



**COMAIR™**  
**Delta Connection®**

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Comair, Inc.

# Comair, Inc.

- Delta Connection Regional Airline
- 174 Jets
- 50 Field Locations
- 1,128 Daily Flights/378,000 Annually
- 6,500 Employees
- Maintenance Hangars in CVG, MCO, & DAY  
(GSO in 2005)

# Key Elements of a successful Contract

- Reducing the hazardous waste produced
- Real Time Inventory
- Proximity of warehouse to customer
- Financial strength of supplier
- Suppliers knowledge of chemicals
- MSDS support

# How long was the transition & how was savings assigned

- **Transition was over a 3 month period**
- **Implementation was accomplished in 3 days**
- **Savings derived from:**
  - **shelf life management**
  - **reduction of hazardous waste generation**
  - **reduced program management fee**
  - **reduced environmental reporting fee**
  - **waived one-time IT set-up fee**

# Performance metrics

- Lowering amount of hazardous waste generated
- Inventory and usage reductions
- Reduced administrative costs
- Accurate EPA reporting
- Reduced number of AOGs related to chemical stock outages

# How are incentives built in?

- Shelf life guarantee
- Penalties for non-performance
- Re-Packaging of chemicals
- No management fee for products manufactured by PPG

# What extent was final contract structure considered in crafting the RFP?

- Firm idea of what contract should look like at RFP

However –

- Interested in innovation from supplier community
- Eventually adopted proposals from RFP responses into final contract



# Challenges and lessons learned

- Catalog of complete part numbers is crucial
- Communications between end user and supplier is vital for correct stocking levels
- Cultural compatibility between vendor and end user