



# ACM

Aerospace Components  
Manufacturers

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# ACM UPDATE

## January 31, 2019

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## Aerospace Components Manufacturers, Inc.

The World's *Aerospace Alley!*<sup>®</sup>

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# ACM TURNS 20 THIS YEAR!!

### Welcome New ACM Member

#### **Precision Deburring LLC**

88 #B Mainline Drive  
Westfield, MA 01085

### **Precision Deburring LLC Contact Info**

**Kieran Berard, CEO**

Email [kberard@precisiondeburringllc.com](mailto:kberard@precisiondeburringllc.com)

Phone 413-378-7688

**Precision Deburring LLC** is a deburring company with 12+ years of experience. They specialize in removing burrs created during your manufacturing processes by using a high level of precision and quality. **Precision Deburring** fully understands the significance of handling parts with care and holds quality as their highest priority. **Precision Deburring** processing systems allows them to deburr your parts quickly without alterations to critical dimensions, surface finishes, and in most cases your parts can be back to you in less than a few days.

Precision Deburring specializes in deburring all types of materials such as: aluminum, titanium, steel, brass and thermal plastics just to name a few. They are cost effective, time saving and can help to improve your bottom line profits. Call us for a quote today.

## Business Development

The Business Development Team met on January 15th at The Lyceum in Hartford. The meeting was well attended with 40 members and 3 guests present. Joining as guests and potential new members were **Johnathan Grenier & Susan Grenier**, of **Enfield Testing & Balancing**. They stated that their primary work is for Pratt performing pressure testing, load testing and balancing. **Enfield Testing and Balancing, Inc. (ETB)** is a family owned full-service testing facility located in Enfield Connecticut serving national and international customers. They provide dead load, pressure and flow testing, calibration, and static and dynamic balancing. We hope they enjoyed our meeting and the ACM would welcome them should they consider membership.

It was announced that that a sub-committee has been formed to explore and recommend options for improvement/enhancement/value for the ACM Tradeshow on November 20, 2019. Stay tuned more information.

It was also announced that **DECD Commissioner Catherine Smith**, will be leaving and that her last day was January 25<sup>th</sup>. The ACM wishes her a very sincere and heart felt best wishes into the future. Catherine has been a staunch supporter of the ACM and her leadership will be greatly missed.

**Governor Lamont** announced on January 31<sup>st</sup> that he named **David Lehman** as the new commissioner of the DECD.

The Governor said **David Lehman**, a partner with the investment bank Goldman Sachs and the global head of real estate finance for the bank's investment banking division, will serve as both his senior economic adviser— a new position — and commissioner of the state's Department of Economic and Community Development. A transition team advising Lamont had suggested he hire someone to fill the dual roles.

**The next meeting will be on Tuesday February 19 at 8:00am at The Lyceum in Hartford.** The meetings are always engaging and informative so please plan to attend, contribute and learn. **CEO's / Presidents / Owners and Business Leaders are urged to attend this meeting as important information on ACM's 20<sup>th</sup> Anniversary Event will be shared as well as the ACM - Asnuntuck Community College Foundation Manufacturing Golf Tournament.**

### **Future Business Development Meetings:**

We have secured the 2019 meeting dates at The Lyceum. All are on a Tuesday and all start at 8:00am. Dates are March 12, April 16, June 11, July 16, August 13, September 17, October 15 and December 17. No meetings are scheduled for May (Presidents Meeting) or November (Tradeshow). Your participation is encouraged and appreciated.

### **Industry News / Meetings / Tradeshows:**

**Feedback:** We look forward to members who attended to provide feedback on these events.

- Global markets Indo-Pacific, Salt Lake City 12/10 – 12/12
  - B2B meetings with companies from Asia Pacific
  - Well attended, seems to be a big need for O&R
  - Looking for joint ventures & partnerships with US companies

### **Upcoming Industry Meetings**

- GE LTA Conferences March 4-15 in Cincinnati
  - ACM Members present at this meeting and attending are DRT, Numet & Satellite Tool
  - Concerns with the new GE C64 T&C's effective 10/1/2018– termination for convenience, delinquency charges, x% per day. They will accept negotiations to the language. The new C64 is effective for new LTA's and new po's. Article 2 – states that GE can amend the po without notice. In order to get the new work, you must agree to still produce the legacy work which may be small volume.
- Aerospace & Defense Trade Mission to Turkey February 3-8, 2019
  - ACMT is attending
- Avalon – Australia airshow, 02/26 – 03/01
  - ACMT is attending, CCAT is attending
  - JSF work,
  - Marine applications
- Heli Expo – OEM's and MRO's ATL, 03/04 – 03/07

- UTD and ACMT are attending
- Aerospace Forum – Birmingham, UK 03/19 – 03/21
- Sikorsky Supplier Summit March 27 – 29<sup>th</sup>, invitation only
  - –ATI attending
- Aeromart Montreal on April 16-18
  - Very good format & well organized – B2B meetings
  - State funding is available through the STEP grant for the Montreal Tradeshow – cover up to 75% of cost
- Aerospace Innovative Technologies Summit on May 07-09, 2019 in Birmingham, AL for more info [CLICK HERE](#)
- **ACM Annual Presidents Meeting and 20<sup>th</sup> Anniversary Celebration May 15, 2019 will be held at Asnuntuck Community College. We will combine our Annual Meeting with the ACM's 20<sup>th</sup> Anniversary Celebration. SAVE THE DATE**
- International Space Trade Summit May 19-21 Marriott Downtown Hartford, CT Funding, up to 75% may be available through the STEP grant to offset registration costs. More info [Click Here](#)
- **ACM – Asnuntuck CC 11<sup>th</sup> Annual Golf Tournament June 4 at Wintonbury Hills 11:30**
- Paris International Airshow, Paris France June 17-21, 2019
  - CCAT/DECD has booth for CT Manufacturers Funding may be available through CCAT / DECD

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

If you know of other shows and events that may be of interest to our membership, please forward to [pmurphy@acm-ct.org](mailto:pmurphy@acm-ct.org)

## 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:

- The Metals Group provided the following:
  - Most material is 30+ weeks
  - Aluminum tubing 80 weeks – Auto industry is driving this
  - 6-4 material – GKN has approx. 250 pieces of remnant stock with certification available – contact Bruce F for more info
  - Primes need to increase their supply base – ie. approving multiple sources for specialty material

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

## Roundtable Discussion:

Members conducted a roundtable discussion of current issues and news in the industry. Conversations are candid and therefore details are omitted from these Newsletters.

- Question came up on the NIST requirement and what companies are currently doing since the last meeting.
  - Some companies did the initial assessment and are doing independent implementation. Others have worked with outside agencies to implement.

- **NOTE: if NIST 800-171 Cyber Security training and assessments are of value the ACM can run training under the ACM DOL Grant for 50% reimbursement. Please contact Paul Murphy to let him know if you have an interest.**
- Ron Angelo from CCAT advised on the following:
  - CCAT is developing an advisory board.
  - Electric Boat – currently looking for suppliers
- Advanced Technology Engine program (ATF) – Pratt is looking for development suppliers because the production houses have a difficult time fitting in the low volume work.
- T900 engine decision this month – Pratt/ Honeywell partnership or GE – (high volume engine for Blackhawk replacement and future vertical lift)

## Workforce Development

**ACM – DOL Training Grant:** 9 classes have been completed and paperwork for the Training Grant through the DOL has been submitted. **A little over 24k will be reimbursed to participating members.** As soon as the funds are made available from the DOL the ACM will send checks to the participants.

**Please contact Paul Murphy to let him know of your training needs.** Under this grant 50% of costs are reimbursed.

The Workforce Development team will hold its **next meeting on Wednesday February 20<sup>th</sup> at 8:00am at place to be determined.** If you and your company would like to host, please contact Paul Murphy at [pmurphy@acm-ct.org](mailto:pmurphy@acm-ct.org) The team will continue its review and recommendations for the ACM Future WorkForce Opportunities Fair to be held on November 20<sup>th</sup> as well as potential classes for the coming months.

The ACM Training Grant is well 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.**

**Classes completed:** (2) Front Line Supervisory Training, (3) GD&T classes, B/P Reading Class, PC-DMIS Training Class & Continuous Improvement Champion Certificate Course (CICC)

**Current classes that are underway:** Front Line Supervisory Training

A catalog can be found on the ACM website under About ACM/ACM Class Syllabus

[Click Here for Catalog](#)

Under this grant the **ACM is also offering Tooling U 10 Class Packaged Bundles for \$125 each.** Contact Paul Murphy for further info.

## Progressive Manufacturing

The Progressive Team has formed a steering committee to work on topics, seminars and events for 2019. If you have a suggestion that may be of interest to the membership, please contact Paul Murphy.

The team has been busy planning activities and topics for future meetings.

The steering committee has been working with **Atlas Stamping & Manufacturing** on a lean roadmap and conducted a kaizen at their facility on January 22<sup>nd</sup>. The steering committee met with the Atlas team and had a discussion on what Atlas has already performed for lean training and what outcomes

were they seeking. It was a very productive meeting followed by a facility tour to see what has taken place. Many observations were discussed as well as recommendations moving forward. The committee members left the Atlas team with many tools and forms for them to explore and use. Yash Sarda, QMS/CI Engineer at Atlas, offered this summary “It was a great day today. Atlas is grateful to have you people visit Atlas and guide us in our lean journey. Every employee in Blanking is now eager to start the lean journey with 6s and make progress in it. We have already started marking down the cardboard as shadow board for 2 presses as trial run.” Much discussion was had on why work doesn’t keep flowing, a common problem for all businesses. A “turnback” process discussion was had and forms were presented for use.

The **Progressive Manufacturing Team** held a meeting at Pegasus on January 17<sup>th</sup> for a presentation on a joint Kaizen held between Pegasus Mfg and Har-Conn Chrome Company.

**Working Together for a Mutually Beneficial Solution:** This was an excellent example of how when a customer and supplier work together for mutual benefit good things come about.

#### Summary of project:

- 3 Month batches became 2-4 week lots.
- Lead time went from 4 to 2 days
- OTD went from 72% to 100%
- New business for Pegasus saw a 47% increase.

#### Takeaways:

Har-Conn is a supplier that feels pain in that their customers that do not notify them up front of schedules or accurate technical information.

A history of little to know engineering collaboration up front. The term “dip and ship” is how they see their customer looking at them. Sitting with a customer like Pegasus up front for a project will always yield improvements and better communication.

With help from CONNSTEP facilitating, this 3 day event was one day at Pegasus, One day at Har-Conn, and then a day for wrap up.

Some things learned besides the business improvement included the following:

1. A little detail easily lost previously did not even need to get the acid etch.
2. A bagging process at Pegasus was found to not be needed. Parts were not only handled extra at Pegasus to be bagged, but at Har-Conn they had to be un-bagged, and then without the new knowledge from the project, the parts were put back into these same bags to go back to Pegasus! The new process is simply a safe box, and the fact that the parts need not be bagged because Pegasus welds them within the allowed lead time before bagging would be required.
3. Uploading of MCL data from Pegasus system to Har-Conn system to eliminate paperwork errors.

The minimal time spent between companies and the long-term gain achieved cannot be underestimated. Har-Conn made it clear that if suppliers like them get better communication from customers like many of us up front, and do technical sharing like this project included, things can go much better and smoother.

Another example found interesting that was shared but not specific to this project includes another ACM company working with Har-Conn. ACMT has worked on a combined project with Har-Conn to eliminate boxing/packaging as we know it. A basket has been designed that ACMT loads parts into, and that Basket doubles as the shipping container for the parts being dipped. Handling of the parts only occurs at ACMT.

**Classic examples of how working together makes both stronger  
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**The Progressive Manufacturing Team will hold its next meeting at 8:00am on Thursday February 21st at a site to be determined.** More info and agenda forthcoming.

## [A Few Minutes with Murph](#)

As previously announced the ACM has teamed with 7 Ct manufacturing organizations, CBIA and Connstep to form a new organization called the **Connecticut Manufacturers Collaborative** (CMC).

The CMC has been very active in working with the new administration and many of the CMC members provided testimony at the Legislative Office Building on January 29<sup>th</sup>. The CMC is making an impact and our united voice is being heard loud and clear.

## **ACM 20<sup>th</sup> Anniversary Celebration**

**Yes, 2019 is the 20<sup>th</sup> anniversary of the ACM, amazing how time flies!! To celebrate this milestone occasion the ACM and its Board of Governors have decided to mark this occasion with a **special event to be held on May 15<sup>th</sup> at Asnuntuck Community College**. Please attend the February 19<sup>th</sup> Business Development Meeting to hear more details and further information on this special; event will be released soon. Stay tuned!!**

## [Topics of Interest](#)

### [The Trade War Is a Farce](#)

Reshoring is the future, but manufacturers have no idea how to fill the more sophisticated jobs that it requires.

As the World Economic Forum (WEF) annual meeting continues in Davos, Switzerland, this week, discussions around global trade, the future of advanced manufacturing, and the Fourth Industrial Revolution are at an all-time high. In particular, the popular news media has been making a daily diet talking about the U.S. trade war with China. Unfortunately, they are missing the real story: the potentially profound effects of reshoring on U.S. manufacturing and on the widening skills gap. For the full article [CLICK HERE](#)

### [Top 10 Predictions for Worldwide Supply Chains in 2019](#)

If companies are going to embrace new business models, or digitally enable older ones, they are going to need a modern, capable supply chain to do it.

As we embark on a new year, the supply chain continues to undergo almost unparalleled levels of change. The older measures—productivity, quality and service—still apply of course, but we now see digital transformation poised to change everything. This reality is the overriding theme of IDC's worldwide supply chain top 10 predictions for 2019.

We believe now more than ever that business leaders who recognize the real impact of digital technologies on their industry, customers, partners, suppliers, functions and business practices stand to gain substantial advantage over their competitors. And the supply chain is increasingly viewed by manufacturers and retailers as a critical function for their future success.

According to our biannual supply chain survey, there were many fascinating insights into the role and approach for the modern supply chain, but three broad observations rose above all others:

For the full article [CLICK HERE](#)

## [News from ACM Members](#)

If you have news worthy articles/awards that you would like published in this newsletter, please forward to [pmurphy@acm-ct.org](mailto:pmurphy@acm-ct.org)

