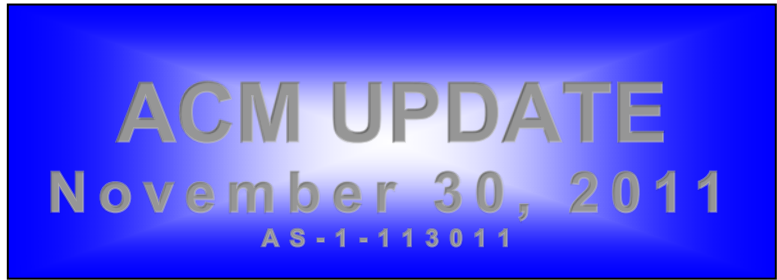




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The ACM Update & Calendar (and previous issues) are also available for viewing on the ACM website.

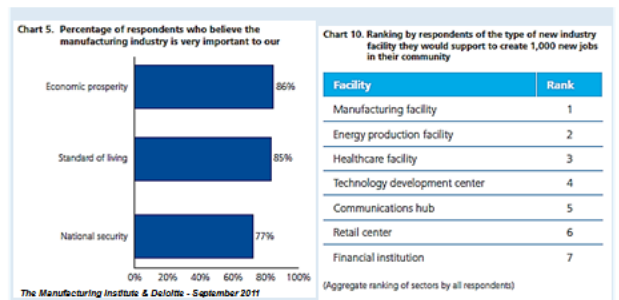
EMILY DeROCCO meets with ACM Firms!

On November 16th, ACM hosted Ms. Emily DeRocco, President of the Manufacturing Institute (National Association of Manufacturers - NAM) at the Trumpf Inc. Customer & Technology Center in Farmington, CT. The purpose of Ms. DeRocco's visit was to inform ACM firms about the Manufacturing Institute's ongoing program to gain broad national acceptance for credentialing of high school and college students in manufacturing technology specialties. She complemented the ACM attendees regarding the large number of human resource managers present, calling it a new phenomenon she doesn't frequently encounter in her travels.

Ms. DeRocco began her presentation asserting "this is manufacturing's moment.....manufacturing is the great wealth creator.....so use this huge recognition among Washington and the general public to turn the eyes of the policy makers and investors to maintaining the U.S. manufacturing base". She reported on the Manufacturing Institute's recently released "2011 Structural Cost Report" which compares costs to U.S manufacturers by the government; the report indicated a 20% cost disadvantage relative to overseas competitors, largely attributable to the corporate tax rate and the costs of regulation. And having said this, she believed all in Washington are concerned about what we should be doing to help assure manufacturers in the U.S. are able to compete effectively and create new jobs. The charts (right) reflect information (from this report) regarding the public's perception of manufacturing; it is the number one choice should a new facility (of at least 1000 jobs) be



The Public Supports Manufacturing



The Skills Gap in Manufacturing



- 82% of manufacturers report a moderate-to-serious skills gap in skilled production.
- 74% of manufacturers report that this skills gap has negatively impacted their company's ability to expand operations.
- 69% of manufacturers expect the skills shortage in skilled production to worsen in the next 3-5 years.
- 5% of all jobs in manufacturing unfilled due to lack of qualified workers.

created within a community! Yet, Ms. DeRocco noted negative public perception about manufacturing has impacted educational pathways for students including the elimination of many vocational schools. Also indicated by this Report was the significant concern of manufacturers in finding skilled workers, both entry level and experienced, an issue faced by almost all ACM member firms. Ms. DeRocco stated a cornerstone for the solution to this skills gap is the “*NAM-Endorsed Manufacturing Skills Certification System*”. This system, based on over ten years of research and job profiling, has been created by and for manufacturers. It sets up an educational roadmap for students, preparing them for entry level jobs and defines industry specific technical competencies which have been validated to entry level employee requirements by NAM’s partner organizations, NIMS, ACT, the American Welding Society, the Manufacturing Skill Standards Council and the Society of Mfg Engrs. An aerospace manufacturing credentialing summit has been scheduled at Wichita University, at which Boeing and Spirit AeroSystems will be participants, to address detail requirements of the aerospace industry. Most importantly, said Ms. DeRocco, is for Community Colleges to step up to including credentialing in their manufacturing technology programs, a need manufacturers must communicate to these Colleges. This, she said, is the leverage manufacturers can get to be sure educational systems meet their needs. And equally important is the need for employers to include the requirement for credentials in their formal job descriptions. In summary, credentialing is a process that will provide industry with job applicants who are properly vetted and do so nationally.

Following Ms. DeRocco’s formal comments were questions and answers and a very energetic panel discussion moderated by CBIA’s Judy Resnick (Exec Director, Education Foundation). Participating in the panel, in addition to Ms. DeRocco, were Shahbeila Brown of Pegasus Mfg, John Lavieri of Sterling Engineering, Craig Sullivan of SPX Precision Products and Gary Zweifel of Delta Industries.

Emily DeRocco’s complete presentation, as well as the panel’s discussion, is available as a video on the ACM website; go to the ACM News page, www.aerospacecomponents.org/pr.html. The slides presented by Ms. DeRocco are available in the Workforce Development folder of the Members Login section of the website; see [Emily_DeRocco_Presentation_11-16-11.pdf](#).



(left) WorkForce Development Team Leader Judy Boyle (ATI Stowe Machining) hosted the program and

(right) presented Emily DeRocco with a gift from the ACM



(below) CBIA’s Judy Resnick moderates a panel of (l to r) Gary Zweifel (Delta Industries), Craig Sullivan (SPX Precision), John Lavieri (Sterling Engr), Emily DeRocco and Shahbeila Brown (Pegasus Mfg)



Business Development

● The Business Development Team met on November 29th; Bruce Fiedorowicz (Volvo Aero CT), Business Development Team Leader, opened this very well attended meeting welcoming members and introducing Bob Santy, President of CERC (Connecticut Economic Resource Center, Inc.). CERC has been the site of most of the ACM Business Development Team meetings and Mr. Santy offered members an overview. CERC is a not-for-profit organization chartered to provide Connecticut business with research, marketing and economic development resources. Among the services offered by CERC are:

Connecticut Business Response Center, a single point of access for businesses wanting to start, expand or relocate; *Connecticut Licensing & Information Center*, a portal for businesses that need registration and licensing assistance; *Connecticut Site Finder*, a real estate search, information and economic statistics resource, Connecticut's business multiple listing service; and *Marketing and Research* services, promoting Connecticut and its businesses.

For more information regarding CERC's services, please visit their website, www.cerc.com.

ACM has recently produced a 5 minute marketing video, *Connecticut's Aerospace Alley!*, to promote the manufacturing capabilities of our member firms. As many of our members talk about the ACM when meeting with their customers, this video provides them with an additional resource regarding the broad capability of the ACM collaboration. *Aerospace Alley!* was shown for the first time during the October Tradeshow and Al Samuel played the video for meeting attendees. Al advised that **jacketed DVD's were now available to members at no cost; please contact Al Samuel at the ACM Office (860-513-3205 or alsamuel@acm-ct.org) to request copies suitable to mail or leave with your customers. The video is also available for viewing on the ACM website's home page, www.aerospacecomponents.org (right). Frontline Productions Inc. (Glastonbury, CT) was the firm contracted by ACM to produce the video; John Dickson and Greg Leibowicz, owners of the Glastonbury based firm, presented the Team members with a brief of their business. More info is available at their website, www.thefrontline.com.**



The screenshot shows the ACM website home page. At the top, there is a navigation menu with links for Home, About ACM, Search, and Member Login. Below the navigation menu is a large banner image with the ACM logo and the text "ACM Aerospace Components Manufacturers" and "TOGETHER. A WORLD OF EXPERTISE." Below the banner is a search box with the text "Searching for a Source to Manufacture your Parts or Process" and "Find an ACM Member Company that meets your specific needs." Below the search box is a list of links for "ACM World Leaders in Aerospace Since Flight Began" and "ACM News". At the bottom of the page, there is a footer with the text "A collaboration of independent companies determined to be your first choice for Aerospace Products and Services" and "Copyright © 2011 ACM. All Rights Reserved."

This meeting was the Team's first following the October 2011 WorkForce Fair and Tradeshow and members reviewed the Show and its value. Members discussed the need to attract a higher level of customer participation and suggested a change in timing of the Show. Noted was the value and importance of networking among ACM members and the need to have ACM purchasing personnel active at the Show. Another issue raised during discussion was ACM's participation at future industry shows, a matter to be addressed by the ACM Board of Directors. Tradeshow pictures are posted on the ACM website "Photos – October 2011 Tradeshow" page, www.aerospacecomponents.org/page2829.html. High quality photo files are available to ACM members by contacting Al Samuel at the ACM Office.

In discussion of Industry Updates and News:

- UTC has purchased Goodrich (since the previous Team meeting)
- Business is reported quite strong, yet the greatest business volume appears to begin in CY2015 when current engine development programs enter initial production. It was noted much can happen between now and commencement of production and this transition period could be difficult; firms were advised to carefully 'navigate thru the icebergs'.
- A U.S. Dept. of Commerce Trade Mission to Canada (Montreal) will take place on Dec 4-8th. Alpha Q, Adchem and Jonal Labs will attend report back at the next Team meeting.

- AAAA (Army Aviation Association of America) will hold their annual Forum on Dec 14-16th in Arlington, VA. SPX Precision Components will attend and report to the Team.
- Bruce Fiedorowicz advised Pratt & Whitney Canada was seeking new sources to manufacture relatively high volume, mature engine parts. Bruce has more detailed information and may be reached at (860) 757-3264 or bruce.fiedorowicz@volvo.com.
- Aerospace Techniques, in immediate need of an Air Flow Test Bench, expressed their great appreciation of ACM member HABCO Inc. for their special assistance in rapidly delivering the unit.

- The Business Development Team will hold its next meeting on Wednesday, February 1st at CERC, Rocky Hill.



ALAFCO opts for Pratt & Whitney PurePower® PW1100G-JM engines for Airbus A320neo aircraft family 11/15/2011

Alafco Aviation Lease and Finance Co. KSCC (ALAFCO) selected Pratt & Whitney PurePower PW1100G-JM engines to power its order of 50 firm A320neo family aircraft. Deliveries are scheduled to start in 2017.

“ALAFCO is committed to offering the best aircraft options to its valued customers,” said ALAFCO Chairman and CEO Ahmad A. Alzabin. “Selecting the PurePower Geared Turbofan™ engine for our Airbus A320neo family aircraft ensures the best fuel burn, noise and emission reductions, which equates to benefits with real savings for our customers.” Each ALAFCO Airbus A320neo family aircraft will be powered by two PurePower PW1100G-JM engines with benefits including double-digit reductions in fuel burn, environmental emissions, engine noise and operating costs when compared with today’s engines.

Source: http://www.pw.utc.com/media_center/press_releases/2011/11_nov/11-15-2011_00001.asp

Qatar Airways selects Pratt & Whitney PurePower® PW1100G-JM engines for Airbus A320neo aircraft family 11/15/2011

Qatar Airways has selected Pratt & Whitney PurePower® PW1100G-JM engines for its order of 50 firm A320neo family aircraft.

The deal includes 100 PW1100G-JM engines with a PureSolutionSM maintenance service agreement. Deliveries are scheduled to start in 2015.

“Qatar Airways selected the PurePower® engine after doing a detailed technical and commercial evaluation to determine the best choice for our operations and growth strategy,” said Qatar Airways Chief Executive Officer Akbar Al Baker. “We required both the improvement in fuel burn and reduction in maintenance costs, which is exactly what the PurePower® engine provides.”

Source: http://www.pw.utc.com/media_center/press_releases/2011/11_nov/11-15-2011_00002.asp



American Sets Stage For NEO Power Battle by Guy Norris, Los Angeles 11/28/2011

American Airlines will power part of its new Airbus fleet with V2500s—an unexpected selection likely tied to the recent restructuring of International Aero Engines (IAE) and Pratt & Whitney’s bold strategy to bolster sales campaigns of its geared turbofan on the A320NEO.

Though the Nov. 21 deal covers an unspecified number of current-model A321s that American will lease from 2013 onward, the newly dominant position of Pratt within IAE means the decision could also strongly influence American’s engine choice when it comes to the A320NEO. Both the NEO and current A320 family were selected along with the Boeing 737 Next Generation and 737 MAX in a mammoth fleet transformation plan revealed by the airline in July.



DUBAI: Emirates orders another 50 777-300ERs

11/14/2011

Emirates has ordered an additional 50 Boeing 777-300ERs valued at \$18 billion, **the largest commercial aircraft order in the airframer's history.**

The Dubai-based carrier is already the largest 777 operator with a fleet of 94 aircraft. It had another 41 on order before the latest announcement, which also includes options for another 20 aircraft.

"The 777's reliability, performance and operating economics have firmly established it as the backbone of our fleet," said Sheikh Ahmed bin Saeed Al Maktoum, chairman and CEO of Emirates.

"We have an ambitious and strategic plan to continue growing our international network and especially increasing our long-haul non-stop routes. This order supports our fleet expansion and reiterates our commitment to operating a modern fleet for the benefit of our passengers and to ensure operational efficiency as well."

Source: Air Transport Intelligence news

ACG becomes third identified 737 Max customer

11/18/2011

Boeing has identified Aviation Capital Group as the holder of 35 commitments for Boeing's 35 737 Max aircraft, following Lion Air which announced a record commitment for 201 earlier in the day.

The commitment by ACG makes it the first identified lessor of the 737 Max and is coupled with a firm order for 20 737-800 aircraft.

ACG has ordered or committed to a total of 151 Boeing aircraft to date, including 111 Next Generation 737s, five 787s and 35 737 MAXs.

The lessor announced 15 November at the Dubai air show it would purchase 30 Airbus A320neos, joining American Airlines as customers ordering re-engined narrowbodies from both Boeing and Airbus.

The lessor is the third customer of nine to publicly commit to the CFM International Leap-1B-powered 737. Only ACG, American Airlines and Lion Air have identified themselves as holding commitments for the updated narrowbody.

Boeing says it has accumulated commitments for 700 737 Max aircraft since the aircraft's launch in late-August.

Source: Air Transport Intelligence news

Lion Air commits to up to 380 Boeing 737s

11/18/2011

Boeing has received a record provisional order worth \$21.7 billion from Indonesian low-cost carrier Lion Air for up to 380 single-aisle 737-family aircraft, including 201 of its re-engined 737 Max.

The 230 aircraft order, which also includes 29 CFM International CFM56-powered 737-900ERs, is a record for the airframer in both list price value and the total number of aircraft. The order includes purchase rights for a further 150 aircraft.

The announcement coincides with US President Barack Obama's arrival in Indonesia and comes just days after Boeing broke its own order record with Emirates' \$18 billion purchase of 50 777-300ER.

Lion Air joins American Airlines as the second disclosed customer for the 737 Max, whose total commitments stand at 700 from nine customers according to the airframer.

According to Flightglobal's ACAS database, Lion Air already has 125 737-800 or -900ERs on order.

Source: Air Transport Intelligence news

Progressive Manufacturing

- The Progressive Manufacturing Team met at Birken Mfg in Bloomfield on November 17th to discuss and share information on “*How to Deal with your Customer’s Continuous Improvement Requirements*”.

Eric Schneider of Birken facilitated the meeting, describing Birken’s actions in completing their initial applications for UTC “*Gold*” and Rolls-Royce’s “*Journey to Process Excellence (JTPE)*”. Both of these important programs are similar, yet different in regard to their approach to self-assessing a firm’s readiness for this level of corporate recognition. UTC *Gold* begins its self-assessment process with a survey containing 133 questions spanning lean, management, environmental health & safety matters while Rolls-Royce’s approach includes the involvement of their representatives on-site, early in the assessment process. Team members shared their experiences with these programs recognizing the long-term importance of achieving such status with their key customers. Comments from attendees included “the Customer is looking to see if you are developing a lean culture”, “improvements come through partnerships and mitigating risk; that’s why we do this” and “if the Customer believes you are making progress, they are satisfied”. Another important matter addressed was the recognition that each customer looks to have suppliers conform to their specific systems. Attendees commented that for most firms, who typically are suppliers to a number of customers, it is important not let a specific Customer’s requirements be disruptive to their *in-house approach* to the lean journey! In all cases, members noted “the customer expects transparency; not just results, rather how you get there!”

Attendees also addressed planning of future meeting topics that, similarly to this meeting, will allow members to share their experiences and learn from others across a broad range of topics spanning traditional kaizen, technology and quality control. Al Samuel advised that ACM plans to conduct a half-day technology seminar early next year; Team discussion suggested developments in vision system technologies would have strong interest.

- The next meeting of the Progressive Manufacturing Team will take place on Tuesday, January 10th at Birken Manufacturing in Bloomfield. The subject of this meeting will be “*First Article Inspection*” and will feature discussions of ‘how you do it’ and ‘how you report it’. It will address differing customer requirements as well as available technologies to help reduce waste during the process. Everyone in ACM deals with FAI so please, plan to attend to both learn and share your experiences!

- ACM member John Kravontka, President, Fuss & O’Neill Manufacturing Solutions (Manchester, CT) offers a ‘single point lesson’ (*right*) as a best practice to foster the spreading of ideas leading to improved safety, quality, lead times and profit. John may be reached at JKravontka@FandO.com or 800-286-2469x5399.



Grease Fittings & Caps

- 1) How many Grease Fittings do your machines each have ?
- 2) Do those Grease Fittings have Caps to keep them protected ?

After you determine how many Grease Fittings are on your very expensive industrial assets, here are a few sequential steps to follow:

- 1) Clean off each Grease fitting with a clean rag.
- 2) Remove the Grease Fitting from it’s component.
- 3) Using the proper grease, pump the Fitting: 2 pumps.
- 4) The Cap “donut” goes under the Grease Fitting shoulder.
- 5) Screw the Grease Fitting back into the component.
- 6) Pump fitting 1X more, clean the excess off Fitting, then Cap.

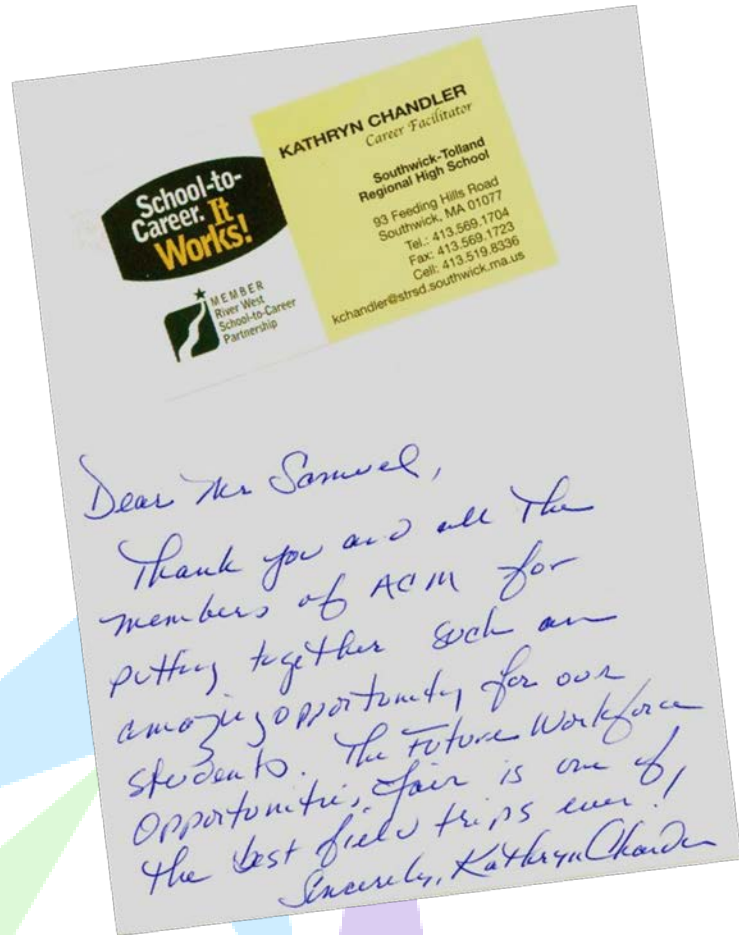
→ Note: Color Coordinate your Caps to Grease gun sleeves!

Workforce Development

- Feedback from the October 2011 “Future WorkForce Opportunities” Fair continues to be received at the ACM Office, typical is the note, shown *right*.

Please plan to attend the Team’s next meeting which will be their first opportunity to review the feedback from the Fair.

Pictures of the October 19th ACM ‘Future Workforce Opportunities’ Fair are now posted on the ACM website. Go to www.aerospacecomponents.org and see the “Photos – October 2011 Future WorkForce Opptys Fair” page, www.aerospacecomponents.org/page2626.html.



- ACM is interested in your needs for training and requesting immediate input into courses to be scheduled early in the coming year. The following courses (below) have, or are about to be completed. Please advise Al Samuel at the ACM Office regarding your interest in scheduling follow-ons to these courses, such as Shop Math Level 2 and Geometric Dimensioning & Tolerancing.

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

- ACM released its sixth annual survey of member’s Wage & Benefits practices; this year, the final report was sent to twenty-nine member firms having provided input data. Thank you!!
- The next meeting of the WorkForce Development Team will take place on Tuesday, December 6th at 8:00am at Barnes Aerospace Windsor Division, Windsor.

Consolidated Purchasing

- The Consolidated Purchasing Team met on November 22nd at Yarde Metals in Southington, one of the best attended Team meetings in many months.

It was announced that Kirk Smallidge of Aerodyne Alloys had offered to assume leadership of the Team. Gary Carle of Delta Industries had served as the Team's leader for a number of years and Team members expressed their appreciation for Gary's work – thank you!!

Kirk indicated he is looking forward to member's comments regarding the Purchasing Team and how to make the Team's activities more meaningful and relevant; please contact Kirk at ksmallidge@aerodynealloys.com or (860) 508-1271. Kirk addressed Team members regarding the goals and objectives of this ACM team, indicating the ACM Board of Directors agrees this Team should become more viable and bring real value to its members. Kirk stated Team members should feel empowered by their managers to participate.

To this end, Kirk and Al Samuel are looking for ways to improve the quality of the Team's meetings with discussion topics and actions to bring added value. Please forward your suggestions to Kirk Smallidge or Allen Samuel, whose contact info appears above. To start things off was the suggestion for future meetings to focus on our ACM members who provide manufacturing support services such as coating application, shot peening, non-destructive testing, part cleaning thermal treatment and hardware sales. At such meetings, members can discuss how they do business and provide suggestions for how best to facilitate part processing to expedite product delivery and lowered costs – we can help ourselves by closely working together!

Kirk continued the meeting introducing its hosts, Yarde Metals, who provided Team members with an overview of the current status of the stainless steel and aluminum marketplace. Tom Schittina, Yarde's Stainless Bar Product Manager, briefed on changes occurring at the mills including Carpenter's purchase of Latrobe and Universal Stainless' purchase of Patriot Forge; both appear to be helping stabilize the nickel alloy marketplace. Overall, CY2012 looks good in terms of availability, yet pricing of nickel based alloys will likely increase throughout the year with a total of ~9%-12% base price increase being forecast by end of 2012; much of this pricing will be dependent on issues emanating from within Europe. Josh Siefken briefed on the aluminum marketplace indicating it is in a true supply & demand cycle. Shortages may occur and aerospace grade aluminum sheet and plate may be on allocation from U.S. mills; overseas suppliers may be able to add capacity.

Team members have previously addressed the matter of joining together with a trucking firm to reduce the cost of shipments within the local area. Members also noted that most important to lower cost must be the reliability of the service and the safety of the load. To this end, Michael Polo advised Adchem Mfg Technologies is entering into a relationship with a local delivery firm, *CIC Delivery*, for Adchem's in-state shipments. Steve Begin, owner of CIC (Connecticut Interstate Courier) attended the Team meeting and offered his proposal for a "milk run" thru the Metro-Hartford area (along with his willingness to expand into other areas). His proposal for a fixed monthly fee per company would have delivery vehicles making regular stops each morning and afternoon. An outline of his proposal appears below; for the best information, please contact Steve Begin at 860-798-8819 or cicdelivery@hotmail.com or visit their website at www.connecticutinterstatecourier.com. The Purchasing Team is interested in your interest in this service; please email either Al Samuel (alsamuel@acm-ct.org) or Kirk Smallidge (ksmallidge@aerodynealloys.com) regarding your comments and willingness to participate to establish a local 'milk-run' delivery service.

Following the Team's discussions, Yarde's Tim Regan and Tim DiDonato hosted members on a two part tour of their facility. A newly opened 150,000 sq ft facility dedicated to sheet stock was visited. This facility, the only one of its kind in the Northeast, efficiently converts custom sized sheet stock

from rolled material in a specialized in-line flattening / shearing facility. Cut material is stacked, packaged and loaded onto delivery vehicles within the building eliminating any damage to stock from exposure to climate. Following this tour, members had the opportunity to see the main portion of Yarde's bar stock processing and delivery facility.

Connecticut Interstate Courier -- Primary Goal:

To establish the most cost effective parts transport system to participating aerospace service providers and manufacturers



Hartford Metro Scheduled Delivery

| | | | | |
|--|-------------|---------------|--|---------------|
| Bloomfield | Glastonbury | Wethersfield | Newington | Manchester |
| East Hartford | Windsor | West Hartford | Rocky Hill | South Windsor |
| Scheduled Morning Route from.....7:30AM--11:30PM | | | Monday thru Friday (shop to shop service) | |
| Scheduled Afternoon Route from.....12:30PM--4:30PM | | | Monday thru Friday (service shop to shop) | |

Benefits & Value added Services:

- Low monthly fee of \$680.00 with unlimited in route pick-up & deliveries (cost of \$34.00 per day)
- Guaranteed delivery throughout the designated Hartford Metro shop to shop daily route
- Possibility of eliminating additional overhead with company vehicles and drivers
- Solution to complete local courier services or excellent option for supplemental courier when needed with-out the high cost of (Last minute On Demand Shipments)
- Unlimited delivery stops throughout Hartford Metro scheduled route
- Personalize understanding of specific clients shipping needs
- Live dispatch & direct calling to route drivers to prevent 2nd & 3rd party discrepancy
- Simplicity of a monthly flat rate charge for all deliveries
- Licensed Hazmat for Industrial paints and chemicals
- Complete consistency and perceptive approach to aerospace manufactures

Restrictions:

- Single box dimensions 48" by 48" and weight limit of 100 pounds per individual box
- Delivery's out of scheduled route or out of state delivery's will incur a separate fee agreed upon
- Shipments that are not between (7:30AM & 4:30PM) will be available 24/7 at a reasonable rate
- ACM accredited sign-on members \$680.00 per month
- Non accredited sign-on members \$780.00 per month
- 30 day billing

- Suppliers having Agreements with ACM are:

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

- The next meeting of the Purchasing Team will take place on Thursday, February 2, 2012; the location of this meeting will be announced subsequently.

News from ACM Members

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