

# Cessna

## MEET NEW PRESIDENT AND CEO SCOTT ERNEST

On May 31, Textron named former GE Aviation executive Scott Ernest as president and CEO of Cessna. The *Cessnan* sat down with Scott on his second day at Cessna to learn more about him.



**Question: Welcome back to Kansas. Tell us about your roots.**

**Answer:** I was born in Topeka and lived there for about 10 years. From Topeka I moved to France. From there I spent time in Germany and then came back to the United States. I went to college in Akron, Ohio. Growing up, I had relatives in Wichita, Topeka, Salina and Norton.

**Q: What attracted you to this job?**

**A:** Cessna has fantastic brand reputation, it is a market leader and I feel I can help the business grow by applying here the lessons I've learned in 29 years at GE.

**Q: With opportunities to explore other industries within the GE portfolio, what made you stay with the aviation division for the duration of your career there?**

**A:** I have always had a burning desire to be in the aviation business, and that interest has only grown through the years. With my engineering background, what intrigues me most about this industry is the technology that goes into not only the engine but the plane itself. I'm fueled by the challenge we have of thinking beyond where the technology is today.

**Q: What is your immediate focus for the company?**

**A:** In the 29 years I've spent in the aviation field, I've come to know Cessna as a premier company with an excellent reputation in manufacturing and engineering and a company known for being customer-centric.

No doubt, Cessna has gone through a very difficult time over the last couple of years. The immediate focus is to work on our cost structure while continuing product development activities and ensuring connectivity to our customers.

We need to understand our competitors, particularly from a cost standpoint. The market and the environment have totally changed and we have a responsibility to really look at our cost and see what we can do to provide our customers with the most cost-efficient solution that will allow us to bring more product into the factory and help us grow our product portfolio.

**Q: We've heard Scott Donnelly say that he wants to see more reliance on people versus processes. What are your thoughts?**

**A:** My experience is this: you give people responsibility, they take it and run. They take it to levels you never even imagined were possible. Most recently at GE, we had started to put teaming into all of our manufacturing processes. Whether you're a machinist or assembler, we put the groups together in teams and they have taken complete responsibility for the product cost, delivery, customer satisfaction and they've really taken GE's productivity to new levels. You have to empower people in order to move forward.

Cessna has a fantastic core of people who want to be successful and want to help us be a successful company. I'm looking forward to providing leadership so our people can grow as they move through their careers.

*continued on page 2*

### 2011 CALENDAR

#### JUNE 14-17

Blood drive  
in Wichita

#### JUNE 20-26

Paris Air Show  
in Paris, France

#### JULY 4

Independence Day  
offices closed

#### JULY 4-10

Integrated Supply Chain  
vacation shutdown

#### JULY 16

Food Drive: Car, Truck and Bike Show  
in Wichita

#### JULY 20

Textron financial earnings report

#### JULY 25-30

EAA AirVenture  
in Oshkosh, Wis.

#### AUG 3

Command College  
in Wichita

#### SEPT 5

Labor Day  
offices closed

#### SEPT 11-14

Cessna Parts Conference  
in Wichita

#### SEPT 14-18

Reno Air Races  
in Reno, Nev.

#### SEPT 22-24

Aircraft Owners and Pilots Association  
Aviation Summit  
in Hartford, Conn.

## Cessna wins USAF contract

Cessna has been awarded an \$88.5 million contract for aircraft and training systems being procured by the United States Air Force for the Afghanistan Basic Trainer/Light Lift Family of Systems.

The contract includes six T-182T Turbo SkyLANEs, 26 208B Grand Caravans, six aircrew training devices, interim contractor support for the aircraft and training devices in Afghanistan, and advisor training.

The program, contracted through Wright-Patterson Air Force Base, Ohio, supports foreign military sales to Afghanistan.

## New Cessna Gift Shop hours

**Monday-Friday : 9 a.m. to 5 p.m.** (open during lunch)

**Saturday: 9 a.m. to 1 p.m.**

**Located at the Wichita Citation Service Center**

Don't forget to take advantage of your 15 percent employee discount both in-store and online at [cessnagiftshop.com](http://cessnagiftshop.com). For more information on how to use your discount online, go to ERIC/MyERIC.

## CESSNANS' NIGHT OUT AT THE BALLPARK

### Wichita Wingnuts

July 11, 12 or 13

Lawrence Dumont Stadium

Downtown Wichita

Bring your family for a night out at the ballpark — tickets are on the house, compliments of your Cessna leadership.



Each Cessnan can go to ERIC or MyERIC to reserve one 4-pack of tickets for one of the following dates: July 11, 12 or 13 at 7:05 p.m. Look for the Wingnuts logo on ERIC or MyERIC to reserve your tickets.

## Scott A. Ernest bio



A native of Kansas, Scott has nearly three decades of aviation experience. He joins Cessna after a 29-year career at GE where he spent all but two years with GE Aviation, a \$16 billion provider of jet engines, components and integrated systems for commercial and military aircraft.

Scott left GE Aviation as vice president and general manager of global supply chain, a role he accepted in 2003. Previously, he was vice president and general manager of global operations for engine services, having been appointed to that position as well as being named an officer of General Electric Company, in 2001.

His career at GE Aviation also included several general manager roles. He was promoted to manager for the Singapore

service facility in 1993 and was named manager of the Winfield, Kan., facility in 1995. Scott accepted the position of general manager, sourcing in 1998.

Scott joined GE in 1982 through its Manufacturing Leadership Program after earning a bachelor's degree in Mechanical Engineering from the University of Akron and a master's degree in Engineering from the University of Cincinnati.

### What they said

*"Scott is a talented global business leader who has strong expertise in the aviation industry. He has an extensive track record of success in new product and service development, manufacturing and sourcing operations, and global expansion — all areas that are key to moving Cessna forward. He is also an extremely well-respected leader in the aviation industry, with an outstanding reputation for talent development and the ability to build and lead teams to deliver results. I am confident that he is the ideal person to position Cessna for growth as the business jet market gains momentum."*

Scott C. Donnelly, Textron chairman and CEO

*"Cessna has always been a leader in general aviation and a company known for its grasp of challenges and opportunities in the marketplace and the policy arena. Scott Ernest's background in aviation and his experience in the global business environment suit him well for his new role as Cessna president and CEO. We welcome Scott, and we look forward to working with him on the issues facing the general aviation community."*

Ed Bolen, National Business Aviation Association president and CEO

### Q & A continued from page 1

#### Q: Describe your leadership style.

**A:** My leadership style is very direct. I'm open with how I feel, and I express those feelings. I like to get different inputs and I also have a tremendous amount of energy to move forward.

I also think it's vital that people are getting the right feedback with respect to how the business is performing and then how they can help us. It's a lot easier to move the business forward when you have 8,000 people giving you ideas and helping you move forward. I'm very eager to engage the entire work force.

In my most recent role at GE I was leading more than 26,000 people at 85 sites worldwide — I had to be very much upfront with how the business was doing

in order to engage and develop the talent required to guide the organization in the right direction.

I want people to feel good about a career at Cessna.

#### Q: What is your long-term vision for Cessna?

**A:** We have the talent and capabilities to continue to be the No. 1 business jet and single-engine application provider in the industry. We need to be very focused on defending that title and growing our customer base. The way we do that is to make sure we're putting the right product out there that our customers are excited to buy and provide the right aftermarket service to ensure they are comfortable with that product throughout its total lifespan.

# NETBENEFITS ENHANCEMENTS: new life event modeling tool

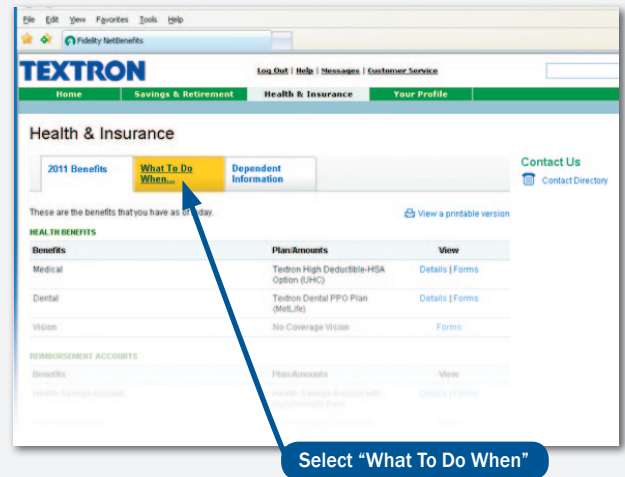
Fidelity has launched an enhancement to the NetBenefits website that allows employees to preview cost changes to their health and welfare plans. Employees are often curious to know how their costs will change when they have a life event change; the tool provides the ability to model the different scenarios and displays the relevant costs.

Life event modeling tools that have been implemented include:

- Preview birth/adoption
- Preview child loses eligibility
- Preview divorce
- Preview marriage
- Preview spouse gains coverage
- Preview spouse loses coverage

To access these tools, log onto [netbenefits.fidelity.com](http://netbenefits.fidelity.com) > select Health & Insurance > What to Do When and select an option under Preview Changes.

For more information, contact the Textron Human Resources Service Center at 866-698-9847 and select the Fidelity Benefits Service Center option.



## CJ3 and Sovereign repeat on 'Best of the Best' list

The Citation CJ3 and Sovereign make repeat appearances in the annual Robb Report "Best of the Best" in their respective categories.

This is the third consecutive year the CJ3 has been selected "Best of the Best" in the light business jet category. The CJ3 is recognized for its high demand and low operating costs, as well as its speed, range and comfort.

For the second straight year, the Sovereign is among the "Best of the Best" for the super mid-size business jet category. Editors cited the Sovereign's versatility as well as its range, comfort and storage capacity.

The 23rd annual "Best of the Best" portfolio is highlighted in the just-released June issue and culminates a year's search for the most exceptional new products and services.



## COMPETITOR NEWS

### Bombardier works through challenges on Learjet 85

Bombardier is ironing out internal processing challenges created by its new all-composite Learjet 85 business jet, which is scheduled for service entry in 2013. Bombardier plans to complete Learjet 85 wing and fuselage assembly in Queretaro, Mexico, while the first phase of expansion to handle final assembly is almost complete in Wichita.

Bombardier Aerospace president Guy Hachey said "we have great support" from the supplier base and that "on the system side, the more conventional things that we are used to in the aircraft are in very good shape," but he admitted that challenges for the Lear 85 are "more on the composite [side]" and how it is possible to achieve a "repeatable high-volume type of processing. That is what we are working through right now."

(Source: Flightglobal, June 2, 2011)

## Cessnans give back

Nearly 130 Cessnans volunteered their time this past weekend to the Special Olympics Kansas Summer Games at Cessna Stadium on the campus of Wichita State University. Cessnans volunteered to help with staging, awards and high jump. Thank you for volunteering your time to help make a difference in the life of an athlete!



**Amol Kulkarni** (390), engineering specialist, Engineering, and other Special Olympics Kansas volunteers spent the day with the Special Olympics athletes helping with events and to cheer on the athletes.

Trader Sam has been removed to protect the privacy of Cessnans' personal telephone numbers.

**COMPETITOR NEWS**

**G650 flight testing resumes**

Certification flight testing of Gulfstream's G650 resumed May 28 with an 89-minute flight of serial number 0001. It was the first flight of Gulfstream's new flagship bizjet since the April 2 crash of one of five test aircraft in Roswell, N.M., during takeoff performance testing. Gulfstream said the two-month suspension of flight testing will not affect its schedule for the aircraft. The flight test program is about two-thirds complete. Certification is planned by the end of this year and first deliveries are slated for 2012. Production continued after the accident and the 13th G650 is now under construction. The NTSB investigation of the accident continues.

(Source: AVwebFlash, May 30, 2011)

**Hawker 200 test campaign in full swing**

Hawker Beechcraft's fourth and final Hawker 200 twinjet certification aircraft completed its first flight on May 31 in Wichita. The Williams FJ44-3AP-powered business jet joins two modified Premier II flight-test aircraft and another pre-production Hawker 200 on the flightline, where it will be used for systems certification, functionality and reliability testing and interiors certification. The company is targeting fourth quarter 2012 for certification of the wingletted Premier II replacement.

(Source: Flightglobal, June 6, 2011)

**Bombardier's revenue, net income rise in 1Q**

Bombardier last week reported first-quarter revenue was \$4.7 billion, a 9 percent increase from \$4.3 billion a year ago. Net income for the quarter, which ended April 30, was \$220 million, up from \$195 million a year ago. Revenue at Bombardier Aerospace was \$2.2 billion for the quarter, compared with \$2 billion for the same time a year ago. The company doesn't give specific revenue numbers for Wichita-built Learjets.

Bombardier Aerospace delivered 61 aircraft in the quarter, compared with 56 a year ago. It received 86 net orders for aircraft, compared with 61 a year ago. Orders included 77 business aircraft, including an order from fractional ownership company NetJets for 50 aircraft in the Global family.

(Source: The Wichita Eagle, June 2, 2011)

**You've got what it takes to help save a life**

**Wichita Blood Drive**

All presenting donors will be entered into two separate sweepstakes — one for a trip to Nashville, the other for one of 12 pairs of tickets to the Country Stampede on Sunday, June 26 in Manhattan, Kan.

**Tuesday, June 14**

6:30-11:30 a.m.  
SW corner of W7

**Wednesday, June 15**

11:30 a.m.-3:30 p.m.  
Pawnee Plant

**Thursday, June 16**

10:30 a.m.-3:45 p.m.  
Northeast corner of W2 Plant

**Friday, June 17**

9 a.m.-2 p.m.  
Wichita Citation Service Center

Please call 800-RED CROSS (800-733-2767) or visit [redcrossblood.org](http://redcrossblood.org) to schedule your life saving appointment in Wichita.

Contact **Anne Kurtz** (527), administrator, marketing operations, Sales and Marketing, at (316) 517-8357 for more information.



**CESSNAN TEAM**

**EDITOR**

Shanda Carney 316.517.7387  
sdcarney@cessna.textron.com

**ART DIRECTOR**

Joe Landwehr 316.517.1709

**PHOTO EDITOR**

Rick Reitmeyer 316.517.0507

**COMMENTS | STORY IDEAS**

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**316.517.0700**

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**Space is limited, so if your ad is not included in this week's Cessnan, it will be included in the following weeks.**

The deadline for copy is noon each Wednesday or until the publication is full. Ads will be published on a first-come, first-serve basis and will only run one week. All ads must include name and phone number. Will only run ads that feature merchandise for sale or given for free. We will not accept ads for animals for sale, mobile homes, real estate for sale or for rent, services, weapons, etc. Editor reserves the right to edit and approve copy per the policy. Once ad is submitted, it is considered final. To submit an ad, use the Trader Sam form: go to ERIC, click on Departments, Communication, Trader Sam or fax to (316) 691-4392.