



## Martin W. Hastings

Martin W. Hastings has 17 years of continuous improvement / lean process consulting experience. He has held a variety of positions in Materials, Manufacturing, Program Management, Aftermarket Strategy, and Sales. He has successfully applied lean process improvements in all business segments of UTC, including manufacturing, aftermarket overhaul and repair and business processes. His extensive experiential base provides him with the ability to apply Lean and ACE processes to the restructuring of a wide range of products and processes.

Examples of some of his accomplishments include:

- At UTC, led the Cheshire Engine Overhaul facility and Commercial Sales & Marketing sites in achieving ACE Qualifying, Bronze, and Silver Levels.
- Lead consultant for process certification of Commercial Engines World Wide Shop Visit Forecast process, a CTQ process in development of the Commercial Engines Sales plan.
- Adapted ACE principles for application in a jet engine overhaul environment.
- Led the integration of an additional engine model into an existing overhaul facility, utilizing kaizen, lean and ACE principles to free up 17,000 sq.ft. of floor space, and reduce turn times by 20 days.
- Coached P&W Sales in the Value Stream Mapping of the five year sales planning process, resulting in a 30% reduction in process lead time, and improved quality of the resulting plan.
- As the business strategy manager of P&W Aftermarket Strategy, developed the detailed capital plans, facility layout and manpower planning of the Shanghai Engine Overhaul Center, a joint venture with China Eastern Airlines.
- Internal consultant for UTC's lean manufacturing workshops, responsible for development and delivery of training curriculum, and facilitating hands-on manufacturing process improvement, achieving typical improvements of 50% inventory reduction and productivity gains of 20%.

Martin Hastings was employed by Pratt & Whitney for 37 years, retiring in 2010 as the Sales Support manager and ACE manager for Aftermarket Sales, responsible for the five year sales plan for aftermarket engine overhaul in P&W's six engine overhaul facilities.

He earned his B.A degree in Economics and Psychology from Windham College. He has also earned his APICS (American Production & Inventory Control Society), and is an ACE Associate.