

## GE Elano Corp.

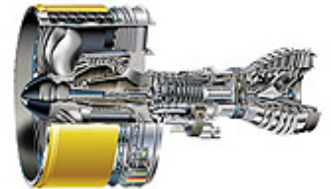


### **Background**

Elano is a wholly owned subsidiary of General Electric Aircraft Engines (GEAE). The Elano division is a world-class supplier of high temperature, high strength complex tube, duct and manifold systems. Elano also has the ability and expertise to handle; Repair and overhaul of engine and aircraft ducting for commercial airlines; Design and manufacture of nacelle ducting for engine and air frame applications; Fabrication and design of air frame ducting, such as ECS and bleed air ducting components.

Elano is a strategic growth candidate for GEAE and has a customer base of over 140 companies worldwide. In the most recent five-year period, Elano has grown at an average annual rate of sixteen (16%) percent in sales and product output, and has recently established two new manufacturing facilities.

The GP7200 is being co-developed by GEAE and Pratt & Whitney and is derived from two of the most successful wide-body engine programs in aviation history -- the GE90 and PW4000 families. These engines have demonstrated industry leading reliability from service entry. The GP7200 will deliver unprecedented performance, reliability, environmental levels, and customer value.



### **The Problem**

With the economy affecting all facets of aerospace industries, including jet aircraft engine development, GEAE was forced to reduce the number of employees it could employ at the Elano facility. With GE wanting to reduce cost by requiring much of the work being sent offshore, Elano was faced with turn-around restrictions and knowledge base problems. With the type of work Elano needed completed combined with the increasing demands being placed on their team it was not feasible to send their projects off-shore.



### **Thinkpath's Solution**

Initially Thinkpath placed two Aerospace Systems Engineers on-site at Elano. Later Thinkpath and Elano signed a \$100,000.00 blanket purchase agreement for Thinkpath to handle modeling, detailing and drafting for Elano at a competitive rate with a turn-around time of 3 business days. As the relationship further developed Thinkpath expanded their offering to cover not only tubing modeling and detailing, but also cover tubing jig and fixture design, fixture modeling, detailing and reverse engineering.



Elano Castings

Once the tooling and tool fixture design projects started Thinkpath hired several additional team members, most with Elano and/or GEAE tool design experience. This allowed Thinkpath to quickly ramp-up for Elano's needs.

### **The Benefits**

Thinkpath was able to ramp-up from one (1) internal production person to eight (8) fulltime internal production people in approximately 30 days. Combine that with Thinkpath's aggressive pricing and aggressive turn-around time with our new team members with 25+ years of Elano/GEAE experience and Elano has a highly competitive local partner that justifies NOT sending work offshore.

