

Question # (Order)	Question	Answer
1	How will Ducommun partner with unique or sole source suppliers that don't need our business, but our critical to our products?	These are the types of suppliers that we would categorize as Niche. We will put the necessary relationship in place with them to support our business
2	With One Ducommun Way, will a common set of quality codes be flowed down to suppliers through its various sites?	Our ultimate goal is to achieve a common set of codes as a result of our long term plan to use a common ERP system across all sites and the implementation of a single Quality Management System as presented at the conference. In the interim there may be variation between locations. Suppliers must be responsive to the requirements as communicated from the sites with whom they do business.
3	With an emphasis on quality tools (e.g. lean, metrics, supply chain), will additional resources and/or tools be available to help suppliers improve their quality and performance?	As our projects priorities and potential results dictate, we will identify the resources and/or tools needed to support the project/supplier
4	How will Ducommun communicate its expectations and/or feedback to suppliers (e.g. newsletter, scorecards, supplier portal)?	At this time we updated the Supplier section on the Ducommun website and will provide access to the conference powerpoint and video to suppliers attending as well as others as requested. We are addressing additional modes of communication that will evolve with the development of the Office of Operational Excellence , however, we have not determined a final plan at this time.
5	As a precision sheet metal & mill machine vendor, will Ducommun require their subcontract vendors to be AS9100C qualified to gain preferred supplier status?	If a Key or Strategic supplier is supporting a program where AS9100C is required, then that supplier should be qualified.
6	How is Ducommun addressing parts obsolescence and counterfeit materials in the supply chain?	Part obsolescence is being supported primarily at a site level with support from our commodity management process as applicable. Counterfeit material compliance is supported by AS6174 and AS5553 internally. Counterfeit material compliance is supported by AS6081 for distribution partners.
7	With the presentation slides be available for download after the conference?	Yes - the presentation can be downloaded from this web-site: <a href="http://www.ducommun.com">www.ducommun.com</a> under the supplier tab
8	Also, as a current Ducommun supplier of dc\dc converters and EMI filters for military, aerospace and space products, I am interested in the Miltec facility in Huntsville, AL. Would it be possible to get a contact point at that facility to talk with.	Please contact the Electromechanical Commodity Manager, Les Sprecher. He should be able to connect you with the right people.
9	How will Ducommun purchasing at the site level work together so that supplier's get opportunities from other sites that they are not currently working with, help from the current site to develop a new relationship	This is one of the great benefits of forming the Commodity and Sub-commodity teams - the team includes member from every site that has current or potential spend in the sub-commodity. The best way for a supplier to see those new opportunities is to work with your Commodity Manager

10	Would you give a few specific examples of how the new Ducommun way will change how we deal with each other as a customer and supplier? Walk through a purchasing process and describe the changes under the new way.	Key and Strategic suppliers who are identified as Grow suppliers will be the only suppliers quoted for new business opportunities unless there is no qualified Key or Strategic Grow supplier. Once LTA's are in place, new parts that a supplier wins will be added to the LTA parts addendum, and the Ducommun sites ERP system will be updated to show the parts and pricing on agreement, which should drive auto-generation of P.O.'s
11	We currently do business w/Ducommun-Labarge in Pittsburgh but would like to have opportunities w/other divisions? How does Ducommun ensure that all divisions have access to a supplier base that may serve them from one division to another?	Because the cross-site supplier data base is not yet fully functional, the Commodity Management teams will be the interim enabler for this type of cross-SBU opportunity
12	If a supplier is not key/strategic will the commodity team contact them to potentially build a better relationship?	If the Commodity team sees a potential for a higher level relationship than currently exists, then they will certainly engage the supplier. The suppliers can also take the initiative by contacting the Commodity Manager
13	Long Term Agreements, VOI programs, just in time supply ALL depend on an accurate and stable forecast. Correct information in a must. Do you currently have a system you are using or developing?	Ducommun currently has 6 different ERP systems, but is in mid-process of converting all sites to a common ERP system. In the interim, Commodity Management is building an aggregation tool that will be used for developing the forecasts that will be used for the LTA process.
14	My name is Lawrie Kranz and I represent Triton Alloys, Corporation in New York. I am a current supplier to Ducommun Aerostructures and I was invited and attended your video conference this morning on The Ducommun Way.	The Commodity team lists are contained in the Power Point presentation. The presentation can be downloaded from this web-site: <a href="http://www.ducommun.com">www.ducommun.com</a> under the supplier tab
15	Ware you doing to increase supplier visualization? Examples: Online websites for suppliers, scanning systems, Kan Ban. AKA: Visual Factory	Some clarification is needed to respond to this question. Please call Jon Egen to discuss
16	Is there a strategy to source "off shore"?	We do not have a current active strategy to source products from our suppliers offshore. It is one of the tools in the Commodity Management toolkit, should the need arise.
17	Would you speak to dow Ducommun is goint to measure success of the vision? What is the measurement that tells DCO they are #1 with their customer? There was no mention of safetey...what is DCO going to do to improve safety?	Safety is part of our key performance metrics that Ducommun reviews with Management staff as shared on the site metric boards as presented at the conference.
18	With the continued drive to reduce price (15% repeating theme) how is DCO assuring themsleves that the supply base remains financially viable? The cost to wind down and shift demand to alternate suppliers is likely underestimated.	For Key and Strategic suppliers, Supplier assessments and risk analysis will be used to monitor supplier health and maturity in all key performance areas, including financial health and viability.
19	Most contracts are now long term...how do you account for this in your pricing?	Some clarification is needed to respond to this question. Please call Jon Egen to discuss
20	As a cost savings measure, is DCO looking at setting up VOI's versus traditional PO's?	VOI is one of the methods for reducing cost and lead time. It is currently in place with a number of Ducommun locations, across several commodities.