

# Clampco Clips

## February 2019



### Aerospace Standard Info...

The Clampco team has been working to implement the Aerospace Standard which is called AS9100D. This is a great opportunity for Clampco to get certified and to work on securing new business from Companies in the Aerospace industry. In the coming weeks, we will be working hard to have all the new requirements in place and have training for all employees.

It's worth noting that Aerospace requirements are more stringent and will require new procedures and regulations for Clampco to follow. We will all play a part in making sure we are compliant to the standard, and that we are doing what we say we are doing.

A stage one audit is scheduled for May 2<sup>nd</sup>. This is where an Auditor will come in and make sure we are ready for the actual audit, which is then scheduled for the whole week of June 10<sup>th</sup>-14<sup>th</sup>.

In the coming weeks, I will try to get to the floor and answer any questions you might have. So please let me know if you have any questions or concerns about this new adventure we are about to take on and move Clampco forward so we can grow together into the future.

- Fred Fagan, Quality Systems Manager

### Safety Updates...

We've made great strides in terms of our OSHA recordable injuries. We post our OSHA 300A by the main timeclock each Feb. 1<sup>st</sup> reflective of the year before. At a glance, we had the same number of recordable injuries, however the severity of those and the time spent away from normal, unrestricted duty went WAY down...and with more employees! Good job everyone, and keep up the reporting!"

#### For 2017:

Recordable Injuries: 6

Days Away from Work: 14

Restricted Days While at Work: 53

#### For 2018:

Recordable Injuries: 6 (3 of which were hearing shifts)

Days Away from Work: 1

Restricted Days While at Work: 7

### Don't forget!

We are collecting your loose change to benefit Akron Children's Have a Heart, Do Your Part, 98.1 Radiothon until Wednesday, February 13<sup>th</sup>.



# A Note from the desk of: Jerry Biagini

When I gave the annual “State of the Clamp” presentation at our Christmas Party in December I mentioned that we have implemented a more structured Strategic Planning Process at Clampco.

The process we use involves the Venner’s, myself and key Managers meeting several times throughout the year to define Clampco’s direction going forward and also to make decisions on how to achieve the goals that we set. We not only look at the current year but also where we would like to see the company in 3, 5 or even 10 years from now.

Part of the process involves evaluating the Strengths that the company has as well as our Weaknesses. We also look at Opportunities going forward and Threats to our business. This is called a SWOT analysis.

One of Clampco’s key strengths is that we are the last North American Clamp company that will take orders and produce small to mid-size clamp quantities. We will make 1 or 5000+ and can turn sample or prototype clamps quickly.

A significant weakness and also a threat to Clampco is that we lack a global footprint to compete and sell our products internationally. Significant competitors like Norma and Tekonnex have manufacturing and distribution in Mexico, Europe and China. It is cost prohibitive for us in many cases to ship clamps to these countries and compete with a product manufactured there.

So how do we focus on our strengths to grow and maintain market share?

One opportunity that we have identified is to use our strengths in Engineering, Manufacturing and developing lasting customer relationships to pursue the Aerospace clamp market. This market is currently underserved by manufacturers such as Voss Aerospace, NUCO Industries and Eaton Aeroquip. When Derek and I attended and exhibited at the Farnborough Airshow last July in London we discovered that lead times from these manufacturers ranged from 20 to 50 weeks and customer service was reported as seriously lacking. Many of the clamp customers appeared eager for another option.

The Aerospace markets are worldwide and we will still need to develop sales organizations overseas to represent us. The price of these products is higher than our traditional clamps which allows us to make acceptable profits even with the higher costs of international shipping.

A significant hurdle for Clampco in entering this market is that it requires yet another certification, in this case, it is AS9100-D. I hope that everyone is aware that we are well into rewriting our procedures to incorporate this standard and achieve accreditation. Once this is achieved there remains a significant amount of work to qualify our product with the major Aerospace manufacturers but, again, discussions with these manufacturers indicates that they are interested in a good supplier that will work with them.

You will see more of our AS9100-D progress start to make its way into manufacturing and office procedures and changes. Fred and the Managers and Supervisors will be starting to host training and review sessions to involve everyone in the standard.

It is our hope that you see the benefits of this program as they relate to our long-term strategy in making Clampco a stable and long-term company that not only benefits its workers but the community as well.

**Don't forget 3<sup>rd</sup> Annual Chili Cook Off – Thursday, February 14!!**

**Free to Enter Your Chili**

**\$1 for sample flight of all Chili – Ticket to Vote on favorite**

**\$2 for bowl of your favorite Chili**

