

# LOGISTICS & JUST-IN-TIME SERVICES

Interconnect Specialists™



For more than 20 years, A.E. Petsche Company has operated Just-In-Time supply agreements with major military, electronic and aviation OEM's worldwide. Utilizing the company's ZERO-BASE™ Inventory Program—an enhanced “Just-In-Time” system, A.E. Petsche Company has allowed its customers to dramatically reduce inventories, improve throughput and reduce costs associated with interconnect product acquisition. In addition to its Just-In-Time services, A.E. Petsche Company offers a wide range of complementary value added services, which can further optimize the ZERO-BASE Inventory Program.

## **ZERO-BASE Inventory Program benefits include:**

### **Inventory Reduction**

With A.E. Petsche Company's ZERO-BASE Inventory Program, major OEM's worldwide have dramatically reduced in-house inventories of interconnect products. A.E. Petsche Company typically stocks products locally and delivers within 24 hours, or less. With A.E. Petsche Company's guaranteed inventory levels, customers have virtually eliminated shortages and airfreight costs.

### **Reduced Transaction Costs**

Through A.E. Petsche Company's Logistics and JIT Services, customers regularly achieve reduced transaction costs related to the acquisition and management of interconnect products. Areas of improvement include: **purchasing functions**—virtual elimination of on-going quoting & expediting with multiple vendors, **invoicing**—A.E. Petsche Company typically provides consolidated “one-bill-per-month” invoicing and **reduced freight costs** due to localized inventory and consolidated shipments.

### **Faster Throughput**

For most of its ZERO-BASE Inventory Program customers A.E. Petsche Company is an authorized quality assurance inspector, allowing interconnect products to be shipped directly to the floor. As a general rule, from the time material is released, arrival on the floor ranges between 12 and 24 hours and less in AOG situations.

### **Vendor Reduction And Long-term Fixed Pricing**

Because of its ability to provide ALL interconnect product to military/aerospace harnessing operations, A.E. Petsche Company can typically consolidate multiple vendors to ONE. In addition, A.E. Petsche Company is able to assure long-term fixed pricing beyond what is normally available from any single vendor.

### **Consistent And Reliable Quality**

As an expert in interconnect products, records indicate that A.E. Petsche Company customers benefit from reduced or eliminated quality issues. The company's ISO and AS9000 standards and expertise in interconnect products assure customers that once product is delivered it will be fully compliant with the appropriate specifications.

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## ZERO-BASE Inventory Program features:

### Program Management And Customer Service

For its largest ZERO-BASE Inventory customers, A.E. Petsche Company assigns a "Program Manager." This individual participates in frequent material planning and forecasting meetings on-site with customers and provides technical support as required.

### ISO 9001 2000 CERTIFIED

#### Quality Assurance Programs

A.E. Petsche Company is well known for its rigorous quality assurance programs. These programs meet or exceed the requirements of ISO 9001 2000, as well as aerospace standard 9100. These systems have been audited and approved by major OEM quality inspectors worldwide. Based on the A.E. Petsche Company's excellent quality performance, the company is often authorized as a qualified source inspector by major OEM's, allowing A.E. Petsche personnel to pre-inspect product prior to shipment. This pre-inspection process allows shipments to move directly from A.E. Petsche facilities to the production floor, further streamlining material flow.



### Technical Services And Support

A.E. Petsche Company routinely provides its customers with technical support as part of its ZERO-BASE Inventory relationship. On-staff engineers provide customers expert advice on part number consolidation and new product selection. A.E. Petsche Company's technical team provides technical information allowing customers to make "best value" choices in their interconnect product selections.

### Optional Value Added Services

To further optimize its ZERO-BASE Inventory services, A.E. Petsche Company offers a range of value added options. These options allow users to reduce scrap and speed material flow.



**Kitting** - A.E. Petsche offers a wide range of kitting options which allows users to pre-kit products to reduce labor costs at customer's Point Of Use. Options include: wire cutting & marking, pre-stripping, and combining of products including wire, connectors and harness management products.

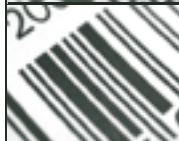


**Optimized Packaging** - A.E. Petsche supplies many customer's products or groups of products in optimized packaging. Options include spooled down wire and cable products or light-weight, easy-to-handle packaging. These smaller packages allow customers to reduce scrap and minimize inventories.



### Electronic Data Interchange [EDI]

A wide range of electronic connections are available to A.E. Petsche customers. The company is able to accept a variety of electronic signals in order to activate material disbursement. Utilizing these electronic links, A.E. Petsche Company customers are able to reduce or eliminate human intervention and assure smooth flow of materials.



**Bar Coding** - Pre-marking products or groups of products allows users to quickly check in materials and minimize paperwork.



### Rotating/Returnable Carts & Bins

A.E. Petsche offers customized carts & bins, which allow customers to easily move large quantities of interconnect products to the shop floor. These reusable shipping methods allow customers to reduce or eliminate packaging and improve material flow.



**Recycling Programs** - For large ZERO-BASE customers, A.E. Petsche provides spool recycling, allowing customers to return polystyrene spools and minimize environmental impact.

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