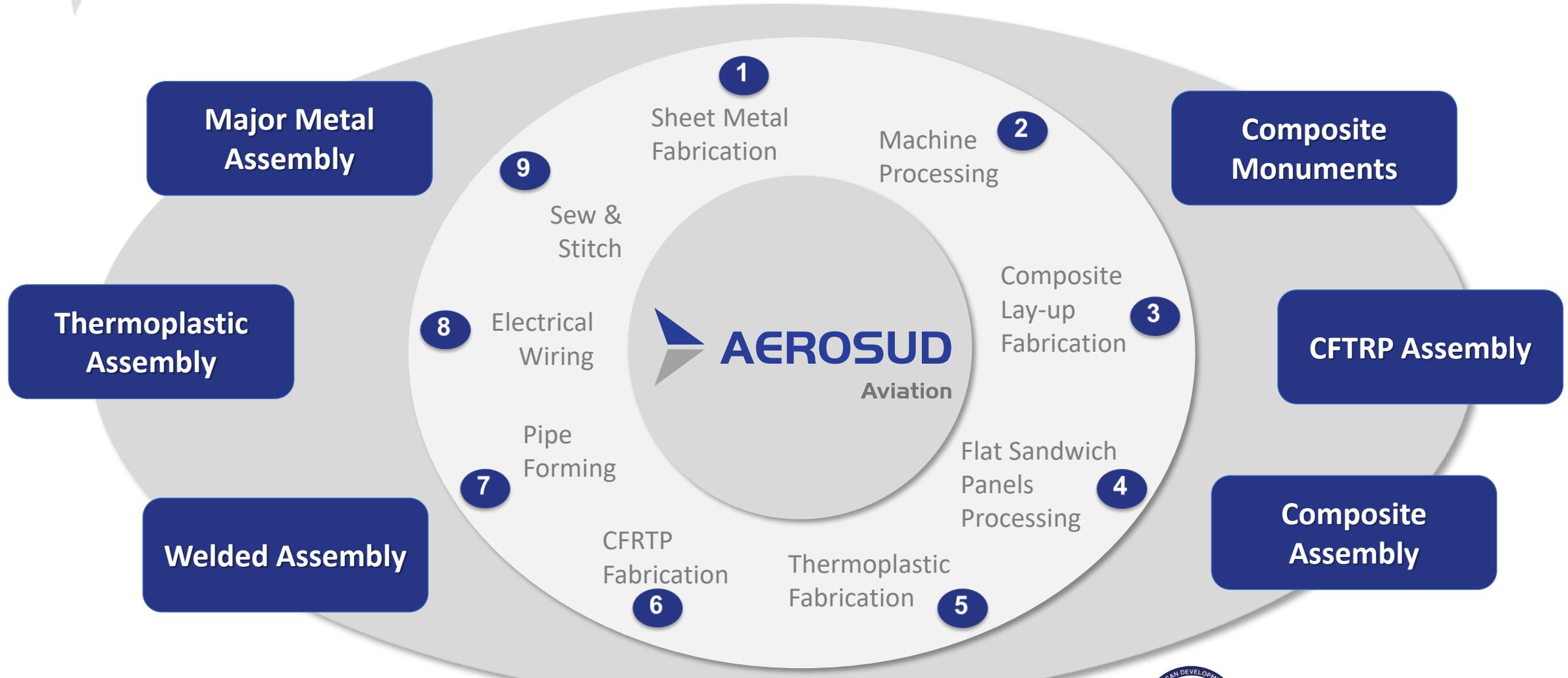
Nadcap

iaqg
INTERNATIONAL AEROSPACE QUALITY GROUP

2016 - DTI Manufacturer of the year
2017 - DTI Exporter of the year
2018 - SADC Quality Award



Manufacturing Capability



Typical Products Manufactured

All associated data should be retained as long as parts are in service. Imagine the amounts of data!



A320 Track Can



A350 Track Can



A400M 4th
Occupant seat



A400M Galley



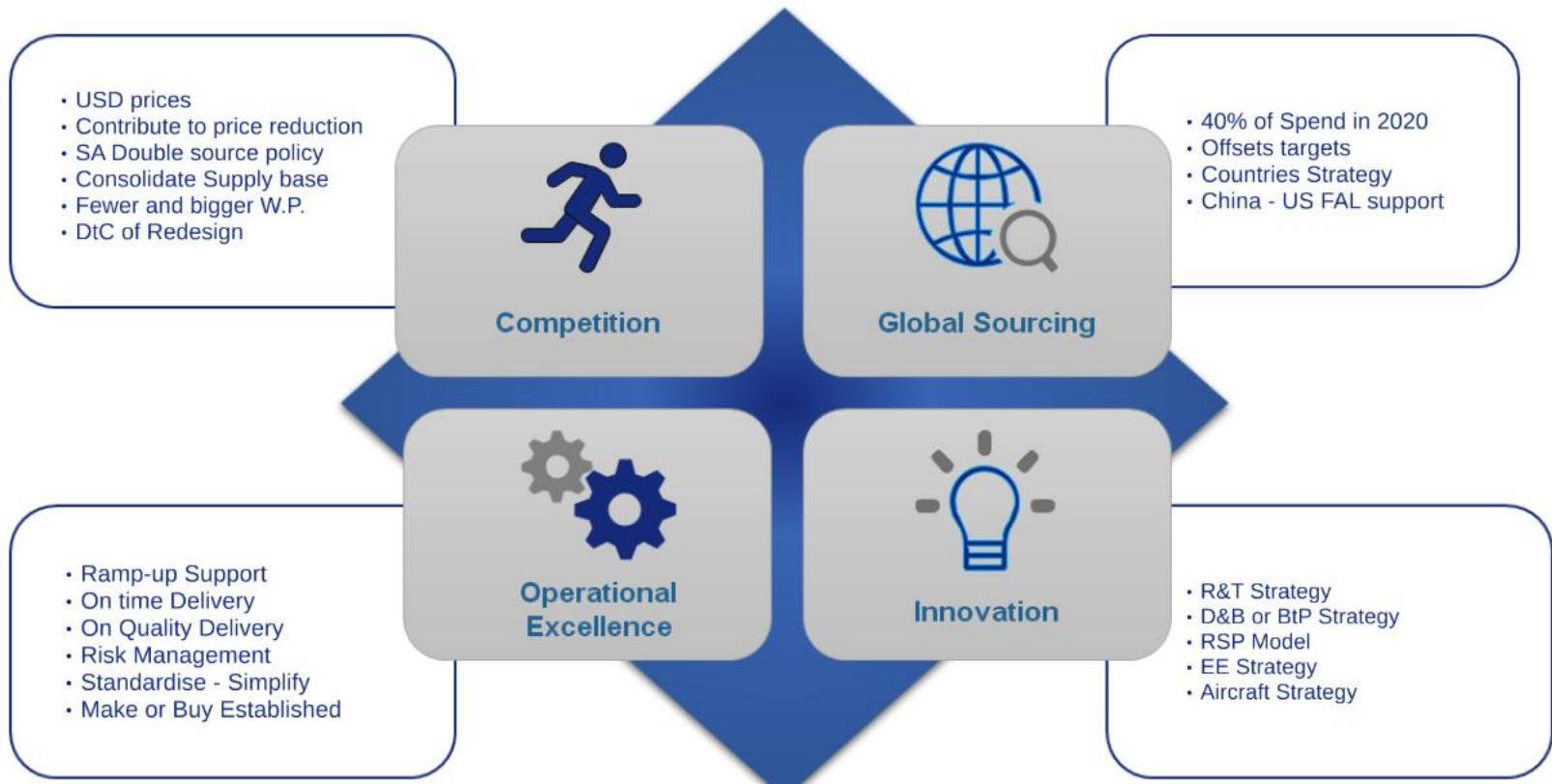
A400M WingTip



A320 VU 120
Cockpit wall

The Market Reality

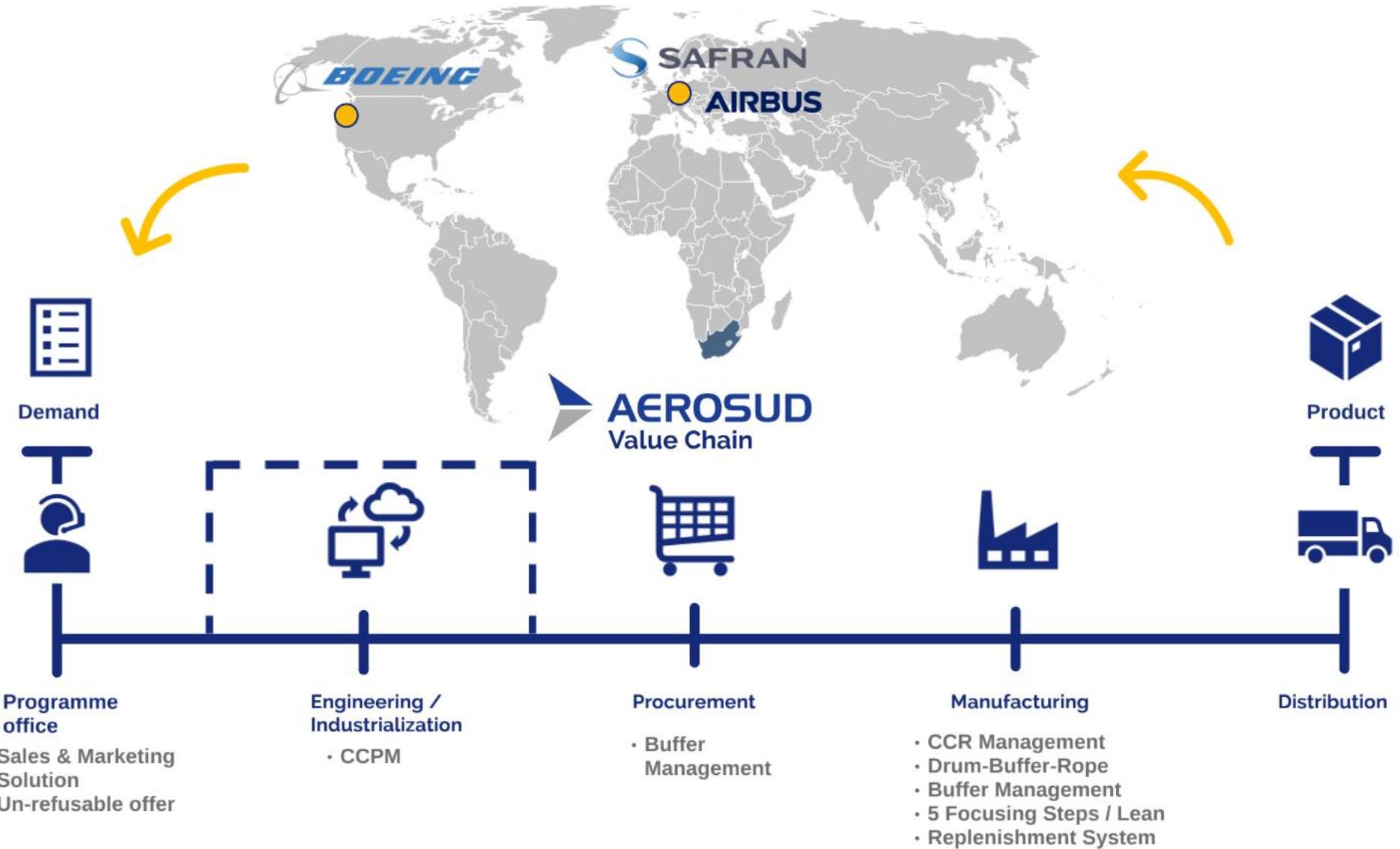
- 40% Rate Increase
- 20% Cost reduction drive
- Global Collaboration
- Innovation



Operations



Implementing the basic TOC principles in our supply chain in order to build a reliable service offering.

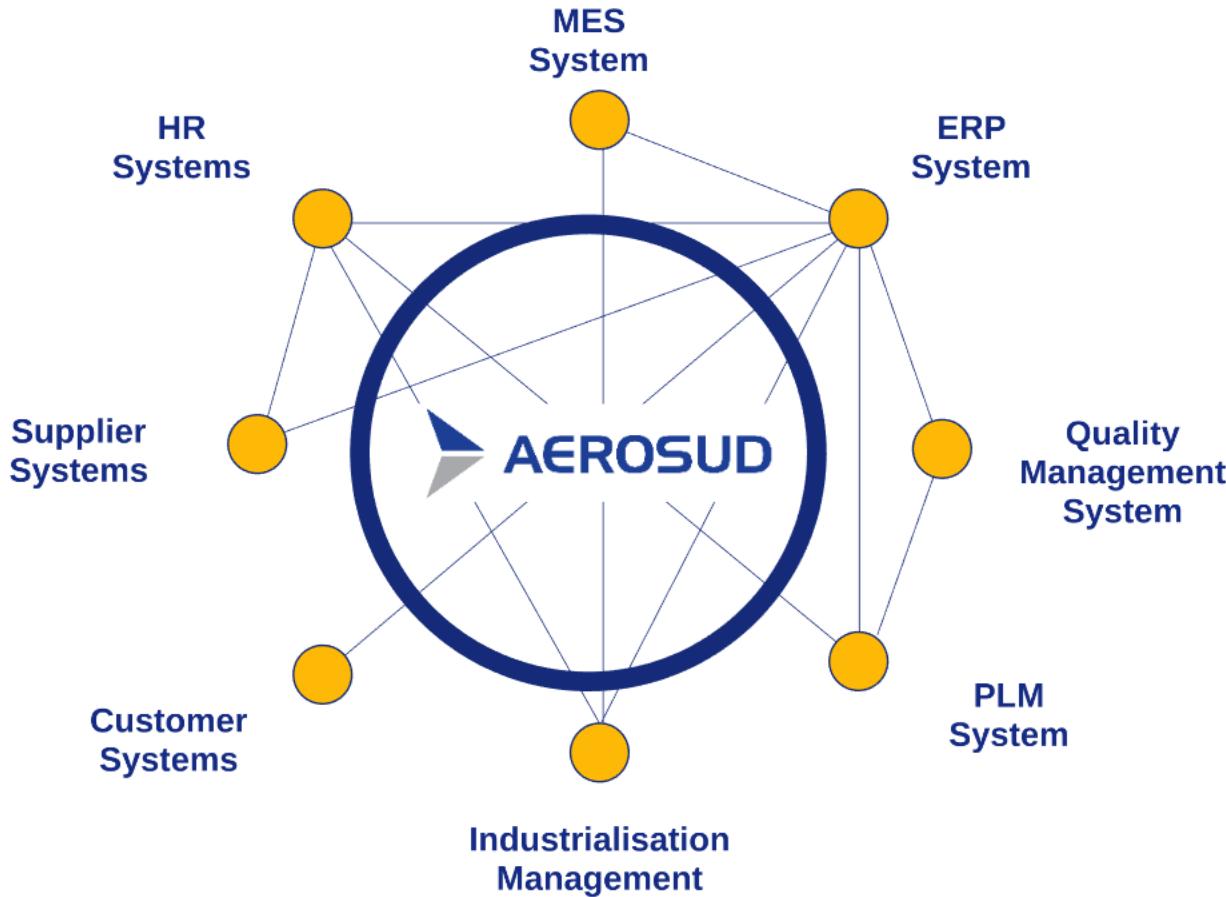


Fully integrated systems



Integrating and leveraging all structured and non-structured data to gain new insights.

Integration and development done by:

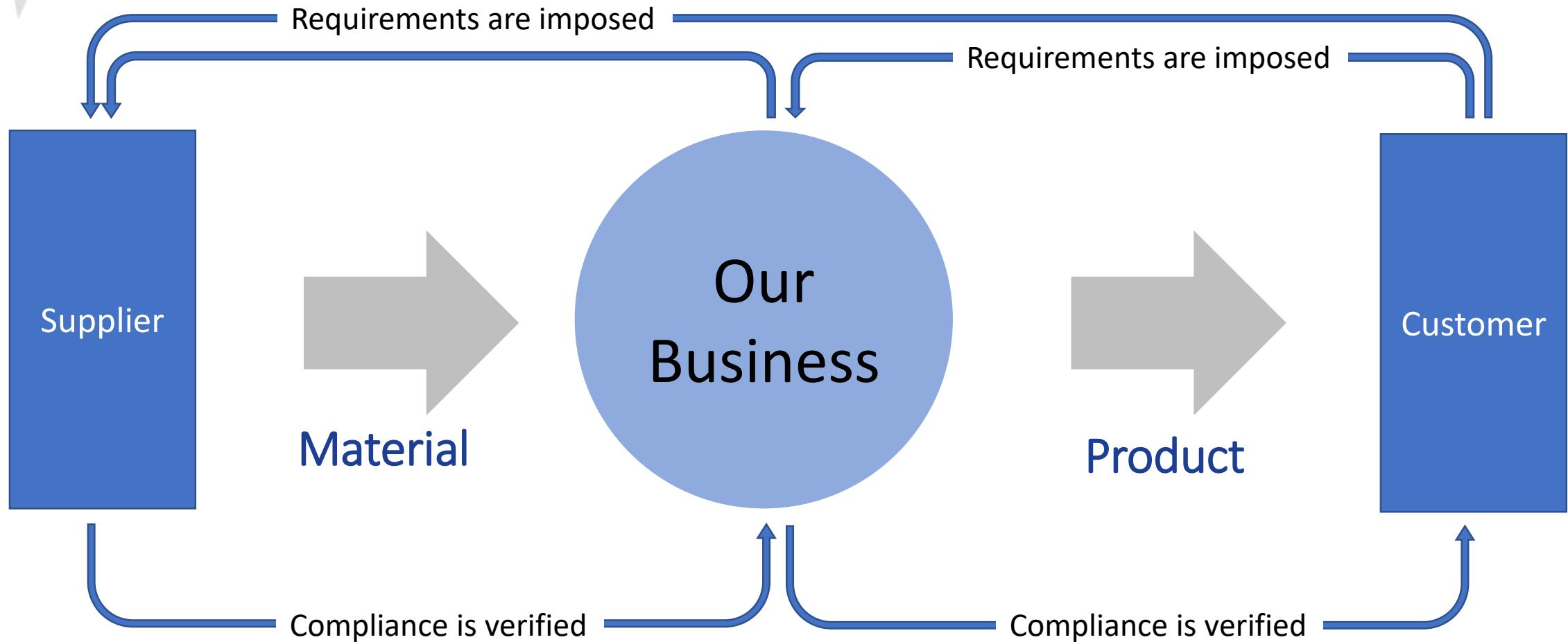


Why Standards and Quality?



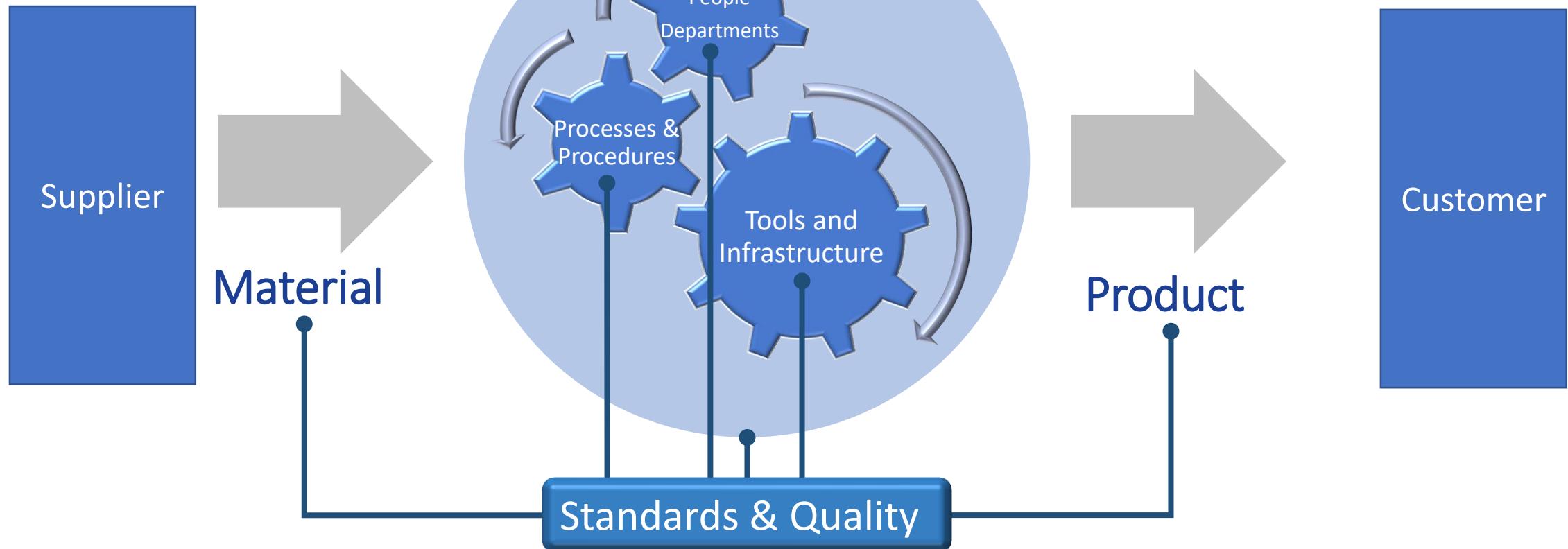
... compliance to Standards and Quality is our “key” to trade

Why Standards & Quality?



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Why Standards & Quality?



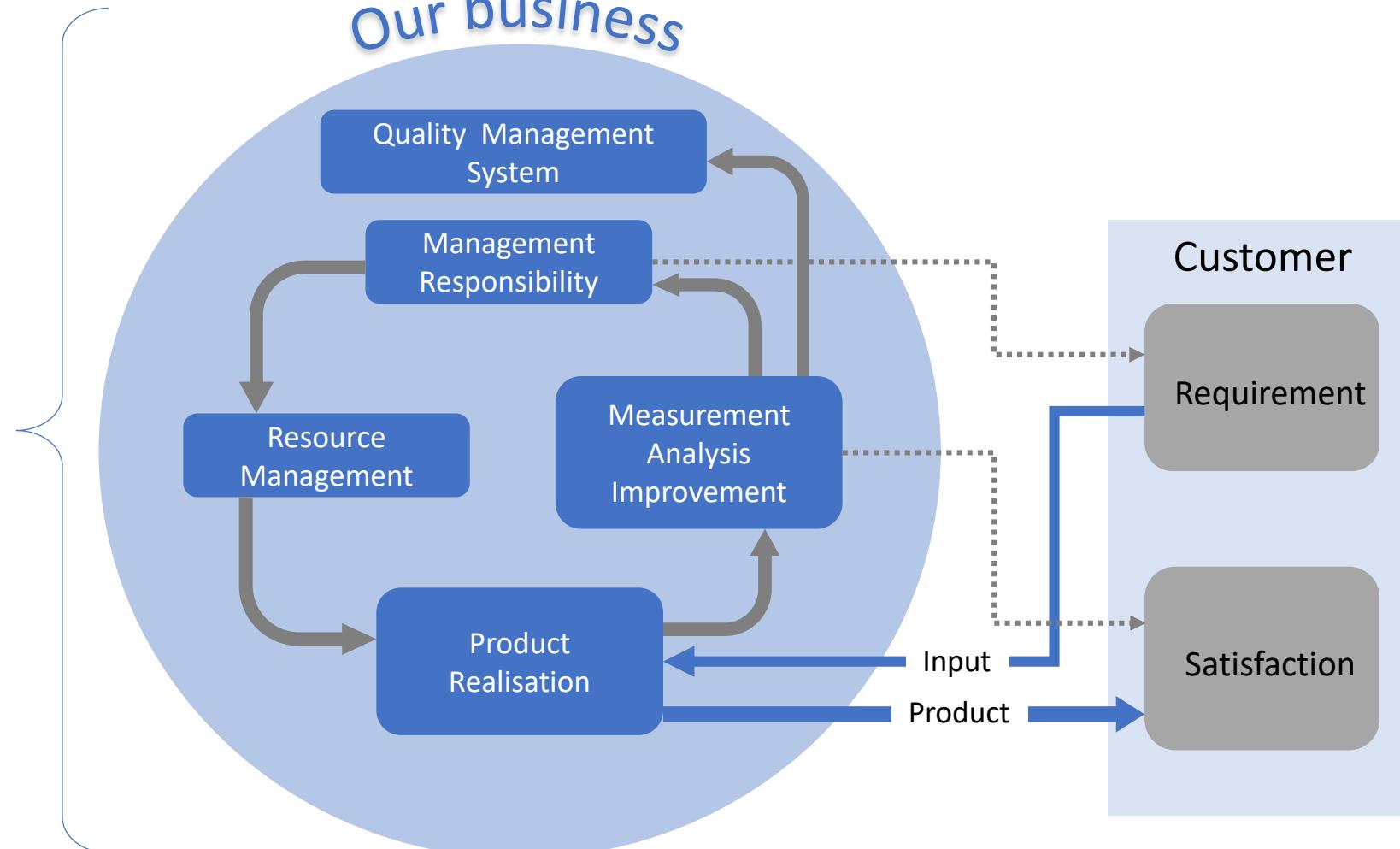
... Standards and Quality: from requirement to satisfaction → full circle

Why Standards & Quality?

Independent external audits



Our business



Customer audits



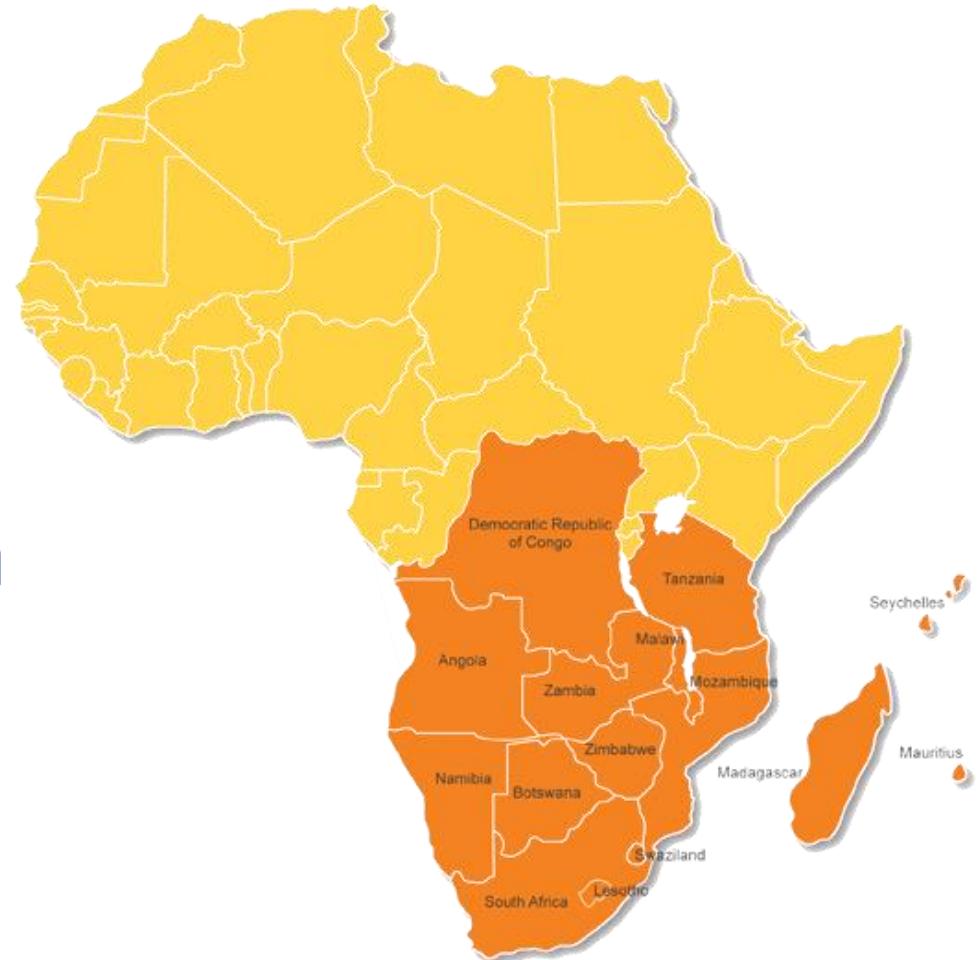
AEROSUD



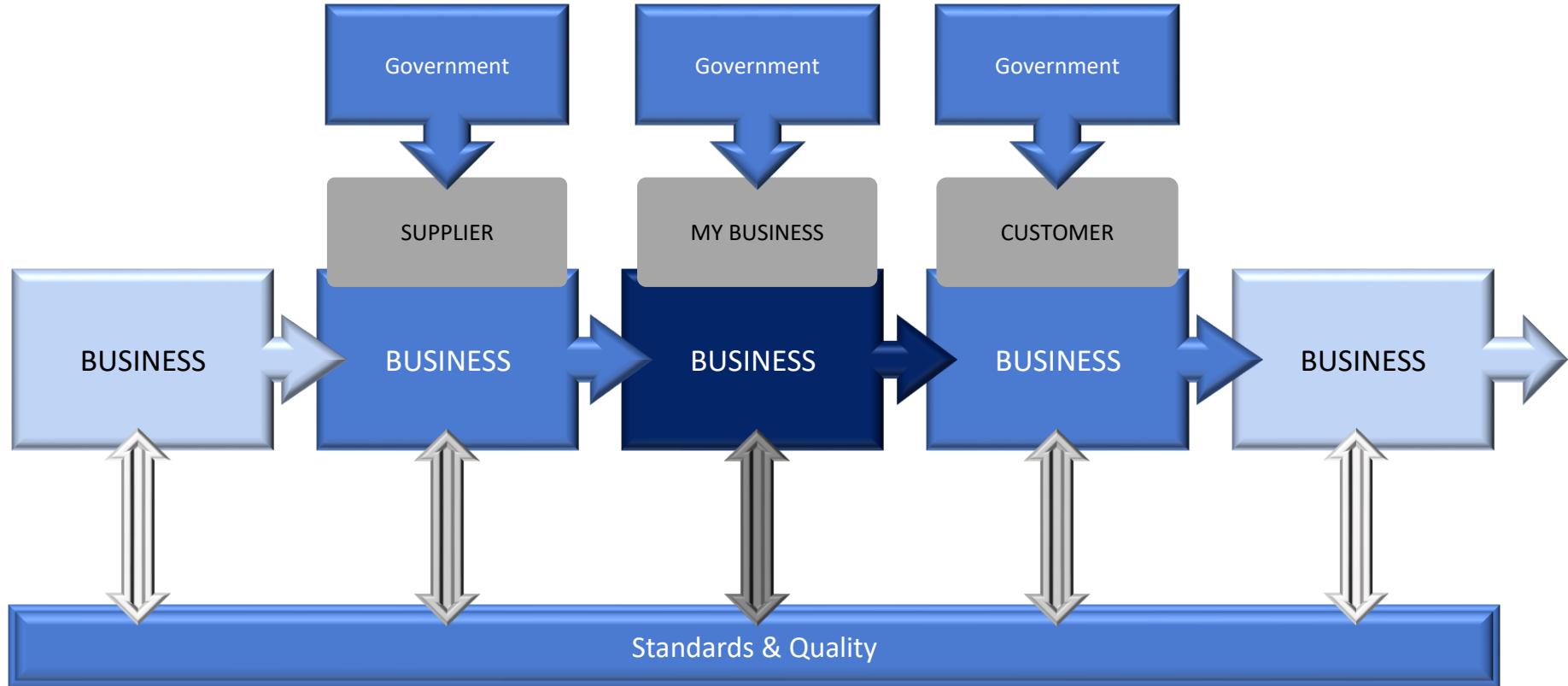
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What is the role of standards and quality in the industrialisation of SADC?



... business in perspective



Key principles of standards and quality management

- Customer focus
- Leadership
- Involvement of people
- Process approach
- System approach to management
- Continual improvement
- Factual approach to decision making
- Mutually beneficial supplier relations

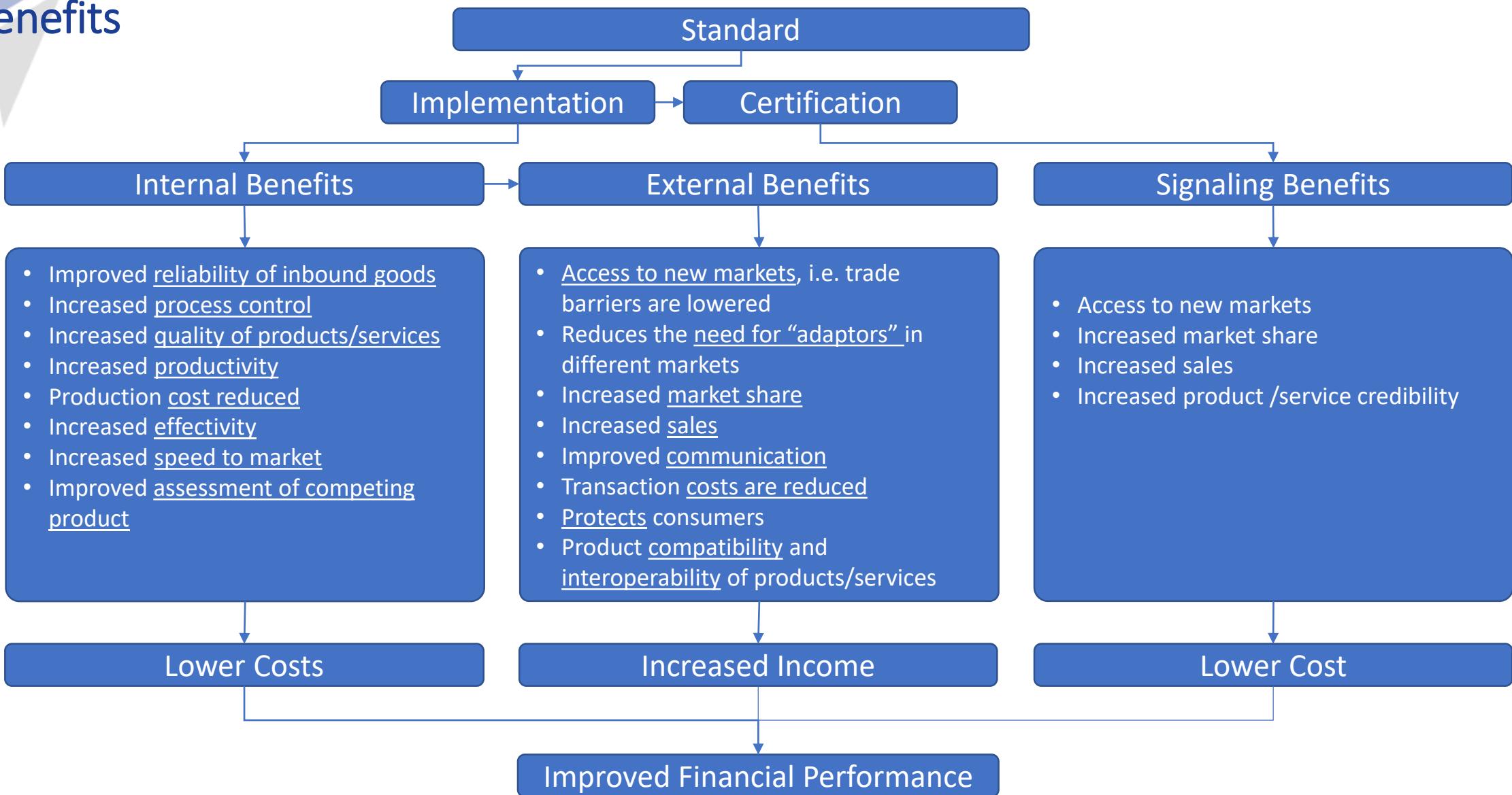
Advantages



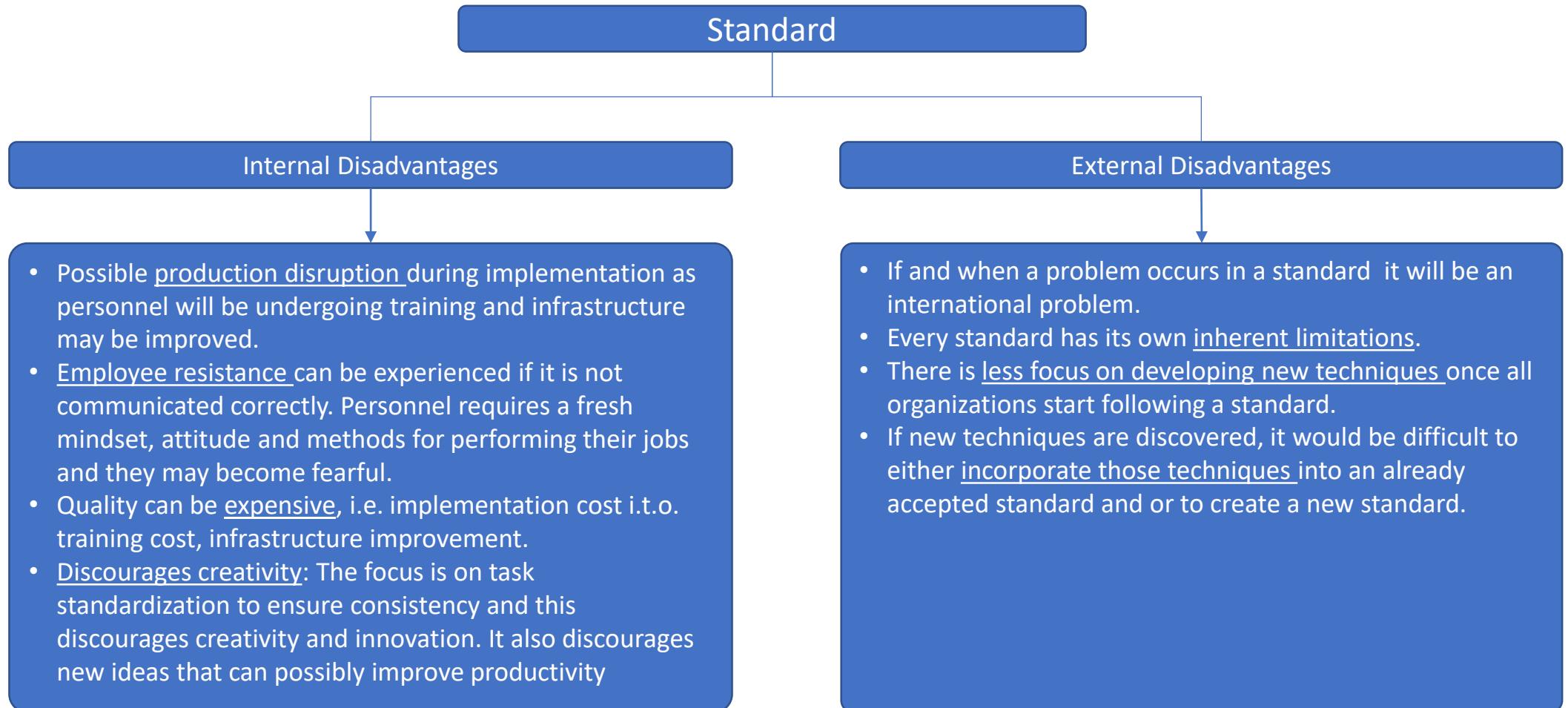
Disadvantages

Benefits

Role of standards and quality to be in the industrialisation of SADC



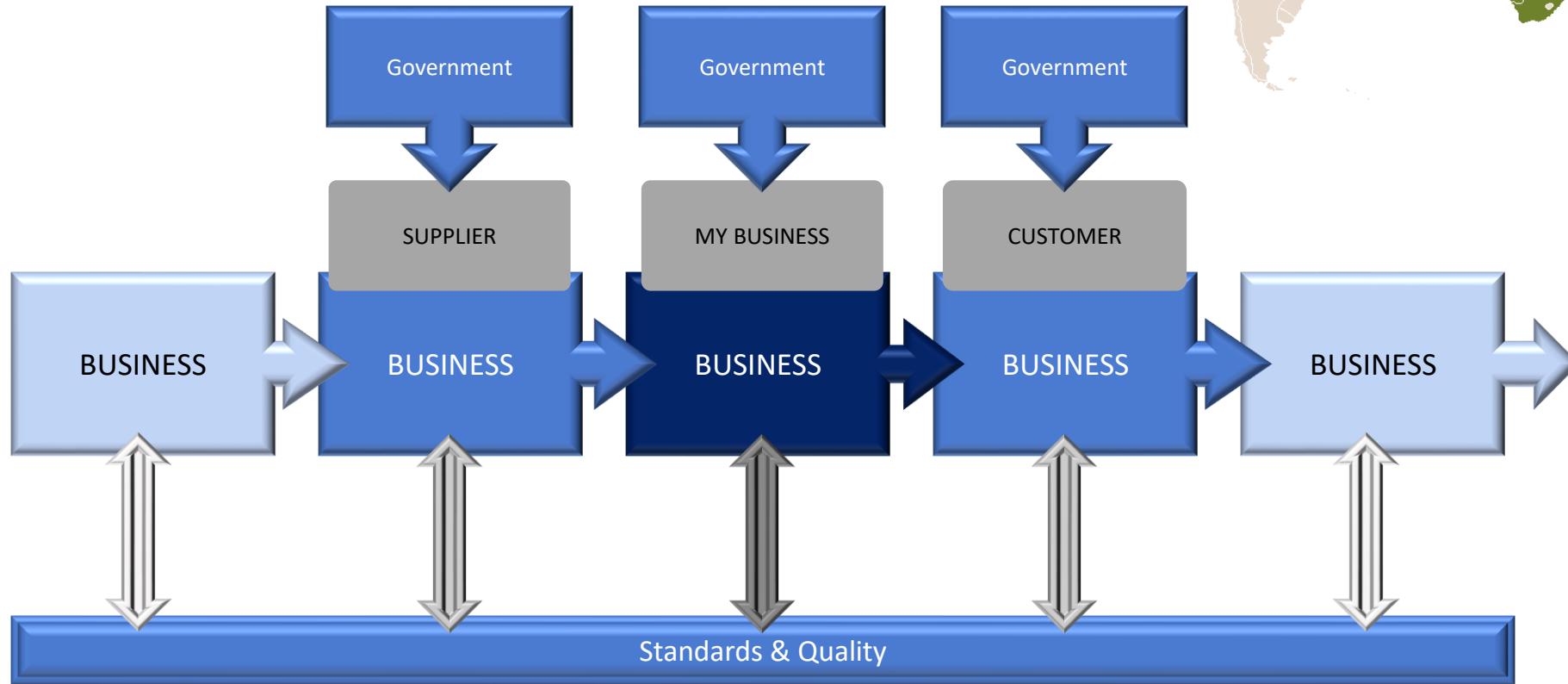
Disadvantages





... Standards and Quality → opens doors and crosses borders

Role of standards and quality to be in the industrialisation of SADC





Thank you!







Jeff Esterhuizen

Operations System Manager

>17 years experience in manufacturing and project management

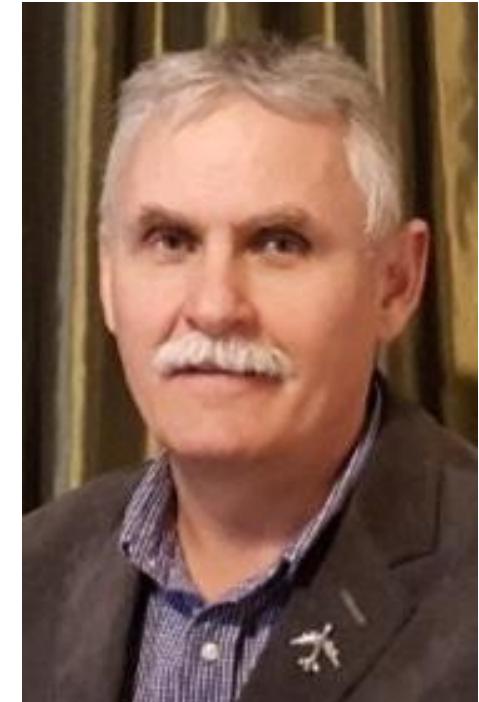
- Electrical industry
- Aviation industry

8 years experience in Business Systems Integration

- ERP
- PLM
- MES

7 Years TOC experience

- Mentors: Konrad Bartel, Philip Marris, Bill Dettmer



ADDRESS

520 van Ryneveld Ave
PO Box 60675
Pierre van Ryneveld
0045, Pretoria
South Africa

CONTACT

Tel: +27 (0) 12 662 5000
Fax: +27 (0) 12 662 5001
info@aerosud.co.za