



ACM

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Manufacturers

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ACM UPDATE

March 31, 2019

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Aerospace Components Manufacturers, Inc.

The World's *Aerospace Alley!*[®]

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ACM TURNS 20 THIS YEAR!!

Welcome New ACM Member

EA Patten

303 Wetherell Street
Manchester, CT 06040

**EA Patten
Contact Info**

**Clement Wiekrykas, President
Rauls Ramans, Director Sales & Marketing**

Phone 860-649-2851

www.eapatten.com

E.A. Patten Co., LLC began in 1945 manufacturing the parts that helped get propeller driven aircraft off the ground. More than sixty years later, **E.A. Patten** is now one of the world's leading tubular assembly companies, making the parts used in advanced aerospace applications. Our deep manufacturing knowledge combined with two state of the art facilities has helped pave the way for continued excellence and growth ready to serve any industry. We embrace change, learn and continue to grow while improving our craft. Since our earliest days as a machine shop and tube assembly facility, **E.A. Patten** has demonstrated the flexibility, resourcefulness and integrity needed to fulfill the biggest commitments and meet any challenges that face us. As we advance through the 21st century, our commitment to aerospace excellence is only getting stronger. **E.A Patten Co., LLC** is a division of CAM.

Welcome New ACM Member

Spartan Aerospace LLC

41 Progress Drive
Manchester, CT 06042

**Spartan Aerospace LLC
Contact Info**

**Allan Lehrer, President
Alan Kick, Executive VP**

Phone 860-533-7500

www.spartanllc.net

Founded in 1965 **Spartan Aerospace LLC** is housed in a 70,000 sq. ft. facility in Manchester, CT. running 2 shifts which 120+ employees. **Spartan Aerospace** is a global provider of complex sheet metal fabrications, precision machined products and welded assemblies for the aircraft engine, power generation, and military vehicle industries. **Spartan** has an engineering team to help design and prototype and their quality control systems ensure that each product is created to its exact

specifications - that's why we have earned so many accreditations. Leading companies rely on Spartan for everything from small stampings and brackets to critical machined and welded products

Welcome New ACM Member

Instrument Technology Inc.
33 Airport Road
Westfield, MA 01085

Instrument Technology Inc. Contact Info

Tim Bates, Vice President & GM
Jeff Sharbaugh, Business Development Manager
Phone 413-562-3606
www.scopes.com

As a premier US engineering-based firm, **ITI** offers design, development, manufacturing and testing of high-quality Inspection products for the Aerospace Industry. Our products have traveled the world over to observe what was once unobservable in inaccessible and sometimes hostile environments. Products include videoscopes, borescopes, fiberscopes, rigid, semi-rigid and flexible. We also have 3+2 Axis machining centers capable of producing both milled and lathe parts in a 6 inch cubed envelope. We machine a wide variety of aerospace metals including Stainless Steel, Aluminum Alloys, Titanium, Nickel, Inconel, Brass and composites.

Welcome New ACM Member

Straton Industries
180 Surf Ave.
Stratford, CT 06615

Straton Industries Contact Info

Dave Cremin, President
Phone 203-375-4488
www.straton.com

Straton Industries is a privately held CT company founded in 1961 on the belief that deep engineering knowledge, applied technical experience, and exceptional customer service, are the keys to delivering high-quality custom manufacturing for just about any industry. **Straton Industries** is a certified contract manufacturer of molds, tools, dies and stampings. We are ISO 9001:2008 certified, FAA Certified Repair Station, AS9100C and ITAR Registered. Our staff is comprised of dedicated and experienced industry veterans that are ready to execute your custom manufacturing needs and even help design and engineer new projects. Our Engineers and Technicians have the knowledge and experience to make your project a success.

Business Development

The Business Development Team met on March 12th at The Lyceum in Hartford. The meeting was well attended with 41 members and 3 guests present. Joining as guests and potential new members were **Dave Cremin, President Straton Industries** (who joined shortly following the meeting) and **Dorothy Carlone, General Machine Company**. **Dorothy** stated that her business has been operating for 30 years and that they relocated from Burlington to Southington. They employ 12 people and provide precision CNC Milling and Turning for products generally under 12".

The **Tradeshow sub-committee** has been meeting and has met with **Chris Carrigan, VT Chamber of Commerce** who puts on the Made in VT event with the **Quebec Aerospace Cluster**. They are actively looking at options for enhancement of the 2020 ACM Tradeshow. Members have received a survey to help them gauge the wants of the membership. **Please take the time to respond to the brief survey.**

The next meeting will be on Tuesday April 16th 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 20th 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. Remaining dates are June 11, July 16, August 13, September 17, October 15 and December 17. No meetings are scheduled for May (Presidents Meeting) or November (Tradeshows). Your participation is encouraged and appreciated.

Industry News / Meetings / Tradeshows:

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

- Avalon – Australia airshow, 02/26 – 03/01
 - Members attending stated it is similar to Farnborough but about ½ the size. A concentration on JSF work and most Australian companies are looking for partnerships and joint ventures but they are not subcontracting work.
- Heli Expo – OEM's and MRO's ATL, 03/04 – 03/07
 - Members attending stated the show was well attended and the climate was soft for offshore helicopters. There were many OEM's selling helicopters and a concentration on avionics, accessories and drones.
- GE LTA Conferences March 4-15 in Cincinnati
 - Members attending stated the focus was on the new GE C64 T's & C's and pricing. A huge Asian presence was noted as well as payment terms moving out to 3 ½% 45, net 120 days

Upcoming Industry Meetings

- Sikorsky Supplier Summit March 27 – 29th, invitation only
- 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 20th Anniversary Celebration May 15, 2019 will be held at Asnuntuck Community College. We will combine our Annual Meeting with the ACM's 20th Anniversary Celebration.**
- 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 11th Annual Golf Tournament June 4 at Wintonbury Hills 11:30**
- Paris International Airshow, Paris France June 17-21, 2019
 - **1 booth is available** 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

Please help with your donation today for the ACM's 20th Anniversary Event to provide the much-needed scholarship monies for the school on ACM's behalf.

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 pricing is flattening and mills are running at 80% capacity
 - Aluminum tubing 80 weeks – Auto industry is driving this
 - L/T's are still way out and mills are delivering at a 55% OTD rate causing major issues
 - Distributors are buffering stock when they can to support delivery & availability
 - The general feeling is that pricing has been somewhat flat for the last 10 years and that a pricing correction may be forthcoming; meaning increase.

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.

- Many members echoed the same issues of finding the skill sets they need to fill the open positions. Hiring on 2nd shift is a major obstacle.
- Many companies are working 55-65 hours to keep pace as they struggle to fill openings.
- Managing capacity, internal and throughout the supply chain, is a priority.
- Reported movements in OEM schedules include the many pull-ins and push outs and that many new purchasing personnel are replacing the seasoned ones.
- LTA's and T's & C's are becoming more unilateral and punitive.

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 has been reimbursed to participating members. Members receive a 50% reimbursement from the ACM / DOL Grant**

Phase 2 of the Training Grant will commence in early April with 5 classes offered and filled.

B/P Reading: 9 member companies and 19 attendees; class held at **ATI**
New England Metal Finishing, Accuturn Mfg, PTI, Alpha Q, EA Patten, GKN Cromwell, ATI & Jonal
Cost after reimbursement \$167.79 per person

GD&T: 6 member companies and 17 attendees; classes held at **Alpha Q**
Turbine Kinetics, Alpha Q, ATI, Jonal, GKN Cromwell & BMS Aerospace
Cost after reimbursement \$178.46 per person

Front Line Supervisory Training: 7 member companies and 15 attendees; class held at **EA Patten**
MB Aerospace, ATI, Turbine Kinetics, GKN Cromwell, AMK Welding, EA Patten & Har-Conn Chrome
Cost after reimbursement \$235.54 per person

Excel Introduction: 4 member companies and 16 attendees; class held at Manchester CC
Columbia Mfg, ATI, New England Metal Finishing & GKN Cromwell
Cost after reimbursement \$53.08 per person

Excel Intermediate: 5 member companies and 19 attendees; class held at Manchester CC
ATI, ACMT, EA Patten, GKN Cromwell & New England Metal Finishing

Cost after reimbursement \$93.67 per person

Under this grant the **ACM is also offering Tooling U Ten Class Packaged Bundles for \$125 each, that's \$62.50 net.** Contact Paul Murphy for further info.

The Workforce Development Team will hold its next meeting at 8:00am on Tuesday April 9th 8:00am at place to be determined.

We will be having **CareerPath Mobile**, with its president Richard Portelance, provide an overview of his company's programs. CareerPath is a platform that enables career planning teams to effectively connect and communicate with students. www.careerpathmobile.com

Traditional recruitment models are broken, leaving advanced manufacturers with few viable options to present themselves to prospective candidates.

CareerPath Mobile is a student engagement and recruitment engine. Our goal is to create consistent and sustainable pipelines of talent for Connecticut companies.

The platform allows employers and schools to signpost job related content, including the soft and hard skills needed, detailed company information, and class requirements so the student can prepare and present themselves as qualified candidates when they are job ready.

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, represented by 26 members, met on March 21st at Stanley Black & Decker's (SB&D) Manufactory 4.0 in Hartford. Martin Guay, Vice President, Business Development was our host. Marty told the team that there are 2 major principals at the new facility. Techstars Additive Manufacturing Accelerator in the Maker Space and SB&D's Manufactory 4.0. Techstars is an incubator for 10 aspiring tech start-ups where innovation in 3-D is fostered. The Manufactory 4.0 side is where SB&D Industry 4.0 Strategy is developed in the "Nerve Center". They are developing factories of the future and strategies to transform 100's of their factories around the world. A major concentration is connecting data and shop floor robots and cobots. The team then took a tour to see the entire facility. It is still being developed but one can sense the innovation that is happening. The team thanks SB&D and Marty & Eric for providing a valuable look into the future. We will stay connected to SB&D and look to have a future meeting there as well once the Factory Floor of the future is further developed. It is a grand showcase for robots and cobots.

The Progressive Manufacturing Team will hold its next meeting at 8:00am on Thursday April 25th at Aero Gear. The meeting will feature a roundtable discussion on

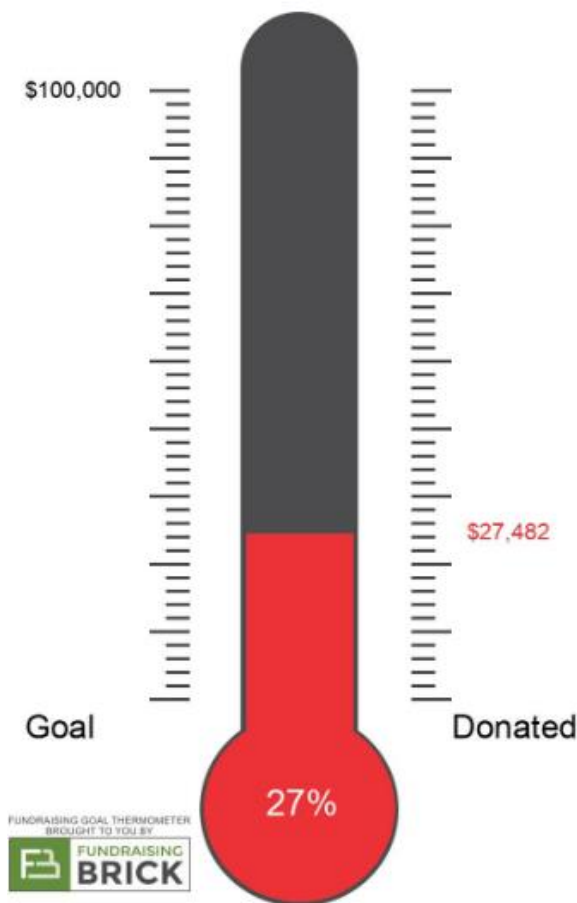
Leading a Mature Lean Organization. Panelist will be Dog Rose, Aero Gear, Michael Polo, ACMT, Jeff Paul, Whitcraft and Michael Greenwald, MB Aerospace. John Kornegay will moderate. The goal of the roundtable is to provide company and lean leaders with some hope that lean can continue beyond the initial implementation and rollout (without killing them). After expending a tremendous amount of energy to get lean implemented, how do you sustain it. Many companies do great initially and then their lean efforts fall by the wayside. ACM is fortunate to have many companies who kept the journey going 10 and even 20 years later.

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. The CMC is making an impact and our united voice is being heard loud and clear.

ACM 20th Anniversary Celebration



Plans are now in place for **ACM's Annual Presidents Meeting and 20th Anniversary Celebration**. The event will be held on **May 15th at Asnuntuck Community College** starting at 2:00pm. The formal part of the Annual Presidents meeting will be followed by a special celebration marking ACM's milestone 20th anniversary. We will hear from guest speakers and some of our own Past Presidents and then proceed to a tour of Asnuntuck's new Advanced Manufacturing Technology Center. A catered dinner and bar service will cap off the days events. The **ACM, in conjunction with the 20th anniversary, is conducting a Fundraiser** to commemorate the ACM's 20th anniversary. **Our goal is to reach \$100,000** by matching each member donation to immortalize the ACM with the naming rights to Asnuntuck's Advanced Manufacturing Lab. All proceeds go to supporting scholarships in the Advanced Manufacturing program. **As of March 29th, we have only received member donations of \$13,741, 27% of goal.**

The following members have made donations.

Aerospace Alloys	Kevin & Kim Flanagan
Har-Conn Chrome	Future Metals
United Performance Metals	Birken Manufacturing
Whitcraft Group	Jonal Laboratories
MB Aerospace	Numet Machine
Interstate Manufacturing Co.	Advanced Welding
John Kornegay	Paul & Kate Murphy

Please help us reach our goal by donating today, it would be greatly appreciated.

Please log onto www.asnuntuck.edu/donate to make an online donation. Once on the Annual

Appeal page, click on ACM/Asnuntuck Challenge to make your donation.

Golf season is quickly approaching, and plans are underway for this year's ACM - Asnuntuck Community College Foundation Manufacturing Golf Tournament scheduled for Tuesday, June 4 at Wintonbury Hills Country Club! Please mark your calendars!! Details will follow shortly!

Yes, that's correct; the ACM - Asnuntuck Community College Foundation Manufacturing Golf Tournament. That has a nice ring to it!!!

Asnuntuck approached the ACM and stated that they had lost their valued sponsors from the last 10 years. Although CNC Engineering and Koma Precision will stay on as sponsors they decided to give someone else the opportunity to help the tournament. With the 20-year partnership that Asnuntuck and ACM have mutually enjoyed the ACM Board of Directors unanimously accepted the role and the challenge. Details are in the works and we strongly suggest you help this fund-raising event become a success by participating and contributing. All proceeds go directly to the Asnuntuck Advanced

Manufacturing Technology programs and support your future state workforce. You have received emails with sponsorship opportunities so please consider helping by way of sponsorship. Registration for golf will open in April.

Topics of Interest



Five Ways AR Apps Will Enhance Industrial Work in Next Five Years

The development of apps leveraging AR, VR, and the sum of the two, mixed reality, have the potential to create powerful new industrial solutions. Here are five ways that any company can use to enhance efficiency gains.

There is a rightful excitement to augmented reality (AR) apps as the new technology is picking up the pace and getting wider adoption in business solutions. The name "AR" for these applications is somewhat restricted, as most industrial solutions include a mix of AR and its counterpart VR, or virtual reality. In the final outcome for the correct terminology, industries benefit from the mixed reality – the sum of both VR and AR – as a synonym for a technology that helps us bridge the gap between the physical and the digital worlds, and vice versa. [CLICK HERE FOR FULL ARTICLE](#)



Manufacturers Must Build a 'Cybersecurity Culture'

by Dean Simmons

'You need to take steps at every level to protect yourself in the supply chain'

At a recent panel discussion on cybersecurity hosted by CBIA and CONNSTEP, the packed room heard from industry experts on how to best protect their businesses and employees from cyberattacks.

The panel included David Huang, assistant U.S. attorney; Carl Jackson, engineering director, Sikorsky, a Lockheed Martin Company; Garry Feldman, president, U.S. Computer Connection; Ray Swanson, president and general manager, Tornik; and Jean Lehman, NIST Standards project manager, Polaris MEP.

Jackson, who has worked in various roles for Sikorsky and has over 37 years of experience in engineering and information technology, suggested all businesses take a risk-based approach to their cybersecurity needs.

"Conduct a risk assessment of your organization by identifying vulnerabilities and points of access," he said.

Companies should then prioritize and establish steps to address each one, he added.

[CLICK HERE FOR FULL ARTICLE](#)

News from ACM Members



Kasey J. Plante Named to NSBA Leadership Council

Kasey J. Plante of Alpha Q, Inc. in Colchester was recently named to the National Small Business Association (NSBA) Leadership Council. NSBA is the nation's oldest small-business advocacy organization and operates on a staunchly nonpartisan basis. Ms. Plante, a recognized leader in the small-business community, joins the NSBA Leadership Council alongside other small-business advocates from across the country as they work to promote the interests of small business to policymakers in Washington, D.C.

"As a Director of a small-business, I see daily the importance of being involved and active when it comes to laws and regulation," stated Plante. "Joining NSBA's Leadership Council will enable me to take our collective small-business message to the people that need to hear it most: Congress."

Ms. Plante joined Alpha Q, Inc. in 2018 as their National Sales Manager. Recently promoted to Director of Sales and Supply Chain with 20 years of Aerospace experience. Ms. Plante holds an MBA from Arizona State University, Masters from Albertus Magnus College and a Bachelors Degree from ECSU.

Ms. Plante joined the NSBA Leadership Council as part of her efforts to tackle the many critical issues facing small business, including tax reform, regulatory restraint, health care costs and how the Affordable Care Act will impact small business. The NSBA Leadership Council is focused on providing valuable networking between small-business advocates from across the country while ensuring small business a seat at the table as Congress and regulators take up key small-business proposals.

"I am proud to have Kasey J. Plante as part of our Leadership Council," stated NSBA President and CEO Todd McCracken. "She came to us highly recommended and I look forward our coordinated efforts for years to come."

Please click here to learn more about www.alphaqinc.com

For more on the NSBA Leadership Council, please visit www.nsba.biz

AQI is an ISO9001 and AS9100D certified supplier and adheres to the highest levels of quality standards used in the aerospace industry. AQI is an industry leader in the precision machining, manufacture, assembly and test of aerospace flight safety alloy components.

Kasey J. Plante
Director of Sales and Supply Chain
Alpha Q Inc.
860-537-4681, ext.110
kplante@alphaqinc.com

CT's Whitcraft adds 3-D printer to fold



Gregory Seay

Northeastern Connecticut aeroparts maker The Whitcraft Group has acquired a New Hampshire company's three-dimensional, metal printing technology.

Eastford-based Whitcraft paid an unspecified sum for closely held Form 3D Solutions of Dover, N.H., Whitcraft CEO Doug Folsom said Thursday. Form 3D founder Joe Gabriel and an unspecified number of his staffers joined Whitcraft through the merger.

Form 3D specializes in additive manufacturing, technology used to form three-dimensional, precision titanium and nickel-alloy parts.

Form 3D specializes in additive manufacturing, technology used to form three-dimensional, precision titanium and nickel-alloy parts.

Traditionally, such parts are created in metal molds or forms, or shaped from billet steel, aluminum or titanium. 3-D printing, however, eliminates much of the waste associated with injection molds and cutting lathes.

"More and more industries, including aerospace, are looking to additive manufacturing as an innovative way to reduce cost and improve performance of manufactured products," Folsom said.

The Whitcraft Group other divisions include Whitcraft LLC; Connecticut Tool & Manufacturing; Berkshire Manufactured Products; and AcuCut.

Whitcraft says its major customers include Pratt & Whitney and sister United Technologies Aerospace Systems; Sikorsky Aircraft; GE Aircraft Engines; Honeywell; Rolls-Royce PLC; and Safran.

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