



ACM

Aerospace Components
Manufacturers

TOGETHER. A WORLD OF EXPERTISE.

ACM UPDATE

August 31, 2018

PM - 1 - 0 8 2 4 1 8

Aerospace Components Manufacturers, Inc.

The World's *Aerospace Alley!*[®]

P.O. Box 736, Rocky Hill, CT 06067

(860) 513-3205 * FAX (860) 529-5001

www.aerospacecomponents.org

E-mail: pmurphy@acm-ct.org

Welcome New ACM Member

IMET Alloys

75 Neal Court

Plainville, CT 06062

www.imetalloys.com

IMET Contact Info:

David Wilder, Commercial Director

Email dwilder@imetalloys.com

Phone 508-736-6166

IMET Alloys, an independent company, buys, sells, processes and manages titanium and superalloy materials generated in the form of solids/turnings throughout the aerospace manufacturing supply chain. By focusing on streaming material directly from source of generation directly to the mills, IMET deliver solutions which maximize your return.

Business Development

The Business Development Team held it's meeting on Tuesday, August 21 at 8:00am at The Metro Center, 350 Church Street Hartford, CT.

After a month off for the summer holidays the meeting was well attended with 39 members present and 2 guests.

Paul Murphy, ACM Executive Director, chaired today's meeting and announced new ACM Member **IMET Alloys**. Paul introduced **David Wilder** Commercial Director, IMET Alloys. David briefed the membership on his business as an independent company that buys, sells, processes and manages titanium and superalloy materials generated in the form of solids/turnings throughout the aerospace manufacturing supply chain. By focusing on streaming material directly from source of generation directly to the mills, IMET deliver solutions which maximize your return. They have 54 employees and run operations in the US, UK & Europe for the Aerospace, Oil & Gas, Power Generation and Medical industries. The ACM membership welcomes IMET Alloys as a new member bringing total membership to 114 members.

Future Business Development Meetings:

The next meeting will be held on September 11th at 8:00am at The Lyceum in Hartford.

Paul Murphy noted that **Craig Musson, PWA is scheduled to present at the September 11th meeting, please save that date as Craig always has a clear and concise message for our membership.**

The following is the 2018 schedule for Business Development Team meetings, all at The Lyceum: Tuesday October 9th & Tuesday, December 11th

Industry News / Meetings / Tradeshow:

Feedback: We look forward to members attending to provide feedback on these events.

- Members that attended the Farnborough Air Show noted that while still well attended, attendance was down from previous years. Most noted that exhibitors were down significantly and that with everyone being busy and at maximum capacity many were absent except the financial investors looking for a deal. All in all, they expressed the value they receive by attending and displaying is well worth the time and money spent and that it was a good show to be present at.

Upcoming Industry Meetings

-*US COMMERCE SUMMIT; US / Australia*; September 17 & 18 Hilton Hotel in Mystic CT
-*US COMMERCE SUMMIT; Space Industry*; May 2019; details to be announced

AEROSPACE SUMMIT BRUSSELS International Business Convention for the aerospace industry; Brussels, Belgium, September 19 - 20, 2018

PWA SUPPLIER CONFERENCE CT Convention Center, Hartford, CT October 16-17

AVIATION WEEK MRO AMERICAS International Business Convention for the aerospace MRO industry; Orlando Florida; April 10-12, 2019

Materials Procurement Update

Material Resources Planning Team: A collaboration among service center ACM member companies to report on factors influencing pricing, trends, availability & lead times for raw materials used in aerospace manufacturing.

THE SMALLIDGE REPORT: Tim Regan, Yarde Metals updated the membership on activities and trends of the metals industry.

Much of the talk centered around effects of the imposed tariffs through Section 232. Tim reported that there is an allocation on plate and although surcharges are going down on some alloys pricing is now Price in Effect (PIE) at time of order. Titanium Alloy is up another 5% and leadtimes are moving out and capacity is being strained through the foreseeable future. In this busy climate with limited and sold out capacity the Mills are becoming more "arrogant".

Prices continue to climb and leadtimes are moving out significantly. Especially impacted are castings and forgings with some suppliers moving out existing orders on the books. Transportation has been a new issue from the mills as they want the trucks "full". One member reported buying "truck load purchases" to ensure delivery and price.

We look forward to continuing these informative presentations at the monthly meeting.

Roundtable Discussion:

- Paul Murphy informed the members that CONNSTEP and CBIA are merging as CONNSTEP will be an affiliate of CBIA. CONNSTEP has provided office space to ACM and with the new affiliation CBIA has offered office space to ACM and ACM has accepted the offer and will be moving to 350 Church Street, Hartford. The move is scheduled for the 28th and 29th of June.
- There was a great deal of discussion centered around hiring and the need of qualified candidates to fill the open positions. Paul Murphy informed the members of the DOL Training Grant and that the WorkForce team would be meeting on June 14th to start the process of selecting classes and courses. More info to come in the near term
- Members conducted a roundtable discussion of current issues in the industry, in which conversations are always candid therefore details are omitted from these Minutes.

Workforce Development

The ACM Training Grant is underway with the following classes/seminars being offered. This is a joint program of the Connecticut Department of Economic and Community Development and the Connecticut Department of Labor. The grant is a 50% shared reimbursement. The ACM is the grant holder and will submit all the paperwork. **This grant is a fantastic way to train your incumbents at half the normal cost.** It is also a great tool for the attraction and retention of employees **and another valuable benefit of membership.**

<u>Class / Seminar</u>	<u>Schedule</u>	<u>Location</u>	<u>Trainer / Provider</u>	<u>Total Class Cost</u>	<u>Books / Materials</u>	<u>Duration</u>
B/P Reading	Starts Wednesday October 10 th 3:00-5:00	Kamatics 1330 Blue Hills Ave Bloomfield, CT 06002	Asnuntuck CC	\$3000	\$95	10 weeks/ 2 hrs per week every Wednesday
GD&T	Starts Wednesday October 10 th 3:00-5:00	Habco Industries 172 Oak Street Glastonbury CT 06033	Asnuntuck CC	\$3000	\$92.50	10 weeks/ 2 hrs per week every Wednesday
Shop Math 1	Starts Monday October 1st	Kamatics 1330 Blue Hills Ave Bloomfield, CT 06002	Asnuntuck CC	\$3000	\$230	10 weeks/ 2 hrs per week every Monday
Use of Measurement Tools	Starts Tuesday October 2nd	ACMT 369 Progress Drive Manchester, CT 06040	Asnuntuck CC	\$2800	\$0	10 weeks/ 2 hrs per week every Tuesday
Front Line Supervisory Training	Starts Monday September 10th	Kamatics 1330 Blue Hills Ave Bloomfield, CT 06002	QLN	\$4800	\$35	Six ½ days from 8:00 to 12:00 September 10, 17, 27 October 1, 15 & 22
Lean Enterprise Training	Starts Tuesday October 9th	AMK Meyer Tool 283 Sullivan Avenue South Windsor, CT 06074	QLN	\$3800	\$30	Four ½ days from 8:00 to 12:00 October 9, 13, 23 & 30

Continuous Improvement Champion Certificate (CICC)	Starts Tuesday September 11	CT CPA Facility 716 Broad Street Suite 100 Rocky Hill, Ct 06067	CONNSTEP	\$5595 PER PERSON	\$0	13 weeks every Tuesday 8:30-4:30
GD&T	Starts Wednesday August 1st	EDAC Cheshire	Asnuntuck CC	\$3000	\$92.50	Five ½ days per week
GD&T	Starts Wednesday September 5th	EDAC Cheshire	Asnuntuck CC	\$3000	\$92.50	Five ½ days per week

PLEASE REGISTER YOUR EMPLOYEES for this training by emailing Paul Murphy @ pmurphy@acm-ct.org

Under this grant the **ACM is also offering Tooling U 10 Class Packaged Bundles for \$125 each.** Separate emails have been sent and will be resent on what the bundled classes consist of and how it is utilized.

A Vibrant Learning Culture Drives Success

As technology advances and seasoned workers retire, hiring a skilled workforce is a national priority. You can differentiate your company and attract and retain the best and brightest by committing to a vibrant learning culture.



Download Tooling U-SME's new report, [A Vibrant Learning Culture Drives Success](#), and discover how **Focusing on learning also leads to strong employee engagement and retention, offering an added return on investment: reducing turnover and increasing savings.** Read real-world examples of manufacturers that committed to a learning culture—and succeeded.

You can differentiate your company and attract the best and brightest by demonstrating a commitment to a vibrant learning culture.

Progressive Manufacturing

The Progressive Manufacturing Team met July 19th at Peerless Precision in Westfield MA. as a follow up to the well-attended Additive Manufacturing Seminar that was held in May. The meeting was attended by 17 members who discussed how ones' business can initiate the process of investigating how Additive Manufacturing may suit their business needs. Host, Kristin Carlson, President Peerless Precision gave a great plant tour and described why and how her company "got into" 3D Printing and what they are currently doing with it and where they intend to grow with it. Kristen noted that learning and bringing on the technology has opened up doors to new opportunities for Peerless Precision.

The Team also decided on starting a "Steering Committee" to help advance the role of the Progressive Manufacturing Team. The Steering Committee met on August 16 to start the strategy planning for the team. It was the universal belief that we need to get back to our basics of

collaboration and sharing of best practices. The Committee has determined that the Progressive Team will “save the date” for the 3rd Thursday of the month for meetings and events. The next meeting for September is in the works and more information is forthcoming.

Topics of Interest

U.S. Manufacturing Optimism Hits All-Time High- CBIA Article 06.25.2018

For America's manufacturers, the glass is nearly full. The National Association of Manufacturers latest [Manufacturers' Outlook Survey](#) shows that 95% of manufacturers are positive about their company's outlook over the next 12 months—an all-time high. The association attributes this optimism to federal pro-growth policies, including tax reform.

More than 550 small, medium, and large manufacturers responded to the survey, and nearly all were positive about the coming year.

Of the small manufacturers who responded, 90% expressed optimism for the next 12 months. That number grew to 96% for medium-size manufacturers, and an astounding 98% for large manufacturers. [CLICK HERE](#) for the full article.

TECHNOLOGY AND IIOT Andrew Rieser | Aug 20, 2018



How to Handle Big Data, Before It Handles You

When done right Software-as-a-Service systems make data analysis much easier, but getting it right requires deliberate action. Here are some tips. [FULL ARTICLE](#)



Yes, Trade Deficits Are Hurting American Manufacturing

More than 70% of our current trade deficit of \$566 billion (as of 2017) is in manufactured goods—not services.

[FULL ARTICLE](#)

A Few Minutes with Murph

Future WorkForce Opportunities and Aerospace Alley® Tradeshow will take place on Wednesday November 7th at the Ct Convention Center

The World's *Aerospace Alley!*®

Featured Guest Speaker

Marc Vibes, Director Strategic Procurement AIRBUS

We have requested that **Mr. Vibes** bring some of his procurement team with him to the Tradeshow.

REGISTRATION IS NOW OPEN ON THE ACM WEBSITE. PLEASE REGISTER YOURSELF AND EMPLOYEES THAT WILL BE ATTENDING. Registration is also open to the public on the ACM website.

An email with an interactive Customer Invitation has been sent out so **PLEASE** forward that to your customers and request their attendance. **Logistical information on the show is forthcoming. Stay tuned.**

The ACM has hired Michael London and Associates as the Public Relations Firm to market the ACM's WorkForce Career Fair and Tradeshow

We have 86 members who have noted their intention to display at our annual Tradeshow on November 7th and DECD has again offered their sponsorship.

Department of Economic and
Community Development

Connecticut
still revolutionary

Logistical information on the show is forthcoming. Stay tuned.

ACM Annual Golf Tournament will be held on Monday September 17th at Suffield Country Club. **The tournament is now filled.**

News from ACM Members

Bay County lands aerospace manufacturer ACMT

Panama City, Florida– The Bay Economic Development Alliance (BayEDA), the City of Lynn Haven, and Bay County announced Aug. 8, that a leading aerospace manufacturing supplier for precision component manufacturing, repair, overhaul and modification is opening a new operation in Bay County, Florida.

Read the full article by clicking on the link below

www.gulfpowernews.com/bay-county-lands-aerospace-manufacturer/

