

Clampco Clips July 2019

A Note from the desk of: Jerry Biagini, General Manager

Clampco Exhibits at the 2019 Paris Air Show!

Established in 1909, The Paris Air Show holds the title of the world's oldest and also the world's largest airshow. It is held at Le Bourget Airport in Paris, which is where Charles Lindberg landed after his 1927 solo flight across the Atlantic in the Spirit of St. Louis. Almost 142,000 trade visitors and more than 180,000 members of the general public explored the 1,400,000 square feet of exhibition space in Paris. 296 official delegations from 91 countries and 2,303 exhibitors from 48 countries attended the show. Coverage from 3,450 accredited journalists and 130 billion dollars of orders make the Paris Airshow the world's largest aeronautics marketplace.

Last year Clampco attended and exhibited at the Farnborough Airshow in London which is the 2nd largest show in the world. The Farnborough and Paris Air Shows are held in alternating years. At Farnborough Derek and I discovered that the current aerospace clamp market was underserved and there was a lot of interest from the aerospace community in having another aerospace clamp manufacturer choice in addition to Voss Aerospace and Eaton Aeroquip. Upon our return last July, Clampco began its journey towards AS9100 accreditation. This accreditation is a start to talking with aerospace manufacturers and distributors to supply them with a Clampco product. In many cases, depending on the application, we may also have to qualify or become certified to supply a clamp or component on a particular aircraft platform or part print. Breaking into the aerospace markets will be a process and won't happen overnight. This market, however, does fit very well with our core strengths in making engineered clamps and straps for specific applications in low to mid volume quantities. This is what Clampco has done well for the past 48 years and from what we have seen and been told the profit margins for aerospace components are very good.

Derek, Cory and I attended and co-exhibited with the State of Ohio in the US Pavilion at the Show. The Clampco team was again able to obtain a State of Ohio Grant to defray approximately 50% of the cost of attending and exhibiting in Paris this year. These shows give our Sales and Management team exposure to the entire global aerospace market. One estimate states that the global aerospace industry was worth \$838 billion in 2017. This number included all activities pertaining to the development, production, maintenance and support of aircraft and spacecraft. Again, the first step is AS9100 accreditation. The potential customer base that we met and followed up with in Paris was very pleased that we decided to pursue this market and had our certification audit scheduled for August. The importance of doing well in this audit cannot be underestimated as it will be the first step to Clampco breaking in to a new and exciting market!

WHO'S WHO AT CLAMPSCO

NAME: Lauren Thompson

DEPARTMENT/SHIFT: 1st Shift Engineering Intern

NORMAL DAY CONSISTS OF: Every day is different; I help where needed. Some examples are; helping Ben by creating drawings and completing testing, helping Randy with testing and organizing files, scanning documents for the office, and helping quality inspect parts.

FAVORITE PART OF MY JOB: I enjoy testing hardware on the junkers machine and completing SpaceX testing on the Instron machine

MY HOBBIES: School, softball/baseball, golf, music

The Safety Corner

Staying Hydrated in Warm Weather

Now that Summer has arrived, staying hydrated should be one of your main “maintenance” activities to keep yourself healthy and ready for work, and play. Most heat-related illnesses come from not being hydrated enough, which seems like a no-brainer, right? But it’s easy to get dehydrated.

Case in point: I’m a coffee lover, and those of you who know me well would say I’d opt for an espresso in the middle of the desert, so...hearing it from me may not come with much weight. But what I *can* say in doing a lot of hiking is that if you don’t worry about keeping your water balance in check, you can set yourself up for some major discomfort later on, and potentially an ER visit down the road.

Among the many ways your body will revolt when you are losing a lot of fluid through activity (or by not properly hydrating as you go) heat stress shows up the form of dizziness or faintness, confusion and irritability, excessive sweating, cottonmouth, and/or weak to a rapid pulse. Heatstroke almost definitely follows if not attended to, with potential loss of consciousness and even heartrate in extreme cases.

Another warning to keep in mind is that by the time one is thirsty, you’re probably already down two to three glasses of fluid, and your body is screaming for fluid, right now. Each person is different than the next, so knowing how much fluid your *own* body truly needs is really based upon your size and weight and metabolism. Generally speaking, drinking 8-10, 8oz. glasses of fluid will help you hit the mark...plus, you’ll just *feel* better. You shouldn’t just hydrate when you’re at work either. Drink *hydrating* fluids (the non-caffeinated or alcoholic kinds) whenever you get the chance is better than doing it all at once. I know that I couldn’t physically fit 8-10 oz. glasses of water into my body at one given time, so a general pacing of yourself throughout the day, is best as the day wears on.

Not a water bottle carrier? You can hit up the drinking fountain for a few gulps whenever you walk by the restroom. Make it part of your routine, even in the winter. You prefer the satisfying crunch of ice to drinking water? That’s cool too, it’s still fluid at the end of the day. Just don’t tell your dentist I told you 😊 Can’t stand how boring water tastes? Get some water flavoring or drink lemonade mix...anything...to keep those hydrating fluids going. Counting calories in that occasional sports drink? It won’t really matter if you’re about hit the first stages of heat stress or stroke.

At any rate, while the days are long and hot, be mindful of what you’re putting into your body. Keep your eye on the weather forecast, dress appropriately for heat, and hydrate for what *your* body needs. And most importantly, let someone know right away if you’re not feeling to good. Rich will also provide extended breaks on those days when the heat just won’t let up and fans have been helping. But *you* are ultimately in charge of your fluid intake.

-Jason Venner, H.R. Manager

BENEFIT ACCESS INFORMATION

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