



ACM
Aerospace Components
Manufacturers

TOGETHER. A WORLD OF EXPERTISE.

ACM UPDATE
October 31, 2018
P M - 1 - 1 0 2 6 1 8

Aerospace Components Manufacturers, Inc.

The World's *Aerospace Alley!*[®]

P.O. Box 736, Rocky Hill, CT 06067

(860) 513-3205 * FAX (860) 529-5001

www.aerospacecomponents.org

E-mail: pmurphy@acm-ct.org

The Future WorkForce Opportunities Career Fair and the
ACM Aerospace Alley[®] Tradeshaw will take place at the CT Convention
Center on Wednesday November 7th

Please note that due to a conflict our Featured Guest Speaker has changed.

Our New **Featured Guest Speakers** are

***Giuseppe Marcheschi, Head of Strategic Procurement Support &
Quentin Mounes, Sourcing Manager, from AIRBUS America's in
Herndon, Virginia.***

November 7th Agenda

8:00 - 11:30 ***"Future WorkForce Opportunities" Career Fair*** (31 schools and 895 students registered)

11:00 – 11:20 Ct. Governor Dannel Malloy to attend. **GOVERNOR HAS CANCELLED**

11:30 – 1:00 Lunch

- 11:50 – 12:00 ACM President Pedro Soto Opening Remarks
- 12:00 – 12:15 DECD Commissioner Catherine Smith Address
- 12:15- 1:00 Giuseppe Marcheschi, Head of Strategic Procurement Support & Quentin Mounes, Sourcing Manager, AIRBUS America's, Presentation

1:00 -6:00 ***The Worlds Aerospace Alley![®] Tradeshaw*** (85 ACM companies, 6 colleges and 5 agencies (CT DOL & DECD, US Dept. Commerce, CONNSTEP & CCAT)

- 4:00 – 6:00 Networking Happy Hours & Hors d'oeuvres

Registration is still open on the ACM website. Please register all employees who will be attending and please invite and encourage your customers to attend. Public registration is also open on the ACM website.

We currently have 85 members who will be displaying at our annual Tradeshaw on November 7th as well as 31 schools with 895 students registered. **Please contact your customers and invite them to register on the ACM website.**

We would like to
recognize our sponsor

Department of Economic and
Community Development

Connecticut
still revolutionary

Business Development

The Business Development Team held it's meeting on Tuesday, October 11, at 8:00am at The Lyceum in Hartford, CT.

We had 30 members and 2 guests from LM Gill Welding in attendance for the meeting.

Future Business Development Meetings:

The next meeting will be held on December 11th at 8:00am at The Lyceum in Hartford.

The 2019 schedule for Business Development Meetings is forthcoming.

Industry News / Meetings / Tradeshow:

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

● Members that attended the **Manufactured in Vermont Trade Show** expressed great value was realized by attending. The show's theme is **A Supply Chain Trade Show for Advanced Manufacturing**. It is presented by the Vermont Chamber of Commerce (a statewide chamber) and its intent is to bring **buyers, suppliers and partners together for new business opportunities**. This included B2B meetings that were prearranged. Attendees noted the show was well attended and they received good leads and that many Canadian companies were in attendance. **This may be of interest and if so please let the ACM know and we can investigate feasibility here in Ct and in concert with the ACM Tradeshow perhaps.**

We look forward to the meeting on December 11th where attendees can brief the membership on the PWA Supplier Conference held on October 16-17. If you know of other shows and events that may be of interest to our membership please forward to pmurphy@acm-ct.org

Upcoming Industry Meetings

- Fab Tech, Atlanta 11/6 – 11/8
- Aviation Week Commercial Aviation Services; Asia Pacific Singapore November 6-8
- Japan Aerospace Exhibition, Tokyo 11/28 – 11/30
- Trade mission to Turkey (Aerospace) 12/3 – 12/7
- Global markets Indo-Pacific, Salt Lake City 12/10 – 12/12
- Aviation Week MRO Americas; aerospace MRO industry; Orlando Fla. April 10-12, 2019
- US Commerce Summit: Space Industry; May 2019; details to be announced

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:

Our Materials Group reported that leadtimes are still moving out and that titanium tubing and sheet has stretched leadtimes to over a year. The distributors also noted that the mills are running at about 30% OTD and the trend is not favorable.

Roundtable Discussion:

- Much of the days meeting time was spent on industry roundtable discussions of current issues in the industry, in which conversations are always candid and therefore details are omitted from the newsletter.
- Here are some brief comments that were noted:
 - Long Term Negotiations are becoming more punitive and unilateral

- Quoting activity way up; members reporting a 3-4 X increase in activity with a focus on delivery
- Metal finishing members are reporting an even higher rate of quote activity due to capacity
- Capacity is the new King
- Starting to see overhaul and repair activity on GTF products
- Many primes are spending time in and on managing their supplier's capacity
- Paperwork, qualifications, FAI, PPAP's and the like are causing bottlenecks and delays as primes cannot keep up and are constantly prioritizing
- Power Gen schedules are down but steady

Workforce Development

The ACM Training Grant is underway with the following classes/seminars being offered. This is a joint program of the Connecticut Department of Economic and Community Development and the Connecticut Department of Labor. The grant is a 50% shared reimbursement. The ACM is the grant holder and will submit all the paperwork. **This grant is a fantastic way to train your incumbents at half the normal cost.** It is also a great tool for the attraction and retention of employees **and another valuable benefit of membership.**

Classes completed:

Front Line Supervisory Training & 2 GD&T classes

Current classes that are underway:

B/P Reading, GD&T and Continuous Improvement Champion Certificate (CICC)

Classes currently scheduled for January

Front Line Supervisory Training (2 classes filled)

The ACM will be offering additional classes in early 2019. Please email Paul Murphy with your class requests for future consideration.

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

<http://www.aerospacecomponents.org/page5299.html>

The Workforce Development team will be meeting in the near term (TBD) to discuss the next phase of course offerings.

Under this grant the **ACM is also offering Tooling U 10 Class Packaged**

Bundles for \$125 each. Separate emails have been sent on available bundles and you may contact Paul Murphy for further info.

Progressive Manufacturing

The Progressive Manufacturing Team met September 18th at the Connecticut Center for Advanced Technology's (CCAT) Advanced Manufacturing Center (AMC) on the PWA campus in East Hartford, CT. The meeting was attended by 23 members. The purpose of the meeting was twofold. First it was for members to tour the ACM facility to see the technologies available and to learn more about CCAT and their AMC offerings. The second was for an open discussion on how the ACM could better collaborate with CCAT and their AMC and for the ACM to express the driving needs that CCAT could help the ACM with. After introductions of the attendees, Progressive Team Leader **Eric Schneider** addressed the members and introduced Wayne Sumple who provide the overview of CCAT and the ACM. A tour was of the facility followed which showcased the technology that the AMC possesses, which include additive and subtract machining technologies, 3D printing, visual inspection systems, x-ray scanning and state of the art 5-axis milling to note a few. To see a **complete list of equipment and capabilities here is a link** www.ccat.us/amc/our-equipment/ Following the tour Ron Angelo, CCAT, Executive Vice President and Paul Murphy, ACM moderated an open discussion on

collaboration. Ideas and suggestions were exchanged with man, and continued dialogue is ongoing. The mission of the meeting was accomplished. The Progressive Team is working on a series of topics for future meetings and a meeting schedule is being developed.

Topics of Interest



Don't Let Knowledge Walk Out the Door

[Norbert Majerus](#) | Oct 30, 2018

Take steps to gather and share your employees' expertise well before they retire.

As Baby Boomers retire, companies wonder how to retain the knowledge that walks out with them. They have spent billions of dollars generating knowledge, and some of them do an excellent job sharing and reusing that knowledge. Solid knowledge reuse practices prevent companies from wasting time and money reinventing knowledge that already exists. But these companies are not the norm: The average amount of reused knowledge in manufacturing remains low, reportedly about 30%. [CLICK HERE for complete article](#)

ACM Wage and Benefits Survey

The Annual Wage & Benefits survey conducted by CBIA has closed and we had 38 companies participate in the survey. **The survey will be made available to participating companies** the Week of November 19th. This survey is conducted by ACM (using CBIA as our subcontractor) as a **NO COST** benefit for our members and is intended to collect accurate and timely compensation and benefits data to assist in managing and planning your compensation practices.

It offers unique 'real-time' data allowing comparison of your business to that of other local aerospace manufacturers so there is a real value on peer to peer practices.

All responses are confidential and no one from ACM, its Board or other ACM firms will have access to responses nor will data be identified with an individual company.

A Few Minutes with Murph

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 is designed as a broad, inclusive and self-directed affiliation of manufacturers and manufacturing organizations committed to meeting the needs of Connecticut manufacturers. The CMC is directed by a "Leadership Team" made up of manufacturers representing 7 Connecticut manufacturing associations.

The CMC's immediate priority is to create a strategies plan for addressing the key challenges facing manufacturers for presentation to the next governor and the 2019 General Assembly.

Key Strategies

- #1 Create a healthy, predictable and sustainable economic climate that allows Connecticut Manufacturers to be globally competitive
- #2 Grow a quality skilled workforce that fully meets the needs of Connecticut Manufacturers
- #3 Evaluate and realign state-funded manufacturing programs and streamline their administration to achieve maximum benefits and utilization
- #4 Maximize awareness and cost-effective access to new technologies that make manufacturers more competitive in the global marketplace
- #5 Upgrade marketing and business sustainability capabilities of Connecticut Manufacturers

Guiding Principles

- We own and are deeply committed to a collaborative and constructive action
- We will build on the good things that are happening and seek to reinvent or abandon things that are not working well
- We will identify barriers and seek bold changes where needed
- We will seek to maximize existing manufacturing and educational infrastructure
- We will be inclusive, inviting partners who share a strong commitment to these principles
- We will not infringe on the autonomy of any participating manufacturing organization. Rather, through collaboration, we will strengthen and expand the value of these organizations
-

I am extremely pleased to be representing the ACM and being a team member of the "Leadership Team" of the CMC. I encourage you to let me know your thoughts, so we can bring about positive change here in CT. Together, we can Make it Great.

News from ACM Members

No member news was received for publication. If you have news worthy articles/awards that you would like published in this newsletter, please forward to pmurphy@acm-ct.org