

Oklahoma round table matches 'primes' with desirable suitors

The event organized by CASQ gave local aerospace manufacturers an opportunity to present their capabilities to Department of Defense prime contractors.

BY JENNIFER PALMER jpalmer@opubco.com  0
Published: November 2, 2011

DEL CITY — A speed dating-style round table to match aerospace suppliers with prime contractors resulted in new, budding relationships, officials say.

Held last week in Del City, the Center for Aerospace Supplier Quality's Prime Contractor Suppliers Roundtable gave local companies an opportunity to tout their manufacturing capabilities to Department of Defense prime contractors such as Boeing, AAR and Lockheed Martin.

The reverse of another popular business-to-business event, Tinker and the Primes, the CASQ round table allowed suppliers to make presentations while the "primes" listened and asked questions, said Vic Bird, director of the Oklahoma Aeronautics Commission.

"They were extremely impressed," Bird said. "They had no idea there were these capabilities in the state of Oklahoma."

Only AS9100-certified businesses were invited to the free event and 21 participated (there are 54 statewide).

An AS9100 certification means the business has met certain quality standards specifically for the aerospace industry.

Allen Shipes, site manager for the Midwest City office of Logistic Specialties Inc., which oversees the CASQ program, said he's already facilitated follow up meetings for some of the companies.

"It was 100 percent successful. Everyone walked away with a lot of handshakes and agreements," he said.

With so many big aerospace companies operating here, it makes sense for them to source from local suppliers, but often the contractors aren't aware of what is available to them, Shipes said.

Advantages to the suppliers include lower costs.

"They aren't a plane ride away.

"They are a cup of coffee and a short drive across town," Shipes said.



Show / Hide Comments

Legend Handicapping

Performance NFL Based Handicapping
www.legend-handicapping.com

Ads by Yahoo!

Local School

Find School Near You. See Actual Customer
Reviews!
Local.com