

We will deliver current results and invest for the future by continually determining the needs/wants of our target markets and delivering satisfaction more quickly and efficiently than our competition. Flexibility and agility will define our movements as we work to constantly align, execute and renew ourselves ahead of the global markets in which we compete with our constant attention on our people and process.

Our environment will be one that focuses on continuous improvement and empowerment of each associate to own his/her work and make appropriate decisions to enhance customer delight while keeping the needs of all stakeholders in mind. Our associates, current and future, will be those high achieving individuals who have enormous energy and passion; have the ability to execute and energize; are process and customer focused; and can deliver bottom line results in a positive, respectful and high integrity manner.

## **OAM** SBU Goals

- Achieve Revenue (\$7.5 million 6% growth) and contribution margin (CM) goals
- Work to less than thirty working day lead-times on out-of-stock items
- Achieve and sustain on-time delivery of 90% or greater
- 90+% stocking level (FG+WIP) on F75, F19 & G16\*
- 10% or greater improvement in scrap and loss in process
- No lost-time accidents
- Achieve 99.5% BellHawk & Cycle-count accuracy.

\*Active sizes within the family of 369 standard dash sizes

## OAM

## **STRATEGIC BUSINESS UNIT PLAN**

The OAM Strategic Business Unit (SBU) is a low volume, high mix focused-factory that serves the aerospace/industrial distribution marketplaces. Our plan is to continue to grow our revenue while staying focused on higher-end, profitable niches that yield acceptable contribution margin and dollars per mold hour rates by out-shipping and servicing our global competitors. We will strive to ship zero-defect products within thirty days of receipt of order to exacting AMS/ MIL standards. We realize that ever increasing standards are a way of life and will work to be ahead of this curve by creating and nurturing a continuous improvement culture that is flexible enough to work in/under a variety of expectations and that will change in a moment's notice. To reach our growth, cost and quality goals we are committed to continually get faster and more precise in everything we do and selectively enter new niches and markets that yield similar or higher rates of return.

