

# The Doorway

M.C. Gill Corporation Group of Companies

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CASTLE INDUSTRIES OF CALIFORNIA

# Positioned For Growth





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For most of us, there comes a time when we sit back, assess what we've accomplished, what we hope to achieve, and where we need to make changes so we can realize our goals. This is true of a business as well. To succeed in this economy, it's important to routinely evaluate whether the business plan has the business aligned with its long-term strategic goals.



Castle Industries of California is working closely with its parent company, M.C. Gill Corporation, to make sure its daily operations align with corporate strategic goals.

“M.C. Gill Corporation’s top priorities are to provide products and customer service that always meet or exceed customer requirements and continually improve the effectiveness of the quality management system”<sup>1</sup>

<sup>1</sup> M.C. Gill Corporation Quality Policy, Stephen E. Gill, August 1, 2012



Management at Castle Industries has implemented some dramatic changes to improve production, business intelligence, customer service and facility management. Change is always difficult, but change can be invigorating.

General Manager Charlie Wolfe says, "I really appreciate the guidance and support we are receiving from Stephen Gill and the corporate departments we are working with. I believe these changes will help us work smarter (not just harder) to bring our quality and customer service to a higher level."



### Composite Panels

- Epoxy Sealed Edges
- Hardware Installation and Assembly
- Close Tolerance Machining



### Machining

- CNC Turning
- CNC Routing
- CNC Milling
- Conventional Machining



### Design

- Airborne Racks /Consoles, Aircraft Seating, Galleys, Crew Bunks, Closets and Tables
- IV Workstations
- AutoCAD



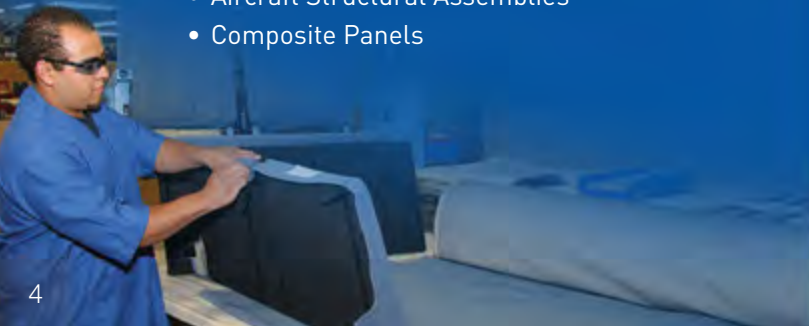
### Materials

- Aluminum, Steel and Titanium Alloys
- Specialty Super Alloys, i.e., Inconel



### Final Assembly

- Seats
- Racks and Consoles
- Aircraft Structural Assemblies
- Composite Panels



### Digital Inspection

- Static Load
- Hardness
- Conductivity





# Castle Industries of California has a broad array of capabilities:



## Outsourced Activity

- Anodizing, Chemical Conversion and Similar Finishes
- Heat Treat
- Finite Element Modeling
- Dynamic Testing
- Liquid Penetrant, Magnetic Particle



## Soft Goods Assembly

- In-House Sewing Department
- FAA-Approved Leather and Fabrics
- Seat Back & Bottom Cushions, Arm and Headrest Dress Covers



## Painting

- Aircraft Primer and Topcoat



## Sub-Assembly

- Bonding
- Hardware Installation
- Complex Multi-Part Assemblies



## Welding

- Steel and Aluminum



## Sheet Metal Forming

- Saw, Shear and Brake Forming
- Joggle, Hot Joggle, Dimple

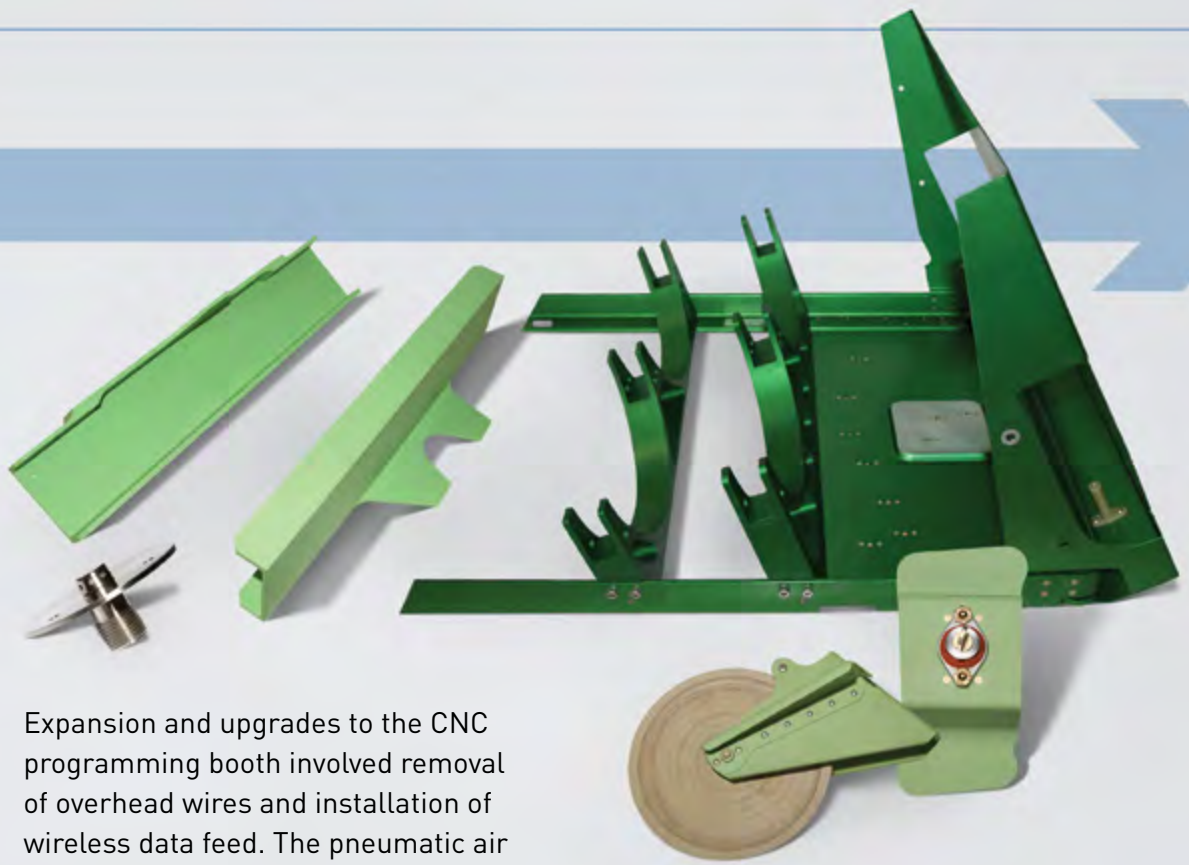


In 2012, Castle Industries of California's accounting and IT systems were migrated into M.C. Gill Corporation's systems for a cleaner more efficient mode of business. Once implemented, it was time to look at other enhancements.

A careful assessment of the manufacturing areas revealed a need for more efficient use of space, so the shop floor was reorganized to maximize material flow and reduce handling. Raw material storage was restructured to capture much-needed floor space for the shipping department and assembly areas.

The stockroom area was reduced by 40% which provided additional square footage in the manufacturing assembly areas. The cutting saw area was co-located with the debur room. Opening up the space revealed a need for improved lighting in both the assembly and stock room so additional high-efficiency fixtures were installed.





Expansion and upgrades to the CNC programming booth involved removal of overhead wires and installation of wireless data feed. The pneumatic air and electrical lines have been “hard piped” to eliminate unsightly hanging wires and hoses. The original programming booth is being razed and the new area should be habitable by Q3. The inspection department is currently upgrading the inspection equipment and anticipates it will be operational before year end.

To ensure the technical hardware will keep up with growing customer needs, Castle Industries has upgraded the engineering servers and monitors. This increases processing speed plus provides improvements in viewing and manipulating CAD files.





**Boeing 757**

Currently, Castle Industries is working on a B757 freighter conversion program for ST Aerospace Singapore and plans to become an FAA FAR 145 repair station in the future.

Castle is completing its final production contract for the Boeing C-17 crew rest seats. They recently signed a contract for lot 26 which will provide Boeing with seats for the last production aircraft. Post-production, Castle Industries will continue to provide spares and repair services for these seats. Similarly, Castle was a favored manufacturer of attendant and observer seats on the B757 and B767 aircraft and still provides spares to Boeing and other operators as needed.



**C-17 crew rest seat**







Going forward, Castle Industries is now receiving awards for Boeing MODS (Huntington Beach) assembly work and a Boeing IDIQ multi-year contract to supply spares for defense work for the Boeing facility in St. Louis, Missouri.

While seats and spares are a significant part of Castle Industries product offering, they also excel at machining and the manufacture of sheet metal parts and components.

Castle operates a fully staffed machine shop with six CNC machines and metal forming equipment to build individual parts that vary from large B747 aluminum fuselage components to B777 titanium seat clips.

As an experienced fabricator, Castle Industries manufactures racks and operator consoles to enclose sensitive electronic equipment for various military surveillance and communication projects for the defense industry. These units are custom built, and often designed by Castle engineering to the customer's statement of work.

747 landing light



As proof of its renewed commitment to the aerospace industry, Castle Industries was recently notified by The Boeing Company that it was selected as a 2013 Silver Level Supplier. Boeing's criteria are based on overall supplier performance as reported in the Boeing Enterprise Supplier Tool (BEST). Silver status is awarded to suppliers who exceed the Boeing expectations for quality and delivery performance.

With plans in place for stable significant growth, it was clearly time for additional sales support, so Castle Industries recently hired Steven White as their Sales Manager.

With the vast array of improvements and upcoming opportunities in place, Charlie Wolfe took a long hard look at the exterior of the plant and secured support from Stephen Gill to give the facility a much-needed facelift with new landscaping, signage and a fresh coat of paint for the building.



It's an exciting time in the industry and the team at Castle Industries of California looks forward to the challenges ahead. For more information about Castle Industries of California, visit the website at [www.mcgillcorp.com](http://www.mcgillcorp.com).



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Alcore does not sell sandwich panels. Contact M.C. Gill for these products.



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# THE FUNNY SIDE

## Trivia

You burn more calories sleeping than you do watching television.

Oak trees do not produce acorns until they are fifty years of age or older.

A Boeing 747's wingspan is longer than the Wright brother's first flight.

Venus is the only planet that rotates clockwise.

The first CD pressed in the U.S. was Bruce Springsteen's "Born in the USA."

Apples, not caffeine, are more efficient at waking you up in the morning.

The 57 on the Heinz ketchup bottle represents the number of varieties of pickles the company once had.

## Great School Excuse Notes

These are excuse notes from parents (with original spelling intact) collected by schools from all over the country.

Dear School: Please excuse John being absent on Jan. 28, 29, 30, 31, 32, and also 33.

Joe has been absent because he had two teeth taken out of his face.

## Ever Wonder?

Why is the time of day with the slowest traffic called rush hour?

If procrastinators had a club would they ever have a meeting?

Have you ever wondered why just one letter makes all the difference between here and there?

Isn't it strange that the same people who laugh at gypsy fortune tellers take economists seriously?

If practice makes perfect, and nobody's perfect, why practice?

Why is there always one in every crowd?

If all the world is a stage, where does the audience sit?

Is it possible to have deja vu and amnesia at the same time?

Why do shampoo instructions say, "Lather. Rinse. Repeat"? If you did this, would you ever be able to stop?

Who decided "Hotpoint" would be a good name for a company that sells refrigerators?

## Actual Product Label Instructions

On a Sears' hairdryer: "Do not use while sleeping." Does this really happen?

On a bag of Fritos: "You could be a winner! No purchase necessary. Details inside." Ah, the perfect snack for psychics.

On some Swanson frozen dinners: "Serving suggestion: Defrost." You're kidding, right?

On packaging for a Rowenta iron: "Do not iron clothes on body." Really?

On most brands of Christmas lights: "For indoor or outdoor use only." What else is there?

