

METALWORKER

Arizona, Nevada, and New Mexico Edition



SSI (Service and Sales Inc.) is A Prime Defense and Aerospace Contractor's Ideal Supplier



SSI (SERVICE AND SALES INC.) IS A PRIME DEFENSE AND AEROSPACE CONTRACTOR'S IDEAL SUPPLIER



SSI is an ideal supplier to the aerospace and defense industries for so many reasons, including but not limited to the following:

- They are a woman-owned business.
- They have longevity in business - more than 40 years to be exact.
- They are a machine shop and a fabrication facility, all in one. They offer fabrication, specializing in tube assemblies, mechanical and electrical assemblies and special processing such as welding. Their machine shop offers precision CNC and manual machining capabilities in-house, which means they manufacture complete assemblies. Literally the only thing SSI outsources is special processing. Everything else is done in-house.
- Their customers, who number in excess of 30, are either prime contractors (e.g. the government), or they are Tier 1 suppliers to the government (e.g. Boeing, Lockheed Martin, Orbital, Goodrich, Raytheon).

"I have been using S&S for many years now, and even more so the last couple of years. They are a really good shop, and the accuracy of their tube bending is above reproach. Tube bending, though more numerically done now, is still a bit of an art, and the team at S&S is outstanding. They have never failed us over the years, and in fact, I talked my company out of spending substantial money to buy our own tube benders, because S&S just does it so well."

Senior Product Engineer, Orbital

- The company is well respected in their field. A substantial portion of their business is built on long term contracts, which currently extend out to 2013. Additionally, they are an authorized Honeywell licensee.

- Their Supplier Score Cards and Accolades demonstrate Excellence in Quality and On-Time Delivery, with typical grades of 99.9%. They additionally received the Boeing 'Performance Excellence Award' 2 years in a row, a distinction that is awarded to less than 350 of Boeing's approximately 13,000 suppliers. Boeing also selected SSI for their Mentor-Protege Program, where SSI was able to learn and implement the principles of lean manufacturing.

- They are NADCAP certified for welding and have been certified to ISO9001 and AS9100 for many years now. They are additionally ITAR registered.

- SSI has a very experienced team of 43 employees and their turnover is exceptionally low. In fact, the aver-





age employee has 8 years of tenure with SSI, one-third of the team has been with SSI for more than 10 years, and their management team of 5 has on average 28 years with the company! The management team consists of Tammy Fryer, Scott Papp, Joe Woods, Barry Breitenbucher, and Herb Lawrence.

The management team credits their outstanding percentage of repeat business with their employees,

"Quality, integrity, and on time delivery combined with unmatched customer service makes Service & Sales one of the best suppliers in the valley."

**Procurement Manager,
AZ Aerospace/Defense manufacturing**

who all have years of expertise manufacturing parts for their customers.

The company was founded in 1970 by Joe Stepanski, a degreed accountant. At its inception, its business model was buying and selling surplus government products.

Over the years, SSI found that it was increasingly outsourcing machining to job shops throughout the United States, and so SSI expanded its business with an in-house machine shop.

Scott Papp, President of Operations today, joined SSI in the early 1980's. When Joe made the decision to expand into machining for his customers, Scott went to

school to learn the trade. And so a machine shop within SSI was formed, and their particular specialty was tube bending.

Joe's 8 children and his former wife were all active in the business throughout the early years. Two sons In particular, Guy and Dave Stepanski, had over approximately 50 years combined In the business. Guy Stepanski took on a leadership role when Joe retired in 1994. Guy became president, Scott became Vice President of Operations, Dave handled Contract Management and Tammy utilized her degree and experience in accounting to run the financial operations within the company.

Guy sadly passed away at an early age with cancer, and Tammy and Scott took over as co-Presidents of the company. Dave has since retired and moved to Montana.

The company is thriving, and in fact their 2009 was, by Tammy's account, outstanding. "We made a strategic decision years ago to grow to the next level, and we've continued to make capital equipment investments in our company, including two new Horne tube benders and a Mitsubishi laser just this past year," Tammy said. "We are additionally building out our facility, from its current 15,000 square feet to a planned 30,000 square feet," she continued. Scott elaborated, "We believed that if we built it (the business), they (the customers) would come. And, thankfully, that continues to be the case."

SSI's Precision Machining Capabilities

SSI provides precision CNC and conventional machining from a single source. Machined parts made from plastic, stainless steels and aerospace alloys can be



assembled into sub-assemblies or complete products. Their services also include plating, painting and any specialized processes to insure their customers' complete products are manufactured at a single source.

SSI specializes in operations include rigid tapping, honing, and lapping to obtain finishes and hold tolerances on their customers' most demanding requirements.

Whether aluminum, magnesium or high strength alloys - in castings, forgings or bar stock - SSI's fully equipped CNC machining centers enable them to provide the highest quality finished product, with capabilities to 4 axis.

SSI has the precise and dependable CAD/CAM capabilities their customers require. Their graphics software system supports most drawing file types (SURFCAM, SOLIDWORKS, IGES, and CATIA), that can be downloaded to their CAM system for entirely automated production CNC machining and manufacturing.

"ShockRide is a Defense business producing life saving energy attenuating seats for the defense Department. Our relationship with SSI has developed over the past three years and was born out of the critical need for suppliers to take on challenging metal fabrication work of highly engineered military mine blast seat system components that are saving the lives our Troops engaged in Afghanistan and Iraq. ShockRide is proud of the work that SSI has done to qualify and meet rigorous quality and performance standards, and do it competitively."

**Vice President & General Manager,
ShockRide**

SSI's Precision Tube Assemblies

SSI's team of seasoned technical experts produces tube assemblies for the most demanding markets including the aerospace and defense industries. SSI's customers



demand reliability, on time delivery, and quality products to their unique and exacting specifications. They know that SSI's total systems approach to specialized tube assembly technology enables them to fill their intricate production needs.

Precision tube assemblies are welded by SSI's experienced and certified welders, and their ability extends into total fabrication of fixtures and weldments.

SSI possesses approvals with many of the major prime contractors, therefore broadening their ability to assist most military and defense customer requirements. SSI incorporates its total systems manufacturing capabilities to produce precision tube assemblies to customers' specifications within a single location. From conceptual designs to product shipment, they provide a total fabrication facility with lot control responsibility.

SSI's tube bending department is equipped to manufacture tube assemblies in-house that require bending, flaring, beading, swaging, and/or welding on flanges or ports. The company has an extensive inventory of standard bending tooling, but if a customer requires specialized tooling, they will design and manufacture the tooling for the job.

For more information on SSI, contact Joe Woods or Herb Lawrence at (480) 968-9084 or go to their website at www.ssi-mfg.com.

