



ACM

Aerospace Components
Manufacturers

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ACM UPDATE
April 30, 2021
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Aerospace Components Manufacturers, Inc.

The World's *Aerospace Alley!*[®]

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ACM is pleased to welcome our newest members
Duval Precision Grinding & Classic Coil Company

Welcome New ACM Member

Duval Precision Grinding Inc.

940 Sheridan Street
Chicopee, MA 01022

www.duvalgrinding.com

Duval Precision Grinding Inc.

Contact Info:

Ray Provencher

General Manager

Phone: 413-593-3060

Email: ray.p@duvalprec.com

Duval Precision Grinding is a high-quality precision grinding service. Specializing in ID, OD, Surface, & Jig Grinding, Duval supports its customers' value streams in Aerospace & other markets. Capable of work in a variety of materials, part configurations, & lot sizes, Duval Precision Grinding will meet your engineering specifications and deliver the precise results you require.

Contact us for a quote or more information on how we can help your business succeed.

Welcome New ACM Member

Classic Coil Company Inc.

205 Century Drive – Technology Park
Bristol, CT 06010

www.classic-coil.com

Classic Coil Company Inc.

Contact Info:

Jeff Haversat

Business Development Manager

Phone: 860-583-7600

Email: jhaversat@classic-coil.com

Classic Coil Company is located in Bristol CT, in a 25,000 square foot facility with over 35 years of coil winding business expertise. Classic Coil today supports the Medical, US Military, Aerospace, and the Industrial Solenoid markets. Not limited by shape or size, whether it be a bobbin wound coil that is encapsulated, or a fine wire bobbin less coil for implantation into the human body or used in our nation's military in national defense we have the capabilities. Winding wire sizes from #2 to #58 gauge in copper, gold, silver, and platinum with precision tolerances meeting today's precise coil dimensional tolerances. We welcome the opportunity to work with you on your design.

Contact us for a quote or more information on how we can help your business succeed.

Business Development

The **Business Development Team** held its Zoom meeting on April 13th. The meeting was well attended with 45 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 introductions of the ACM’s two newest members **Duval Precision Grinding, Chicopee MA.** and **Classic Coil Company Inc., Bristol, CT.** Unfortunately, **Ray Provencher** was not able to make the meeting but we look forward to seeing Ray at future meetings so he can be introduced and introduce his business to the ACM.

Michael DeFrancesco, Classic Coil was then introduced and spoke to his company’s capabilities.

Paul then had **Ron Angelo**, President & CEO **CCAT** introduce their new Chief Technology Manager **Jackie Garofano.** Jackie noted that she assumed the role on April 2nd and provided the ACM with her background and some insight on recent activities and strategies.

We all welcome our newest members and **Jackie** into the ACM family.

Industry News / Meetings / Tradeshow:

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

As we are all aware most tradeshow have gone to a virtual platform. **Clive Cunliffe, New England Airfoil Products (NEAP)** spoke of his experiences with the virtual **US Pavilion Showcase** hosted by **Kallman Worldwide** and said his experience far surpassed his expectations and the **Kallman** system “worked fanastically”. **Clive** mentioned that the “chat box” feature worked particularly well in communicating with customers. To view NEAP’s US Pavilion, you may log onto the NEAP website or [Click Here](#) to view.

With tradeshow being a cornerstone of our industry, and a way to network with the world’s aerospace and defense markets, the ACM has 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 tradeshow 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

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:

It was noted that the ATI strike has turned the stainless market for a loop. They have no clarity on what the protracted duration may be at this time. It was mentioned that the last strike lasted 6-7 months. All other stainless mills now have customers on allocation. Additionally, that is now affecting

the nickel and cobalt flat roll market. ATI is not shipping, and SMC increased base prices by 5% on sheet and plate. Effective April 15.

Nickel has dropped from its high and is hovering in the \$7.36 range.

Although the ATI situation is severe the real effects will show up in late Q2 to Q3.

ACM Updates – Paul Murphy then provided some ACM updates.

ACM Annual Presidents Meeting: Paul informed the team that the **Annual Presidents Meeting** will be conducted as a Zoom Webinar on Thursday May 20th from 2:30 to 5:00. Paul noted the importance of attending the meeting as elections for open board seats will be voted on at the **Annual Presidents Meeting**. Paul informed the team that 4 seats are open for election. **ACM President Pedro Soto** and **ACM VP Gary Connolly** seats are up for election as they have reached full term limits of 6 years. Also, the 2 year term seats of **Rick Cleary** and **Jason Jarvis** are open as well. The nominating committee is vetting candidates for those seats and they will present the candidates at the May Presidents Meeting for election.

Paul then informed members of the speakers that will present at the **Presidents Meeting**.

Richard Aboulafia – Teal Group is the Keynote Speaker and presenters are **Pedro Soto**, ACM President, **John Kibbee**, Eversource, **Colin Cooper**, States Chief manufacturing Officer, **Kelli Vallieres**, Vice Chair of the Governor's Workforce Council and the Executive Director of the newly established Office of Workforce Strategy at DECD, **Ron Angelo**, President & CEO, CCAT, and **Jim Lombella**, Regional President of the North-West Region CSCU.

Unfortunately, **Governor Lamont's** schedule conflicts with him being able to attend. However, **Governor Lamont** will be providing us with a recorded message to be presented.

A full agenda has been set and I am quite confident that our presenters will deliver information of importance to you. Please plan to attend this important meeting.

ACM Future Workforce Career Opportunities Fair & TradeShow: Please Save the Date

Paul informed the attendees that the November event is being planned as an in-person event on **Wednesday November 10th** at the Connecticut Convention Center. Planning is currently underway, and more info will be forthcoming.

ACC/ACM Benefit Golf Tournament: Once again the ACM has teamed with **Asnuntuck Community College** to help support the **Advanced Manufacturing Center at ACC**. Many ACM members have already sponsored and registered their golfers, and our many thanks go out to you for your continued support. If you can, please consider a sponsorship and or registering employees and or customers for golf. This supports a very worthy cause that is near and dear to the ACM.

To register or sponsor please use this link <https://www.birdease.com/AMTGolf>

Paul then spoke to some of the opportunities and grants that are available through state and federal funding. Paul next updated the group on the trademark infringement with the Colorado Aerospace Alley. The ACM's law firm has sent a cease-and-desist letter to the Colorado Aerospace Alley. Paul noted that they have responded that they will be rebranding and removing Aerospace Alley as that is a registered trademark of the ACM. We are keeping a close eye on their compliance and will continue to defend our registered trademark.

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.

- Members not responding to emails and or requests??
- How are employees viewing vaccinations?
- Remote workers, are they coming back soon? Will some stay permanent off site?

- I4.0 Technologies – Are you embracing? If so, how?
- ACM Training Classes and seminars/workshops- what are you in need of?

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 June 15th 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:

July 13, August 10. There is no meeting in May as we will hold our Annual Presidents Meeting as a webinar on May 20th at 2:30.

Workforce Development

The Workforce Development Team last meet on February 24th. 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 1st 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, all six have completed and reimbursement checks have been sent out. 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 as we hope to resume new classes for our fall sessions.

The next Workforce Team meeting will be scheduled once funding is known. Stay tuned for date, agenda and links.

Progressive Manufacturing

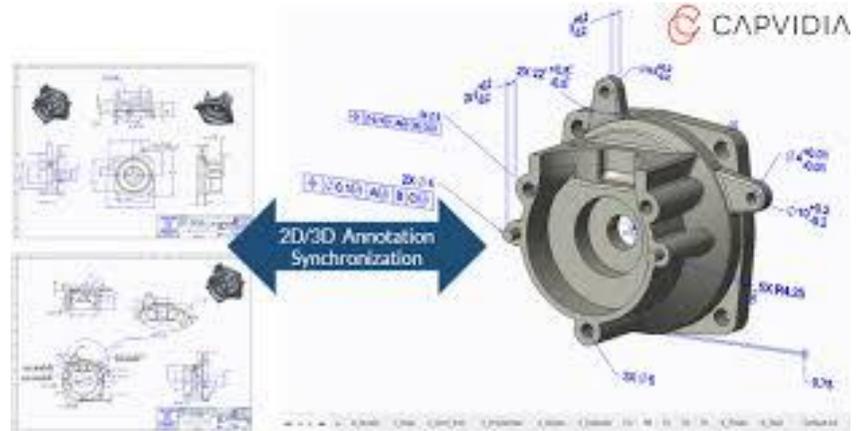
The **Progressive Manufacturing Team** lead by **Eric Schneider**, **Birken Manufacturing**, has been very active scheduling and holding technical seminars. Many thanks to **Eric & John Kornegay** for all their efforts, it is greatly appreciated.

The Progressive Manufacturing Team held their Zoom meeting on April 13th from 10:45 to 12:00. The meeting was attended by 19 participants which I can say was a bit disappointing as the topic covered was of real value.

Eric Schneider opened the meeting by recapping some of the team's past activities and spoke to the planning that is in the works for future topics and seminars. **Eric** then introduced our presenter, **Mitch Kaminski**, President **RAM Engineering Solutions Inc.** **Mitch** first spoke to the initiative where **RAM**

was selected to be a provider of **Model Based Definition (MBD)** training and assistance under a program through **DECD** and administered by **CCAT**. **Mitch** informed the attendees that the intent and spirit of the MBD initiative is to offer a 3 year initiative to help the supply chain to:

- Evaluate their level of MBD preparedness.
- Begin using models with MBD and 3D PDF's.
- Managing MBD data (models) and associated data (programming, inspection, outside services, etc) for a Technical Data Package (TDP) within a Product Data Management (PDM) system.
- For participating partners to establish their own MBD adoption plan toward becoming Model Based Enterprises (MBE).
- Each participating partner/SMS/Tier1 will select a supplier of their own choice/vendor/Tier2 that will participate in the program with them.



Mitch then provided the Program Details:

- The program runs from Feb-2021 through Jun-2023
- The program entails RAM Engineering Solutions providing tool design services to the participating (Tier1) partners for use in the supplier/vendor base (Tier2).
- The DCED will subsidize RAM Engineering Solutions adding the MBD to the model, generation of the 3D PDF, and their consumption at the Tier1 and Teir2 suppliers/vendor levels.

Model-based definition (MBD), sometimes called **digital product definition (DPD)**, is the practice of using [3D models](#) (such as [solid models](#), 3D [PMI](#) and associated metadata) within 3D [CAD](#) software to define (provide specifications for) individual components and product assemblies. The types of information included are [geometric dimensioning and tolerancing](#) (GD&T), component level materials, assembly level [bills of materials](#), engineering configurations, design intent, etc. By contrast, other methodologies have historically required accompanying use of 2D [engineering drawings](#) to provide such details.

For more information on this program, and others available to you, please view the CCAT website www.ccat.us/nerdic/ and using the registration link below

Model Based Definition (MBD) – Big Data & Analytics

What is it and how does it help your design & manufacturing process?

[Introductory Workshop | June 8 @ 12:00 – 1:00 PM | Register →](#)

[Technology Demonstration | June 22 @ 12:00 – 1:00 PM | Register →](#)

The ACM extends its gratitude to **CCAT**, and **Mitch** for presenting to the ACM membership.

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.

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

- May 11 Intro to 3D Printing /Additive Manufacturing
- May 18 Benchmarking 3D Printed Parts with Desktop Metal Studio System
- May 25 Powder Bed Fusion (PBF) & Bound Metal Deposition (BMD) Processes
- June 8 Model Based Definition (MBD) – Big Data & Analytics
- June 15 Machine Tool Probing for Industry 4.0
- June 22 Technology Demo on Model Based Definition
- July 13 Technology Demo on Machine Tool Probing for Industry 4.0
- July 20 Technology Demo on Using AI Technology to Crosstrain & Upskill Employees

Future **Progressive Manufacturing Team meetings**: June 17th. More info forthcoming on topic, time, and site.

Please save the 3rd 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.

ACM Annual Presidents Meeting **Thursday May 20th 2:30- 5:00 Zoom Webinar**

Registration has commenced for this event and you should have received an email and flyer to register. If you have not received an invite, please contact the ACM at pmurphy@acm-ct.org.

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 5:00. **Pedro Soto**, ACM President, will provide his Presidents address and the ACM 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 Aboulafia

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 have an impressive list of presenters who will be delivering some content you won't want to miss. Here is the list of presenters we have lined up.

Presidents Address – ACM President **Pedro Soto**

Governor Lamont has provided a video which will be played with his message for the ACM.

Eversource – Event Sponsor - **John Kibbee** to present
Featured Presenter - **Richard Aboulafia** presentation on the A&D markets – now and forward
Colin Cooper – States Chief Manufacturing Officer DECD
Kelli Vallieres - Vice Chair of the Governor’s Workforce Council and the Executive Director of the newly established Office of Workforce Strategy DECD.
Ron Angelo – President & CEO **CCAT**
Jim Lombella - Regional President of the North-West Region, Connecticut Community College System at CSCU.

Unfortunately, while we will not be in person or have the opportunity to network, share an app and or a cocktail, I am confident your time participating in this Zoom will be of value to you.

We want to sincerely thank our event sponsor
Eversource for their support of the ACM.



A Few Minutes with Murph

Times have certainly changed, and we have learned much from the past year’s challenges. We have learned to be resilient, to adapt, to listen, and to share best practices and to collaborate. And from that we will all be better. What I can say is that those that are embracing change and adapting to new technologies and ways of doing business are going to be rewarded. And those that do not, well, you will become stagnant and lose favor. Customers are flowing down new challenges, we have **CMMC, I4.0, Additive Mfg., Model Based Definition (MBD)**, and countless new challenges to face now, on the horizon and into the future. There has been a ground swell of information, programs, and funding and I’m sure its hard to comprehend all of it and put that into strategic and tactical plans. Years back I recall having offsite team building exercises and ones where you would set the “roadmap” for the future of the business with, let’s say a 3-year strategic plan. Well today 3 years can be a lifetime as it seems we are just learning I3.0, are now faced with I4.0 and have I5.0 crawling forward and getting ready to run.

How do we stay informed, how do we find out how this impacts our businesses, how do we understand our place and what we need to do to stay current and how do we best serve our employees, shareholders, and customers, how do we access these initiatives and programs, and how do we implement them?

Well, the ACM can and will help. The ACM sends out notices on these topics and speaks to them at our meetings, however we need to know what is of value to you. As they say, “you can bring the horse to water, but you can’t make him drink”.

I fully understand you are consumed with many challenges, but do not lose sight of trends and technologies that can improve your business and your relationship with your customers, stakeholders and employees.

Please help the ACM help you by letting the ACM know what your business needs are. Whether that be workforce training needs, technology needs, etc.

There are opportunities for **Cybersecurity Maturity Model Certification (CMMC)** workshops as well as **advanced training aides** for a new way to **document training, workflows and processes** in house, **Industry 4.0, Additive Mfg., Model Based Definition, Robotics**, and **Automation** to name a few.

Do not let that process or work instruction retire or walkout of your building!!

The ACM can help find you the training, the resources and possibly grants.

Don’t forget to register and sponsor for the Asnuntuck Community College/ACM Benefit Scholarship Golf Tournament - June 15th Email will be sent.

Many thanks to the many members that have sponsored and registered.

Topics of Interest

The One, True Lean Goal: Improving Customer Value

IndustryWeek Rick Bohan & Ron Jacques April 22, 2021

Efforts fail when managers focus on bringing down the cost of goods.

Take a moment and do a web search on the term “lean goals.” Go ahead—it’ll just take a moment. Do you see all those articles headlined, “The Three/Four/Five Goals of Lean”?

If you take another moment to scan some of those articles, you’ll see that they point to a number of laudable goals: reduce waste, improve quality, reduce cycle time, reduce costs, improve processes, improve efficiency and establish flow.

No one, least of all the authors, would argue that these aims aren’t important or that lean isn’t relevant to achieving them.



We do wonder, though, if advocating for a variety of goals confuses the issue. Can they all be achieved at the same time? Are different methods needed for different goals? Are some goals more important than others? Must we pursue them all or can we go after some but not others? And what if some of the goals don’t seem relevant to my business or industry?

Sadly, amidst this confusion, too many managers land on the least apt goal for their lean efforts: reduce costs. We’ve seen too many lean efforts fail when managers attempted to implement lean with their only purpose was bringing the costs of goods sold down. We feel that fewer managers would make this mistake if they weren’t inundated with the myriad of goals we see after our web search.

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

‘Significant Increase’ in Cybersecurity Threats: Are You Prepared?

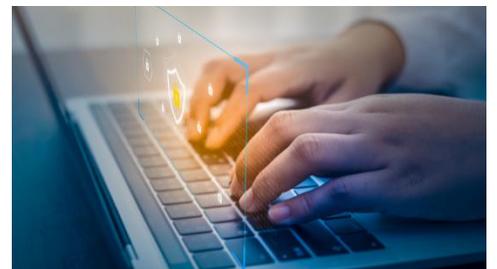
IndustryWeek April 20, 2021

Brad Lutgen & Mary O’Connor

The pandemic created a breeding ground for hackers and bad actors. At the outset in March 2020, many companies viewed the move to remote work as temporary. And they reacted accordingly, doing whatever it took to get employees up and running in remote environments. But this move to remote work increased cybersecurity threats. Individuals’ home networks lack the protections of a company network. Personal computers are more vulnerable than company-issued and -managed equipment.

Further, some employees took sensitive files home, and financial professionals were handling company money with less oversight. At the same time, many companies failed to update their financial controls.

Fraud examiners across industries have documented an increase in cyber fraud (e.g., hacking, ransomware, etc.) during the pandemic, according to a recent report from the Association of Certified Fraud Examiners. While 33% said they’ve seen a “slight increase,” 52% said they’ve seen a “significant increase.”



To secure their systems from these threats, companies should:

To read the complete article [Click Here](#)
News From ACM Members

Duval Precision Grinding Joins Aerospace Component Manufacturers

Specialty Vendors and Service Providers Band Together to Support Aerospace OEMs

Chicopee, Mass., April 24, 2021— Duval Precision Grinding (DPG), a leading provider of precision grinding services for aerospace and other industries, is proud to announce that it has joined Aerospace Component Manufacturers (ACM), a professional organization dedicated to bringing together vendors and service providers for aerospace OEMs.



Situated in the famed “Aerospace Alley®” of Connecticut/Southwestern, Massachusetts, ACM is composed of experienced, world-class aerospace manufacturers. Member’s goals are to become world leaders in providing aerospace customers with components of unsurpassed quality at competitive prices, with on-time delivery. Their key efforts are focused on aggressive programs for implementing lean enterprise practices, conducting ongoing workforce training, and achieving excellence in aerospace production.

This membership will benefit DPG clients by further focusing attention on achieving the industry’s need for the highest of quality standards. With its strategic location in this aerospace-centric area, DPG is well-known for its ability to produce critical aerospace components to demanding specifications to meet or exceed the safety-critical needs of the industry. The company has built a solid reputation providing specialty grinding services for aerospace manufacturers and has been repeatedly recognized for going above and beyond in working with client partners.

ACM goals tie in closely with Duval’s Aerospace Partner Program, which has enabled the company to become a trusted grinding partner for countless OEMs. Core principles of the Program, which match closely to those of the ACM, include collaborative scheduling, responsive service, quality assurance, and no-cost evaluation. These fundamentals guide the company in establishing long-term production schedules and partnerships with aerospace manufacturers which alleviate scheduling challenges and make the production cycle more efficient for aerospace manufacturers.

“Joining the Aerospace Component Manufacturers is a way to further reinforce our commitment to providing a level of precision grinding expertise and quality that exceeds expectations,” said CEO Malcolm Getz. “Being a part of this community of aerospace professionals adds value for our customers and expands the network of resources available as we collectively pursue solutions to the industry’s toughest challenges.”

Well-versed in component materials most common to the aerospace industry, DPG most frequently provides grinding services for landing gears and engine components, but the company also performs finish grinding for critical parts of all kinds. Realizing the importance of adherence to stringent quality standards, the company is NADCAP-accredited and ISO 9001:2015/AS9100D certified. Aerospace clientele can rest assured that their flight-critical components from DPG will meet all the industry standards to operate safely and reliably.

**If you have any current news you would like in the Newsletter,
please send to pmurphy@acm-ct.org**