



**ACM**  
Aerospace Components  
Manufacturers

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**ACM UPDATE**  
**March 31, 2021**  
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## **Aerospace Components Manufacturers, Inc.**

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

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### **Business Development**

The **Business Development Team** held its Zoom meeting on March 9<sup>th</sup>. The meeting was well attended with 54 members on the Zoom. This meeting had no "formal" presenter as we wanted to focus on updates and the roundtable discussions.

The Business Development meeting kicked off with an update on industry meetings and trade shows.

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

**Feedback:** Most tradeshows are now being presented virtually and it seems that they are being delivered with value.

As we are all aware most tradeshows have gone to a virtual platform. Some members commented in the past that they have been to "virtual" trade shows and did not seem to care much for the format. That seems to be changing as many are now experiencing virtual tradeshows and commenting on the value they offer, no travel, no major related expenses, on your timeline, and content has been favorable.

With tradeshows being a cornerstone of our industry, and a way to network with the world's aerospace and defense markets, the ACM engaged with **Kallman Worldwide** and they have developed a whole new way of doing business at international trade events. To view the **PowerPoint Presentations** from that webinar please go to the ACM website under News & Events/ ACM News or **[Click Here](#)**

**Upcoming Industry Meetings:** Most tradeshows have been cancelled.

If you know of virtual Industry meetings, please pass that info along to me so I can share with the membership.

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:**

Since our last meeting was just 3 weeks earlier, we did not have a materials update at this meeting.

It was noted that Telsa has partnered with a Nickel Mill in New Caledonia to secure procurement of nickel for Telsa's growing battery needs. This may impact supply for the aerospace and defense industries.

### **Roundtable Discussion:**

The roundtable discussion was the focus of this meeting and as customary, only highlights will be shared as the discussions are sensitive.

Paul Murphy kicked off the roundtable discussion asking the members to comment on these questions.

#### ***How do you see the current state of the aerospace industry regarding customer schedules? How have you been impacted?***

Naturally, all have been affected to some degree. Overall, it seemed to be pretty dependent on % of business one has in commercial and military, and specifically on what program/platform one was engaged with. Consensus was that commercial was down between 20-70% depending on program/platform. Military seemed steady and some members were reporting that they have experienced growth overall.

#### ***Are your customers looking to renegotiate terms and conditions? Most specifically around payment terms and pricing.***

Again, a mixed bag, but many reported that customers were "re-negotiating" for better pricing and extended payment terms, even on products that are on a long-term-agreements.

#### ***Are you finding that the OEM's that are working from home are not as responsive to daily activities and issues?***

This was a consensus Yes.

#### ***What is your biggest challenge at the moment?***

Again, somewhat of a mixed bag but many reported conserving cash and protecting their workforce as the major focuses at the time.

#### ***Have you considered subsidies for remote workers?***

This was a very spirited discussion with the pros and cons being discussed.

Many other questions and topics were presented and discussed during the roundtable and to better understand the current landscape one must attend the meetings.

- Paul also asked the attendees who would they like to see as a Keynote Speaker for the Annual Presidents Meeting. Many topics and persons were noted, and Paul said he would take those to the Board for further discussion.
- Many of the roundtable discussions are sensitive in nature and therefore are not published.

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

**The next meeting Zoom will be on Tuesday April 13 at 8:00am.**

We look to make future webinars engaging and informative so please plan to attend, contribute, and learn until such a time we may safely conduct meetings in person.

Future Business Development meetings:

June 15, July 13, August 10. There is no meeting in May as we will hold our Annual Presidents Meeting as a webinar on May 20<sup>th</sup> at 2:30. Stay tuned for more information on the Annual Presidents Meeting.

## Workforce Development

The Workforce Development Team last meet on February 24<sup>th</sup>. During that meeting we spoke to new training needs. Unfortunately, funding most likely won't be available until the August – September timeframe but there may be some “unused” monies available for a limited amount of training prior to the release of new funding for the new fiscal 2022, which commences in July.

The ACM is looking to conduct another round of CMMC workshops as the 1<sup>st</sup> engagement proved extremely valuable to the 17 ACM members who participated. The ACM would also look to offer some of the traditional classes such as GD&T, Lean, Frontline Supervisor Training and B/P Reading to name a few. **And remember, you may request specialized training for your business, so please let Paul Murphy know what you have for training needs so he can get those into funding proposals for your business and training needs.**

Of the 6 remaining classes that were suspended at the onset of the pandemic, 5 have completed and the last B/P Reading class will end in April. The ACM is working with the DoL on funding for the remainder of the year so stay tuned for further information.

The ACM Class Syllabus may be found on ACM website under About ACM/ACM Course syllabus or you can [Click Here](#).

Please note that the catalog is not all-inclusive as training needs/class may be added. Paul noted that many business specific training can be approved for grants. Therefore, if you have specific training needs let Paul know.

If you have training needs, please contact **Paul Murphy** [pmurphy@acm-ct.org](mailto:pmurphy@acm-ct.org) as we hope to resume new classes for our fall sessions.

**The next Workforce Team meeting will be on April 21st** and presented as a Zoom meeting. Stay tuned for agenda and links.

## Progressive Manufacturing

The **Progressive Manufacturing Team** lead by **Eric Schneider**, **Birken Manufacturing**, has been very active scheduling and holding technical seminars. Many thanks to **Eric, John Kornegay, Kevin Jensen, and Nick Wright** for all their efforts, it is greatly appreciated.

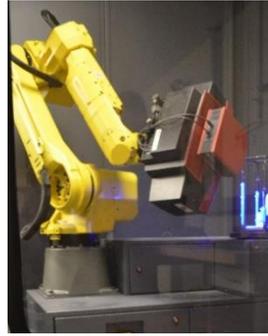
The Progressive Manufacturing Team held their Zoom meeting on March 18th from 10:45 to 12:00. The meeting was attended by 24 participants which I can say was a bit disappointing as the topics covered were of real value.

**Eric Schneider** opened the meeting by recapping some of the team's past activities and spoke to the planning that fostered the 2 presenters for the Zoom. **Eric** then introduced our 1<sup>st</sup> presenter, **Sam Greenbank**, Applications Engineer at **CCAT**. **Sam** first spoke to the question **Why Automate?** **Sam** stated that the intent to automate **was not to replace humans** but to assist in offsetting skilled labor shortages and for automation to perform work that humans can't do, shouldn't do, or won't do. **Sam** then spoke to the many different types of Industrial Robots and the trends that are being seen. **Sam** also spoke to classic robots – ones that need “fenced-in-areas” for safety, and collaborative robots or cobots – ones that can safely work with humans. **Sam** also talked to the changing needs of skillsets to manage, maintain, or program the robots and cobots. Also noted were the many applications where robots and cobots are being used - from machine tending (load and unloading) to parts movement, inspection, deburring, painting, and welding.



**Sam Greenbank**

## Meet the CCAT Robots



**Sam** informed the group that CCAT will be presenting many webinars to introduce the technologies and that there may be grants to assist with learning and implementing these technologies. Here are some of the upcoming technology series that are planned.

### Material Handling with Kawasaki

Thu. April 8th @ 12:00-1:00

### Collaborative Robots with Scott Technology/RobotWorx

Thu. May 15th @ 12:00 - 1:00 PM

### Robotic Welding with ArcRite

Thu. June 10th @ 12:00– 1:00 AM

### Mobile Robots/AGVs with Transbotic

Thu. July 8th @ 12:00 - 1:00 PM

### Additional topics to be scheduled:

- Robot Safety
- Robot and Computer vision
- Material removal with Robots
- Painting/dispensing Robots
- Offline Programming and Simulation

To view other Virtual Workshops, Trainings, and Demo's or to register [Click Here](#)



**Nasir Mannan**

**Eric** then introduced our next presenter **Nasir Mannan**, Principal Engineer at **CCAT**. **Nasir** spoke to Industry 4.0 Programs and the many opportunities that **CCAT** may provide members in IIoT, Model Based definition, Additive Mfg. & Automation. Most of which have funding to assist with learning and implementing. **Nasir** provided an in-depth insight into the many Introductory Workshops and Technology Demonstrations that **CCAT** will be presenting in the coming months along with the grants that are available to support.



Here are some upcoming workshops and grant opportunities being presented and offered by CCAT.

- **Upcoming Industry 4.0 & Digital Technology Workshops** ([www.ccat.us/events](http://www.ccat.us/events)) Funding available to help you adapt many of the new technologies introduced in these workshops through CCAT administered grants: [Money for Manufacturing](#)
- Thu 4/8 @ 12:00 – 1:00 pm [Robotics & Automation Series: Material Handling with Kawasaki](#)
- Thu 4/15 @ 12:00 – 1:00 pm [Introduction to Metal Additive Manufacturing Using Binder Jetting – AM's Solution for MIM and Cast Parts](#)
- Thu 4/22/21 @ 12:00 – 1:00 pm [Model Based Definition: Leveraging Your Design Data into a Technical Data Package](#)
- Thu 4/29 @ 12:00 – 1:00 pm [New Advancements in 3D Printing/Additive Manufacturing](#)

## Money for Manufacturing Programs – MATCHING GRANT PROGRAMS

- [Connecticut Additive Manufacturing Adoption Program \(AMAP\)](#)
  - \$100,000 to help infuse additive manufacturing technologies into your production environment.  
The window for accepting applications will run from April 1 to May 31, 2021.
- [Connecticut Manufacturing Innovation Fund Voucher Program \(MVP\)](#)
  - \$49,000 to conduct a project aimed at improving your manufacturing productivity, efficiency and competitiveness.  
Administered on a first-come first-served basis.
- [Connecticut Manufacturing IoT Integration Voucher Program \(IVP\)](#)
  - \$20,000 to assist with the implementation of IoT solutions on your manufacturing floor. Administered on a first-come first-served basis.

Slides from the presentation as well as the recording are available on the ACM website to view or download, or you may [Click Here](#) for the presentation and here is the link to the recording (which started a bit late)

The ACM extends its gratitude to **CCAT**, and specifically **Sam Greenbank** and **Nasir Mannan** for presenting to the ACM membership.

Future **Progressive Manufacturing Team meetings**: April 15<sup>th</sup> More info forthcoming on topic, time, and site.

**Please save the 3<sup>rd</sup> Thursday of the month** for the meetings; more information on the meetings will be distributed.

If you have suggestions for meeting topics or technical seminars, please reach out to **Paul Murphy** at [pmurphy@acm-ct.org](mailto:pmurphy@acm-ct.org).

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

The ACM recently conducted 4 Workshops on **NIST 800-171 & CMMC** with 17 ACM members engaged in the training. The feedback received from the workshops has all been very positive. This is a daunting challenge and if you are a DoD contract holder you will need to be certified to Level 3 of the CMMC to bid on and receive DoD contracts in the future. This is a challenge as it will take a considerable amount of time and resource to become certified. If you have not started looking into the new CMMC requirements, you should. The ACM will look to follow these 17 businesses through their journey, and we will have meetings with that group to share their experiences and best practices in true ACM fashion.

**The ACM will be presenting training offerings in the near term and needs your input to understand your training needs.**

**Please email or call Paul Murphy to let him know what your needs are.**

The ACM may offer their traditional classes but can offer specialized training needs to suit your business and workforce needs. The ACM is also considering offering another set of **CMMC NIST 800-171 workshops** if we have enough interest. Please contact Paul Murphy if your business would like **CMMC NIST 800-171** training.

The **ACM Class Syllabus** may be found on ACM website under About ACM/ACM Course syllabus or you can [Click Here](#).

The ACM has been selected to be the first cohort for new a training technology being explored and developed by **Stanley Black & Decker** spinoff **Stanley X**. **Stanley X** is the innovation hub of **Stanley Black & Decker**. 6 ACM companies were chosen for this first cohort and for 60 days they will receive

training and support from Stanley X and CCAT on this new technology called **DeepHow**. **DeepHow's** innovative AI platform called "Stephanie" will improve knowledge capture, increase training efficiency, and help grow the culture of safety in your business. Now 2 weeks into the program, the 6 cohorts have learned how easy and powerful this technology is for training. **DeepHow** bridges the skills gap challenge in manufacturing industries through an AI-powered knowledge capturing and learning platform. While experts perform their individual tasks and processes, **DeepHow** captures their workflow via a mobile app. Using the latest AI technologies, this captured data is extracted and synthesized, turning complex workflows into step-by-step, how-to videos. Not only does the AI platform seamlessly capture and organize expert knowledge, but it also delivers just-in-time information to workers in multiple languages, making knowledge digitalization highly efficient and scalable across the enterprise. **"Learning from videos has become the most preferred way of learning," says Patrik Matos, Chief Product Officer of DeepHow.**



The ACM will be following the cohort group and will present a webinar on their journey with this technology. The ACM thanks **Stanley X** and **CCAT** for their consideration and support of the ACM.

Here is a link to a video on DeepHow [Click Here](#)

**Please Save this Date**

## **ACM Annual Membership & Presidents Meeting** **May 20<sup>th</sup> 2:30- 4:30 Webinar**

Due to the current pandemic upon us the board has decided to plan for the Annual Presidents Meeting to be virtual. While we will only be together virtually, without the networking the food and the drinks, it is imperative to hold this meeting and I am asking all member businesses to please set aside the time to attend.

The importance of this meeting is that **you** will be electing members to the **ACM Board of Directors**. The webinar will run from 2:30 to 4:30. **Pedro Soto**, ACM President, will provide his Presidents address and we will provide updates on our 3 committees, **Business Development**, **Progressive Manufacturing** and **Workforce Development**.

We have secured our **Featured Speaker Mr. Richard Aboulafia**. **Richard** is Vice President of Analysis at **Teal Group**. He manages consulting projects in the commercial and military aircraft field and analyzes broader defense and aerospace trends. He has advised numerous aerospace companies, including most prime and many second- and third-tier contractors in the US, Europe and Asia. He also advises numerous financial institutions on aerospace market conditions.

**Richard** brings a great perspective of the Aerospace and Defense industry and is well regarded and respected as an international authority on the industry.

In addition to **Richard**, we are working on additional speakers to present to the ACM membership. More information and agenda are forthcoming.



Please mark your calendars and plan to register you and your team. Stay tuned for more info and registration will be forthcoming.

## Topics of Interest

### Cyber Crime Is Up - - Way Up

Peter Fretty IndustryWeek March 18, 2021

FBI's annual report shows 2020 trends in cyber crime.

It's that time of year when the annual cyber security and cyber crime stats start rolling in from the previous year. The most recent being the 2020 Internet Crime Report issued by the FBI's Internet Crime Complaint Center.

The annual report includes information from 791,790 complaints of suspected internet crime—an increase of a whopping 69.4% from 2019—and reported losses exceeding \$4.2 billion. The top three crimes reported by victims in 2020 were phishing scams, non-payment/non-delivery scams and extortion. It should not come as a surprise to the IndustryWeek audience that ransomware was also a significant factor.



#### Expert thoughts

Cyber criminals are masterful when it comes to playing on human emotions, explains Vanessa Pegueros, Chief Trust and Security Officer, OneLogin in a statement. “They take advantage of human loneliness, fears around health, and the desperate hopes of quick economic gain,” says Pegueros. ***“Computers don’t have emotions and are the vehicles by which cyber criminals monetize these human emotions. We need to continue to implement security controls on computers because we will not change our humanness.”***

Axiad Chief Operating Officer Jerome Becquart added his thoughts around email phishing and user credentials. ***“Email phishing remains a growing issue because an organization’s greatest vulnerability is its users. Despite all the efforts businesses make to educate users to identify phishing emails, and the implementation of increasingly smarter email filtering solutions, hackers still find new ways to trick users and get through the system. Most email scams are masquerading as a known email source or colleague within the same organization, which makes the recipient more likely to share sensitive information,”*** says Becquart, in a statement.

To read the complete article [Click Here](#)

### Cybersecurity Paint By Numbers

Peter Fretty IndustryWeek March 23, 2021

Cybersecurity has become a serious issue impacting all types of organizations with a recent focus on manufacturers.

What do Molson, Coors, Bombardier, Kia Motors, Palfinger, Foxconn, Steelcase, Nissan, Solarwinds, KYB Corp., CMA CGM, Tesla and Honda all have in common? Each has made news in recent months for allegedly falling victim to a cyber security incident. And, unfortunately, the list keeps growing.

Simply put, cyber security is a growing issue within an increasingly digital world. And as this recent flurry of events has shown, manufacturers are right in the center of the crosshairs for many of today's highly sophisticated hackers.

#### The scary part?

There is a big difference between recognizing when an attack occurs and containing it. According to the Ponemon Institute's latest Cost of a Data Breach, it took companies on average 207 days to

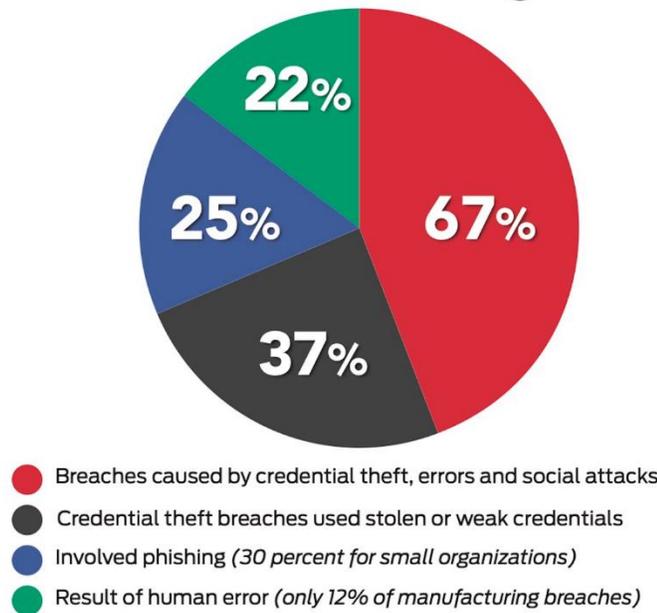
to identify and 73 days to contain a breach - a total of 280 days last year. This is up from 279 days to identify and contain a breach the previous year.

While internal employees and trusted contractors can surface as bad actors, external actors continue to be the biggest challenge for organizations. External actors in particular are leveraging malware, such as password dumpers, app data capturers and downloaders to obtain proprietary data for financial gain, account for 29 percent of manufacturing breaches.

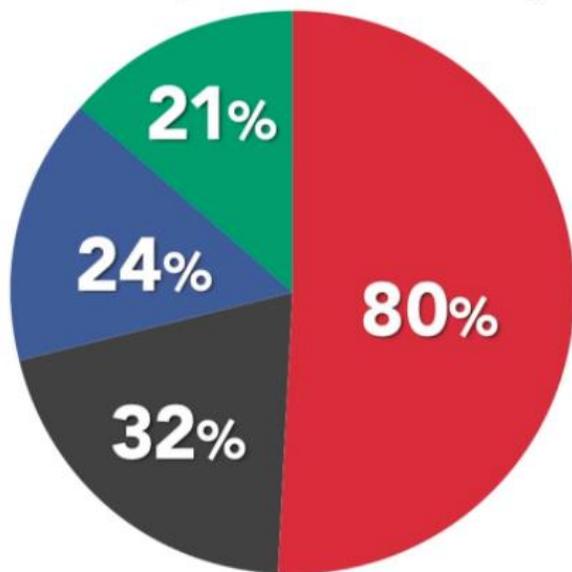
As hackers become increasingly sophisticated, access to new tools and attack methods have enabled them to gain access to more records and in the case of manufacturers

avenues to potentially controlling connected equipment. However, the technique most commonly leveraged was stolen credentials, accounting for over 79 percent of hacking breaches; 33 percent of breaches were associated with either phishing or pretexting.

## How are Hackers Gaining Access?



## What are they after to realize this gain?

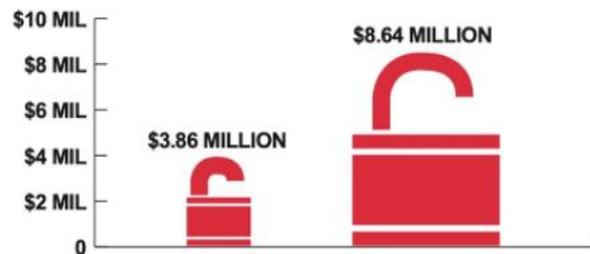


- Customer Personally Identifiable Information (PII)
- Intellectual property
- Anonymous Customer Data
- Employee PII

Of course, the danger of hackers gaining access goes well beyond the initial cost of losing information. Organizations also suffer in terms of credibility, especially when hackers gain access to personally identifiable information that makes customers, employees and partners susceptible to subsequent attacks as well.

## What does a Breach Cost?

In 2020, globally data breaches on average cost \$3.86 million. However, the average cost of a data breach is highest in the US at \$8.64 million.



To read the complete article [Click Here](#)

## News From ACM Members

# Bill Lee reflects on family-run Lee Co.'s COVID-19 response, role in moon landing

newhavenbiz Jean Falbo-Sosnovich 3/1/21

Making key parts in Formula One race cars, life-saving ventilators, or a famous astronaut's breathing apparatus has been a family affair for The Lee Co. since 1948.

From its founding father — the late Leighton Lee II to his youngest son, current President and CEO Bill Lee — the Westbrook-based company is a global leader in micro hydraulics.

For Lee, discovering early on that his family's products actually "walked on the moon" was out of this world, and really set the bar high. That's because when Neil Armstrong and Buzz Aldrin made their historic moonwalk in 1969, their oxygen packs were equipped with Lee Co. restrictors to ensure the right amount of pressure in their breathing tanks.

"My father put out a memo to company employees, saying the lives of the astronauts are really depending on us. That's not too much pressure," Lee quipped. Lee said he cherishes his "cadre of senior managers that don't require much day-to-day support" enabling him time to focus on strategic issues and longer-term projects.

To read the complete article [Click Here](#)



## Hanwha Aerospace USA recognized by Raytheon Technologies for excellence in quality, delivery and operational performance.

On January 29th, HAU's Newington facility was officially awarded Raytheon Technologies' Supplier Gold recognition. Supplier Gold criteria requires compliance with the following KPIs: zero escapes (quality rejections), 100% on-time delivery, 80% score on supplier health assessment in all categories plus zero gold question gaps and a superior business health assessment, rating core functional categories.

*"Meeting our customer's stringent targets and achieving Supplier Gold status at Hanwha Aerospace USA is a true testament to our employee's commitment to quality and the tremendous effort and dedication from our workforce. Our journey to achieving Supplier Gold has been a long one. Our continuous improvement approach has been applied in the areas of cost, quality, delivery and customer satisfaction. These core elements have been validated and distinguished through this important milestone. Hanwha Aerospace looks forward to continuing to grow our strong partnership with Raytheon Technologies,"* said Glenn Lussier, Hanwha Aerospace USA Vice President of Quality.



Raytheon Technologies is the leading global provider of high technology systems and services for aerospace and defense. Hanwha Aerospace USA is a leading manufacturer of complex rotating and precision machined components for use in both commercial and military aircraft engines. Hanwha Aerospace USA also offers adjacent engine prototyping spare part and custom tooling solutions to OEM and Tier 1 customers. With four facilities in the State of Connecticut, HAU offers diverse engineering, machining and fabrication capability to its customer base. Hanwha Aerospace is the sole gas turbine engines manufacturer in Korea.

**If you have any current news you would like in the Newsletter, please send to [pmurphy@acm-ct.org](mailto:pmurphy@acm-ct.org)**