



WHITE EAGLE
AEROSPACE



Rapid Cost Reduction

MAKE YOUR CAREER SOAR

Welcome

Thank you very much for your interest in White Eagle Aerospace. Since our founding in 2006, we have become a trusted leader in professional technical training and education throughout the aerospace industry.

As a fellow aerospace professional with nearly 40 years of industry experience, I understand the critical need for ongoing technical training in the workplace. White Eagle Aerospace was established in order to meet this pressing need.

For many years, we have recognized a looming crisis in the aerospace workforce. Throughout the industry, there is an increasingly bimodal distribution of aerospace professionals. One end of that distribution contains young, well trained, highly motivated, but very inexperienced professionals. The other end of that distribution involves individuals who have been around for a long time, have a great deal of experience and are on their way out of their chosen profession. This leaves a valley between the two.

Who is going to pass the baton to the upcoming generation of aerospace professionals? Where will they get their knowledge – knowledge that goes beyond academia and even graduate degrees? Much of what they need to know is not available in today's standard university curricula. What they need is:

- Specialized knowledge over a range of disciplines.
- Knowledge provided by an experienced expert in the field.
- Knowledge conveyed by a master instructor.

White Eagle Aerospace recognizes these issues and provides effective solutions for your workforce. We are pleased to present you with this brochure, which outlines our Rapid Cost Reduction (RCR) professional short course. Our team of industry experts and master instructors is dedicated to your success. Should you have any questions about our course catalog or desire more information on how we can help MAKE YOUR CAREER SOAR, please contact us today.

Best Regards,



John Terry White,
President/CEO
White Eagle Aerospace



About Our Company

Whether you are new to the aerospace industry or have years of professional experience, we are your provider-of-choice for expert technical training.

Acquiring key knowledge, critical lessons-learned and technical know-how are crucial ingredients for success in today's complex and highly competitive aerospace market. Our nationally-acclaimed short courses cover a wide range of highly useful technical subjects. Each course is delivered by a subject matter expert who is also an expert technical instructor.

We offer you comprehensive technical training in essential topics, with minimal time away from work – all at a price that fits today's tight training budgets.



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Target Audience

The Rapid Cost Reduction (RCR) short course explores critical lean manufacturing concepts and implementation strategies. Participants will learn how to identify and act upon key cost reduction opportunities within their organization. The training approach provides real-world techniques proven in hundreds of companies.

This course is aimed at project managers, supervisors, project engineers or any individual responsible for reducing, minimizing and controlling costs. Participants will learn how to optimally reduce manufacturing costs while achieving maximum risk mitigation. This knowledge and its application are essential to the development and optimization of lean manufacturing processes. Professionals from a wide variety of aerospace, process, industrial, manufacturing and engineering related disciplines will benefit from the RCR training program.

Guided by a master instructor and seasoned expert with over 30 years of cost reduction implementation experience, this 2-day intensive training course will provide participants with invaluable real-world knowledge.

Who Will Benefit

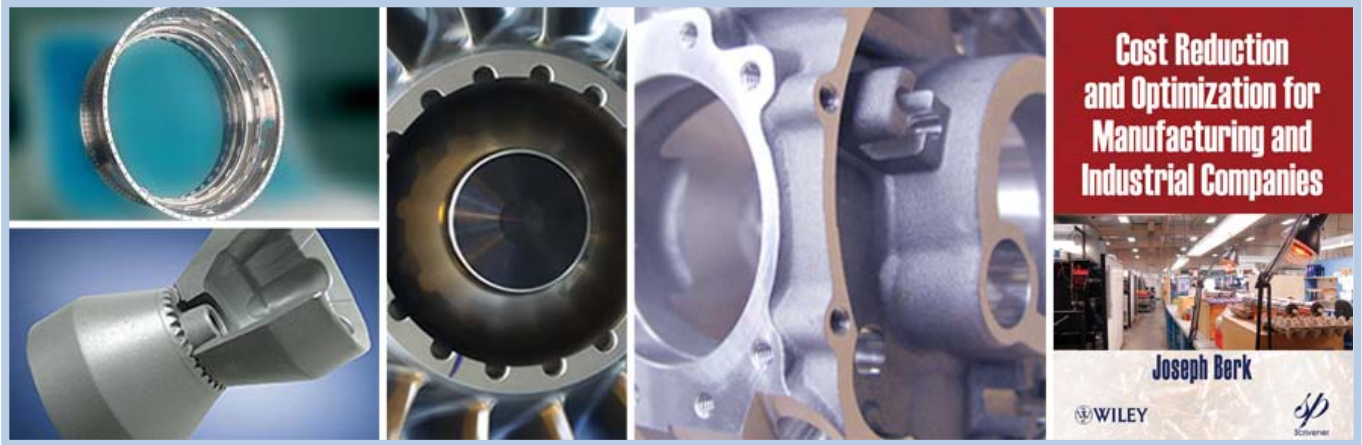
- Design Engineers
- Process Engineers
- Systems Engineers
- Aerospace Engineers
- Production Supervisors
- Operations Supervisors
- Purchasing Agents
- Logisticians
- Management Analysts
- Manufacturing Managers
- Project Managers
- Engineering Managers
- Production Managers
- Operations Managers
- Program Managers
- College Instructors
- College Students

Customize It!

Whatever the nature of your business, whether you are a manufacturer or a service provider, we can customize this course to meet your organization's specific needs. We can also schedule a post-course workshop to allow participants time to apply methods learned and practice cost reduction strategies under an experienced practitioner's guidance. Contact us to learn how we can help MAKE YOUR ORGANIZATION SOAR!



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Course Description

This Rapid Cost Reduction (RCR) short course provides a real-world training experience in the essentials of lean manufacturing and cost reduction. Participants will learn how to identify and act upon key cost reduction opportunities within their organization.

Every business can reduce manufacturing costs and the need to do so becomes even more urgent in times of economic recession. Successfully achieving rapid cost reduction while achieving maximum risk mitigation can be extremely challenging. The RCR training program provides proven cost reduction techniques that have been effectively implemented by hundreds of companies. This course organizes the cost reduction effort into six general areas: labor, material design, process, overhead and maintaining cost reduction momentum. Each of these areas contains numerous cost reduction opportunities and this course is designed to help participants analyze, identify and act upon them in the most expeditious manner possible.

Change is inherent in any cost reduction effort - and change involves risk. Thus, proper risk mitigation is essential to an organization's cost reduction strategy. Participants will learn how to reduce operating costs without adversely affecting quality and client satisfaction. The course materials include Excel templates that help accelerate analysis, implementation and management of each cost reduction concept.

Key Course Topics

- Defining Headcount
- Controlling Staff Growth
- Developing Time Standards
- Measuring Efficiency
- Assessing Machine Utilization
- Controlling Overtime
- Multiple Shift Productivity
- Reducing Lost Time
- Learning Curve Theory
- Make vs. Buy Determinations
- Inventory Minimization
- Material Utilization
- Minimizing Supplier Costs
- Workflow Optimization
- Setup Time Reduction
- Material-Handling Improvements
- Scrap & Rework Reduction
- Design Cost Reduction
- Overhead Cost Reduction
- Establishing Goals
- Measuring Progress
- Sustaining Momentum





Course Outline

The **Rapid Cost Reduction (RCR)** short course is an intensive 2-day training program that provides a maximum training experience to aerospace professionals with minimum time away from work.

Day 1: Labor & Material Costs

The first day of the RCR short course teaches participants how to realistically reduce manufacturing costs associated with labor and materials. Topics related to the **optimization of labor costs** include: defining headcount and controlling staff growth, developing and implementing time standards, measuring and using efficiency, assessing machine utilization, controlling overtime, making multiple shifts productive, finding and reducing lost time and using the learning curve to drive down costs. Topics related to the **reduction of material costs** include: make vs. buy determinations, inventory utilization, minimizing supplier costs, supplier negotiation and supplier competition. A strong emphasis is placed on real-world application of cost reduction subjects and strategies, including in-depth discussions of inherent risks and appropriate risk reduction strategies for each area of opportunity.

Day 2: Design & Process Costs

The second day of the RCR course explores cost reduction strategies related to the design and manufacturing processes. Topics related to **process improvement** include: workflow optimization, setup time reduction, material-handling improvements, scrap and rework reduction and work center cleanliness. Topics related to **design cost reduction** include: the design approach, relaxation of requirements, materials substitution and packaging. Focus is also placed on **controlling overhead costs**, including: general expenses, sales expenses, travel and inspection expenses. For each cost reduction opportunity, participants will learn the inherent risks and optimal risk reduction strategies. In-depth focus will be placed on real-world application of cost reduction strategies related to: establishing and achieving goals, **gaining disciples, measuring progress and sustaining the effort.**





Information at a Glance

The Rapid Cost Reduction (RCR) short course explores critical lean manufacturing concepts and implementation strategies. Participants will learn how to identify and act upon key cost reduction opportunities within their organization. The training approach provides real-world techniques proven in hundreds of companies.

Participants will learn how to optimally reduce manufacturing costs while achieving maximum risk mitigation. Key cost reduction concepts will be explored from a theoretical, practical and organizational perspective. This knowledge and its application are essential to the development and optimization of lean manufacturing processes.

Guided by a master instructor and seasoned expert with over 30 years of cost reduction implementation experience, this 2-day course will provide participants with invaluable real-world knowledge.

Contact White Eagle Aerospace

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Key Course Information

- **Instructor:** Joseph H. Berk
- **Duration:** 2 instructional days; 16 instructional hours.
- **Text:** "Cost Reduction and Optimization for Manufacturing and Industrial Companies", Wiley, 2010; Joseph H. Berk.
- **Materials:** Course textbook and copies of all presentation and case study materials.
- **Cost:** \$800 for single seat.
- **Registration:** Please visit our website to view the most current Course Calendar. To register for a scheduled course, simply complete and submit the online registration form.
- **Group Discounts:** In order to better serve your organization, we offer special group discount rates and on-site training. For information, please contact Phyllis White at pjwhite@whiteeagleaerospace.com.



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Joseph H. Berk

Manufacturing Optimization Instructor

Joseph H. Berk is an adjunct faculty member at California State Polytechnic University's College of Engineering and an expert witness on product assurance, statistical analysis and manufacturing issues. He is an internationally acclaimed author of several textbooks on continuous improvement and manufacturing optimization.

Berk offers 35+ years of training, management and consulting experience in high-technology, engineering and manufacturing organizations. His training repertoire includes courses on quality management, statistical applications in industrial environments, cost reduction, failure analysis and related topics. His audiences give him high marks for his course material mastery, his practical experience in the subject field and his teaching skills.

Courses Offered

- **Delivery Performance Improvement**
- **Quality Management**
- **Root Cause Failure Analysis**
- **Rapid Cost Reduction**
- **Statistical Process Control**

Berk's work focuses on helping organizations improve their engineering, manufacturing, service and process capabilities, with an emphasis on quality management, process improvement and failure analysis. His work in these areas has exposed him to a wide set of industries, including the US Department of Defense, power generation, electronics, electro-optical, aerospace, automotive, biomedical, marine, ordnance, consumer goods, water treatment and metal fabrication.

Berk developed quality management approaches based on his personal experience implementing improvements in many organizations. He is widely published in these areas, including Quality Management for the Technology Sector (Elsevier), Systems Failure Analysis (ASM International) and his most recent book, Cost Reduction and Optimization for Manufacturing and Industrial Companies (Wiley).

Before starting his training/consulting practice, Berk held senior management positions in engineering, manufacturing and quality assurance. A well-rounded professional, his job experience also includes operations, quality assurance and plant management. His long and diverse career brings a "real-world" dimension to his training and consulting engagements that his clients appreciate.

Berk is a sought-after expert witness on process optimization, management, product assurance, statistics, cost estimation and failure analysis before the U.S. Armed Services Board of Contract Appeals. He holds undergraduate and graduate degrees in mechanical engineering from Rutgers University and an MBA from Pepperdine University.

Contact Information

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