

## Signature Plating — Producing Finished Parts from Start to Finish

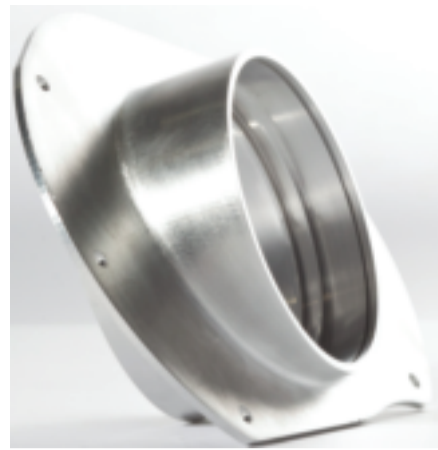
*Article Courtesy of Signature Plating*

Signature Plating of Cibolo, Texas identified a trend for finished parts a couple years ago and has developed internal processes to support this need. With direct input from customers and industry leaders who desire parts to be manufactured with specific surface finishes, Signature Plating can deliver manufactured parts ready for installation.

While the concept isn't new, today's OEM's, seat manufacturers, and integrators are looking for ways to streamline their internal processes related to inventory, materials logistics, and parts processing consolidation. Sig-

nature Plating recognized the need for this type of partnership and offers support that can deliver a finished part to its customer. The market is looking to their primary suppliers to provide a finished part that meets a program's or customer's specific cosmetic specification that is ready for installation once delivered.

Our customers are sourcing every aspect of part acquisition from the identification of the potential supplier to manufacturing and then to the plating and/or anodizing. Streamlining this process significantly reduces the inventory, vendor management costs, and provides an opportunity for substantial



savings. Production schedules are better maintained coordinating with one, reliable vendor.

Supply chain managers need to reduce their internal costs, paperwork, and daily management of inventory, manufacturing, and outside processes. The program management is trans-

ferred to Signature Plating and becomes our responsibility. Signature Plating is working with multiple customers developing programs that save considerable inventory maintenance and acquisition costs. The expanded supplier role gives Signature Plating total responsibility to manage inventory, manufacture, process, and deliver the desired program parts virtually right to the production line.

This arrangement allows Signature to more fully support our customers by providing them greater opportunity to focus on the development of new products to meet their company goal and objectives. Our customers are always looking for methods to maximize their internal resources — Signature Plating listened and delivered!

For more information on how we produce finished parts from start-to-finish, visit Booth #N3115.

## SKYscapes® General Aviation Basecoat

*High Gloss Finish Delivers Maximum Appearance and Productivity*

Ideal for exterior painting on general aviation and helicopters, Sherwin-Williams Aerospace Coatings presents the SKYscapes® General Aviation (GA) Basecoat 855 Series — SG, SGE, SGM, and SGP Colors.

It is designed to deliver the maximum in appearance and productivity by delivering a consistent and colorful solid, mica, or metallic finish.

SKYscapes GA Basecoat features



fast dry times (approximately 60-to-90-minute dry-to-touch time) that lead to improved productivity, an easy 6-to-1-to-2 mixing ratio, and excellent flow and leveling. After clearcoat, it provides a high gloss finish that can be easily cleaned, buffed, and repaired.

### Aircraft Owners Demand On-time Delivery

This SKYscapes GA basecoat-clearcoat system can reduce paint-process time to help meet customer demand for aircraft turnaround. That's

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## Aviation Staffing Companies Provide Immediate Solutions to Immediate Problems

Aviation staffing businesses, like Aircare Crews, provide flight departments a secure and trusted means of assuring operational stability. Many flight departments find themselves in current positions of stability, and therefore choose to forgo initiating relationships and agreements with staffing companies that may be needed in the future upon very short notice. This choice may not be the most prudent path. An operation's employment landscape can change at any time, leaving an immediate need for additional coverage. Reliable staffing companies are there to provide flight departments with flexible options for crew staffing needs. Aircare Crews Staffing provides retainers, short or long-



term, temp-to-hire, permanent placement, or coverage for a single mission.

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### RELIANCE AEROTECH SERVICES

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*tems technical positions within the Marine fixed-wing attack aircraft community on A-4 Skyhawk and AV-8B Harrier aircraft.*

**Q: Last year, you wrote an article for this publication about challenges in finding aviation technical talent in today's aviation industry workplace. Have you seen any situational changes related to those challenges since then?**

**A:** The situation today is very consistent with last year's article. There have been some qualification requirements relaxation within select companies in order to

attract the numbers needed to fill specific positions. In many cases, we are seeing gradual wage increases for the same reasons, but the basic problem still exists. Unfortunately, there are still more people leaving the industry than there are new people coming in.

**Q: Given today's tight labor market, how do you find qualified talent to meet your clients' needs?**

**A:** There is no magic bullet here. We have a three-pronged approach that involves, first, ensuring customer expectations are realistic and appropriate, second, ensuring passive recruiting methods are wide-spread and effective, and

third, ensuring a highly energized 'active' recruiting campaign reaches deep into the available applicant community.

**Q: How can your clients' expectations affect your success during the talent search?**

**A:** Our clients' paradigms regarding wage and benefit offerings have a major impact on attracting qualified applicants. Sometimes, clients lack sufficient industry awareness beyond their own local areas of operation and may not have a realistic sense of what other facilities are offering similarly qualified individuals. To help combat potentially inaccurate expectations, we examine what our clients

are offering and conduct analysis to ensure they are within a competitive range. We draw from multiple sources of significant, current, and relative wage and benefits examples to ensure the most comprehensive data is presented from which the clients can make appropriate determinations to meet their needs. This means our clients enjoy the benefit of more comprehensive hiring information than they would if using only their own sources for comparative analysis.

Please see the 3rd Edition on page 4 for Part Two of this interview.

Visit Reliance Aerotech Services at [www.reliance.aero](http://www.reliance.aero) or Booth #C12940.

### ROSEN AVIATION

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To augment the Surface Control technology, we have been working on innovative haptic feedback mechanisms

and touch rejection technologies, as well as perfecting backlighting and creating dead front capabilities.

Sidededges can now be functional and clean with simple interfaces. Simple, elegant, functional, and reliable — that is

the Rosen way.

Rosen is pushing the boundaries of what is possible. We don't always create the technology, but we are experts in adapting technology and bringing intelligent solutions to the aircraft cabin. Visit Booth

#C12221 and [www.rosenaviation.com](http://www.rosenaviation.com) for more information, or contact us to learn more at [sales@rosenaviation.com](mailto:sales@rosenaviation.com), 888-668-4955, and 541-342-3802.

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