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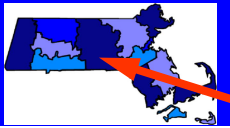
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HOWARD PRODUCTS, Inc.

Worcester, MA

Story written and submitted by Martha Amy G. Hawley

Howard Products is a precision sheet metal fabrication company located at 7 Brookfield Street, Worcester, Ma. 01607-- 508-757-2440 or at www.Howardproducts.biz. For over 67 years, we have helped a variety of businesses bring their ideas and existing products to market. With our years of engineering excellence and our broad range of capabilities including shearing, punching, laser cutting, bending, and assembly & welding, we bring a total package of services to our clients. We work in gauges from 24 gauge to 3/8" thick depending on the material. That includes mild and stainless steel, aluminum, and Lexan. With over 12,000 sq. feet of fabrication floor and 18 employees, Howard Products has the facilities and experience to complete most any job.

Martha & David Hawley, 3rd generation family owners beginning with an uncle in 1948, head a company of qualified metal fabrication specialists. From keeping current on the latest techniques in laser cutting to updates in welding details, to updated employee training and changes in ISO 9001-2008 Quality Requirements, they offer the best resources for customers looking for a high-quality fabricator. Their commitment to detail and quality assure a customer of best possible result.

Here are just a few examples how we have brought our years of experience and knowledge to bear on specific projects:

In the last months, a purveyor of custom cutting tools came to us because of overseas supplier issues. Beyond that, they wanted a product **MADE IN USA**. Their



Martha and David Hawley own and operate Howard Products

customers place a *premium* on **'Buying American'**. As Howard Products Inc, began the process of estimating the job, engineering not only discovered a way to make the part more efficiently, but also incorporated changes the customer had wanted to make but lacked the flexibility with their current supplier. After examining an existing model, Howard Products, Inc. created one prototype for approval. Not only did the customer approve an initial run, but also a short production run resulting in *overwhelmingly positive feedback* from their customers. They **LOVED** the new design! As production batches came off the line, their product sold like hot cakes! With a firm up fab process, and overwhelmingly positive buyer response, our customer is looking to completely return production to the USA and specifically to Howard Products Inc- a win/ win for everyone!

This is but one example where we brought our "A"



Shearing, folding and bending operations are vitally important at Howard Products. It takes two people to hold this thick sheet of Aluminum plate up for folding. Accuracy is not vital, Continued on page 7



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game to help solve customer's problem. From sourcing American materials to employing American workers, Howard Products embodies *the best* of what it means to be **MADE IN USA**.

On another front, Howard Products has been working with a producer of Chinese fortune cookie ovens. What was first brought to us was an expensive, unwieldy item, difficult and costly to manufacture. In working with the customer, we have been able to rework the design into one which is a functional, cost effective model which

works well for the customer. He is happy not only with the cost reduction but also with the improved ease of later assemblies. It matters not 'what' the part is. What matters, is having the vision to 'see' what *might be* and have the **knowledge** to translate that into the manufacturing process.

One of our long-time customers lost a regular supplier of a critical part. We had been peripherally involved in the project so were aware of supply issues. The company gave us an opportunity to quote the part.



(L) The Finn Power TP2020 is a 33 ton high speed punch press. (R) The operator sets up the punches and dies before running the pile of sheet through the press.

Continued on page 9



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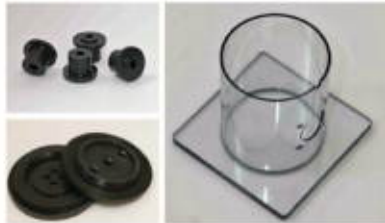
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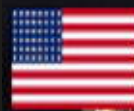
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To show just how closely we work with our

customers:

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Spot welding operator at work.



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Continued on page 11



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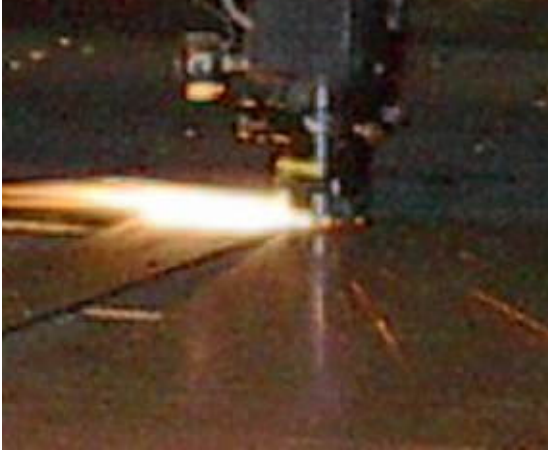
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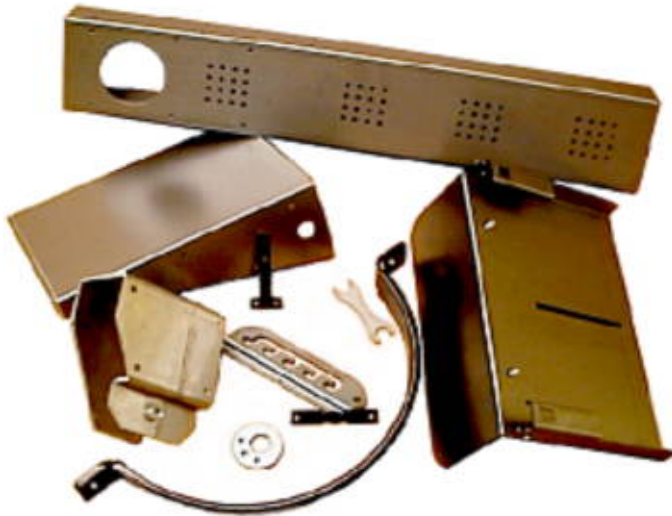
Precision sheet metal fabrication is not just about cutting or bending or welding a part. A great deal of what we offer is *customer service*: whether it is finding the right supplier of a particular spec finish, or holding a 3-decimal place tolerance, or making a short delivery window. It all becomes part of the total customer service Howard Products Inc. offers.

Of late, much has been made of '3D printers' and their capability. To be sure, when creating *very* precise, *very* expensive, critical parts for the biomedical or aerospace field, 3D printers can be a tremendous, though costly, asset. But for the 'run of the mill' prototype in sheet metal, 3D Cad Design is still the 'go to', cost effective method. Our Engineering Department can

Howard Products has a lot of well trained, experienced workers that know how to get jobs completed on time and with top quality.

'draw' a 3D part, flipping and flopping the view from an almost infinite variety of angles much more inexpensively than producing a 3D printed part. Often the creation of the original 'hard' prototype leads to more questions which need answers before a final design is approved. As 3D printer tools mature, their applications will become more wide spread and cost effective. We will continue to watch the development of 'new design and fabrication tools' to remain current with industry standards.

Innovation never stops with Howard Products. We continually update our processes to bring the best set of 'tools' to the fabrication pool. Let us help you kick-start that project, revisit that shelved item, or finally conquer that nagging manufacturing 'blip'. For more information, you may visit us at www.Howardproducts.biz, sales@howardproducts.biz or 508-757-2440.




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PRESS RELEASE

“Outstand Quality Management System!”

Dennis House, ISO Auditor for NQA

For the third straight year Howard Products has not only ‘passed’ it’s ISO 9001-2008 quality management systems surveillance, but earned an “OUTSTANDING” from NQA Auditor Dennis House.

During the closing interview, House informed Martha Hawley, Vice President and Director of Quality, “When I walk through the door of a client, I know how the audit is going to go. I can tell whether the company is on the ‘right track or not’. Your records are in order. Your facility is neat and clean. I can tell you understand the concepts of the ISO 9001-2008 Quality System and are implementing them. You have an outstanding Quality Management System.”

Hawley and all Howard Products employees work hard every day to embrace the concepts of “The RIGHT part, the FIRST time, EVERY time!” This begins with the conversations between engineering and the customer and ends with the follow up Customer Satisfaction surveys done every quarter. At each step of the process, everyone is committed to making the best product possible to customer specifications.

Management takes seriously their responsibility to examine the facility processes to ensure that those applications are reproducible according to customer requirement. Is the proper equipment in place? Are employees trained in their job functions? Are there backup systems for various processes? Is it a concern? Management *is always* looking for opportunities to continuously improve: the byword of Quality Manufacturing.

A further ‘tip of the hat’ came when, the same day, the Worcester Fire Department did an unannounced safety inspection. The Fire Department wants to orient firefighters to the lay out of the facility and make themselves aware of hazards which might be encountered.

The Captain commented: “This is a clean shop. Your safety lighting is in place. Your exits are well marked. Your aisles are clear and well-marked. I can see that you are running a safe business here.”

There you have it. Analysis from two unrelated outside sources. Howard Products demonstrates a commitment to safety as well as maintaining high quality standards. High praise and most appreciated.

Howard Products IS committed to safety and quality...and has been for over 69+ years. Our desire to strive for excellence has never dimmed. We have never chosen to ‘cut corners’ to reduce pricing. Our goal is to give our customer the best service: from our 39+years of engineering experience to our highly capable work force, to our facilities to our shipping and delivery. We are about doing our best every day.

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PRESS RELEASE

New England Lean Consulting, July 2017

Hartford, CT – New England Lean Consulting is excited to share an expanded array of services in an effort to help small-to-medium sized machine shops compete with their larger counterparts.

Aside from offering Lean training and consulting services, New England Lean Consulting also now offers Six Sigma training (Yellow, Green and Black belts), ISO compliance and Quality Management System training and guidance, Energy Efficiency audits as well as Manufacturing Engineering and Ergonomic Assistance.

“By adding these services, we’re able to be a true full-service provider to our manufacturing clients”, said Paul W. Critchley, President of New England Lean Consulting. “No other business consulting firm in New England offers all of these services. Typically when a client has a need, they have to sift through vendors who could possibly fulfill it, vet them all, quote those who are left, and *maybe* find one that can fulfill their needs. By being a “one stop shop”, we offer efficiencies and access to expertise that no other firm does, which helps our clients keep their focus on running their businesses.”

New England Lean Consulting is also an approved vendor for the various New England state’s workforce training grant programs, which gives manufacturers access to government funds that help offset training costs. “We’re proud to be associated with these programs”, Critchley said. “For many of our clients, access to these grants is vital to their futures. Without these programs, the costs of training on the latest tools and techniques is simply too high. However, without training, you’ll eventually fall behind and be uncompetitive. Accessing grants that cover up to 50% of training costs is a huge boost for the smaller shops that we serve, and helps keep them competitive in a difficult manufacturing market”.

New England Lean Consulting is located in Ellington, CT and specializes in providing business consulting services to small-to-medium sized manufacturers. Website: www.newenglandlean.com Call: (860) 335-4787 Email: paul@newenglandlean.com



Paul Critchley speaking at Eastec on “Setup Reduction”

Uncle Willy's Funny Bone Gateway Humor

Grandma Generation Gap

My granddaughter came to spend a few weeks with me, and I decided to teach her to sew.

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"You mean you can do all that, but you can't operate a cell phone?"



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- Ninety percent of being married is just shouting "What?" from other rooms.
- They should make an alarm clock that sounds like a dog ready to vomit; nothing makes me jump out of bed faster ...
- Don't give up hope; there's a chance the inevitable won't happen.
- The best cure for insomnia is to get a lot of sleep.
- It pays to buy things you dislike; they last much longer.
- I used to eat a lot of natural foods until I learned that most people die of natural causes ...

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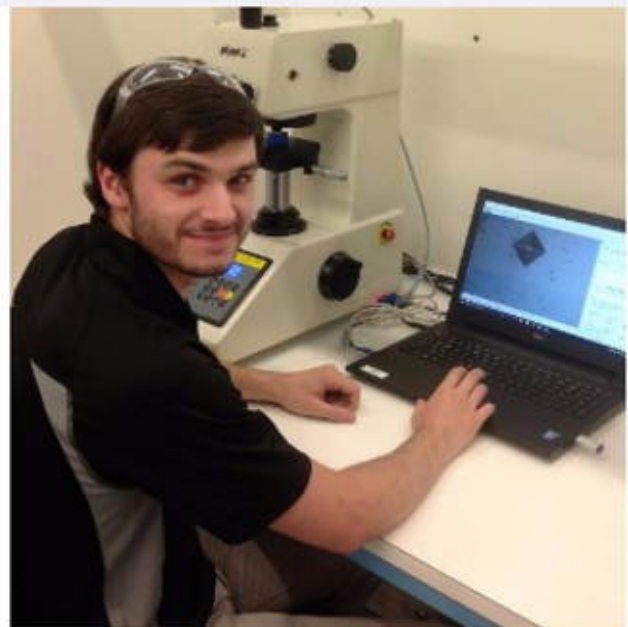
PRESS RELEASE

Please join us in welcoming...

Sturbridge Metallurgical Services Inc., an aerospace approved materials testing laboratory located in Sturbridge Mass, is pleased to announce the recent hiring of WPI graduate, Mr. Richard Coffin of Pleasant Valley New York, as a full-time Materials Testing Engineer.

Ricky received his Bachelor of Science in Mechanical Engineering with a minor in Chemistry and a concentration in Material Science in May of 2017.

SMS Inc. Lab Manager, Craig Mitchell stated, "During the time he spent with us as an intern last summer, it became clear that Ricky has the necessary abilities and a healthy desire to learn about a wide range of materials and processes. This will be vital to his success here, as we continue to broaden our range of testing services".



Ricky will also continue his education at WPI, as he completes his Masters in Material Science in May 2018.



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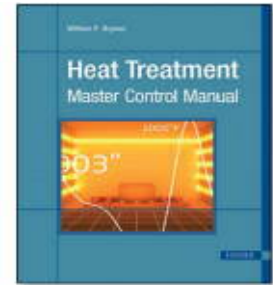


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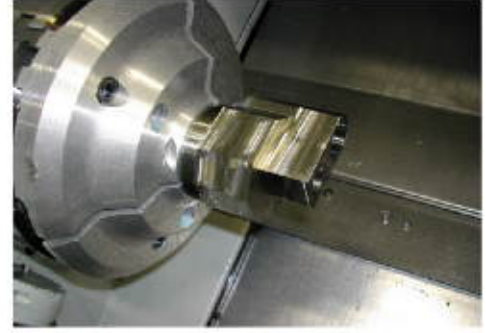
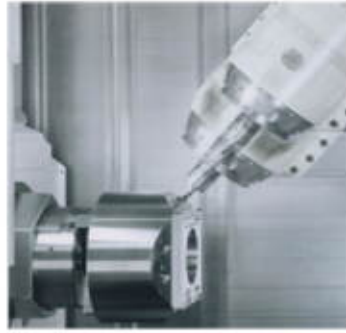
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