

08/01/2019

MARSHALL OF CAMBRIDGE AEROSPAC
LIMITED AIRPORT HOUSE
CAMBRIDGE, 30 CB5 8RX

D&B Number: 218083210

Attention: George Thackery, Quality Engineer; Graeme Morrison, Quality Manager

CC:

Subject: Supplier Engagement and End Item Acceptance

Lockheed Martin Aeronautics Company ("LM Aero") has as one of its goals to receive "Right the First Time and All the Time Quality" from our suppliers. When our suppliers' products have exhibited a history of high-level quality performance, LM Aero's confidence in its supply chain increases and our product oversight activities can be modified.

LM Aeronautics' Seller Quality Requirements document (as flowed by Appendix QX) addresses the requirements for either LM Aeronautics or the supplier to perform the necessary actions to ensure Items conform to PO requirements. Effective immediately, and subject to the limitations noted herein, your company is authorized for End Item Acceptance ("EIA") Delegation. LM Aeronautics EIA delegation should be viewed as a privilege, and can be revoked at any time. The decision to award EIA delegation lies solely with the LM Aeronautics Supplier Quality Management ("SQM") organization and its representatives.

LM Aeronautics will revise its EIA in your facility based on the provisions of this letter and Appendix QX Seller Quality Requirements. While LM Aeronautics Purchase Order or Contract ("PO") will continue to specify Buyer Acceptance at Source, LM Aeronautics will accept product based on your company's existing procedures, processes, and systems unless your company is notified to the contrary. This authorization supercedes any previous letter delegating end item acceptance. **To evidence your company's acceptance of product(s), an employee from your Quality Assurance organization must sign or stamp the PO authorized shipping document(s) and include the following wording with their signature or stamp: On Behalf of LM Aeronautics.**

Additionally, your EIA is dependent upon your performance on the EIA Surveillance, to be performed by your assigned Supplier Quality Engineer. This surveillance will be performed annually at a minimum, or more frequently at the discretion of the Supplier Quality Engineer based on your quality performance.

You are required to provide your LM Aero assigned Supplier Quality Engineer (SQE) with evidence that you have trained and authorized specific individuals to accept product on behalf of LM Aero under this EIA delegation authority. Your LM Aero assigned SQE shall have the authority to demand rescission of an individual's authorization based on the performance of delivered products. In addition you are required to notify the SQE if/when there are any changes to the person(s) with this authority you assign to represent your company.

NOTE:

- If Seller's Item manufacture, acceptance or shipment will be at or from a location other than the contracted PO address for which this delegation is issued, Seller shall issue a sub-delegation to their sub-tier, sister company, etc. that defines the requirements of this delegation.
- Seller shall have a proceduralized process for delegating their acceptance of items. In addition prior to issuing a sub-delegation, Seller shall submit their plan to the Buyer's Supplier Quality Engineer assigned to your facility and receive Buyer's Supplier Quality Engineer approval per Appendix QX.
- If Seller receives a contract from Lockheed Martin Pinellas located in Pinellas Park, Florida or Lockheed Martin Aero Parts Johnstown in Johnstown, Pennsylvania, and the Work is for a Program and/or Item covered by this Letter of Delegation, this Letter of Delegation applies to Seller.

LM Aeronautics SQM representatives will continue to perform SQM surveys, process validation and/or surveillance activities in accordance with Appendix QX. LM Aeronautics' delegation of EIA is not a disengagement strategy but rather a method whereby LM Aeronautics and its respective suppliers can jointly engage in preventive practices aimed at reducing both product risk and process disruption. The EIA Delegation does not nullify any other requirement outlined in the Purchase Order or that of Seller Quality Requirements document Appendix QX.

If you have any questions, please contact your LM Aeronautics assigned SQM representative. The name and contact

information of your assigned SQM representative can be found in the Supplier Quality Management (SQM) system. Follow these steps to find SQM your representative:

- 1) Access link to SQM: <https://sgm.lmaeronautics.com>
- 2) Follow screen prompts for logging into the website.
- 3) Under "Supplier Information" select "Supplier Summary".
- 4) Under "LM Aeronautics Assignments" section, your SQM representative is labeled as "Primary PQA Representative".

Limitations to EIA Delegation:

Lockheed Martin Aeronautics Company reserves the right to review product at the final acceptance point.

The following are the only Program(s) your company is being delegated for End Item Acceptance:

C-130

Note: MISC or Miscellaneous does not indicate that you have EIA Delegation for all Programs. Miscellaneous applies to Product or Items that when received could be applied to more than one Lockheed Martin Aeronautics Program. If you are unsure if Miscellaneous applies to a specific delivery, contact your assigned Supplier Quality Engineer.

End Item Acceptance is still required if one or more of the following apply:

- **Your company's product is for any Program(s) not listed above in the Program(s) with delegated EIA**
- **Your company's product has passed all required qualification testing and requires the completion of a First Article Inspection (FAI) compliant to the exit criteria defined in Quality Clause Q2A. This also includes partial or delta FAIs.**
- **Your company's product has a two-year lapse in shipment to LM Aeronautics**
- **Your company has requested LM Aeronautics Material Review Board disposition on an Supplier Quality Assurance Report (SQAR)**
- **The Buyer PO Item, that your company is supplying, is for Aircraft Tooling being sent to a Buyer facility**
- **Your company is notified that acceptance of your product is being withheld for product or feature validations such as those contained within a Product Validation Required (PVR)**
- **Your company is providing Hologram labeled parts (New Certified Parts Manufacturers under the Hologram Products Program)**
- **Your Company is notified that this EIA Delegation is no longer in effect**

If and when any of the above limitations exist, do not ship product until you have contacted and obtained final acceptance of product from your SQM representative.

For this EIA delegation to take effect, you are required to acknowledge your receipt of this letter and your understanding and acceptance of the delegation conditions stated herein.

Share this EIA delegation status with your senior level management along with your contracts, quality and shipping personnel to ensure complete compliance to its provisions.

Acknowledge your understanding and acceptance of the delegation set forth in this letter with your electronic signature within 7 days of receipt by replying to sender and all copied in original email. If the signed acknowledgement is not received within the allotted time we will interpret this as refusal of the EIA delegation.

If there are any changes to this EIA delegation, you will receive a new letter of delegation defining its scope.

Regards,
Lockheed Martin Aeronautics Company

/s/
George Koshy
Senior Manager
Supplier Quality Management
Quality & Mission Success

/cc/
Raidbard, Stephen
Procurement Representative
Supply Chain Management