



4TH SADC INDUSTRIALISATION WEEK & EXHIBITION

Technical Barriers to Trade (SQAM)

Standards and Quality

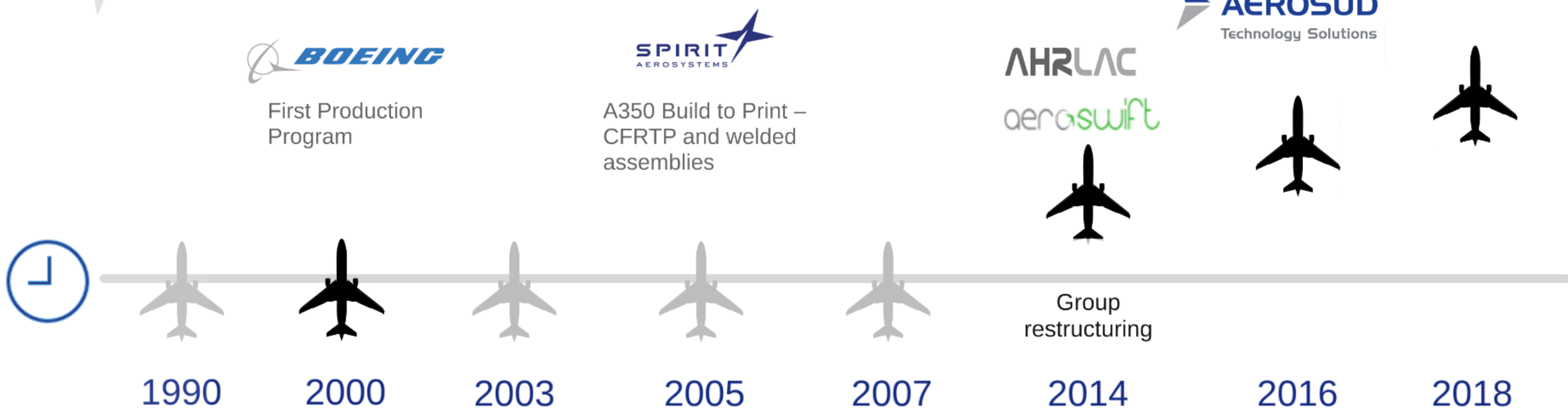
... from theory to a way of life

A young boy with short brown hair, wearing a blue hoodie with a 'SUPER COOL' graphic, holds a purple paper airplane. He is looking upwards and to the left with a hopeful expression. The background is a warm, golden sunset with soft, out-of-focus trees. A dark blue rectangular box is in the bottom left corner, containing the text 'BUILT ON PASSION' in white. The 'AEROSUD' logo is in the bottom right corner.

BUILT ON
PASSION

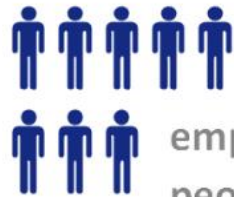
 **AEROSUD**

Company Timeline



4TH SADC INDUSTRIALISATION WEEK & EXHIBITION
Technical Barriers to Trade (SQAM)

Built to fly



employ **660**
people



70 Mil
annual
turnover

investment in
R&D

6%



28 years
experience



local sub-tier
suppliers

300

international &
local suppliers



100 %
Export

local added
value

40%

2016 - DTI Manufacturer of the year

2017 - DTI Exporter of the year

2018 - SADC Quality Award

 **SAFRAN**

AIRBUS

 **SPIRIT**
AEROSYSTEMS

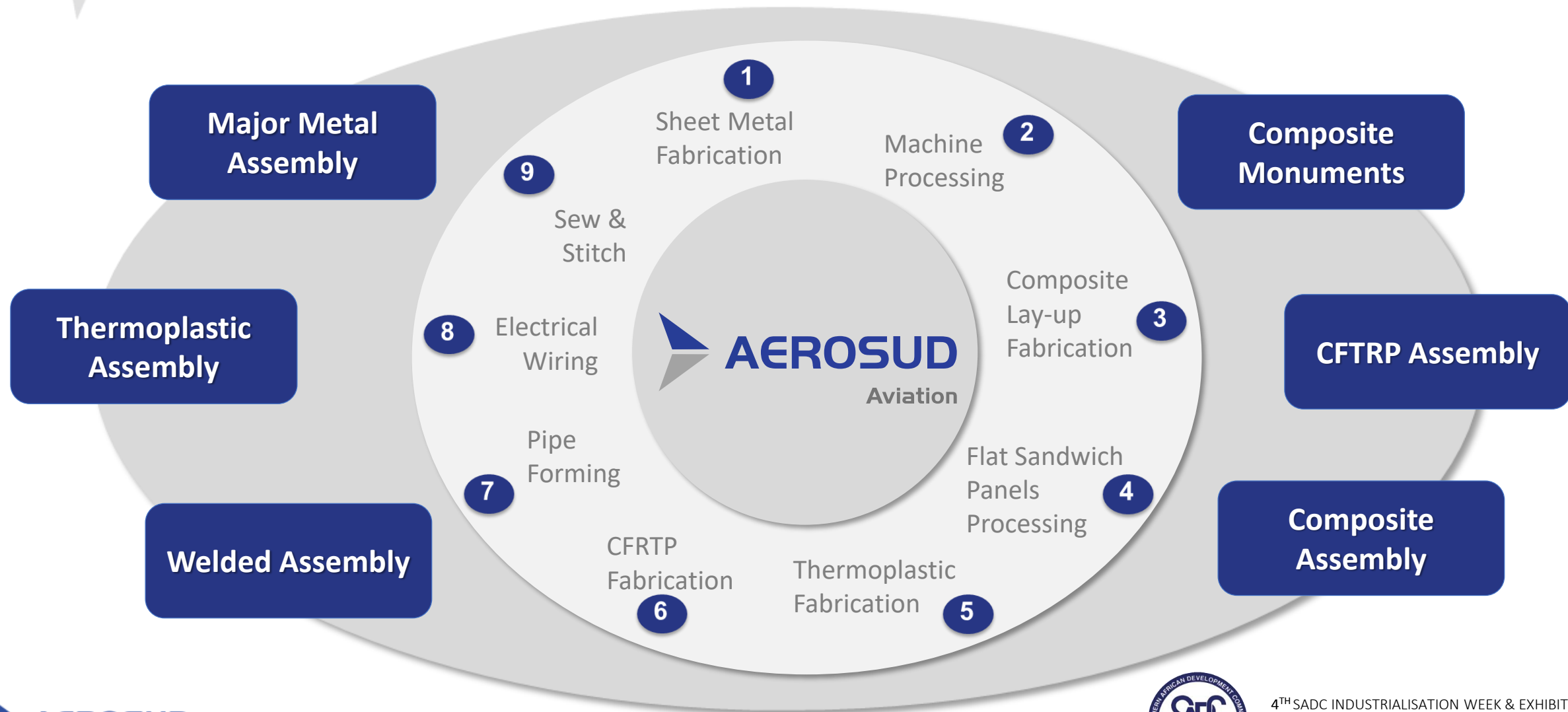
 **AIRBUS**
DEFENCE & SPACE

 **BOEING**

 **EASA**
European Aviation Safety Agency

 **Nadcap**
 **iaag**
International Aerospace Advisory Group

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



A400M 4th
Occupant seat



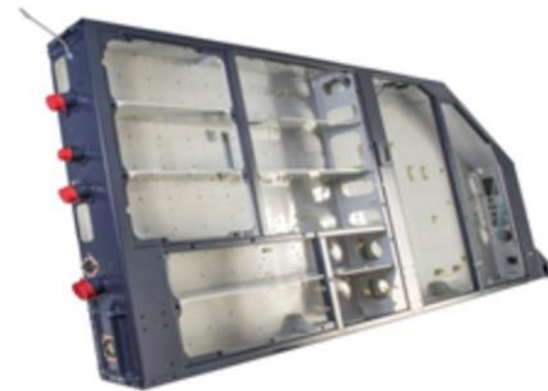
A400M WingTip



A350 Track Can



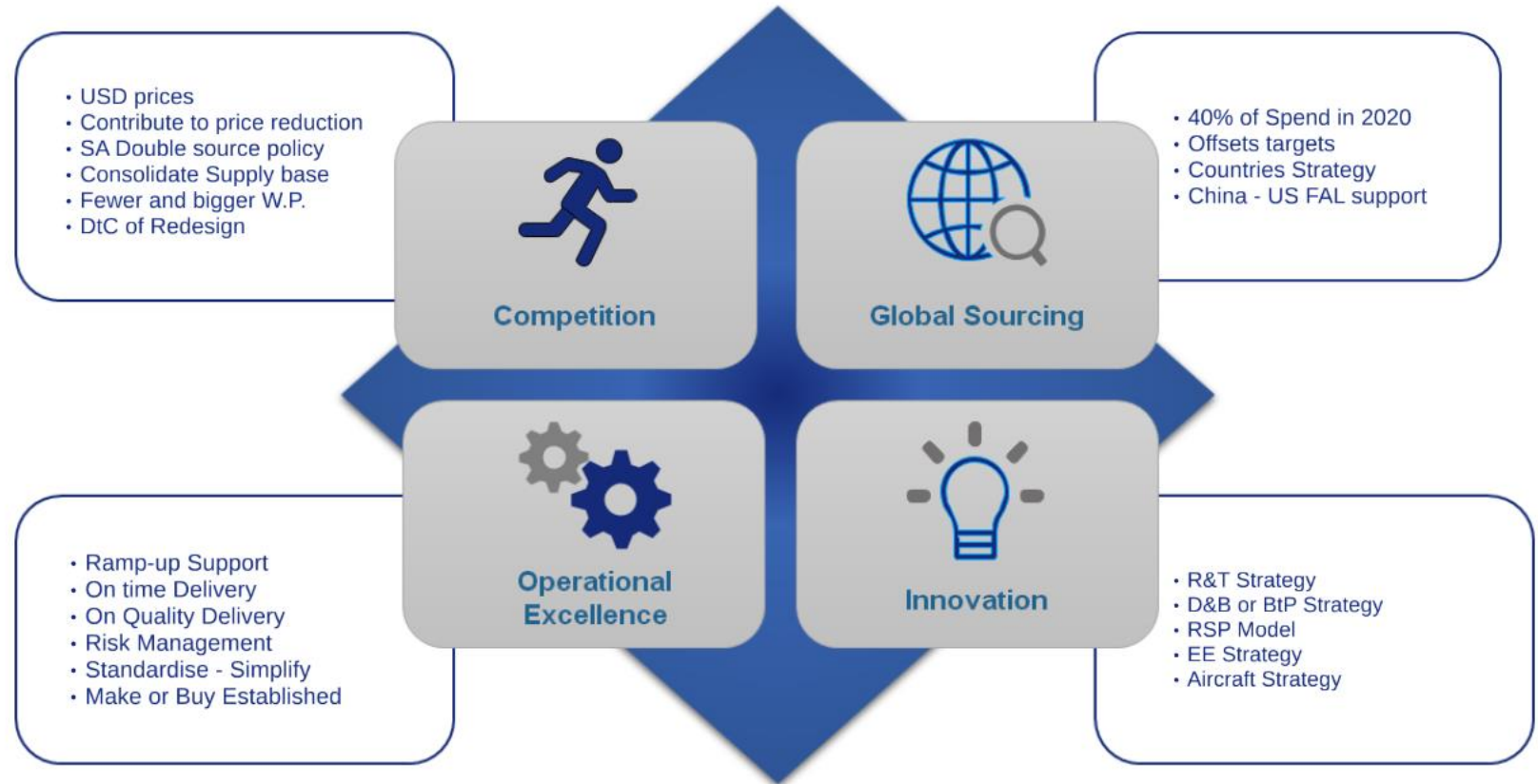
A400M Galley



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.

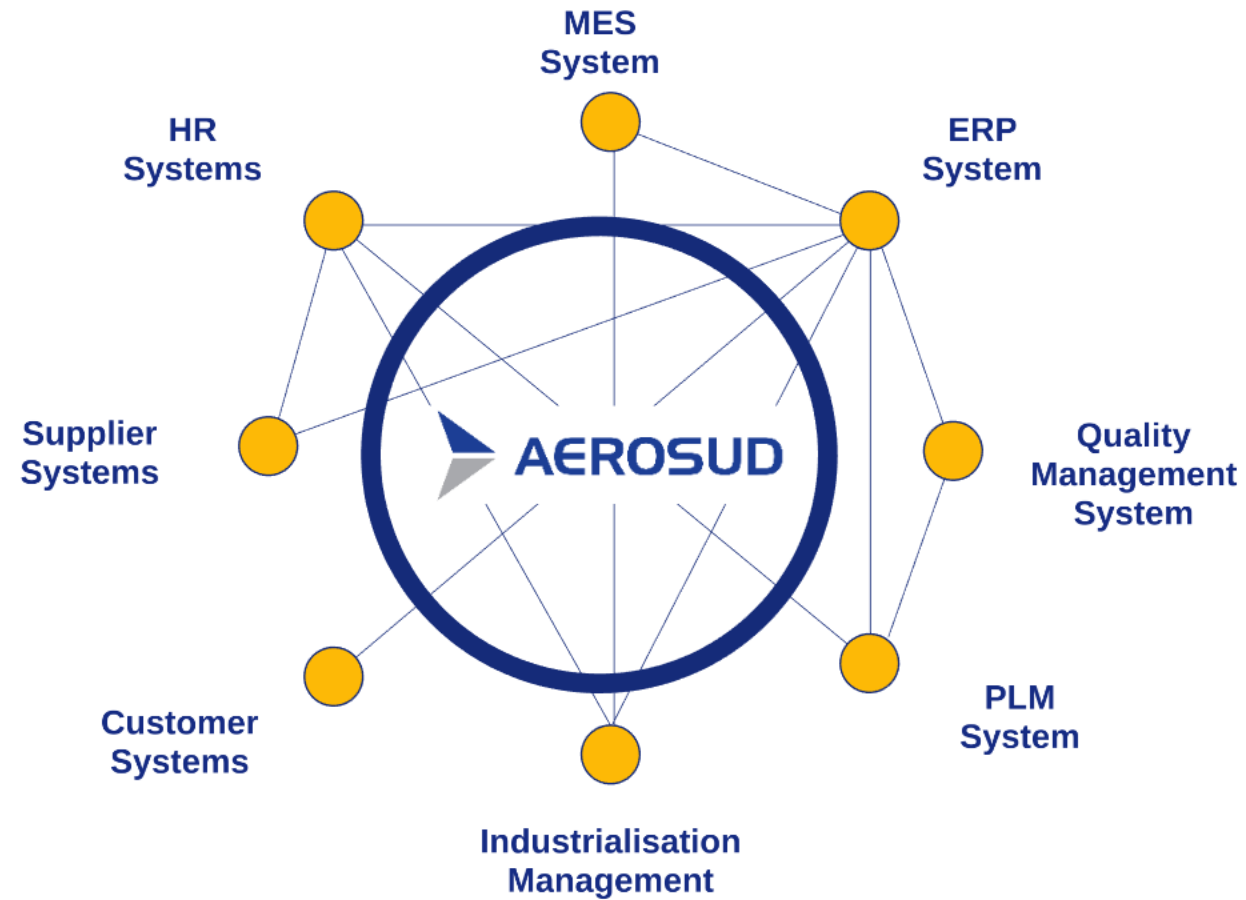


Fully integrated systems



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

Integration and development done by:

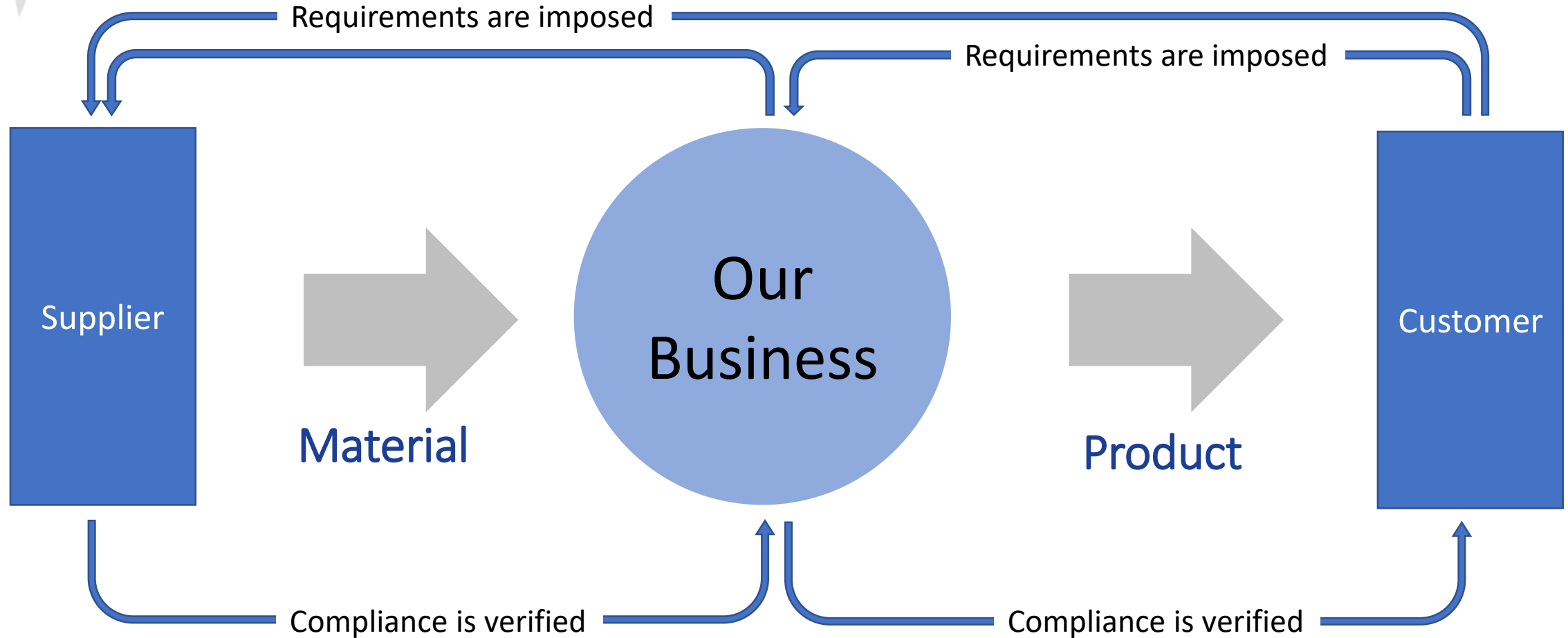


Why Standards and Quality?



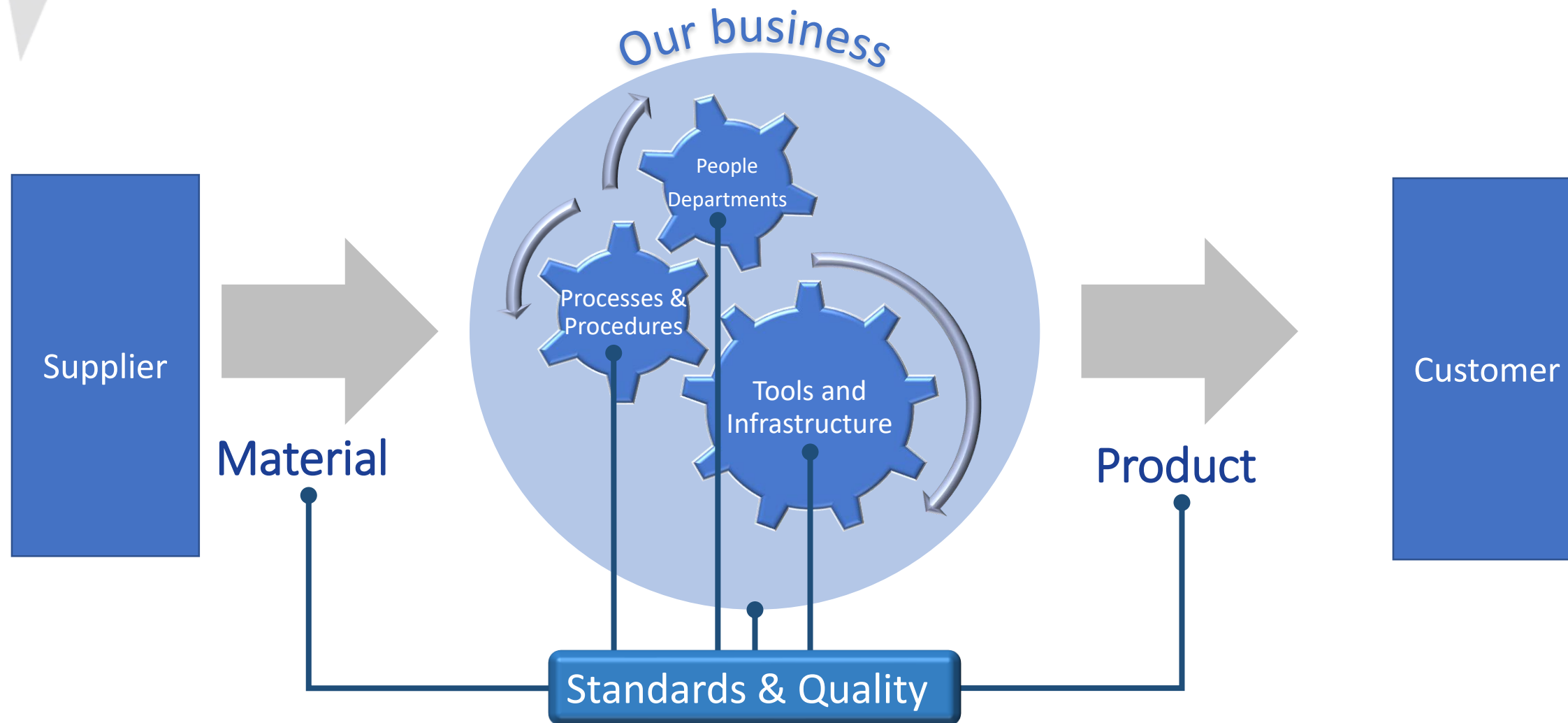
... compliance to Standards and Quality is our “key” to trade

Why Standards & Quality?



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

Why Standards & Quality?



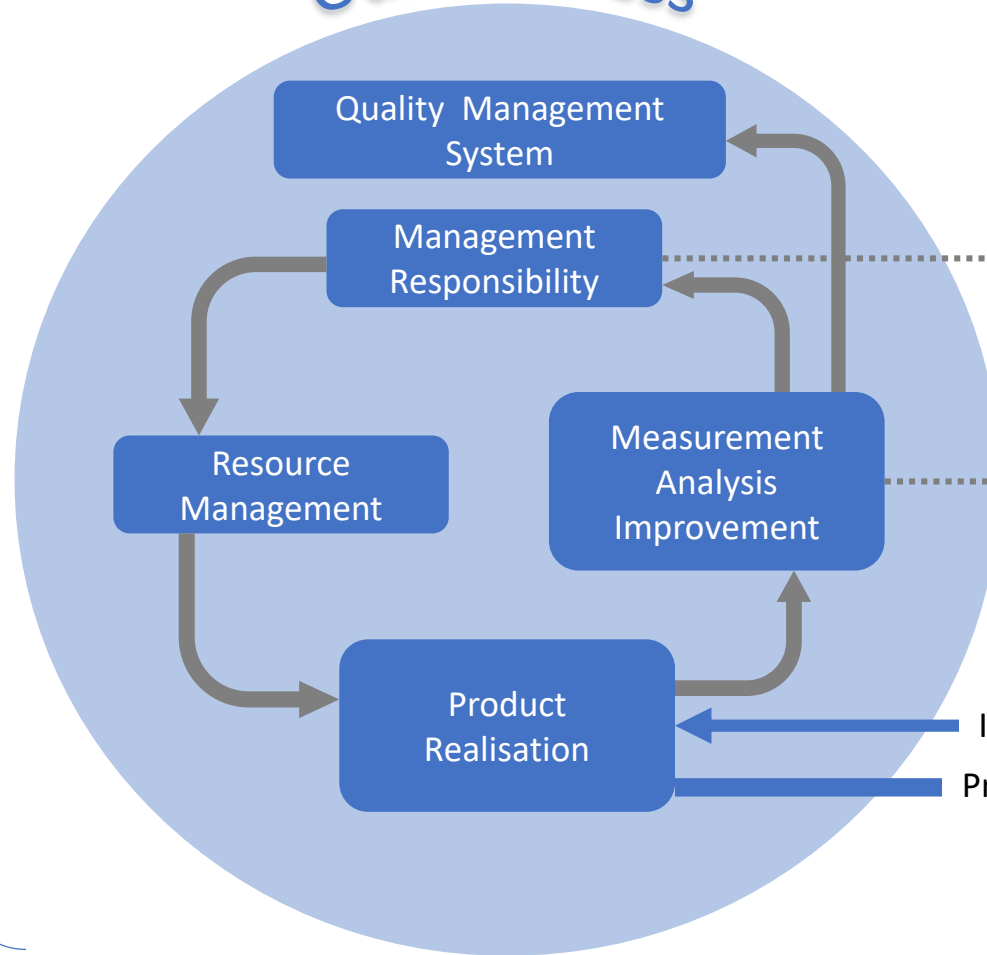
... Standards and Quality: from requirement to satisfaction → full circle

Why Standards & Quality?

*Independent
external
audits*



Our business



Customer

Requirement

Satisfaction

Input

Product

*Customer
audits*



AIRBUS



BOEING



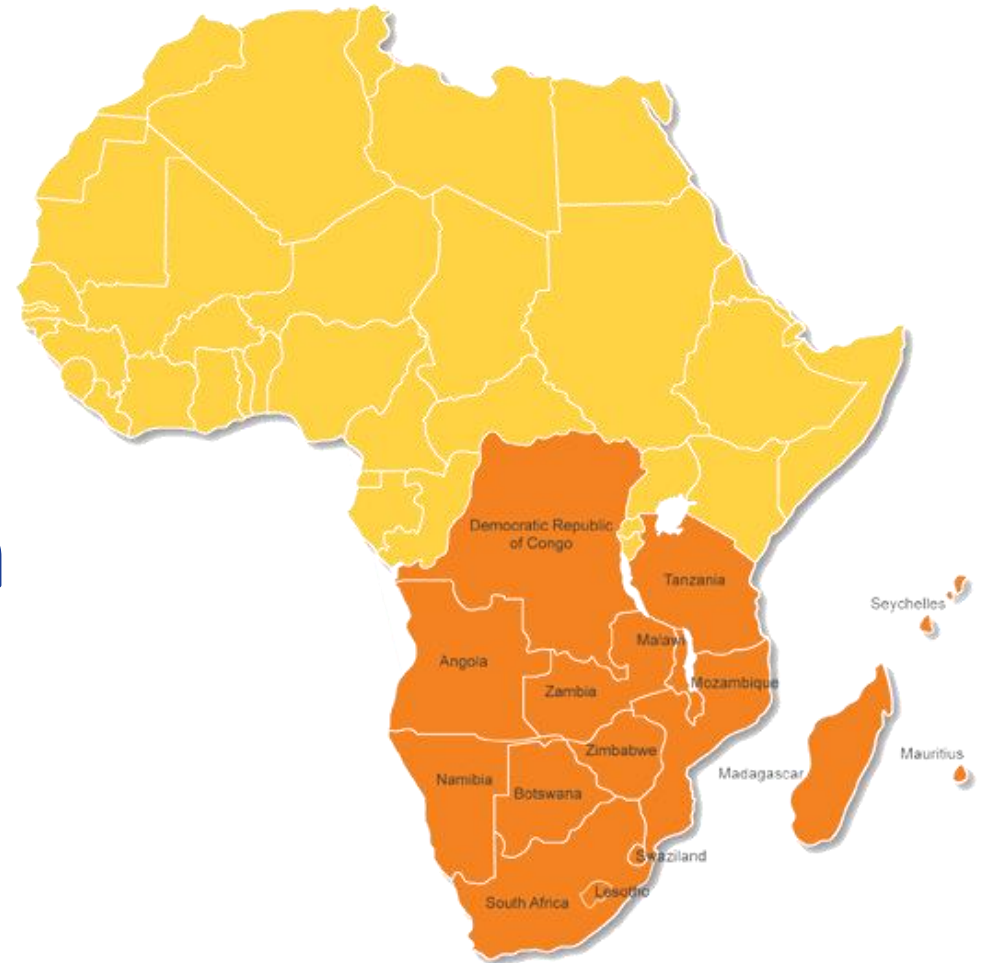
SAFRAN



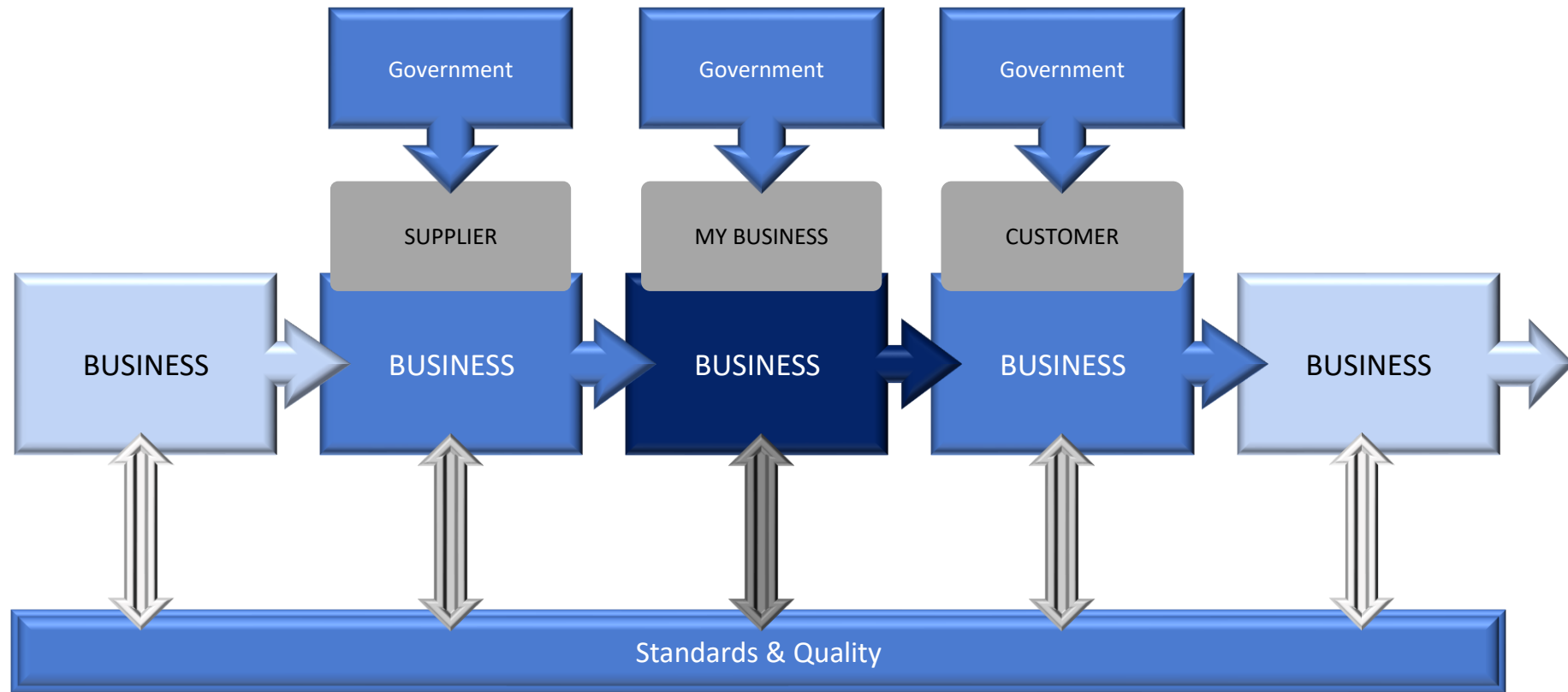
**SPIRIT
AEROSYSTEMS**



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



... business in perspective



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

Key principles of standards and quality management

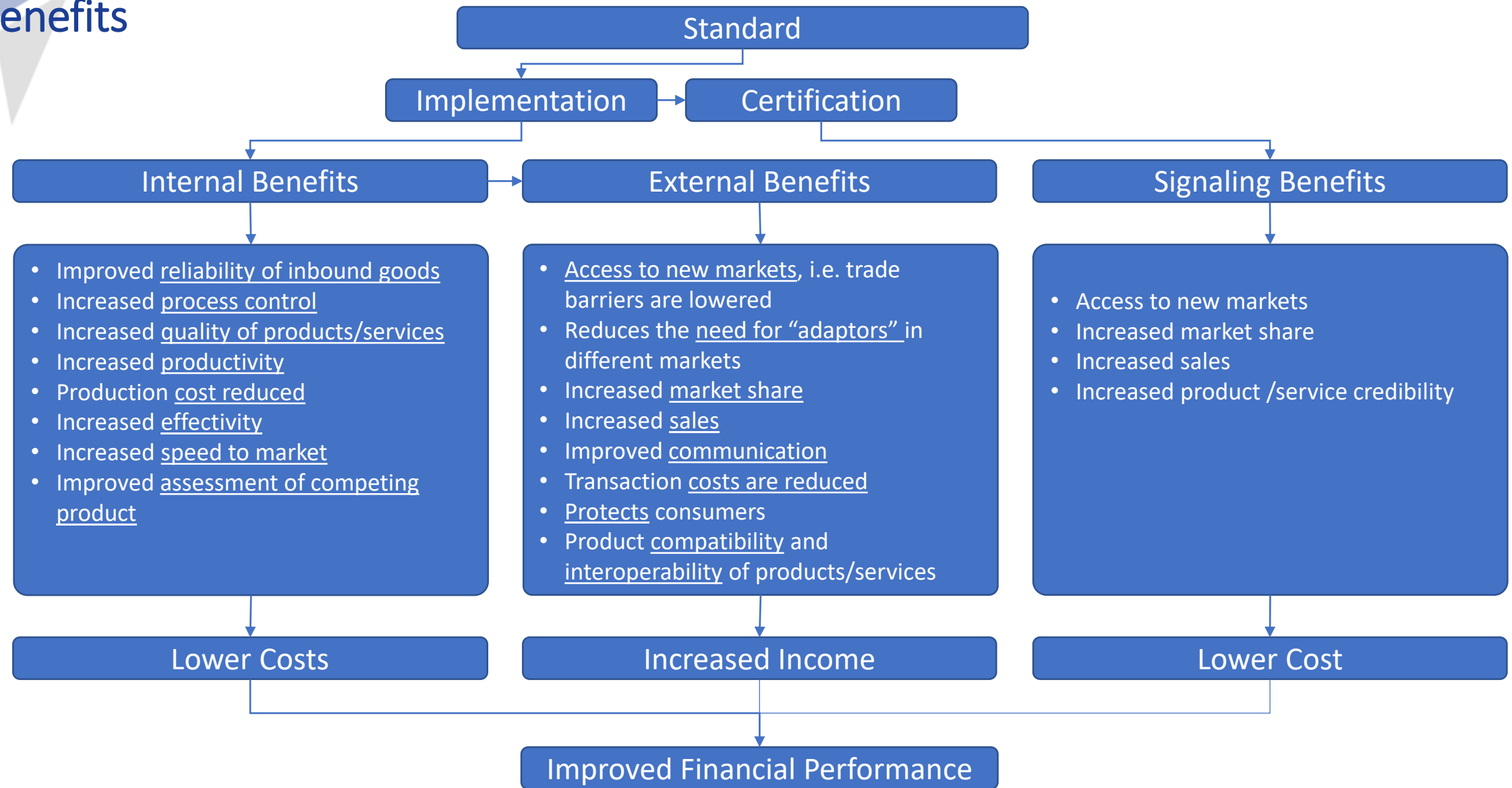
- Customer focus
- Leadership
- Involvement of people
- Process approach
- System approach to management
- Continual improvement
- Factual approach to decision making
- Mutually beneficial supplier relations

Advantages



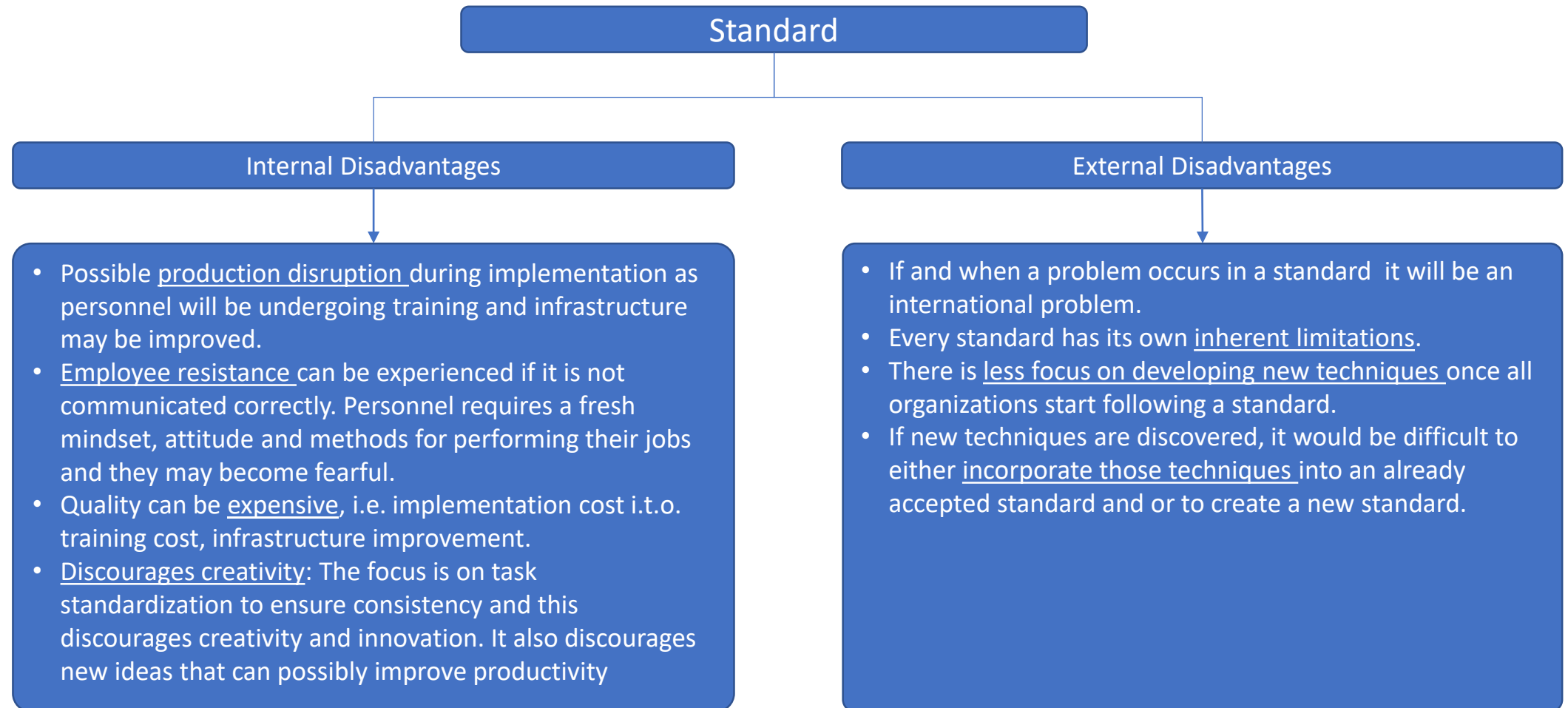
Disadvantages

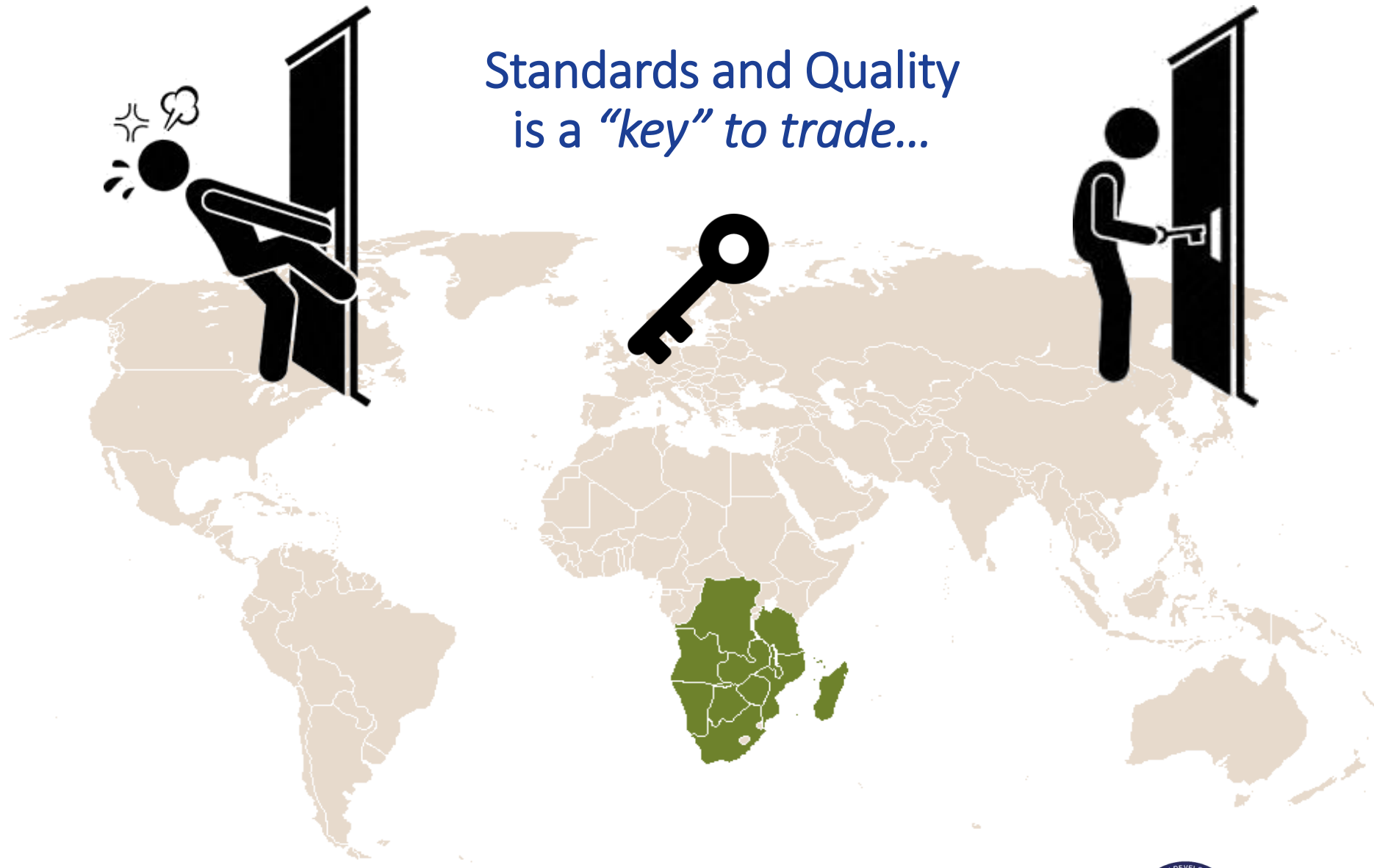
Benefits



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

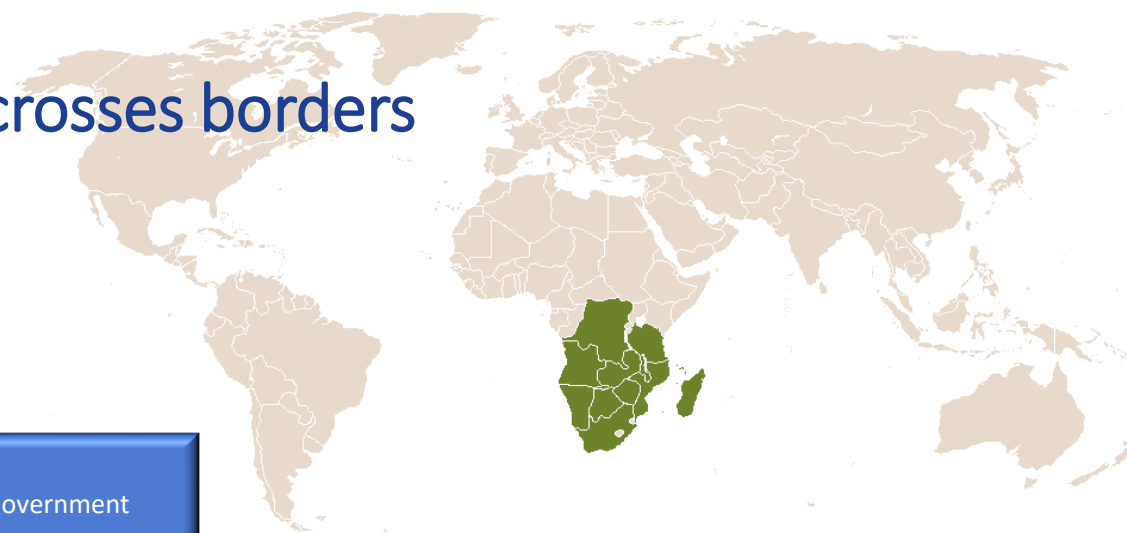
Disadvantages



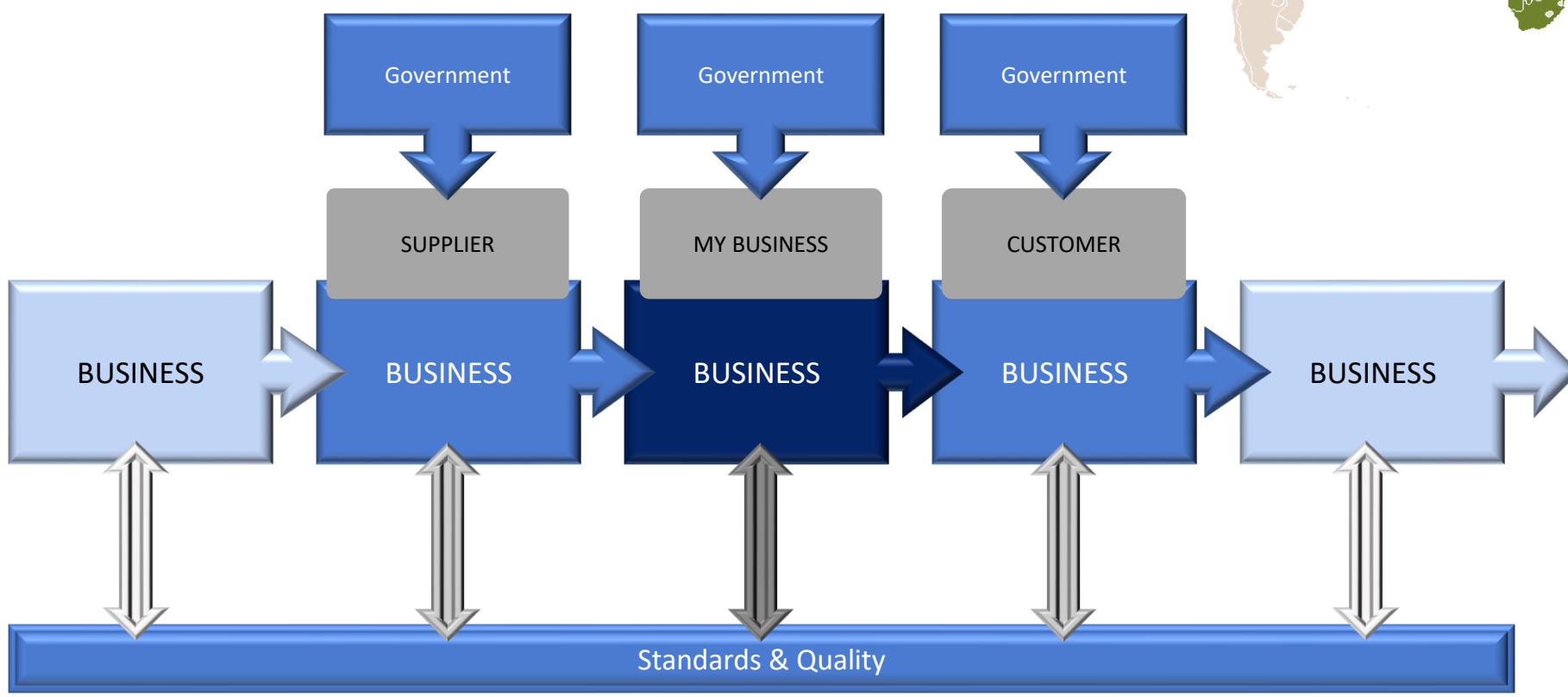


Standards and Quality
is a "key" to trade...

... 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

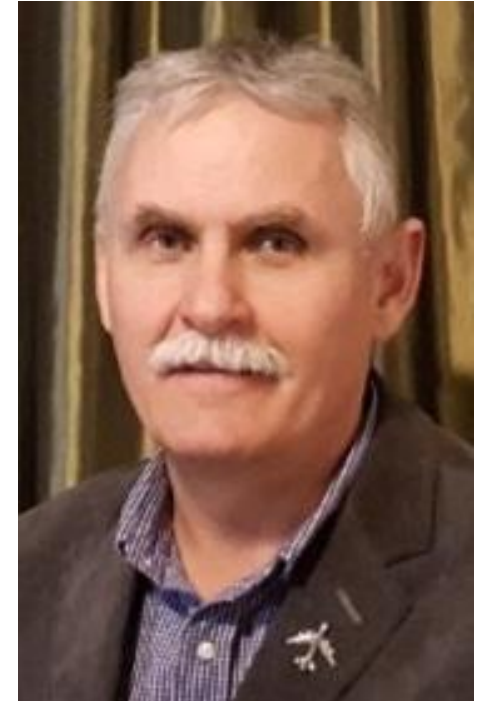
- Electrical industry
- Aviation industry

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