



ACM

Aerospace Components
Manufacturers

TOGETHER. A WORLD OF EXPERTISE.

ACM UPDATE

August 31, 2011

AS-1-083111

**Aerospace Components Manufacturers, Inc.
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The ACM Update & Calendar (and previous issues) are also available for viewing on the ACM website.

You are Cordially Invited to Participate in the



ACM
Aerospace Components
Manufacturers

**2011 Trade Show &
Future WorkForce Opportunities Fair**

Wednesday, October 19, 2011

Hartford/Windsor Airport MARRIOTT Hotel

I-91 Exit 38 - Day Hill Road

8:00am-7:00pm

Please Register NOW!!

Invite your Customers!

*Display your Capabilities to
Procurement Decision Makers*

*Develop Sub-Contracting
Networks*

*Invite your Local School
Administrators, Teachers,
Parents &
Students!*

*Discuss your Firm's Future
Career Opportunities and
Current Job Openings*

**Success in the
Changing Marketplace
Through
Cooperation**

Credible

Capable

Lean

Together

Guest Speaker

Aerospace Business Strategist

Tess Oxenstierna

Managing Director, Aerospace & Defense, Bank Street Group

presenting

"Declining Defense Budgets and the Implications for the Middle Markets"

SAVE this DATE!

Special ACM Meeting featuring

Emily DeRocco

President, Manufacturing Institute (NAM)

and former U.S. Asst Secty of Labor

will address the management of ACM firms regarding

**Competency Based Education and the
National Credentialing Initiative**

Everyone is looking to hire new and trained workers, yet how is this effort progressing??

How can you determine whether a first time employee has the proper background and training??

This is an important meeting for all ACM Presidents, General Managers and Human Resources staff!

Wednesday, November 16th, 8:00am

Trumpf Inc., Farmington

Business Development

- The Business Development Team met on Wednesday, August 24th. Bruce Fiedorowicz (Volvo Aero CT), Business Development Team Leader, opened the Team's meeting welcoming ACM's newest member firm, Atlantic Fasteners (West Springfield, MA). Tony Peterson, President of Atlantic Fasteners offered an overview of this 100% employee-owned aerospace fastener distributor, which has been recognized by Lockheed-Martin for winning their "STAR" supplier award.

ACM's Tradeshow is scheduled for Wednesday, October 19th at the Marriott Hotel in Windsor and Bruce Fiedorowicz and Al Samuel briefed on the status of planning. To date, 36 ACM firms have registered and Al advised anticipating a total of 50. For those firms not yet registered, your input to the ACM Office is greatly appreciated.

Al also confirmed Ms. Tess Oxenstierna will be the featured speaker. Ms. Oxenstierna, Managing Director of Aerospace & Defense for the Stamford-based Bank Street Group, a private investment banking firm, will present the "*Declining Defense Budgets & Implications for the Middle Markets*". Members reported on the status of customer invitations and responses. Confirmed were representatives of Pratt & Whitney, Unison (Terre Haute, IN), Dresser-Rand (Olean, NY); others customers expressing interest in attending, but not yet confirmed include GE Power, Solar Turbine, Honeywell, Israel Aircraft Industries, Volvo Aero (Sweden) and Japan Airlines. Members were requested to continue the process of contacting their customers and redundancy, in this case, will be beneficial! Congressmen John Larsen and Joe Courtney have confirmed their intent to attend and Al Samuel reported being in touch with Governor Malloy, who advised of his interest in attending the WorkForce Fair, schedule permitting.

Al Samuel briefed on the WorkForce Team's efforts for the morning's "Future Workforce Opportunities" Fair, indicating pre-registration exceeded last year's 300+ student attendance. Please remember to order your souvenir hand-outs, bringing enough for ~400 kids. ACM will again provide tee shirts to all students as they leave the exhibit area.

Attendees held a roundtable discussion regarding their perspective of the current state of the aerospace industry. As these Team discussions are always candid and highly informative, the following summary is abbreviated.

In the words of most attending this meeting, business is "*booming*"; many members reported

projections of double-digit increases in sales as compared to the same period, one year ago!
Additionally:

- recent sales of the Airbus A320NEO continue to climb, providing sales for both the Pratt & Whitney's GTF and SNECMA LEAP engine.
- Boeing has won FAA certification for the new B747-8 Freighter and (on Aug 26th) the long awaited certification for the B787 Dreamliner. Certification of the passenger version of the B747-8 will come later this year. Both the B747-8 and B787 aircraft are powered by variants of the General Electric GEnx engine or Rolls-Royce Trent engine.
- Volvo Aero CT is working on a major increase to their Newington manufacturing capacity with consolidation of another facility into Newington and installation of new and specialized machining equipment. Manufacturing of fan cases is expected to double in the next year and continue growth in following years. Volvo Aero relies highly on its supply chain and ACM firms looking to become suppliers to Volvo Aero may contact David Bergman, Purchasing Manager, at david.bergman@volvo.com.
- C&P Machine reported completing their move into an expanded manufacturing facility in South Windsor.
- CT Tool (Plainville) is expanding their manufacturing facility to absorb the work of Bloomfield-based Reliable Manufacturing. Both CT Tool and Reliable are part of the Whitcraft Group.
- Members supporting P&W's GTF program indicate this engine program is generating significant business volume; Hamilton-Sundstrand's sub-contract business volume has also been reported as excellent.
- As production growth continues, the schedule for Rolls-Royce Trent engines planned for 2013-2014 delivery has been pushed-out.
- Turbine Technologies (Farmington) advised their firm has been awarded an FAA Air Agency certificate approving them as a Powerplant Repair Station. Additionally, Turbine Technologies is striving to achieve UTC Gold status.
- Raw material pricing and the recent revision of titanium specification AMS4928 was discussed; see details in "Consolidated Purchasing" section of this Newsletter.

SEATTLE, Aug. 30, 2011 /PRNewswire/ -- **The Boeing (NYSE: BA) Company's board of directors has approved the launch of the new engine variant of the market-leading 737**, based on order commitments for 496 airplanes from five airlines and a strong business case.

"The re-engined 737 will allow Boeing to continue to deliver the most fuel efficient, most capable airplane with the lowest operating costs in the single-aisle market," said Boeing Commercial Airplanes President and CEO Jim Albaugh. "This, coupled with industry leading reliability and maintainability, is what customers have told us they want. As a result, we are seeing overwhelming demand for this new and improved version of the 737. We are working with our customers to finalize these and other agreements in the weeks and months ahead."



The new 737 family will be powered by CFM International LEAP-1B engines optimized for the 737. It will have the lowest operating costs in the single-aisle segment with a 7 percent advantage over the competition. Deliveries are scheduled to begin in 2017.

8/25/2011 **Delta orders 100 Boeing 737-900ERs**

Delta Air Lines has confirmed that it has placed an order for 100 Boeing 737-900ERs to replace its older aircraft. The aircraft are scheduled for delivery between 2013 and 2018. Delta will take delivery of 12 737-900ERs in the second half of 2013. A further 19 aircraft a year will be delivered between 2014 and 2017, and the remaining 12 aircraft will join its fleet in 2018. The aircraft, will be equipped with CFM56-7B engines. (Source: Air Transport Intelligence)

- The next meeting of the Business Development Team will take place on Thursday, September 15th at CERC, Rocky Hill.

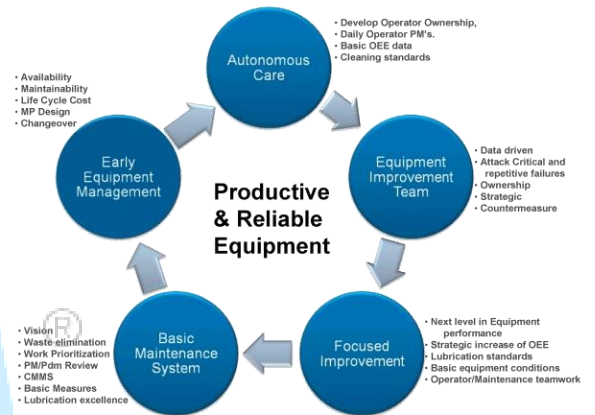
Progressive Manufacturing

• The Progressive Manufacturing Team met at Fuss & O'Neill Manufacturing Solutions (Manchester) on August 22nd. The discussion topic of this Team meeting, *"Maintenance Excellence and Profit\$\$"*, was presented by FOMS's President, John Kravontka.

John began the presentation citing numerous and costly maintenance failures that have been publicized, indicating all of these situations may never have occurred had a proper maintenance program been put in place. John said "world class maintenance has tangible, measurable effects on safety, quality, on-time production and profits".

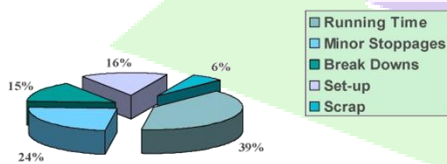
Effective maintenance plans must be more encompassing than just 'fixing the broken piece of equipment'. Developing and implementing 'preventative' plans and then, implementing 'predictive' efforts will lead a firm towards world class maintenance status and the resulting increases in productivity. John commented that often, 60% of preventative maintenance efforts are wasted!! Although this statement sounds counterintuitive, John felt much of what is often specified in preventative plans does not add real value given no prior failure in that specific condition. He said, "preventative maintenance must be optimized over time to take out the waste of in-effective actions"; "check the device, but understand how to check it best".

John discussed how to easily implement techniques that can be used by the equipment operator on a regular basis to assess a machine's condition. He described equipment and tools available to detect ongoing failure conditions; ultrasonic microphones, vibration detecting devices, infrared thermography devices can provide insight into a machine's or factory environments condition. Striving to create a world class maintenance effort has the potential of reducing lost equipment capacity by over 130%!!



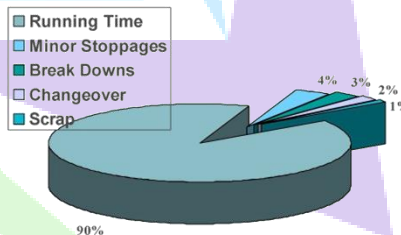
Graphics from John Kravontka, Fuss & O'Neill Manufacturing Solutions

Typical Overall Equipment Effectiveness



Lost Capacity - 61%

"World Class" O.E.E. Measurements



The Same Equipment

More Capacity-130%

Team members continued the discussion with questions and shared experiences. Turbine Technologies advised how each Friday production stops for an hour to conduct maintenance activities, and importantly, senior management is an active weekly participant.

John Kravontka may be contacted at Fuss & O'Neill Manufacturing Solutions at 860-646-2469x5699 or jkravontka@fando.com. John's presentation is available on the ACM website; go to www.aerospacecomponents.org, Members Only, Progressive Manufacturing and see [Kravontka present to Lean Team 8-22-11 Maintenance Excellence.pdf](#).

Team members also heard a brief presentation by CCAT's Bob Torrani on new machining optimization software available for demonstration or to assist with a specific project. Torrani described the software which optimizes the process by developing cutter paths that produce constant volume cuts. Results have shown 60-70% reduction in milling time and 15-20% reduction in turning time. For additional information, contact Bob Torrani at 860-282-4223 or rtorrani@ccat.us.

- Schedule and details of the Progressive Manufacturing Team’s next meeting will be announced shortly; members will receive an email notification. Please advise the ACM Office for suggested topics for future meetings; the topics may address traditional kaizen, technology and quality related issues. Additionally, Team meetings may focus on members wishing to share recent improvements or are seeking the Team’s input regarding a problem needing a solution. Contact the Office at alsamuel@acm-ct.org or 860-513-3205.

Workforce Development

- Please see “**Save the Date**” on Page 2 of this Newsletter. Many of ACM’s firms have expressed concern about the graying of their workforce and how to hire new employees with the necessary skills to step up to the competency level of the current workforce. Ms. DeRocco, President of the Manufacturing Institute (a non-profit, non-partisan affiliate of NAM, the National Association of Manufacturers) will be discussing competency based education and a national effort in student credentialing. Under her leadership, the Institute has developed and deployed a system of nationally portable, industry-recognized Manufacturing Skills Certifications now influencing secondary and post-secondary education reform efforts in more than 20 states.

This is an important meeting --- please be sure to attend!

- ACM will conduct its sixth survey of member firm’s Wage & Benefits practices. This survey is highly valuable as it provides ‘real-time’ data comparing your business to that of other local aerospace manufacturers. Each ACM member will receive a questionnaire sent by ACM’s contractor, CBIA; all responses are held confidential and no one from ACM will have access to the individual data. And, only those firms that provide input to the survey will receive the summary report, which includes results of our past year’s surveys! Members will receive email notice of the survey shortly and questionnaires will be mailed directly by CBIA; final reports will become available in November.
- The WorkForce Development Team met at Aero Gear, Windsor on August 16th. The Team reviewed the status of current training courses and continued its planning for the October 19th “Future WorkForce Opportunities” Fair.

Classes scheduled for BluePrint Reading, Shop Math Level 1 and First Line Supervisor’s Training have been completely filled; see chart, following. ACM would be pleased to organize additional sections of these courses, or others as listed in our Syllabus; please contact the ACM Office to request courses or answer questions. Additionally, the Team asked Al Samuel to inquire regarding scheduling of another section of Lean 101 Training, which was initially offered last year.

Course	Date (Start)	No. of Days	Date (End)	Host Company or Location	Participants
BluePrint Reading	9/20/2011	10	11/22/2011	PTI Industries	PTI Industries Technical Metal Finishing ATI Stowe Machining Barnes Airmotive Turbine Technologies
First Line Supervisor’s Training	9/21/2011	12	12/7/2011	Aero Gear	Aero Gear Delta Industries Stowe Machine TigHITCO PTI Industries AGC Inc.
Shop Math Level 1	9/22/2011	9	11/17/2011	Barnes Windsor Div	Barnes Windsor Div. Technical Metal Finishing Barnes Airmotive

Planning for the “Future WorkForce Opportunities” Fair is progressing well. Initial invitations sent to local high schools and vo-tech High schools resulted in responses advising over 300 students plan to

attend. Invitations will again be sent to these schools in the week past Labor Day and likely, we will have 350-450 students visit our Fair. Team members are continuing to contact schools, and ALL ACM members are asked to do likewise! As a reminder, kids love souvenirs, so please, plan to bring company materials, shopping bags, pens, candy, etc. ACM will again provide Tee shirts to each student who attends and completes a Fair questionnaire.

- The WorkForce Team will hold its next meeting on Tuesday, September 20th at 8:00am at Delta Industries, East Granby. This will be the Team's last formal meeting prior to the Fair; please plan to attend and participate in the planning for this important event.
- ACM offers NO COST Job Postings on its website as a service to member firms. Recognizing the high cost of advertising, we hope this service provides an added benefit and cost savings from your ACM membership. Visitors to ACM website's "**Job Listings**" will open to a page (see, below) showing your individual job description. Clicking on your website address provides the applicant a direct link to your website.

JOB OPPORTUNITIES AT MEMBER FIRMS

These jobs are listed by Company. To see jobs listed by type, [Click Here](#).

JOB APPLICANTS: Please DO NOT reply to this website; follow the directions for each posting to respond to job opportunities!

Click a Job Title to View the Complete Description

ABCD Manufacturing Company, Inc.
Management / Supervision
- Machine Shop Supervisor

EFGH Precision Aircraft Components
Engineering
- Tool Designer

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These jobs are listed by Type. To see jobs listed by Company, [Click Here](#).

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Click a Job Title to View the Complete Description

Engineering
- Tool Designer

Management / Supervision
- Machine Shop Supervisor

Job postings for this website are created by completing the ACM Job Posting Template and forwarding to the ACM Office. The template is available on the website in the Members Only section, Workforce Development folder; download [ACM Website JOB POSTING Template.doc](#).

Consolidated Purchasing

- The Purchasing Team met at Barnes Aerospace Windsor Division on August 18th. The Team addressed the issues germane to procurement, including the latest relating to raw material pricing and delivery:

- Titanium pricing was reported as high, yet flat. Ti's stable pricing, in the near future, was viewed as good news considering the recent increase in demand.
- Nickel pricing on the LME has been declining to under \$10/lb, down from recent \$12-\$13/lb levels. Delivery continues to stretch, with forgings being quoted at 40-52 week lead times.
- Titanium specification AMS4928 has recently been revised from "R" to "S". While most spec changes are usually minor, Rev "S" brings the requirement for an added physical test not previously conducted. As P&W LCS requires material to be current to the "latest" spec revision, regardless of when the spec change occurred, any existing Ti stock must be tested to the new requirements (adding expense and time prior to its release to the shop floor). It was also suggested that outstanding purchase orders for (future) delivery of Ti stock and/or forgings be revised to reflect Rev "S" to ensure it will not be subject to such testing after delivery.

The Team also discussed the value of having a trucking firm support members with their local deliveries. Adchem will be contacting a firm they are using to perform this service to seek their interest in expanding to other ACM firms; the next Team meeting will provide feedback.

- Suppliers having Agreements with ACM are:

	<u>Supplier:</u>	<u>Key Contact:</u>	<u>Telephone:</u>
Shop Supplies, Abrasives, Cutting Tools, etc	Turtle & Hughes	Dave Howard	203-497-1555
Raw Materials: Nickel, Cobalt, Titanium – Sheet, Plate & Bar Stock	Aerodyne Alloys	Kirk Smallidge	860-508-1271

- The Purchasing Team will next meet on Tuesday, September 27th at 8:00am at Aerodyne Alloys, South Windsor.

News from ACM Members

Please forward significant company news and announcements to Allen Samuel at alsamuel@acm-ct.org for posting on the ACM website and publication in the UPDATE

August 2011

Atlantic earns Millitech quality award, again



For the second time in a row, *Millitech, Inc.* has awarded ACM member **Atlantic Fasteners** a Certificate of Appreciation based on quality, on-time delivery and proper documentation.

According to Richard Shepard, supply chain and contracts manager at *Millitech's* manufacturing services division, Atlantic's composite score was 99.63% for 2009-2010. "Overall *Millitech* has been very pleased with the relationship that we have developed with Atlantic Fasteners," notes Shepard.

In 2008, Atlantic had earned the same *Millitech* award with a 97 percent rating. Only suppliers achieving a 95% or better score in at least four out of eight previous quarters receive the award.

"We're pleased with our improving performance during the last two years and are focused on reaching a 100% score on the next go-around," notes Atlantic president Tony Peterson.

Millitech, located in both Northampton and South Deerfield, MA, provides millimeter-wave technology and manufacturing expertise to the military and aerospace markets



Turbine Technologies (Farmington, CT) approved as an FAA Repair Station

UNITED STATES OF AMERICA
DEPARTMENT OF TRANSPORTATION
FEDERAL AVIATION ADMINISTRATION

Air Agency Certificate

Number 6TUR715B

This certificate is issued to

TURBINE TECHNOLOGIES, INC.

whose business address is

126 HYDE ROAD
FARMINGTON, CONNECTICUT 06032

*upon finding that its organization complies in all respects
with the requirements of the Federal Aviation Regulations
relating to the establishment of an Air Agency, and is
empowered to operate an approved* REPAIR STATION

with the following ratings:

LIMITED - POWERPLANT

*This certificate, unless canceled, suspended, or revoked,
shall continue in effect* INDEFINITELY

Date issued:

AUGUST 4, 2011

By direction of the Administrator
A handwritten signature in black ink, appearing to read 'Beth A. Babb'.
BETH A. BABB, MANAGER, EA-FSDO-63
EA63, WINDSOR LOCKS, CT