

## AIA Booth - Farnborough Roster

### SMC Members

AMI Metals  
 Avexus, Inc.  
 Bill-Jay Machine Tool Corporation  
 DynaBil Industries  
 GenMech Aerospace Corporation  
 Hangsterfer's Laboratories  
 Hobart Machined Products  
 Lilly Software Associates  
 LMI Aerospace  
 Marotta Scientific Controls

PerkinElmer Fluid Sciences  
 Precision Tube Bending  
 Remmele Engineering  
 Sunshine Metals  
 T.A. Carlson

### AIA Members

Atlantic Research Corporation  
 Ducommun Incorporated  
 W.L. Gore  
 Woodward Governor

### Lounge

#### Membership

(Did not exhibit, but took advantage of SMC benefits):

Spectra Lux  
 Integrated Aerospace



## We Appreciate You . . .

SMC extends appreciation and recognition to the aerospace leaders below for their hospitality and support of AIA and associate members who attended Farnborough International 2002 under the AIA banner:

**William Stowers**, VP of Supplier Management and Procurement, Boeing Integrated Defense Systems

**Judy Northup**, VP of Human Resources, Administration, and Information, Vought Aircraft Company.

**Vince Hrenak**, VP of Material, General Dynamics Gulfstream.

**Bill Brown**, VP of Business Development, Kaman Aerospace Corporation.

**Marilyn Hewson**, Senior VP of Corporate Shared Services, Lockheed Martin

**Donald Bielinski**, President and CEO, EXOSTAR

**Donald Neese**, Director - Western Europe, Lockheed Martin

**Roger Tyson**, VP of Sales and Marketing, Stellex Aerostructures

*Farnborough Support continued from front* avenues to take to supply their companies.

Additionally, Andrew Goldsmith, vice president of marketing for EXOSTAR, related improvements the business exchange is making to be more supplier friendly.

Also, Annette Birke, German specialist, and Laurie Farris, French specialist for the Commercial Services section of the U.S. Commerce Department, discussed doing business in those countries and explained Commerce Department services provided to U.S. companies.

### New Initiative Will Benefit Suppliers

Events at Farnborough created the idea for a new initiative for associate members at Paris next June — building relationships with foreign suppliers of about the same size and capabilities through a forum of associations led by AIA and the SMC.

This initiative had its genesis in a meeting at Farnborough between 40 AIA and SMC representatives with 25 counterparts of the Society of British Aerospace Companies to open what, it is hoped, will be an ongoing business relationship dialogue. The supplier companies in attendance were all about the same size, and representatives held comparable positions in their supply bases.

The advantage for SMC members would be access to foreign business and ready-made offset relationships.

Stay tuned for more on this.

AIA attendees at Farnborough 2002 generally agreed that services and benefits provided by the SMC at international trade events keep improving as we apply lessons learned in formulating and executing plans and objectives for the next Paris or Farnborough show.

## Natel, Raytheon Partner On Hybrids

SMC member Natel Engineering Company recently transitioned Raytheon Company's hybrid manufacturing operations to Natel's California facility in just three months.

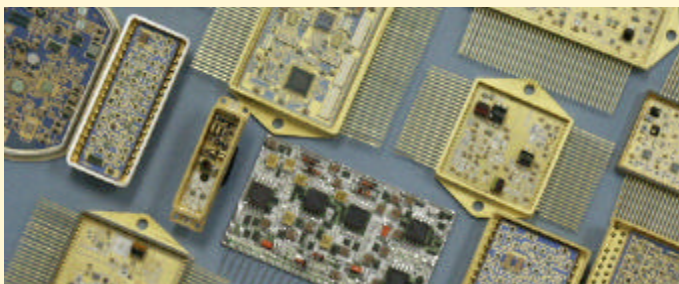
Raytheon, a leader in defense electronics, divested its hybrids to Mass Microelectronics, a company that then outsourced production of the modules to Natel, a contract manufacturer of multi-chip module, chip-on-board, and hybrid circuits with a proven reputation for manufacturing expertise, quality, and innovation.

The hybrids include more than 100 circuit types, some with high volume. Raytheon uses the hybrids in a variety of products, including F-15 and F/A-18 radars and Patriot, Sidewinder, Sparrow, Stinger, Hawk, Maverick, and standard missiles.

Raytheon was pleased with Natel's ability to meet stringent schedules because Raytheon needed to continue production during the transition. Natel's reputation as an experienced and reliable manufacturer held true once they began producing the circuits.

Since 1975 Natel, based in Chatsworth, Calif., has provided quality modules and high-frequency products to defense, aerospace, medical, fiber optic, microwave/RF, and instrumentation industries.

For more information, visit [www.natelengr.com](http://www.natelengr.com).



Pictured here are electronic circuit hybrids made by Natel Engineering Company.

## THE SUPPLIERS' VOICE



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# THE SUPPLIERS' VOICE



August/September 2002 Volume 3, No. 4

Published by the Aerospace Industries Association



## Farnborough International 2002: Stout Support by SMC

By Bill Lewandowski, AIA Vice President, Supplier Management

Nineteen AIA and associate member companies exhibited under the AIA banner at Farnborough International 2002 in July. And by all accounts, everyone benefited from the opportunities offered.

Supplier Management Council objectives were for our staff to become an extension of the 19 companies, placing them in favorable business and relationship-building situations available only through AIA.



Lewandowski

As part of the Farnborough support package, AIA exhibitors were guests at receptions for the Society of Japanese Aerospace Companies and the U.S. Ambassador at his residence as well as a special invitation to the Aerospace Commission Town Hall meeting sponsored by Lockheed Martin.

A number of commissioners met with SMC members at the AIA exhibit area.

Thanks to members of the SMC, a dinner and six lunches were sponsored by AIA companies in London restaurants or company chalets at Farnborough. The meetings were attended by six to 10 suppliers along with one or two AIA member company representatives mainly from their purchasing, business development, and information technology organizations.



Former Astronaut Buzz Aldrin (left), a member of the U.S. commission on aerospace, chats with Rosemary and Larry Brester of SMC member Hobart Machined Products during a Farnborough reception.

Discussions included the supplier capabilities, effects of the 9-11 terrorism, the future of the aerospace industry, insights into AIA member company plans, world affairs, the weather, and sports.

On two mornings the SMC hosted "Buyers and Business days." During the sessions, Dean Blood, procurement director for the United Kingdom Region of Rolls-Royce, and Mark Chamberlain, group procurement manager for BAE Systems, briefed suppliers on their companies, management of suppliers, and the best

*Farnborough Support continued on back*

## Ram Manufacturing Named "Manufacturer of the Year"



From left, Ram President Ray Ganowsky, VP Operations Melzie Ganowsky, and VP and General Manager Kevin Ganowsky accept the 2002 "Manufacturer of the Year" award from Dave Sorensen (far right), executive director of the Utah Manufacturing Extension Partnership.

The Utah Manufacturing Extension Partnership (MEP) recently named Ram Manufacturing Company its "Manufacturer of the Year" for the state in 2002.

More than 5,000 manufactures operate in Utah, and MEP selected Ram from a field of 21 finalists. The Utah MEP is a non-profit provider of technical assistance to Utah's small to mid-sized companies.

An SMC member, Ram designs and manufactures

solenoids and valves for all segments of industry, including aerospace. Ram products are found on most military and commercial aircraft, and the supplier counts many AIA and SMC members as its customers.

In accepting the award, Ram President Raymond Ganowsky thanked Ram employees and credited them with earning the recognition for the company.

Located in St. George, Utah, Ram has been in business for more than 27 years and is a major supplier in its industry.

### Upcoming SMC Events

- October 17-18 - Southcentral Regional Meeting, Ft. Worth, Texas (sponsored by Vought Aircraft)
- November 6-8 - Fall Meeting, Scottsdale, Arizona

