

**Volume 1, Issue 1**

**A Quarterly Publication of**

**American Aerospace Controls Inc.**



## ***Surviving COVID-19!***

**W**elcome to the first printing of our quarterly newsletter, The Current News. Our goal is simply to provide up to date news and information about all things AAC to our valued employees, vendors and customers alike. We hope you enjoy this quick read and we look forward to being of service in the future.

Without a doubt, the past year has been a challenge. In February, it became obvious that COVID-19 would be a major threat to our way of life, both at work and at home. As restrictions increased during March, we followed all the then current guidelines and instituted physical distancing, masks and sanitization. Further, many were asked to work remotely if their job allowed it.

In mid-March, the Governor ordered that all businesses would have to operate with no more than 50% of the normal staff present at any time. We switched to a two-shift operation in production and more office staff were sent home to work.

The crunch came on March 22, when Governor Cuomo ordered all non-essential businesses to close. However, due to the nature of our work, either directly or indirectly, for the Department of Defense, we were obliged to stay open.

Since then, all staff have risen to the challenge of working under these severe limitations.

“I am so very proud of the resilience our people have demonstrated in these challenging times!” said Owner and CEO Ruth Gitlin. “They are the engine that will keep this company relevant and successful for generations to come.”

In fact, not only has AAC staff shown the ability to adapt, they have excelled! As 2020 closed, we scored the delivery and quality milestones that will result in winning yet another Boeing Performance Excellence Award for 2020, our eleventh in a row! Further, unofficial figures show that we achieved a record in terms of the value of our deliveries.



No success comes without preparation, planning and training! In 2019, we created a comprehensive training curriculum that grew in-to the newly formed AAC University. Based on the precepts of the Shingo Prize, its mission is to develop the knowledge and skill sets needed to ensure the continued success of our company.

So, let's see what's happening at American Aerospace Controls...

### **IN THIS ISSUE (4Q2020)**

***Surviving COVID-19***

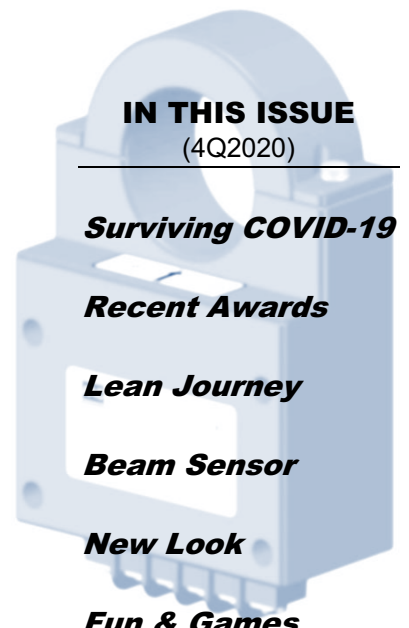
***Recent Awards***

***Lean Journey***

***Beam Sensor***

***New Look***

***Fun & Games***



## Customer Accolades...

While most companies put an emphasis on high-quality and on-time delivery, the aerospace industry is very demanding owing to the value of the finished article delivered to the end customer. There are reports of a 747 that couldn't be delivered due to the late delivery of a \$500 hydraulic hose. Consequently, our customers have very high standards when it comes to early or late delivery and failures during incoming inspection. Even a day early or late can cause problems.

We were greatly honored to learn that we have been recognized for superior performance by two of our main customers, Boeing and Sikorsky (now Lockheed-Martin). The Boeing Performance Excellence Award – Gold – was awarded to a few dozen companies but this was our tenth year in a row, an honor shared with only a handful of other companies. As mentioned above, we have achieved the milestones to win gold for 2020 as well, a truly outstanding result, given the turmoil caused by COVID-19. We were also tagged by Lockheed Martin as an Elite supplier, one of only about 20 companies. This is our second year in a row.



## Lean Journey...

Adopting lean processes does not come naturally to everyone and often challenges established protocols. Creating a team willing to challenge the status-quo (*including themselves!*) was no easy task that required extensive training. With a long-term goal of applying for a Shingo Prize, our operations manager, John Rotchford, spearheaded a training program to introduce team members to the guiding principles of the Shingo Model and lean manufacturing. As the curriculum grew from cultural basics, communication, team building, continuous improvement and practical application of kaizen even methodology, so did the need for a means to deliver this program effectively... and American Aerospace Controls University (AACU) was born. Its motto, *Esse potius quam videri*, “to be, rather than to seem”, brings our rededication to continuous improvement to life with classroom training being mirrored and reinforced with practical application on the shop floor. The response has been remarkable as we now look forward to building our own future together!



# Charged Particle Beam Sensor...

Our sensors protect equipment and lives on land and sea, in air and space, and most recently, in medical equipment helping to fight cancer! When manufacturers needed a state-of-the-art current sensor to precisely monitor protons used in their latest beam therapy equipment, the AAC engineering department answered the call. The result was our first self-



contained, fast response charged particle beam sensor. The licensed BCS-01 is a DC current transformer that installs over a commercial vacuum break along the particle accelerator beamline. There is a very large and growing demand in the medical field for beam therapy equipment. AAC is proud to manufacture sensors that make the success of this technology possible as many applications have already benefitted from its reliability and performance.

SPECIFICATION: BCS-01	
INPUT CURRENT	
CURRENT RANGE	Up to $\pm 200$ mA
OVERLOAD	500 mA
OUTPUT	
VOLTAGE SIGNAL	$\pm 2$ or $\pm 5$ V at max current range
ACCURACY (5 – 20 mA)	$\pm 1\%$ (@ $+20^{\circ}\text{C}$ to $+30^{\circ}\text{C}$ )
LINEARITY (5 – 20 mA)	$< 0.1\%$
RIPPLE	0.5% FS RMS max
OUTPUT IMPEDANCE	400 $\Omega$ typ.
RESPONSE	2.5 $\mu\text{s}$ max (10-90% FS)
BANDWIDTH	DC to 140 kHz
POWER SUPPLY	
SUPPLY VOLTAGE	$\pm 15$ V DC $\pm 1$ V
CURRENT DRAIN	50 mA DC max
REVERSE POLARITY PROTECTION	10 $\mu\text{A}$ max current drain-no damage

## New Look, New Purpose...

According to Socrates: “The secret of change is to focus all of your energy, not on fighting the old but on building the new.” As we continuously improve our look, so too do we strive to improve our constancy of purpose. That has never been more prevalent at American Aerospace Controls over the last twelve months and continuing strong into the new year.





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## Fun & Games

*Take a break and find these building blocks to our lean journey...*

Q	U	R	S	E	S	E	S	V	A	I	P	E	R	F	R	M	C	O	M	P	E	R
y	B	C	H	U	L	C	O	M	P	M	T	N	E	M	E	V	O	R	P	M	I	E
L	T	O	S	I	E	S	C	U	A	S	E	R	E	S	P	F	R	C	A	P	O	S
E	W	I	L	E	A	G	A	C	T	H	O	O	R	P	S	E	R	L	U	C	N	P
E	F	L	C	N	N	E	C	N	A	M	R	O	F	R	E	P	E	M	I	T	N	O
N	C	O	L	A	C	V	L	S	S	M	E	T	E	E	R	R	C	M	M	U	H	S
A	O	W	F	W	P	A	M	W	W	L	F	C	A	F	L	E	T	R	L	B	M	E
L	N	F	L	O	S	A	J	F	R	L	C	A	U	A	E	F	I	E	N	A	E	L
S	T	E	K	I	E	S	C	L	M	C	U	U	Q	Q	F	L	V	S	C	S	P	E
R	I	Q	E	T	I	I	M	P	R	A	L	S	V	V	A	S	E	E	E	L	E	N
S	N	U	T	Q	R	S	M	E	E	T	E	E	L	I	E	C	A	C	M	N	R	I
T	U	J	S	U	I	T	C	E	P	S	E	R	M	I	M	O	C	T	W	E	F	L
L	O	F	B	A	E	T	M	Q	I	M	P	E	T	Q	U	N	T	F	F	S	O	E
N	U	D	G	Q	L	A	U	A	L	U	S	O	V	S	Y	T	I	A	U	B	R	S
C	O	M	M	U	N	A	C	A	T	O	N	F	V	A	E	C	O	E	D	A	M	A
E	S	D	C	A	L	N	I	L	W	W	W	L	F	K	N	U	N	S	A	L	U	B
M	E	N	T	I	R	E	H	A	A	C	S	H	I	N	Y	L	L	R	E	S	P	C
W	S	E	T	T	U	S	T	E	K	I	E	S	M	U	C	T	Q	A	O	W	O	L
F	Q	Y	A	V	A	Q	L	A	V	A	Q	L	A	V	A	U	U	Q	V	L	O	F
U	N	O	I	T	A	C	I	N	U	M	M	O	C	O	O	R	F	O	W	O	L	F
M	U	S	T	H	S	H	I	T	S	U	K	E	T	P	S	E	R	F	O	W	F	O
L	E	A	S	L	E	E	M	M	I	T	N	N	O	S	E	S	E	S	V	A	I	A
F	N	O	I	T	C	U	D	E	R	P	U	T	E	S	E	T	U	R	E	D	U	C

AAC  
 Baseline  
 Capacity  
 Communication  
 Continuous  
 Corrective Action  
 Culture  
 Flow  
 Improvement  
 Lean  
 On Time Performance  
 Quality  
 Respect  
 Root Cause  
 Seiketsu  
 Seiri  
 Seiso  
 Seiton  
 Setup Reduction  
 Shitsuki  
 Teams  
 Value Stream