Together we are stronger
Aero Metals Alliance
Our Company

Five world class metal suppliers, offering unique capabilities and services, that will enhance the supply chain for customers wherever they are in the world.

Aero Metals Alliance (AMA) provides Aluminium, Stainless Steel, Alloy Steel, Titanium, Nickel Alloys and supply chain management services to the world’s leading aerospace companies. We currently operate from thirteen Service Centres in five countries throughout the Americas, Europe and Asia.

This enables us to aggregate demand across a single supply chain on behalf of the world’s leading OEMs, whilst at the same time providing a truly responsive local service to meet the needs of individual customers anywhere in the world.

AMA Partners

AMA includes some of the world’s leading metal suppliers; Gould Alloys, Progressive Alloy, Service Centres Aero, Sunshine Metals and Wilsons. Together, these companies deliver a complete range of aerospace and high performance metal products.

Processing Facilities

AMA has extensive processing facilities worldwide. AMA offers ‘Near Net Shape’ using the most sophisticated CNC machining centres.

Our sawing and cutting facilities create outstanding value for money for our customers by offering the ultimate in speed and accuracy.
Each of our Service Centres are equipped with the latest technology to meet the specific needs of each of our customers.

Complete Logistics

AMA operates from thirteen Service Centres in five countries, providing customers with a local response while utilising our global footprint.
Delivering Value

Working Together

AMA has a de-centralised organisational structure allowing daily operations and decision making to take place locally. This empowers our partners and employees to demonstrate the knowledge and experience they have gained and implement their own ideas.

Our structure is also in place to encourage growth and expansion. The structure is supported by knowledgeable marketing, sales and purchasing teams which enables the Alliance to react quickly and focus on our customers.
Services

With strategically placed Service Centres in the UK, France, Germany, the United States, China and India, we offer total supply chain management systems tailored to our customers Aerospace and Defence needs.

- Processing Facilities
- Logistic Expertise
- Export
- Packaging
- Testing
- Cutting
- Quality Control
- Online quoting, expediting and order tracking

Processing

Each of our sites is equipped with the latest technology to meet the specific needs of each of our customers. Just some of the services available to our Aerospace and Defence customers include:

- Cutting
- Shape cutting
- Milling
- Surfacing
- Sawing
- Drilling
- Guillotining
- Water jet cutting
- USI testing
- Heat-treating or re-tempering
- Machining to ‘Near Net Shape’

Products

We are able to offer a wide range of materials from British, American and German specifications to customer specific grades such as MSRR (Rolls Royce) and ABS/AIMS (Airbus/GKN) and many others.

- Aluminium Alloys
- Aluminium Plate, Sheet, Bar and Tube
- Carbon & Alloy Steels
- Copper Alloys
- Copper, Brass and Bronze
- Forgings
- Phosphor Bronze
- Plastics
- Nickel Alloys
- Stainless Steel
- Steel Alloys
- Steel Plate, Sheet, Bar and Tube
- Titanium Alloys
- Titanium Plate, Sheet, Bar and Tube

Cost Reduction

AMA will pro-actively look to provide genuine cost reduction initiatives that can enhance profitability for our customers as well as our own businesses.

- Direct to Line deliveries
- Consignment stock at point of use
- Electronic document delivery
- Consolidated invoicing
- EDI Customer Portals
- Returnable packing solutions
- Engineered revert revenue streams
- 2D Data Matrix Part Marking
- Bar Coding
- Continuous improvement collaboration
Customer Service

We recognise that our customers are key to our success and we realise that we must meet and exceed our customers expectations.

Sales and Customer Interface

We continue to develop the skills and services provided by our sales teams and customer relationship managers. They offer our customers ‘touch points’ so that they can provide a single and dedicated point of contact.

Our customers experience ‘ease of doing business’ through the following:
• Single point of contact
• One stop shop
• Multiple processing capabilities

Wide range of inventory
We are able to offer a wide range of materials from American, British, French and German specifications to customer specific grades and in various alloys.

Multiple processing capabilities
We are equipped with the latest technology and are able to process a wide range of alloys and specifications to meet the needs of our customers.

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Single Point of Contact
Our customer relationship managers are the first point of contact for your enquiries. They will take ownership of any enquiry and become your single point of contact, ensuring customer satisfaction.

One Stop Shop
We offer a multitude of services and products, providing customers the convenience of having multiple needs met in one location.

Direct Invoicing
Direct invoicing saves valuable time and money by dealing with one supplier rather than having to deal with multiple supplier accounts, invoices and purchase orders.
Customers experience ease of doing business
Processing Capabilities

Sawing
AMA has a vast array of fully automatic circular and band saws capable of sawing up to 540mm diameter or 540mm width/height combination flat and square bars.

Cutting
AMA has huge Aluminium Plate sawing capacity worldwide, also offering a full range of ancillary services, routing and water jet cutting, AMA have the equipment for every requirement.

Machining Centres
AMA has ‘in house’ machining centres (both 3 and 5 Axis) that can offer ‘Near Net Shape’ and pre-machined parts to the highest standards. State of the art ‘nesting’ programs are used to eliminate waste and minimise cycle times.
Our processing facilities create outstanding value for money

<table>
<thead>
<tr>
<th>Count</th>
<th>Equipment</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>&gt;50</td>
<td>Band Saws</td>
<td>Cutting bar up to 540mm diameter in Steel Aluminium and Titanium to tolerances better than +/- 0.5mm.</td>
</tr>
<tr>
<td>5</td>
<td>Shape Saws</td>
<td>If you require shapes, our saws can provide a range of blocks and bars to your requirements.</td>
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<tr>
<td>7</td>
<td>Milling Machines</td>
<td>Surface milling to close tolerance ‘Near Net Shape’.</td>
</tr>
<tr>
<td>2</td>
<td>Circular Saws</td>
<td>High productivity circular saws for bar and billet up to 100mm diameter fast accurate high density cutting.</td>
</tr>
<tr>
<td>&gt;30</td>
<td>Plate Saws</td>
<td>Precision plate sawing up to 300mm thickness and up to 6 metres in length using sophisticated optimisation programs to reduce waste.</td>
</tr>
<tr>
<td>3</td>
<td>CNC Routers</td>
<td>Our CNC routers offer profile nesting and high speed routing.</td>
</tr>
<tr>
<td>5</td>
<td>Guillotines</td>
<td>Cutting Stainless Steel up to 3mm thick and Aluminium up to 8mm thick.</td>
</tr>
<tr>
<td>17</td>
<td>CNC Machining</td>
<td>AMA can offer a complete package of machining on our ‘in house’ 3 and 5 Axis machining centres. ‘Near Net Shape’ and pre-machining offer customers reduced cost within their own operation.</td>
</tr>
<tr>
<td>7</td>
<td>Water jet</td>
<td>With no ‘heat generated’ structural changes and virtually burr-free cut edges, finishing operation is reduced. With no material discolouration and no toxic or fume discharge. Multi-head operation, 12m x 3m capacity from shim to 200mm thickness.</td>
</tr>
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</table>
Our Accreditations

We work with a wide portfolio of businesses in the aerospace and defence industry. Below are some of the many approvals we hold nationally and internationally.

Customer Approvals
Operating to the highest levels of quality and service

Approvals and Standards

Other Customer Approvals
- ATR
- AVIC
- Britten Norman
- Rolls Royce CDS
- Eaton Aerospace
- Sargent Aerospace
- GE Aviation
- Goodrich Systems
- Meggitt Control Systems

Messier Bugatti Dowty
Northrop Grumman
Raytheon
Ratier Figeac
Fokker Aerostructures
Spirit
Thales
Zodiac Seats

Standards
- AS 9104/1
- AS 9120 Rev A
- AS BS EN ISO 9001:2008
- AS BS EN ISO 9100:2009 Rev C
- BS OHSAS 18001:2007
- ISO 14001:2004

Exceeding Expectations

In an increasingly complex market, customers and suppliers must work together to achieve maximum efficiency to remain competitive and secure the future of their business. AMA are committed to exceeding customer expectations in every aspect of their business, in material supply, logistics, supply chain management and engineering excellence.

AMA works with customers and suppliers to be the metal stock holder and service provider of choice, at every level.
Purchasing Strategy

Our challenge is to reduce waste and associated costs where we can, whilst retaining high standards and ensuring the quality of our services and products.

We know delivering great services and products comes at a cost. The challenge is to reduce waste and associated costs where we can, whilst retaining high standards and ensuring the quality of our services and products.

We aim to show value for money in everything we buy, we drive best value against the background of reducing costs.

Our suppliers are assessed to measure and monitor their performance for the purposes of offering value for money, mitigating risk and driving continuous improvement.

Benefits

Strategic procurement from a global standpoint has many benefits for our supply chain and customers. These benefits include:

• Information sharing – Enhanced communications between suppliers and Aero Metal Alliance partners.
• A stronger supplier relationship, both strategic and operational.
• Simplified processes – A reduction in the bureaucracy with suppliers, including improved handling of procurement processes.
• Improved forecasting to support suppliers capacity planning and metal hedging, resulting in shorter lead times.
• Establish the most appropriate points of contact for both global contracts and local business.

Information Sharing

Enhanced communications between suppliers and AMA. This includes road maps, support and process information and general communications.

Simplified Processes

A reduction in the bureaucracy with suppliers, including region specific terms and conditions, a single price list and improved handling of procurement processes.

Vendor Assessment Programme

All of our suppliers are assessed to measure and monitor their performance for the purposes of offering value for money, mitigating risk and driving continuous improvement.
A stronger relationship with suppliers and partners
Global Reach

Single Supply Chain

No matter where you are in the world, AMA can supply material on time, right first time.

Our thirteen Service Centres will ensure that we can support our customers, no matter where they require our services.
A responsive local service anywhere in the world

Our strategically placed Services Centres offer total supply chain management, tailored to our customers needs

**United Kingdom**
- Chesterfield, Derbyshire
- Sawtry, Cambridgeshire

**Europe**
- Nantes, France
- Seclin, France
- Fellbach, Germany

**United States**
- Davisville, West Virginia
- Corona, California
- Wichita, Kansas
- Hartsville, South Carolina
- Las Vegas, Nevada
- Williamantic, Connecticut

**Asia**
- Dalian City, China
- Bangalore, India
Our Members

World Class Suppliers

Aero Metals Alliance includes some of the world’s leading metal suppliers; Gould Alloys, Progressive Alloy, Service Centres Aero, Sunshine Metals and Wilsons. Together, these companies deliver a complete range of aerospace and high performance metal products.

Service Centres

With strategically placed Service Centres in the UK, France, Germany, the United States, China and India, we offer total supply chain management systems tailored to our customers Aerospace and Defence needs.

www.aerometalsalliance.com
Together we deliver a complete range of products and services across the globe

Gould Alloys

Gould Alloys are the leading supplier of high integrity ferrous and non-ferrous metals to the world’s most demanding markets, including; Aerospace, Defence and Power Generation.

The company occupies a modern, purpose built factory in Derbyshire. It has progressed to its current status through innovation, understanding customers’ needs and delivering products in the most cost-effective manner.

They carry a comprehensive range of stock in both Aerospace and commercial specifications/alloys.

www.gouldalloys.com

PASU

PASU specialises in Stainless Steel and Aerospace Alloys in bar, plate, forged block and ‘Near Net Shape’ forms. Their inventory includes 15-5PH, 13-8MO, 17-4PH, 440c, 440c VAR, 4330M, 4340 VAR, 300M, 13-8 Supertough®, Cronidur 30®, Nickel Alloys and other hard to find products. Will support your requirements from our three strategic locations in the USA on time every time.

Their AS9100C quality system is complemented with Pratt & Whitney ‘LCS’ Certification along with approvals by most major aerospace manufacturers.

www.progressivealloy.com

For 30 years, Service Centres Aero (SCA) has been the leading service provider for their local Markets.

With three locations in France and Germany, their goal is to adapt their service offer to the needs of their customers.

SCA is an important partner of the major OEMs in the Aerospace industry including direct-line feed, EDI orders and forecast management, reduction of customers inventory, pre-machined and cut-shape parts.

www.service-centres-aero.com

At Sunshine Metals, our wide inventory of specialty metals and custom supply chain services allows us to serve manufacturers in Aerospace, Marine, and Defence industries across the globe. We provide ‘Near Net Shape’, semi-finished products and just in time kitting from our inventories of plate, rod, bar, and forgings. Our continued commitment to service means our customers can count on us to lead the industry in expertise, quality, and support.

www.sunshinemetals.com

Wilson is an independent, privately owned business with a family ethos. Supplying high performance semi-finished metals and alloys to meet the demanding requirements of high technology industries, in the UK, Europe and throughout the world for over 60 years.

Wilson stock range is unequalled, with over 3000 items of Aerospace released products, and an extensive range of commercial materials including one of the UK’s biggest ranges of Copper Nickel fittings.

www.wilsonsmetals.com
Working in Partnership

Case Studies

Tier-2 Airframe Parts Manufacturer

**Scope**
- Provide ‘Near Net Shapes’
- Dock-to-stock quality system
- Nested parts
- Inventory logistics

**Value Realised**
- Improved equipment utilisation and productivity
- Reduced cost per finished part
- Annual growth from 8k to 140k Kgs in three years
- Delivery performance >98.9%

Aerostructures Manufacturer

**Scope**
- 3 year contract
- >$2m material value
- Total materials management
- Provider of hand forgings and aluminium rod & bar
- Providing raw material and value-add services to subcontractors throughout North America

**Value Realised**
- Total aggregation of demand
- Reduced lead-times
- Reduced minimum order quantity

The Facts

3yr
Three year contract

140k
Annual growth from 8k to 140k Kgs in three years

Delivery performance >98.9%

The Facts

3yr
Three year contract

>$2m
Material value

Reduced lead-times
<table>
<thead>
<tr>
<th>The Facts</th>
<th>Major OEM</th>
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<tr>
<td><strong>5yr</strong></td>
<td><strong>Scope</strong></td>
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<tr>
<td></td>
<td>• 5 year contract</td>
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<td></td>
<td>• &gt;€30m material value</td>
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<tr>
<td></td>
<td>• Management of the full range of metallic rolled products from 0.5mm to 200mm thick and up to 15 metres long</td>
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<tr>
<td></td>
<td><strong>Value Realised</strong></td>
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<tr>
<td></td>
<td>• Inventory reduction by 50%</td>
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<td>• Full forecast management</td>
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<td>• EDI full integrated orders</td>
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<td>• Direct-Line Feed</td>
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<td></td>
<td>• Delivery performance 99%</td>
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<tr>
<td><strong>&gt;€30m</strong></td>
<td><strong>Aerostructures Manufacturer</strong></td>
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<td></td>
<td><strong>Scope</strong></td>
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<td></td>
<td>• 10 year contract</td>
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<td>• &gt;$8m material value</td>
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<td>• Cut-shape and pre-machined parts for airframe manufacturer</td>
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<tr>
<td></td>
<td><strong>Value Realised</strong></td>
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<td></td>
<td>• Inventory reduction</td>
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<td>• Material savings up to 35%</td>
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<td>• Reduced lead-times</td>
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<tr>
<td></td>
<td>• Full forecast management</td>
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<tr>
<td></td>
<td>• Delivery performance 99.6%</td>
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