

Munitions Executive Summit

Maintaining a Responsive Enterprise
Presented by Jim Brandt



Esterline Defense Technologies (EDT)

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



Combustible



Coachella, California

Countermeasures



Camden, Arkansas



Lillington, N. Carolina

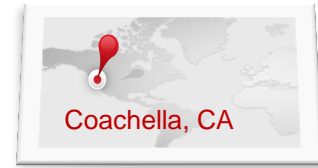


Milan, Tennessee



Stockbridge, UK

Combustible Ordnance Products



TANK



120mm Combustible Cartridges Cases

M865



M1002



ARTILLERY



155mm MACS Modular Artillery Charge System

M231



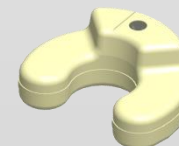
M232A1



MORTARS



Propelling Charge Containers



120mm



81mm



60mm

Countermeasures Products (US and UK)



Camden, Arkansas



Advanced Flares

Milan, Tennessee



Conventional Flares

Lillington, North Carolina



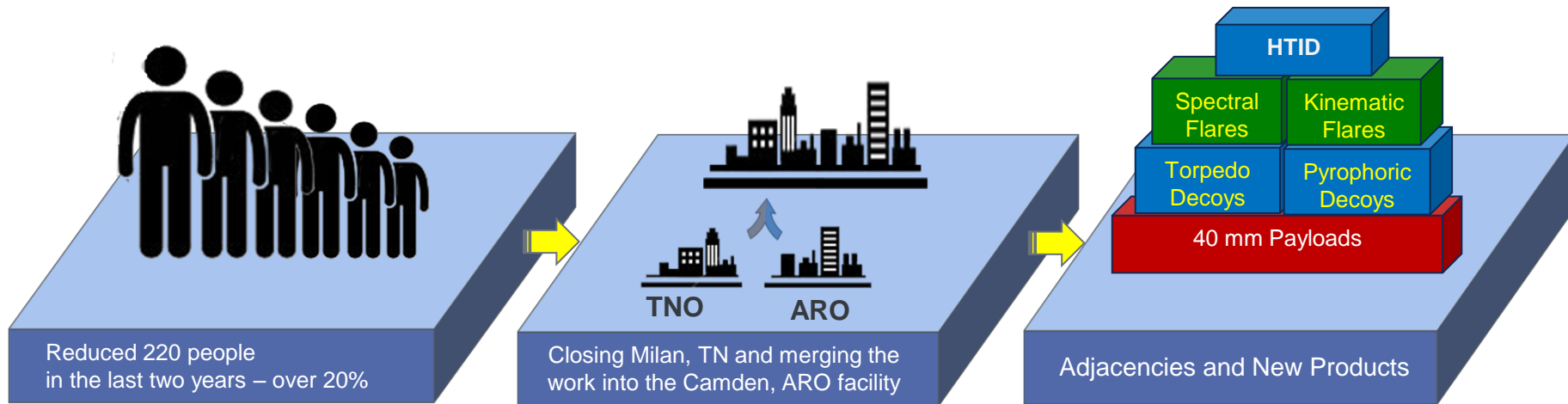
Radar Chaff

Stockbridge, England



Multi-Platform Expendable CM

Surviving the Downturn-Right Sizing



Personnel Reductions

Facility Consolidation

Increased R&D Expenditures

Surviving the Downturn

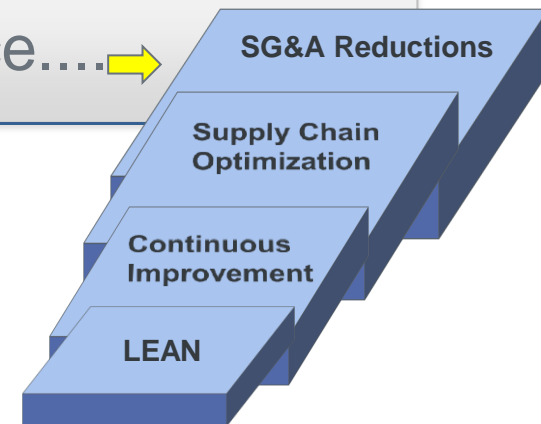
- International Sales Focus

- 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.....**



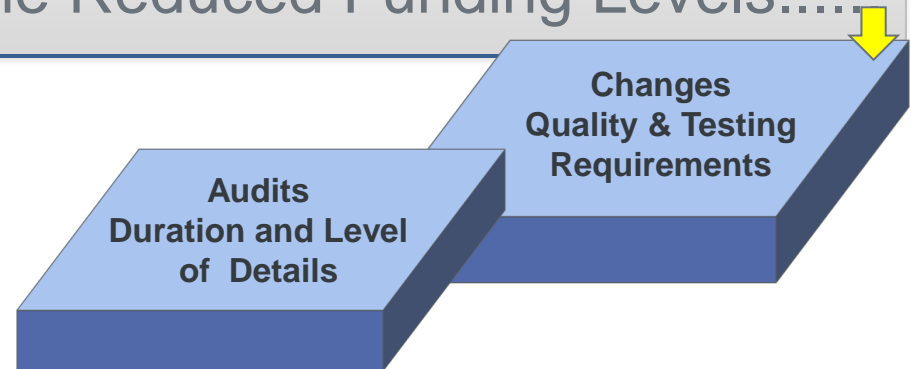
Remain Viable, Capable and Responsive

- Need a Strong Customer Partnership

– We Don't Want to be just a Vendor/Supplier

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

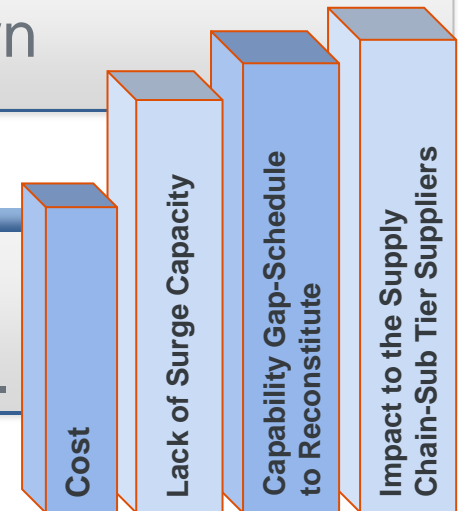
- Need Help/Cooperation to Reduce Support Functions Commensurate with the Reduced Funding Levels.....



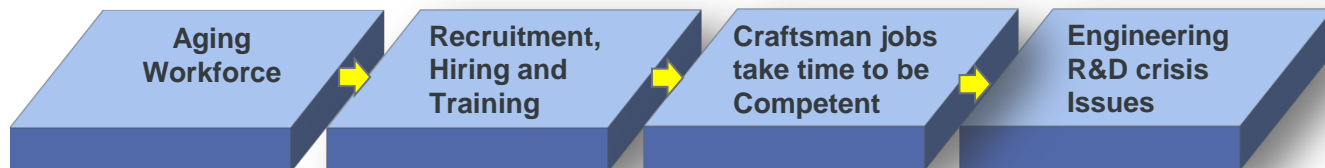
Remain Viable, Capable and Responsive (cont'd)

- Operate at the MSR vs. Line Shutdown

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



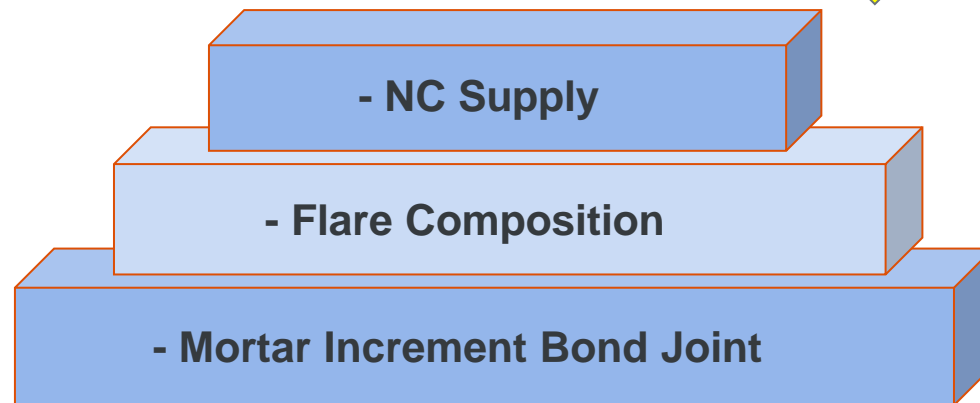
- But, just as important is the Human factor.....



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



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.