

The Doorway™

A Publication of The Gill Corporation

High-Performance Composite Products Since 1945 • www.thegillcorp.com

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MRO: Front & Center





Years of Gill Leadership

In 2015, The Gill Corporation will celebrate its 70th anniversary. We remain a privately held family-owned business that can now boast three generations of Gill leadership. Reaching 70 years old is a milestone for anyone, but for a privately held business in today's economy it's almost unheard of. According to Joseph Astrachan, a professor of management and entrepreneurship at Kennesaw State University (GA) "more than 5 million family-owned businesses are operating in the U.S. The chances that a family business makes it to a second-generation are about three-to-one. Most century-old family businesses are five-generations deep and the odds to reach that are 500-to-1."¹

As we enter our 70th year in business (with plans to achieve the century mark), we are keenly aware this kind of staying power comes from a mixture of hard work, vigilance, ingenuity, dedication, impeccable timing and a lot of luck, held together by employees who take pride in their work and care about doing right by their customers. It was that way when the company was founded in 1945 and it's still that way today.

The Gill Corporation is one of the world's largest manufacturers of honeycomb, high performance floor panels, cargo compartment liners and original equipment for passenger and freighter aircraft. The company also excels in many other types of reinforced plastics, including interior sandwich panels for creating structures such as aircraft galleys and bulkheads and related products.

¹ Joseph Astrachan, Kennesaw State University, www.impactlab.net, 12/16/2014

While our materials are used in marine, rail, recreational and other industrial applications, the aerospace market consumes the largest percentage of our manufactured goods. The aerospace market is complex and requires focused attention to each market segment: commercial, military, space, aftermarket, etc.



An envelope flown on the first day of scheduled Air Mail Service in the U.S. and franked with the first U.S. Air Mail stamp, May 15, 1918.



Left: the first U.S. Air Mail stamp, the 24c "Jenny."

Below: loading airmail, late 1930s, Detroit.



After World War I, it became clear there was a future in air travel. The United States Postal Service was one of the first to utilize this means of transport. "By the mid-1920s, the Postal Service had developed its own air mail network, based on a transcontinental backbone between New York City and San Francisco. To supplant this service, they offered twelve contracts for spur routes to independent bidders.²

With the onset of World War II, the U.S. saw a significant rise in demand for commercial passenger air travel which led to sizeable investments in fleets of new aircraft.

Regular maintenance, overhaul and conversions from passenger to other applications were a natural part of an aircraft's lifecycle which led to the rise of the aftermarket segment.

As a pioneering composites manufacturer, The Gill Corporation has played an integral part in the aftermarket sector for almost 65 years beginning in the 1950s with the DC-6 aircraft. Our company founder and subsequent generations of employees, quickly recognized that the aftermarket side of our business has a different dynamic than the OEM; namely, it is difficult to forecast material requirements in advance and, once requirements are defined, immediate delivery is required.



To support the aftermarket segment, we established an inventory of floor panels, cargo liners and repair patches to support 24-hour turnaround for AOGs. Although our products are manufactured to meet individual customer demand (including stringent specification requirements), we have identified “standard” or R stock products that are manufactured, stocked and consistently monitored to ensure we maintain sufficient inventory levels while offering our production department the opportunity to adjust levels as the market warrants. This is achieved by an inventory management program geared towards treating inventory as an opportunity instead of as a liability.

PART NUMBER	SPECIFICATION	OEM	GENERAL DESCRIPTION
1076D-045009	BMS 8-2 CI 3	BOEING	Fiberglass cloth reinforced polyester laminate .045x60x144”
1076D-045952	BMS 8-2 CI 3	BOEING	Fiberglass cloth reinforced polyester laminate .045x60x150/ft.
1100-070001	DMS 1946 Ty 1	MCDONNEL DOUGLAS	Fiberglass cloth polyester reinforced cargo liner .070x48x144”
1366C-070001	BMS 8-2 CI 2	BOEING	Fiberglass cloth polyester reinforced cargo liner .070x48x144”
1367-050001	BMS 8-223 CI 2	BOEING	Fiberglass cloth reinforced phenolic cargo liner .050x48x144”
1367-050009	BMS 8-223 CI 2	BOEING	Fiberglass cloth reinforced phenolic cargo liner .050x48x144”
1367-070001	BMS 8-223 CI 2	BOEING	Fiberglass cloth reinforced phenolic cargo liner .070x48x144”
1367A-013001	BMS 8-223 CI 2 DMS 2419 CI 1	BOEING	Fiberglass cloth reinforced phenolic cargo liner .013x48x144”
1367A-013009	BMS 8-223 CI 2 DMS 2419 CI 1	BOEING	Fiberglass cloth reinforced phenolic cargo liner .013x60x144”
1367A-020001	BMS 8-223 CI 2 DMS 2419 CI 1	BOEING	Fiberglass cloth reinforced phenolic cargo liner .020x48x144”
1367A-020009	BMS 8-223 CI 2 DMS 2419 CI 1	BOEING	Fiberglass cloth reinforced phenolic cargo liner .020x60x144”
1367A-030001	BMS 8-223 CI 2 DMS 2419 CI 1	BOEING	Fiberglass cloth reinforced phenolic cargo liner .030x48x144”
1367A-030009	BMS 8-223 CI 2 DMS 2419 CI 1	BOEING	Fiberglass cloth reinforced phenolic cargo liner .030x60x144”
1367A-040001	BMS 8-223 CI 2 DMS 2419 CI 1	BOEING	Fiberglass cloth reinforced phenolic cargo liner .040x48x144”
1367A-040009	BMS 8-223 CI 2 DMS 2419 CI 1	BOEING	Fiberglass cloth reinforced phenolic cargo liner .040x60x144”
1367B-026001	BMS 8-223 CI 4	BOEING	Fiberglass cloth reinforced phenolic cargo liner .026x48x144”
1367B-035009	BMS 8-223 CI 4	BOEING	Fiberglass cloth reinforced phenolic cargo liner .035x60x144”
1367C-013952	BMS 8-223 CI 2 DMS 2419 CI 1	BOEING	Fiberglass cloth reinforced phenolic cargo liner .013x60x150/ft.
1367C-020952	BMS 8-223 CI 2 DMS 2419 CI 1	BOEING	Fiberglass cloth reinforced phenolic cargo liner .020x60x150/ft.
1367C-030952	BMS 8-223 CI 2 DMS 2419 CI	BOEING	Fiberglass cloth reinforced phenolic cargo liner .030x60x150/ft.
3072A-70	2550 M1M 000400	AIRBUS	Fiberglass cloth reinforced phenolic H profile .323” Channel x70” L
3072B-70	2550 M1M 000400	AIRBUS	Fiberglass cloth reinforced phenolic H profile .323” Channel x 70” L
4017T400001EB-9	BZZ7002 Ty III	MCDONNEL DOUGLAS	Unidirectional S-2 Glass reinforced epoxy facings/Nomex® honeycomb core sandwich panel .400x48x144” 030/015 9#
4030-500003CC2T	GPS/FAR	TGC	Aluminum facings and aluminum core sandwich panel .500x48x96” 020/020/2024T3 ¼-4.3#
4223-4960091C-9	5360 M1M 00500 Ty BCC2	AIRBUS	Fiberglass cloth reinforced phenolic facings/Nomex® honeycomb core sandwich panel .496x60x144” 050/020 9#

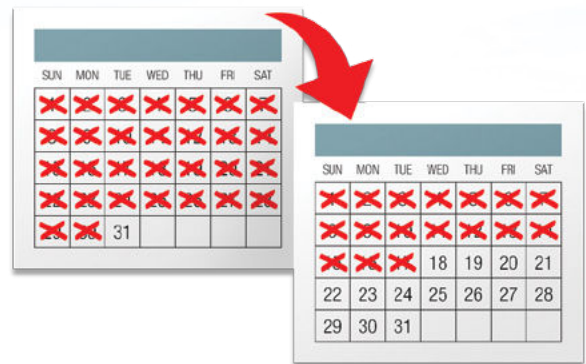
PART NUMBER	SPECIFICATION	OEM	GENERAL DESCRIPTION
4417-400001BB-5	BMS 4-17 Ty I	BOEING	Fiberglass cloth reinforced epoxy facings/Nomex® honeycomb core sandwich panel .400x48x144" 015/015 5#
4417-400001BB-9	BMS 4-17 Ty II	BOEING	Fiberglass cloth reinforced epoxy facings/Nomex® honeycomb core sandwich panel .400x48x144" 015/015 9#
4417-400001SS-9	BMS 4-17 Ty III	BOEING	Fiberglass cloth reinforced epoxy facings/Nomex® honeycomb core sandwich panel .400x48x144" 020/020 9#
4417-400001EE-11	BMS 4-17 Ty V	BOEING	Fiberglass cloth reinforced epoxy facings/Nomex® honeycomb core sandwich panel .400x48x144" 030/030 11#
4417-400001EE-12	BMS 4-17 Ty IX	BOEING	Fiberglass cloth reinforced epoxy facings/Nomex® honeycomb core sandwich panel .400x48x144" 030/030 12#
4417-665001BB-5	BMS 4-17 Ty IV	BOEING	Fiberglass cloth reinforced epoxy facings/Nomex® honeycomb core sandwich panel .665x48x144" 015/015 5#
4417A400001CC-10	BMS 4-17 Ty VI	BOEING	Fiberglass cloth reinforced epoxy facings/Nomex® honeycomb core sandwich panel .400x48x144" 020/020 10#
4422-295010AA-4	2550 M1M 000800 Ty A	AIRBUS	Fiberglass cloth reinforced phenolic laminate/Nomex® honeycomb core panel .295x72x144" 013/013
4422-307010CC-4	2550 M1M 000800 Ty B	AIRBUS	Fiberglass cloth reinforced phenolic laminate/Nomex® honeycomb core panel .307x72x144" 020/020
4422-366001AA-4	2550 M1M 000800 Ty D	AIRBUS	Fiberglass cloth reinforced phenolic laminate/Nomex® honeycomb core panel .366x48x144" 013/013
4422-366013AA-4	2550 M1M 000800 Ty D	AIRBUS	Fiberglass cloth reinforced phenolic laminate/Nomex® honeycomb core panel .366x60x120" 013/013
4422-386001CC-4	2550 M1M 000800 Ty E	AIRBUS	Fiberglass cloth reinforced phenolic laminate/Nomex® honeycomb core panel .386x48x144" 020/020
4422-508001AA-4	2550 M1M 000800 Ty G	AIRBUS	Fiberglass cloth reinforced phenolic laminate/Nomex® honeycomb core panel .50x48x144" 013/013
4505-374001CC-9	2550 M1M 000800 Ty PC3	AIRBUS	Unidirectional carbon fiber reinforced phenolic facings/Nomex® honeycomb core sandwich panel .374x48x144" 020/020 9#
4522-374001CB-8	2550 M1M 000800 Ty CCC1	AIRBUS	Fiberglass cloth reinforced phenolic laminate/Nomex® honeycomb core panel .374x48x144" 020/015 8#
4523-496009JC-9	2550 M1M 000800 Ty BCC3	AIRBUS	Fiberglass cloth reinforced phenolic facings/Nomex® honeycomb core panel .496x60x144" 060/020 9#
4709-400001BB-9	BMS 4-20 Ty II	BOEING	Unidirectional carbon reinforced epoxy facings/Nomex® honeycomb core sandwich panel .400x48x144" 015/015 9#
5007C400001HD	FAR/GPS	TGC	Unidirectional fiberglass reinforced polyester facings/balsa core. 400x48x144" 045/025
5020-125204DB2T	GPS/FAR	TGC	.125x40x130"
5040-400001CA2	MEP 02-011	EMBRAER	Aluminum facings/balsa sandwich panel .400x48x144" 020/012 2024T3
5242-390001CA2	DAC-S00096	MCDONNELL DOUGLAS	Aluminum facings/balsa core fiberglass reinforced epoxy face panel .390x48x144" 020/012 2024T3
5424-400001BB-G	BMS 4-23 Ty II	BOEING	Unidirectional fiberglass reinforced epoxy facings/aluminum honeycomb core sandwich panel .400x48x144" 015/015 1/8 8.5#
5424-400001BB-R	BMS 4-23 Ty I	BOEING	Unidirectional fiberglass reinforced epoxy facings/aluminum honeycomb core sandwich panel .400x48x144" 015/015 1/8 6.1#
6306-055903	GPS 6306	TGC	Cargo repair patch .055x5x5"
6306-055907	GPS 6306	TGC	Cargo repair patch .055x12x12"
6306-055915	GPS 6306	TGC	Cargo repair patch .055x8x8"
T303	MFGR CERT		2-pc. aluminum insert
TF073	MFGR CERT		2-pc. Torlon insert
TF20	MFGR CERT		1-pc. aluminum insert

This shift in thinking guarantees we are able to support the aftermarket segment with a complete portfolio of OEM qualified products, and this commitment to the aftermarket business comes straight from the top.

Chairman and CEO Stephen Gill cut his teeth on the advanced composites industry. His belief that every customer, small or large, is critical to the corporation's long-term success is a tenet of The Gill Corporation. As Stephen puts it:

“We got our start in the aftermarket business and the aftermarket business will always be the soul of our business. I spent my early years in production serving the aftermarket with cargo liner and floor panels. Having AOGs and rush orders processed and shipped within 24 hours was the challenge and I loved it. That’s where I began and there will always be a part of me rushing orders through production and serving the aftermarket.”

The bottom line to an airline is The Gill Corporation will either have the precise floor panel or cargo liner needed to meet their requirements, or one of our highly experienced sales specialists will engage in a dialogue to determine an alternate R stock product that will meet their specs and satisfy their immediate needs. In the rare case we do not have either the requested product or suitable R stock material, our vertical integration enables us to achieve expedited manufacturing lead times.



MRO is a dynamic business; during our history, we’ve seen heavy check times reduced in some recent cases from 30 days to 17 days. This accelerated time frame requires a supplier who consistently offers material availability and access to a product-knowledgeable staff who can recommend alternatives if the first choice material is not available. This combination goes to the heart of our business. We don’t just sell products, we sell solutions.





We take the time to get to know our customers and understand the challenges they face with their maintenance activities. As most airlines will tell you, OEM product selections tend to be geared more toward weight and cost and represent a “baseline” product. But, as we know from experience, selecting optimum materials is all about understanding the in-service conditions which can vary widely, depending on a variety of factors. We regularly work with our airline customers to identify products that will offer greater in-service durability. It is very common for airlines to upgrade OEM materials during routine maintenance. This shared knowledge and ability to work together to determine a mutually beneficial outcome comes from trust. A kind of trust that comes from years providing consistently high quality products and service. A trust that is built on relationship.

An example of this is our long-standing relationship with United Airlines (UAL). It began more than 53 years ago, when the company’s founder, M.C., approached the United Airlines Interior Group. He convinced a group of lead engineers to allow testing of Gilliner™ 1066. M.C. valued this opportunity so much he decided to drive the in-service samples to the carriers’ maintenance facility himself. He loaded

sheets of Gilliner™ 1066 into his pickup and headed to San Francisco. Minutes from the outskirts of town a gust of wind caught the sheets and scattered them onto the freeway. Fortunately, the material proved so durable he was able to retrieve the sheets undamaged and make his delivery. For months, M.C. routinely drove out to LAX to inspect the material after flight, looking for damage caused by puncture, shear, abrasion, impact and edge pull-out. After successfully passing this review, United Airlines agreed to install Gilliner 1066, they wrote a specification and placed an order for the material.

Gilliner™ 1066 is a general purpose laminate made from fiberglass cloth reinforced polyester resin. Gilliner™ 1066 is available with a 1 mil white Tedlar® overlay in sheet or roll stock. As safety requirements evolved, so did United’s needs. United Airlines eventually replaced Gilliner 1066 with Gillfab™ 1367 and Gillfab™ 1367A – baggage compartment liners favored for their safety characteristics. These liners are high-impact resistant, low smoke and toxicity, fiberglass reinforced phenolic laminates.

After this first success, The Gill Corporation also earned UAL's floor panel business and to this day we support UAL/Continental Airline's global requirements.

We value this kind of long-standing association and we are proud of our 50+ year relationship with United Airlines.

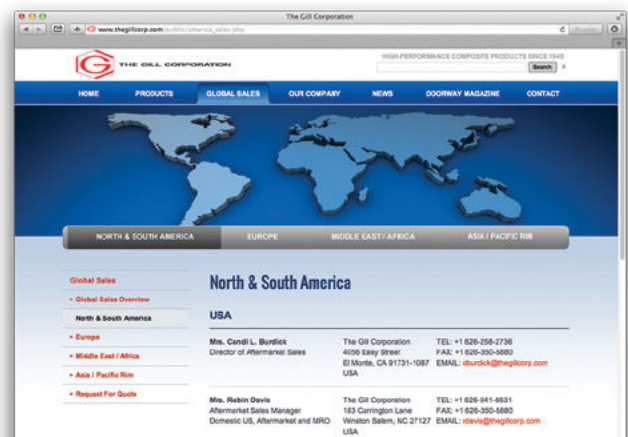
Obviously, we want more relationships like this and this type of relationship requires special attention, so we established a dedicated team of aftermarket specialists that is second to none. We aim to streamline the process of doing business with The Gill Corporation and work closely with our airline and MRO customers to better understand their maintenance activities, anticipate the products they will require (based on their fleet make-up) and ensure that we have those products readily available.

This is achieved by a group of internal, external and independent professionals who understand the need for JIT deliveries, short TATs, (turnaround times), AOG situations and the often urgent nature of the aftermarket business. Our corporate sales team is led by Candi Burdick, a dynamic leader with 30+ year's aerospace sales at The Gill Corporation and a team of domestic professionals with experience in aftermarket aerospace sales (program management, customer service support, retrofit programs, provisioning, spares support and contract negotiations).

Our European-based staff supports both OEM and aftermarket requirements for The Gill Corporation, The Gill Corporation Europe, Ltd in Northern Ireland and Alcore Brigantine, our subsidiary in France.

Our in-house customer service group (CSG) shares a combined 107 years of customer service experience (50 combined years with The Gill Corporation), supporting regional sales managers, outside sales agents and liaising with other departments as needed.

We supplement our corporate sales staffing with a group of independent/in-country agents who sell our products worldwide, offer regional product expertise and technical support when issues arise. These agents are shown by territory on our website and their contact information can be found at **www.thegillcorp.com**





Finally, our marketing department is providing competitive market analysis that essentially utilizes worldwide fleet data to forecast upcoming heavy maintenance checks. The analysis incorporates assumptions regarding replacement rates and the square footage of floor area in each aircraft type to identify potential market demand for panels and liners in the commercial market. This analysis will help sales to better understand total demand for our products as it relates to heavy maintenance checks on an ongoing basis so we better forecast and stock for demand to better avoid stock-outs.

The Gills are proud of the expertise and customer focus that the aftermarket team embodies as they nurture existing partnerships, build new relationships and explore new ways The Gill Corporation can better serve the aftermarket business as we celebrate our 70th Anniversary and work towards that century mark.

THE GILL GROUP OF COMPANIES



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Alcore does not sell sandwich
panels. Contact The Gill
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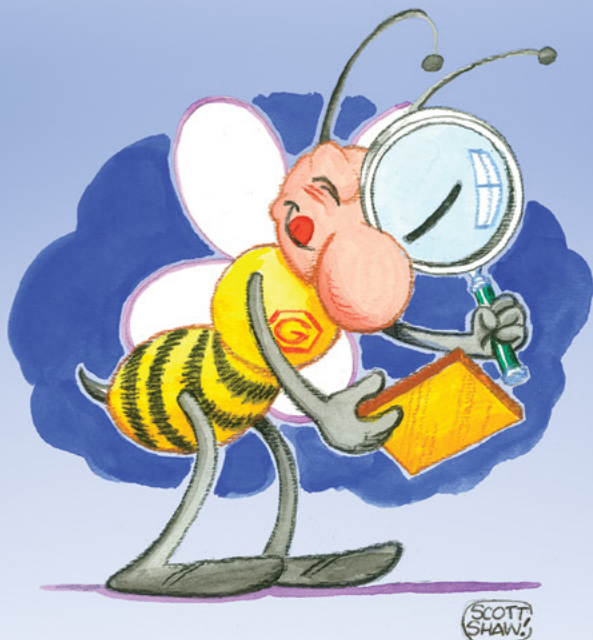
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THE FUNNY SIDE

Weird Facts

- Icelanders have no family names. Instead, their surname is just their father's name plus "son" or "dottir."
- Fortune cookies were actually invented in America, not China!
- There are three things that your brain cannot naturally ignore: food, attractive people, and danger.
- A hurricane releases more energy in 10 minutes than all the world's nuclear weapons combined.
- The cigarette lighter was invented before the match.
- According to one study, 24% of homes with lawns have some sort of lawn ornament in their yards.
- There are more plastic flamingoes in the U.S. than real ones!
- The average person falls asleep in seven minutes.
- "Stewardesses" is the longest word that is typed with only the left hand.
- "A man a plan a canal panama" spelled backwards is still "a man a plan a canal panama."
- A snail can sleep for three years.
- Americans on average eat 18 acres of pizza every day.
- In ancient Egypt, priests plucked EVERY hair from their bodies, including their eyebrows and eyelashes.
- On average, people fear spiders more than they do death.
- There are more than 10 million bricks in the Empire State Building!
- Your heart beats over 100,000 times a day!
- An elephant's trunk contains more than 50,000 muscles.

Tricky Reasoning

A farmer died, leaving his 17 horses to his three sons. When his sons opened the will it read:

My eldest son should get half of the total horses.

My middle son should be given one-third of the total horses.

My youngest son should be given one-ninth of the total horses.

Since it's impossible to divide 17 by 2 or 17 by 3 or 17 by 9 what did the three sons do?

They remembered their neighbor was a clever man, so they asked him for help. The neighbor read the will and knew exactly what to do. He brought one of his own horses over and added it to the 17. That increased the total to 18 horses.

Now, he divided the horses according to their fathers will.

Half of 18 = 9. So he gave the eldest son 9 horses.

One-third of 18 = 6. So he gave the middle son 6 horses.

One-ninth of 18 = 2. So he gave the youngest son 2 horses.

Now add up how many horses they have: The eldest son gets 9, the middle son gets 6, and the youngest son gets 2. *The total is 17!*

This leaves one horse left over, so the neighbor took his horse back and went home. Problem solved!