



Customized parts and services solution for aerospace production

A Boeing Distribution Services and Kawasaki Heavy Industries Case Study

Company Overview

Kawasaki Heavy Industries Ltd. (KHI) comprises of about 100 group companies in Japan and overseas. Their technological capabilities, send diverse products forth into wide-ranging fields that go beyond land, sea, and air, extending from the ocean depths to space. Within the aerospace division, products range from aircraft to satellites.

Other divisions include:

- Rolling stock
- Ship and offshore structure
- Energy solutions

The company is also active in wide-ranging businesses driven by diverse and high-level engineering technologies, including environmental and recycling plants, industrial plants, precision machinery, industrial robots, and infrastructure equipment. Plus, they operate a leisure and power products business that features the motorcycles known as the Kawasaki brand. Kawasaki Heavy Industries Ltd. has been in operation for 120 years and currently has over 21 production facilities outside Japan and 17 domestically.

The Challenge

Kawasaki Heavy Industries were working with a number of suppliers and were looking for a better level of service from their parts distribution for their aerospace division. They were looking for an operational solutions partner that they could rely upon to deliver

their parts requirements in a timely manner and at a competitive price and with the reassurance that stock would be available as and when they needed it.

Our Solution

Kawasaki Heavy Industries Ltd. (KHI) selected Boeing Distribution Services because they wanted to greater efficiency within their inventory management solutions within their aerospace division through a true service provider. As a one Boeing approach to KHI, Boeing Distribution Services are working with Boeing Aggregated Standards Network (BASN) to provide a direct solution. We are providing parts distribution to several aerospace production sites such as Japan Gifu Plant, Nagoya 1 & 2 and Lincoln Nebraska USA covering commercial and military programs.

With a relationship that spans over 20 years, Boeing Distribution Services has been working through trading companies in Japan. With the collaborative one Boeing approach we were able to move to a direct engagement with the company to help streamline our efforts and increase efficiency by consolidation of the supply to deliver service and shorter lead times

Boeing Distribution Services also provides parts and chemicals through trading companies for their engine business at Akashi Works – including Honeywell™ proprietary parts. Solutions for KHI's military business is undertaken indirectly, and this include both parts and chemicals.

How We Helped

Boeing Distribution Services has a two-prong tailored solution to KHI through direct and indirect engagement. We are supporting efforts for Kawasaki Heavy Industries on:

- Assemble of civil programs e.g. Boeing 787, 777 and 767
- Military Program including Kawasaki P-1, C-2, Boeing CH-47
- Commitment to all better parts and chemical access through a contracted solution enabling us to dual or triple source to accommodate for any fluctuations in KHI's production needs.
- Delivering a customized solution with a dedicated team to handle specific shipment as KHI have specific requirement from documentation to packaging to their facilities
- Risk mitigation activities for on-time-delivery including providing fluctuating market information such as the latest manufacturer's lead times during pandemic
- Quality assurance service - through a supplier quality engineer, to ensure effective quality control and meet the company's requirements

Benefits

Kawasaki Heavy Industries has a reliable, operational solutions partner for their supply chain optimization needs. Benefits include:

- As part of the Boeing Global Services team including BASN, we are able to offer better parts availability.
- Better leverage with pricing on ad hoc business and bulk quantity demand.
- Improved inventory flow through careful planning and forecasting on contractual items.
- Enhanced stocking capability with Boeing Distribution Services multiple facilities worldwide.
- Reduced KHI effort on export, through a customized solution with from the dedicated Boeing Distribution Services team, for parts distribution.
- Ability for the customer to focus on their core business with peace of mind that we continue to support their operational needs for their aerospace facilities
- Adaptability to grow with their organization

Improved inventory flow through careful planning and forecasting on contractual items.

“Having quality assured stock in a timely manner is vital to our aerospace production. Boeing Distribution Services is able to offer a tailored solution to our requirements and this is further enhanced through their forecast and planning services. We continue to develop our engagement with Boeing Distribution Services and Boeing, as we evolve to bring our company vision to fruition.”

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