



# LOCKHEED MARTIN MANDATORY FLOW DOWNS

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## 1.0 QUALITY RECORD RETENTION

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The Supplier shall maintain Quality records in accordance with an applicable Quality System Standard (i.e., ISO 9001 (Current Revision), AS/EN9100). The records shall be retained for a period of not less than ten (10) years from completion of the purchase order. Records shall include, but not be limited to:

- Evidence of inspection to assure adherence to applicable drawings or specifications and revisions;
- First Article Inspection Report;
- Test Reports;
- Periodic inspection and control of inspection media;
- Records to indicate control of Special Tooling and Special Test Equipment;
- Test data records of all qualification and acceptance test performed;
- Certification of personnel as required by specification and/or contract;
- Raw Material and Process certifications;
- Material Review Reports.

Raw Material and Process certifications, referencing any/all applicable specifications and revisions, are required from all suppliers. Copies of all certifications from the suppliers and sub-tier suppliers must be forwarded with each shipment as part of the Supplier Certificate of Conformance.

## 2.0 QUALITY MANAGEMENT SYSTEM

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This Purchase Order is placed by DNE Technologies, ESCO Maritime Solutions in response to our customer. All suppliers shall maintain a quality system equivalent to either ISO9001 (Current Revision), AS/EN9100 (Current Revision) or AS9003 (Current Revision) standard.

A First Article Inspection Report in accordance with AS9102 and Lockheed Martin Clause Q2A is required. This does not apply to Commercial-Off-the-Shelf/Catalog items. An AS9102 First Article Inspection Report is required with your first delivery of product to ESCO Maritime Solutions. A new AS9102 First Article Inspection Report will be required only if one or more of the following apply:

1. A change in design affecting fit, form, or function of the part.
2. A change in manufacturing source(s), process(es), inspection method(s), location of manufacture, tooling or materials, that can potentially affect fit, form or function.
3. A change in numerical control program or translation to another media that can potentially affect fit, form or function.
4. A natural or man-made event, which may adversely affect the manufacturing process.
5. A lapse in production for two years, or as specified by ESCO Maritime Solutions.



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### 3.0 RIGHT OF ACCESS

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Supplier agrees that DNE Technologies, ESCO Maritime Solutions, or their end customer, and regulatory agency personnel will have reasonable access to all areas where work under this Purchase Order is being performed for the purpose of reviewing Supplier's manufacturing and processing plans and records and conducting preliminary inspection and tests of final product as well as work in process.

Supplier agrees to provide internet access to these Field Representatives during site visits.

### 4.0 SPECIAL PROCESS CONTROL

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In support of this purchase order for our end customer, all-special processes must be performed by DNE Technologies, ESCO Maritime Solutions approved special process suppliers. See attached listing. Use of any special process supplier not on the DNE Technologies, ESCO Maritime Solutions controlled list, must be approved by DNE Technologies, ESCO Maritime Solutions

### 5.0 CALIBRATION

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Supplier shall maintain a documented calibration system for the calibration and maintenance of tools, jigs, inspection, and test equipment. Supplier's calibration system shall be compliant to prevailing industry requirements in accordance with Supplier's Quality Management System, including without limitation ISO 17025, ISO10012-1, or ANSI Z540.

### 6.0 SUPPLIER CHANGE REQUEST

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Suppliers shall not make changes to their processes, location, facilities, equipment, material, (or any change which may affect form fit or function) without written approval from DNE Technologies, ESCO Maritime Solutions.

- Production from new, additional, replacement or modified tools, dies, molds, patterns, etc.
- Production following upgrade or rearrangement of existing tooling or equipment.
- Change of sub-tier Supplier for parts, or services.
- Product produced after tooling has been inactive for production for 12 months or more.

### 7.0 COUNTERFEIT PARTS

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All fasteners and/or electrical, electronic and electro-mechanical parts delivered and/or used in the manufacture of deliverable products shall be from the Original Component Manufacturer (OCM) /Original Equipment Manufacturer (OEM) or their franchised dealer or an authorized distributor chain. Parts shall not be used or reclaimed and misrepresented as new. Parts shall not be acquired from independent distributors or brokers unless specifically authorized in writing by DNE Technologies, ESCO Maritime Solutions



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and Lockheed Martin. The supplier shall verify the procurement source and associated certifying paperwork. Appropriate inspection and/or test methods shall be used to detect potential counterfeit parts and materials. The Supplier shall meet the requirements of DFARS 252.246-7007 for counterfeit part detection and avoidance. Refer to ESCO Maritime DNE Technologies d/b/a ESCO Maritime Counterfeit Avoidance Procedure ([P-814](#), Current Rev.).

### 8.0 FOD (FOREIGN OBJECT DAMAGE/FOREIGN OBJECT DEBRIS)

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Products submitted to DNE Technologies, ESCO Maritime Solutions shall be free of FOD. Suppliers shall employ appropriate housekeeping and inspection practices to ensure timely detection and removal of damage/debris generated, if any, during operations and normal daily tasks. FOD practices must be in accordance with Lockheed Martin Clause Q4R.

### 9.0 ENGINEERING MATERIALS AND APPROVED PRODUCTS (EMAP)

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In support of this purchase order for our end customer, all materials may be subject to the requirements of the LM EMAP database. DNE Technologies, ESCO Maritime Solutions buyers are knowledgeable of EMAP requirements for specific products. Contact your DNE Technologies, ESCO Maritime Solutions buyer for EMAP requirements. Suppliers are responsible for complying with EMAP requirements. Use of any material(s) outside of the requirements of the EMAP database will not be accepted, since DNE Technologies, ESCO Maritime Solutions has no MRB authority for use of alternates that do not meet the specific requirements of EMAP. In addition, sub-tier suppliers must provide material certifications, C of C's, etc. that provide objective evidence that the materials utilized comply with the requirements of EMAP.

### 10.0 PROHIBITION ON ACQUISITION OF U.S. MUNITIONS LIST ITEMS FROM COMMUNIST CHINESE MILITARY COMPANIES

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#### PROHIBITION ON ACQUISITION OF UNITED STATES MUNITIONS LIST ITEMS FROM COMMUNIST CHINESE MILITARY COMPANIES (SEP 2006)

- a) Definitions - As used in this clause- "Communist Chinese military company" means any entity that is-
  - 1. A part of the commercial or defense industrial base of the People's Republic of China; or
  - 2. Owned or controlled by, or affiliated with, an element of the Government or armed forces of the People's Republic of China.

"United States Munitions List" means the munitions list of the International Traffic in Arms Regulation in 22 CFR Part 121.

- b) Any supplies or services covered by the United States Munitions List that are delivered under this contract may not be acquired, directly or indirectly, from a Communist Chinese military company.
- c) The Contractor shall insert the substance of this clause, including this paragraph (c), in all subcontracts for items covered by the United States Munitions List.



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### 11.0 FLOW DOWN TO SUB TIER SUPPLIERS

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Requirements listed in paragraphs 1 through 10 listed above must be flowed down to all sub-tier suppliers performing activities associated with this PO.

Included in these requirements all sub-tier suppliers must ensure that persons are aware of:

- Their contribution to product or service conformity;
- Their contribution to product safety;
- The importance of ethical behavior.

Note: These requirements were generated in accordance with Lockheed Martin Quality Requirements:

1. Appendix QJ Current Rev and Appendix QX Current Revision which are located at: <https://www.lockheedmartin.com/en-us/suppliers/business-area-procurement/aeronautics/quality-requirements/quality-appendices.html>
2. Clause Q2A, current revision “First Article Inspection – AS9102A” which is located at: <https://www.lockheedmartin.com/en-us/suppliers/business-area-procurement/aeronautics/quality-requirements/clauses.html>
3. Clause Q4R, current revision “FOD Prevention” which is located at: <https://www.lockheedmartin.com/en-us/suppliers/business-area-procurement/aeronautics/quality-requirements/clauses.html>

Note: The term “Customer” refers to Lockheed Martin acting through its Lockheed Martin Aeronautics Company Business Unit.