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# UNITED METAL SOLUTIONS

East Hartford, CT

Story creation and submission by United Metal Solutions

**U**nited Metal Solutions (UMS) was created in January 2014 as a specialized division of United Steel, Inc., New England’s largest fabricator and erector of structural steel and miscellaneous metals. At its inception, UMS was created to maximize available capacity on United Steel’s large fabrication machines (including a plate duplicator and a 3-axis plate machine as well as plasma, laser and waterjet cutters) located in its 170,000 square-foot automated facility. UMS’s highly skilled machinists quickly began creating quality aluminum, stainless steel and carbon steel parts and products for manufacturers in the aerospace, transportation and other industries throughout the Northeast. Today it specializes in the processing and fabrication of simple parts, component parts, sub-assemblies and completed OEM products.



***UMS technician uses a computerized bending machine to complete a customized pipe project.***



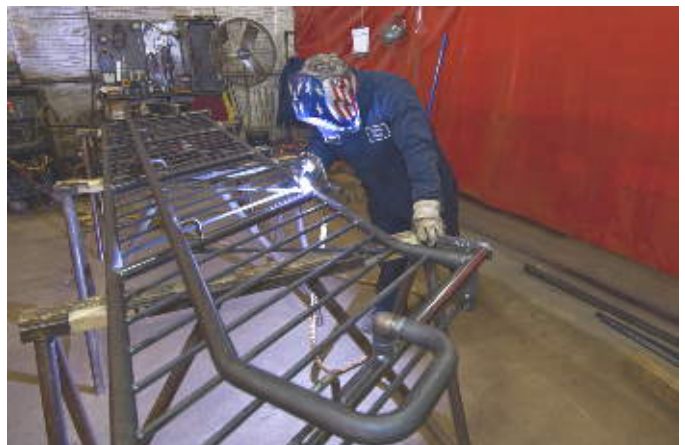
***UMS tradesman operates a high-speed plasma/oxy machine, which is capable of drilling, milling, tapping and doing countersunk holes from ¼”-3” material.***

UMS is a very hands-on company that focuses on quality outputs and exceptional customer service. The company thrives on solving customer problems and meeting challenges, and has the capabilities to meet delivery timelines and provide competitive pricing. More than once, its impressively fast turn-around times have kept customers on their own production schedules.

Kyle Corneau heads up UMS, building on his background as an estimator, project manager,

purchasing manager, CNC programmer, equipment manager, lean leader and machining department scheduler. Working in the steel industry as well as heavy highway construction and curtainwall industries, Kyle has recommended and implemented lean improvements and integrated low-cost, high-end steel processing systems designed to maximize workload (decreasing costs while reducing lead times and rejected parts).

In order to deliver the best quality product, UMS installed a new 7,000 square-foot clean room to be able to create an optimal work environment free of carbon steel – helping preserve the integrity of its aluminum and stainless steel products.



***Welding stair handrails is a specialty at UMS.***

*Continued on page 7*



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***Kyle Corneau, vice president of business development at UMS, stands above the fabrication area.***

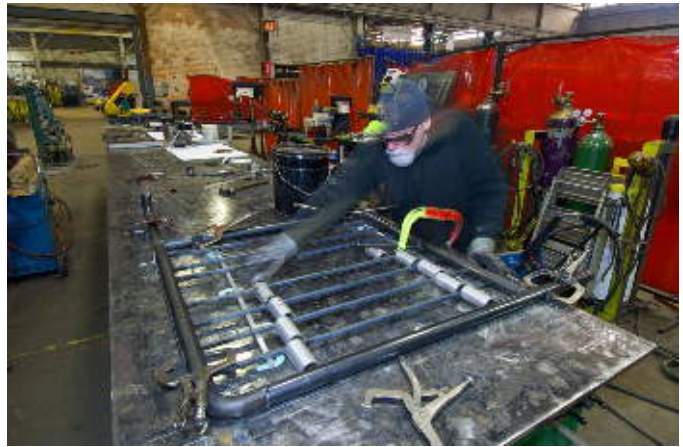
The company’s high-tech machinery and skilled machinists allows it to offer cutting, milling, drilling, tapping, countersinking and welding of different metals. The company is able to assemble a wide variety of parts, products and prototypes, taking on nearly all jobs ranging from long-run fabrications to low-volume projects to “one-offs.”

UMS views its relationship with customers as its most important asset – and works to be a partner on every project. This is why the company often consults directly with customers upfront to discuss product specs, review plans and solve possible production challenges. UMS is also able to purchase materials at competitive prices, and/or offer installation of final pieces if needed. UMS maintains open lines of communications with customers throughout this process to be sure delivery (which UMS offers throughout New England and New York) is on time and on budget. No surprises!



***Another UMS tradesman runs the 3 axis, high-speed drill.***

Through the unique relationship UMS has with United Steel, UMS has access to skilled workers, experienced estimators and project managers, and high-end equipment – which gives it the capability to meet an impressive variety of metal jobs (including specialty and rush jobs, when necessary). UMS has the scheduling and estimating experience to create realistic production timelines for every job; however, more importantly, it has direct, daily communication with schedulers at United Steel so it can ensure even the tightest deadline is met (“jumping the line” when necessary). UMS also enjoys the benefits of United Steel’s large buying power and relationships with other manufacturing and specialty painting companies – giving it the advantage of passing along cost savings to customers.



***UMS fits up many hand rail systems, as pictured here.***

UMS proved its turn-around capabilities when one major client, Permasteelisa Group, needed more than 40 steel plates machined with counter-sunk, tapped holes for an immediate production job. After receiving the completed order in under six hours, the company’s production planning manager, Tim Shea, said “UMS’s exceptional turnaround time, reliability and door-to-door service is top notch and second to none in the Greater Hartford area.”

The company has a broad range of in-house capabilities for manufacturing carbon steel, stainless steel and aluminum parts and products. These include:

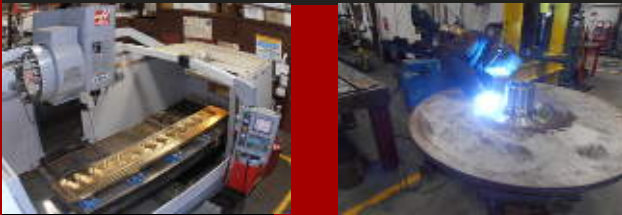
- ◆ Tube / Pipe Coper for tubes up to 4" in dia. and pipes up to 6" in dia.
- ◆ Plate Duplicator that can mill, drill, tap and countersink holes in material from ¼" to 3"

*Continued on page 9*



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Additionally, UMS enjoys strong relationships with metal finishing companies who are able to offer specialized services such as galvanization, Epoxy and CARC coatings, high-temp aluminum coatings, along with blast and painting.



*UMS has full access to all machinery and capabilities available on the shop floor at its parent company, United Steel Inc.*

As a relatively new company, UMS bases its experience on the vast credentials of its parent company, United Steel (which is AISC certified, the equivalent to ISO9000 in the steel fabrication industry). Founded in 1974, United Steel has 183 employees working in a 170,000 square-foot manufacturing facility in East Hartford, Conn. United Steel has built massive structures for Lego, Mohegan Sun, University of Connecticut, and countless other private and public organizations, and has earned many awards and

accolades along the way (including the Hartford Courant's "Top Place to Work" award in 2014 and 2015, and the Hartford Business Journal's 2015 Family Business of the Year award).

UMS lives up to United Steel's core values and mission statement (outlined below) and successful management style – with an intense focus on quality. Delivering superior products with exceptional service is the reason United Steel has been so successful, and UMS follows that formula carefully.

The Mission Statement of UMS is to focus on:

- ◆ Customer relationships
- ◆ Building value through professional communication, teamwork, and dedication
- ◆ Continuous improvement
- ◆ Investing in process improvements and innovative technology to grow our competitive advantage
- ◆ People development
- ◆ Investing in a safe, creative and enjoyable culture which encourages our people to grow in a rewarding environment

This all places UMS in a great position to be agile, creative and independent, but with immediate access to resources, machinery, and skilled technicians to quickly and efficiently meet the needs of customers. Through these strengths, UMS sets itself apart from other regular metal processing and fabrication shops.



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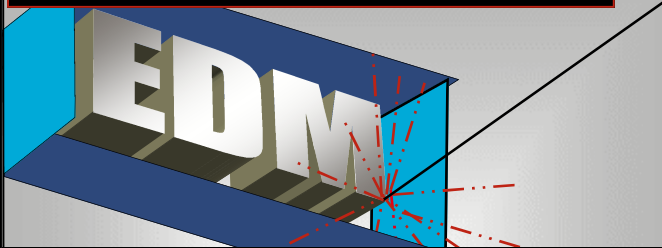
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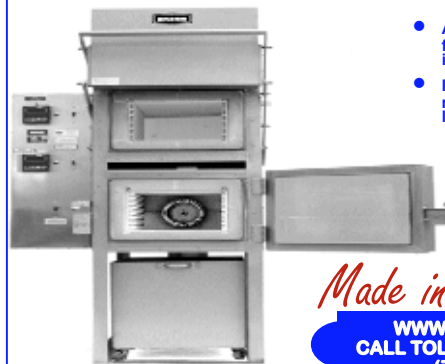
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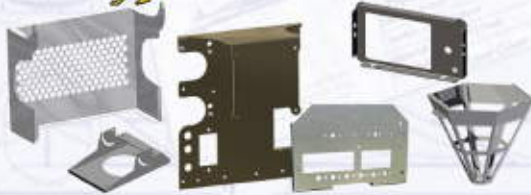
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# PRESS RELEASE

## Northeast L.E.A.N. Conference Announces Keynote Speakers Art Byrne, John Shook, Dr. Eric Dickson & Steven Spear

Newton, MA – July 7, 2016 – GBMP, organizer of the Northeast L.E.A.N. Conference, announced today that keynote speakers for its 12<sup>th</sup> annual event being held on October 4 and 5 at The DCU Center in Worcester, Massachusetts. The Northeast L.E.A.N. Conference provides the best opportunity all year for manufacturers to learn from peers and industry experts.

“This year’s conference is dedicated to interactive learning, sharing and networking; we’re particularly excited that each of our keynote speakers is a hands-on lean leader who understands and can convey to our audience the details of lean as well as the bigger picture of the cultural transformation required to achieve operational excellence, to increase productivity and operate profitability in New England and to create economic growth and jobs in the region”, said Bruce Hamilton earlier today, President of GBMP.

Art Byrne began his lean journey in 1982 as GM of GE’s High Intensity and Quartz Lamp Department. As an executive for The Danaher Corporation he was instrumental in introducing lean to all of the then 13 Danaher Companies. He was trained in the Toyota approach by four mentors, all of whom had worked directly for Taiichi Ohno, the father of the Toyota Production System. As CEO of The Wiremold Company, Art led an aggressive lean implementation resulting in a Shingo Prize for Manufacturing Excellence and an enterprise-wide increase in value of nearly 2500% in just ten years. In 2013, he published “The Lean Turnaround” which details his approach to leading lean conversions in over 30 companies in 14 different countries. Art’s new book “The Lean Turnaround Action Guide” will have its worldwide launch at the conference and every attendee will receive a free copy. During his presentation, Art will discuss how to tactically implement his lean leadership strategies.

John Shook is Chairman and CEO of The Lean Enterprise Institute and best-selling co-author of “Learning to See”, “Kaizen Express”, and “Managing to Learn”. John learned about Lean while working with Toyota in 1983 where he was the first American employee at Toyota’s world headquarters and their first American *kacho* (manager) in Japan. He also served as Deputy GM of the Toyota Supplier Support Center (TSSC), which helps automotive suppliers implement lean manufacturing. John’s keynote, “Lean WX”, will focus on how to design worker experiences to create world-class organizations that learn to learn.

Eric Dickson, MD, MHCM, FACEP, is Professor of Emergency Medicine at the University of Massachusetts Medical School and CEO of UMass Memorial Medical Center, the largest health care system in Central and Western Massachusetts. Dr. Dickson will describe his personal experience in leading a Lean transformation during a time of organizational chaos, primarily focusing on the importance of defining True North for *any* organization, creating visual management systems and transforming your army of problem identifiers into an army of problem solvers.

Steven Spear is a Senior Lecturer at the MIT Sloan School of Management and the Engineering Systems Division at MIT. He is also a well-recognized expert on TPS. His article, “Decoding the DNA of the Toyota Production System” has become part of the lean manufacturing canon. Spear’s 2010 book, *The High Velocity Edge: How Market Leaders Leverage Operational Excellence to Beat the Competition* received The Shingo Research and Professional Publication Award. His presentation will address why so few companies define themselves as competing at what he calls “learning speed”, where all work is knowledge work and all workers are knowledge workers.

The annual event was created by the non-profit GBMP to provide information and inspiration to lean practitioners from the manufacturing industry in New England - from those just starting a lean initiative to seasoned lean leaders. The practical learning format features keynote, breakout, panel and poster presentations, peer-to-peer discussions, hands-on simulations, interactive learning and sharing, and unlimited networking opportunities for more than 600 attendees each year. This year’s theme, “Lean-By-Doing: Accelerate Continuous Improvement” emphasizes the tacit nature of implementing lean, the importance of tying together the technical and social sides of lean, the significance of management’s involvement and the ability of organizations to sustain the gains. The Silver Toaster Award is presented annually at the conference to one outstanding employee who has embraced lean, performing his or her job always with lean in mind, who helps others implement lean concepts and who exemplifies the Vision, Values and Standards of the Award.

The conference will be held on Tuesday and Wednesday, October 4-5, 2016 at the DCU Center in Worcester MA. More information, including the complete agenda, session abstracts, exhibit and sponsorship opportunities, where to stay, how to buy tickets, group and student discounts, and The Silver Toaster Award nomination form (nominations are due no later than August 5, 2016), is available online at [www.NortheastLeanConference.org](http://www.NortheastLeanConference.org).

**About GBMP**..... GBMP (The Greater Boston Manufacturing Partnership) is a not for profit offering customized Lean and Six Sigma training with a mission to increase global competitiveness and employment opportunities in the United States. GBMP is a licensed affiliate of The Shingo Institute with 4 certified instructors on staff. GBMP also produces the annual Northeast L.E.A.N. Conference which attracts more than 600 manufacturing professionals from around the country each autumn in New England, now in its 12th year. GBMP provides a membership community for Lean practitioners from manufacturing, healthcare, insurance and other industries and produces an award-winning library of Lean training materials comprised of more than 30 DVDs (available for purchase at [www.shopgbmp.org](http://www.shopgbmp.org) or streaming by subscription at [www.leanflix.org](http://www.leanflix.org)), games, manuals and workbooks, including Toast Kaizen, the #1 selling Lean training video in the world. Learn more at [www.gbmp.org](http://www.gbmp.org)



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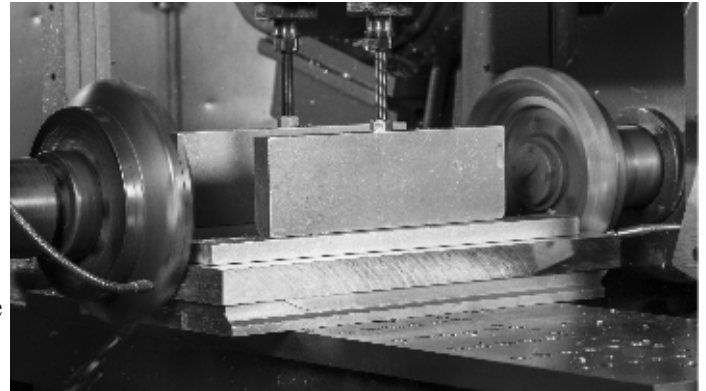
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### TCI Precision Metals Adds Latest Duplex Milling Technology

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TCI Machine-Ready Blanks are milled in width and length using the THV430's specially designed twin spindle in one setup instead of two. This reduces set up time and increases efficiency. One or more Machine-Ready Blanks can be produced together, up to the machines overall dimensional capacity of 16.93"W x 16.93"L x 5.91"H. The value is passed to TCI customers through shorter lead-times and competitive pricing. Quality from TCI Precision metals is a given, of course.



“At TCI we continuously refine our equipment and processes to maximize quality and efficiency. As a result, we are able to provide customers with cost effective, high value, Machine-Ready Blanks that can reduce a shop's overall cost by as much as 25% on a given production job,” said Ben Belzer, President of TCI Precision Metals.

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A guy walks into a shoe store and asks for a pair of shoes, size 8. The obviously well-trained salesman says, "But sir, you take an 11 or eleven-and-a-half."

"Just bring me a size eight and I'll explain!" the man replies.

The sales guy brings them and the man stuffs his feet into them and stands up in obvious pain. He turns to the salesman and says, "I've lost my house to the I.R.S., I live with my mother-in-law, my wife ran off with my best friend and my business has filed Chapter 7.

The only pleasure I have left is to come home at night and take my shoes off."



## The Gateway Magazine

Bill Bryson, President

The Gateway 336 Governors Road, Milton, NH 03851

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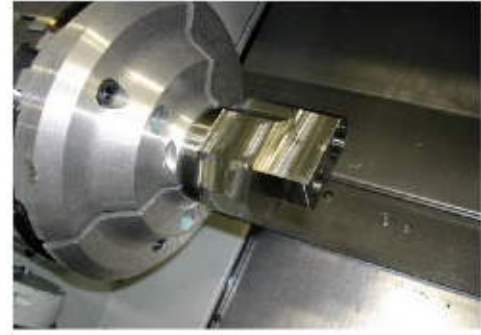
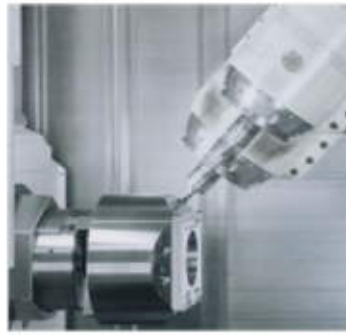


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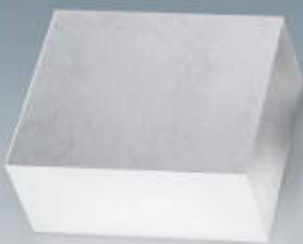
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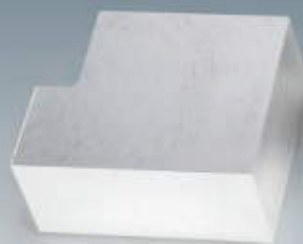
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