

# WHY

# ALLIANCE INNOVATIVE PRECISIONMACHINING

It is true that we can machine nearly anything and tackle virtually every specification or requirement you throw at us, but those aren't the only reasons to establish a relationship with Alliance Innovative.

We have been the go-to company for difficult close tolerance precision work for over six decades.

Our unique relationship with our approved suppliers ensures we get the job done fast with the highest quality materials available.

110 total operating hours per week.  
2000 hour production capacity across our machines.

With over 60 years in business, we have the experience to solve any major challenge across all markets we serve.

We have done things with our machines that our competitors thought were impossible, on time and defect free.

Hardly a machine in our facility has not been reinvented to do more than it was designed to do.

Our genuine commitment to continual improvement keeps us in perpetual motion toward improved speed, quality, and price.

ISO9001 and AS9100 certified, registered and audited by the world leader in quality registration: Bureau Veritas Certification.

Our commitment to constant communication means you are always in the loop when you work with us.

IF YOU NEED  
**COMMITTED OUTPUT**

IF YOU NEED  
**VERSATILE INNOVATION**

IF YOU NEED  
**WORLD CLASS SERVICE**

## MAKE ROOM FOR US ON YOUR VENDOR LIST

AND WE'LL MAKE YOU WONDER  
WHY THOSE OTHER NAMES ARE STILL ON IT.

For over sixty years, industry has turned to Alliance Innovative Manufacturing for precision machining.

Based in the Buffalo, New York area, Alliance Innovative has established an unparalleled reputation for quality and precision that expands far beyond our Western New York roots.

# SERVING THE AEROSPACE, POWER TRANSMISSION, ENERGY, OIL & GAS, INDUSTRIAL, COMMERCIAL, AND COMPRESSION INDUSTRIES FOR OVER 60 YEARS.

## PRODUCTION MANAGEMENT

Bar coding technology for efficient routing and traceability; daily GEMBA production walks to flag potential obstacles; advanced scheduling systems to improve lead time estimation and responsiveness to change-orders. We have staff devoted exclusively to the tasks of scheduling and routing, and the formal outside training they receive maximizes the effectiveness of these management tools.

Our Production Management routines positively impact job prioritization, data-driven lead time and delivery estimates, and the automation of material purchases. When you have questions about your order, we can provide honest, accurate answers.

As you know, every order you send a job shop is a custom order. An entire shop full of short run custom orders can become chaotic without the right tools and management system in place. Our Production Management routines tame potential chaos and respect your lead time and delivery requirements. As always, we strive to exceed your quality expectations and we work hard to build a quality record that outshines that of any competitor.

# EVERYONE ROWING IN THE SAME DIRECTION

Alliance Innovative is certified to the ISO9001:2008 and AS9100B standards. We pledge unyielding attention to the superior quality and reliability of our systems, service, and products. We vow to maintain our innovative attitude toward constant improvement in efficiency, accuracy, and responsiveness to your needs.



**Alliance**  
Innovative Manufacturing Inc.



# TAKE ACTION

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200B

# PRECISION

ALLIANCE INNOVATIVE  
PRECISION MACHINING

28" D x 80" L 40" D x 10" L  
MAX ENVELOPE 22" D x 118" L 32" D x 10" L  
CAPACITY 700 HRS/WK

## TURNING

MAX ENVELOPE 60" x 36"  
CAPACITY 500 HRS/WK

## MILLING

ID OD SURFACE  
MAX ENVELOPE 21" D x 80" L  
CAPACITY 200 HRS/WK

## GRINDING

Through certified outsource partners, Alliance Innovative can handle the complete part, including Heat Treating, Welding, Specialty Threads, Plating, Liquid Penetrate, Mag Particle, and more.

## EDM

MAX ENVELOPE 27.5" H x 15.75" W x 20" D  
CAPACITY 100 HRS/WK

## BORING

MAX ENVELOPE 24" D x 100" L  
CAPACITY 300 HRS/WK

## HONING

MAX ENVELOPE 25" x 120"  
CAPACITY 100 HRS/WK

HANDLING PARTS 1/16" D TO 40" D

We can acquire or modify the machine to fit the needs of the part  
We can work with any material and we can handle the complete part

Alliance Innovative can expertly tackle the entire range of production needs from prototypes to high volume fabrication.

THEY CALLED IT A  
NASTY PIECE OF WORK.

WE CALLED IT  
MISSION ACCOMPLISHED.

### MACHINES

CNC Turning Center  
Turret and Engine Lathes  
EDM Equipment  
Horizontal Mills  
Vertical Mills  
Hones  
Grinders  
Drills  
Saws  
Keyseater  
Engraver  
Press

### MATERIALS

Alloy Steels  
Aluminum  
Carbon Steel  
Cast Iron  
High Nickel Alloy  
Titanium  
Stainless Steel  
Plastics  
And virtually every exotic metal

WE SPECIALIZE IN VERSATILITY  
CAPABILITIES GO BEYOND A SIMPLE INVENTORY OF MACHINES—IT IS THE  
EXPERIENCE OF THE OPERATOR AND THE INNOVATIVE ATTITUDE OF THE COMPANY.

# WE'VE DONE THINGS WITH OUR MACHINES THEY DIDN'T THINK WERE POSSIBLE.

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## CNC Turning Center

Okuma #LC-40 23.62 Swing 40" between centers  
3/8" Bar  
Okuma #LB-15 1.785 Bar Feed  
Okuma #LU-45 26" Swing x 118" between centers  
Okuma #LB10  
Okuma #LB15 Big Bore 2 5/8" Bar Feed  
Okuma #LC 40 3/8" Bar  
HAAS SL-40 Long Bed Big Bore

## CNC 8 Axis Cutter Grinder

ANCA TGX 8 Axis CNC  
ANCA TG7 8 Axis CNC  
ANCA TG7+ 8 Axis CNC  
TruTech 3 Axis CNC Centerless Profile

## Drills

Sensitive Drill Micro Drill Press (.005 dia-.125 dia.)  
Asguth Radial Drill 4' Arm x 6' High  
Rockwell Drilling & Tapping Machine  
ETTCO Erinick Vertical Tapping Machine  
Powematic Column Table & Motor

## Keyseater

Morrison 1" wide x 9" stroke

## CMM

Starrett RGC-4028-24 28" x 40"

## Grinders

SMTW Cylindrical 20" OD x 80" BC  
Cavel Cylindrical OD 6" x 12" BC  
Grisetti Universal Grinder 12" OD x 32" BC  
Heald #272 Internal Grinder 18" Swing  
Norton Plain Cylindrical Grinder 6" OD x 12" BC  
Delta Magnetic Table Surface Grinder  
Thompson Magnetic Table Surface Grinder  
Lima Tool Grinder Double End  
(2) Stanley Tool Grinder  
Millport Surface Grinder 12" x 24"  
Vertical ID Grinder 30" Swing 20" Height

## Hones

Sunnen Hone Vertical 22" x 19-21" Lg.  
Sunnen Hone Horizontal  
Sunnen Hone Horizontal  
Vertical Hone 24.5" dia. x 6' length  
Sunnen HL-120 Horizontal Hone

## EDM

Charmilles Technology Robofil 510  
27.5 x 15.75 x 20" Thick 2 Ton Table Capacity

## Engine Lathes

Hankook Heavy Duty 25" Swing x 120" Centers  
Southbend 16" with 8' Bed  
(2) Southbend 16" with 6' Bed  
Southbend 17" with 8' Bed  
Mori-Seiki 24" with 8' Bed  
Victor 20" x 8' Bed Gap Type, 28" Swing  
Victor 20" x 80" Center, 27 1/2" Swing  
Jet 15" x 48" Center (mimic tracer)  
(2) National 32" Swing x 120" Centers (mimic tracer)  
(2) Mazak Heavy Duty 34" Swing x 160" Centers

## Lathes

Turret Lathes  
Southbend 14" 1/16"-1 1/8" Bar & Chucker  
Derbyshire 0—1/2" Jeweler Turret Lathe  
Hitachi Seike, 4A 2" Bar & Chucker x 17" Swing  
Mills: Horizontal  
CNC Okuma 4VA Vertical Mach Center  
Okuma MC-V4020 Vertical Mach Center  
CNC Okuma 5VA Vertical Machining Center  
TOS 3 1/8" dia. Spindle Horizontal Boring  
Fritz-Warner Turntable with Vertical Head  
US Machine Tool Motor Gear Box Hand  
US Machine Tool Hand Mill  
DevLieg Jigmill 3" Spindle, 48"Lx16"Wx36"H

## Mills: Vertical

Lagun FTV-1 with Digital Readout  
Lagun FTV-1 with Digital Readout  
Lagun FA-3LA with Digital Readout  
Kasuga Horizontal/Vertical Heads, Digital Readout

## Saws

Delta Abrasive Cut-off  
Kalamazoo Vertical Bandsaw with welder  
Marathon Cut-off  
Hyd-Mach Model S-20A 13" Automatic feed Cut-off

## Additional Equipment

Epilog Fibermark 24" x 12" 20 Watt Laser Etcher  
New Hermes Engraver, Complete  
Wilson Press, Vertical 50 Ton Hydraulic  
Niagara Press, Model 102 Complete  
Lapmaster Bench Type, 14" Wide x 13" High  
Towmotor 4,000# Lift Cap.  
Big Joe 1,000# Lift Cap.  
Demagnetizing Unit

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# QUALITY ASSURANCE

# MANAGEMENT SYSTEM

## PURCHASING

All of our suppliers must meet strict quality requirements. Materials must be in compliance with safety and environmental regulations.

## 1. PROCUREMENT GUIDES

We strive to meet your high quality standards, and we require the same from our suppliers.

An expectation of consistency and excellence is standard in our purchasing actions, and your supply chain is made stronger through us.

## 2. MATERIALS

The part is only as good as the material from which it is made. Only the highest quality materials are accepted into our facility.

There are subtle differences between high quality and average materials.

Our superior experience is what enables us to know the difference.

## 4. AUDIT

Product quality and system efficiency are monitored physically and electronically at every step in the process.

## 3. TRAINING

Our cross-trained machinists know their craft well, and are primed in the art of innovative problem solving.

More qualified minds means higher accuracy and consistency built into every part, every time.

## INSPECTION

Two full-time Quality Control Specialists monitor every part produced before approved for shipment.

Measurement performed on a Starrett Coordinate Measuring Machine: 24" Height Capacity, 30" x 40" table.

## 5. DOCUMENTATION

Certificate of Compliance is standard. Full inspection reports available upon request. Any and all quality documentation you require can be provided.

# A + QUALITY

Alliance Innovative will deliver parts to our customers on time, defect free, and to the absolute satisfaction of the customer, while aiming to continually improve all processes and functions of the company.

Even if you are not required to use certified vendors, you benefit from the world-class quality, efficiency, and customer satisfaction requirements to which we are certified. We employ frequent Kaizen events, bar coding technology, intensive in-process inspection, and daily GEMBA production walks to prevent missed operations and flag obstacles before they occur.

## CONTINUAL IMPROVEMENT

Any vendor who has a negative attitude toward continual improvement will eventually discover that they are no longer competent, competitive, or qualified to be serving you.

We understand that your priority is to get the best price, but it does not have to be at the expense of quality. Continual improvement agendas are aimed at reaching near-perfect efficiency, so the vendor focused on long-term continual improvement will be the vendor who can most consistently save your company money while also keeping the engineering and quality control staff satisfied.

**QUALITY IS NOT JUST FOUND  
IN THE WORK PERFORMED.  
IT'S AN ATTITUDE.**

Data-Driven Decision Making

Developed Corrective / Preventive Action Program

Systems standardization / Process Control

Quality leadership and LEAN Manufacturing mentality are dispersed throughout every process and every department of our entire organization



## BACKGROUND



**ISO9001:2000:** An international standard for quality management, based on eight quality management principles:

- Customer focus
- Leadership
- Involvement of people
- Process approach
- System approach to management
- Continual improvement
- Fact based decision-making
- Mutually beneficial supplier relationships

**AS9100B:** Expanded quality requirements beyond ISO9001:2000.

Focuses the organization on:

- Key requirements of the customer
- Key characteristics of aerospace products & services
- Higher levels of traceability throughout the supply chain

**Bureau Veritas:** Trusted quality program registrar and auditor of some of the largest and most well established companies in the world.

Helped in the development of the AS9100 standard.

A certified quality program is only as good as the certifying body that audits it. A Bureau Veritas Certification Certificate is a symbol of excellence.

We pledge unyielding attention to the superior quality and reliability of our systems, service, and products.  
We vow to maintain our innovative attitude toward constant improvement in efficiency.



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# HOW CLEAN IS YOUR VENDOR LIST?

OTHERS HAVE RED FLAGS. WE HAVE GOLD STARS.

Trust. Cooperation. Communication. We renamed our company *Alliance* for a reason.

When we are exceeding your expectations, we take pride in our constant focus on service and our ability to reach the ever-higher goals we set for ourselves.

When something goes wrong, we treat it with urgency, communicate with you as soon as possible, and find a solution. On ordinary days and days that require extra

effort, we strive to be the most proactive and responsive we can possibly be.

The strength of our reputation depends on helping you keep your reputation strong. We want our actions to have only positive impacts.

Every new service program we've designed and every step we took before that was meant to make it easier for us to work together to keep your production schedule on track.

Alliance Innovative is in the business of building value-driven productive relationships, one client at a time. Mutually beneficial relationships are built on trust, value, and knowledge. We are committed to delivering orders to you on-time, defect-free, and to your absolute satisfaction.



Our Precision Contract Machining division was born of the necessity for close tolerance precision machined parts with verifiable quality and expertise built into every manufactured piece.

Our Cutting Tool Services division was born of the necessity for high quality CNC cutting tool reconditioning without the high cost or long turnaround of the OEM's reconditioning program.

Expert manufacturing is why we are here. We are committed to continually finding fresh, mutually beneficial solutions to production, quality, and efficiency. We exist to make you look good.

We built our company on the ability to successfully complete close tolerance machining projects no one else could, and fix other's manufacturing mistakes. We do the work no other shop will touch. We find a way to get it done.



# Alliance

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TAKEACTION

- 1945 ○ FP PLA Tool founded by Spanish immigrant Frederico Pla
- 1973 ○ FP PLA Tool purchased by Robert J. Dewey and Bernie Pruchniewski
- 1975 ○ Richard St. John joins FP PLA Tool as a machinist
- 1982 ○ FP PLA Tool names Richard St. John partner
- 1992 ○ East Coast Tool Founded; Richard St. John named President
- 2007 ○ Richard St. John named President of FP PLA Tool
- FP PLA Tool and East Coast Tool merge to become Alliance Innovative Manufacturing, Inc.
- Alliance Innovative becomes ISO9001:2000 and AS9100B certified through Bureau Veritas Certification
- 2008 ○ Alliance Innovative moves into a new-built 40,000 sq. ft. state of the art manufacturing facility.
- Alliance Innovative acquires the Haas xxx, significantly increasing envelope range and capabilities
- 2009 ○ Alliance Innovative launches Revolver Custom Engineered Taper Gages and the Compliance line of custom gage products and services
- Alliance Innovative's Quality Management System is revised to ISO9001:2008
- 2010 ○ Alliance Innovative continues to excel as a precision manufacturer

# QUARANTINE THE CHAOS.

MANAGING YOUR SUPPLY CHAIN IS HARD ENOUGH.  
WE'LL DO OUR PART TO MAKE IT EASIER.

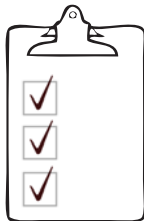
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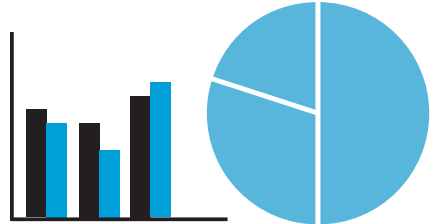
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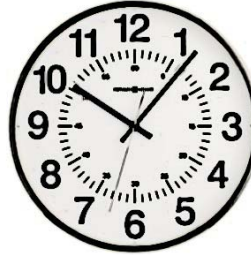


# PLANTRACK

**PLANTRACK** is an outsourcing logistics program implemented by Alliance Innovative to solve the common precision contract manufacturing issues of order prioritizing, tracking, and communication.

**PLANTRACK** solves these problems by providing predictability and constant communication. You customize what we track and how often you are updated.

Your tracking indicators can be changed at any time and updated however often you request. Track and prioritize by Purchase Order, Part, Buyer, Status, Due Date, virtually anything!



**PLANTRACK** is designed to provide you with the insight you need to keep your production on schedule and highlights areas of continual improvement so our response to your needs improves every time.

**PLANTRACK** increases on-time performance. Prioritize your orders easily and without miscommunication or uncertainty.

**PLANTRACK** creates well-nurtured supplier relationships to speed up the quoting, ordering, and purchasing processes. We can become your off-site precision machining department. It also provides opportunity to work together to identify qualified, certified, materials suppliers and outsource partners. Have preferred suppliers? Our customization extends to your list of preferred suppliers.

**PLANTRACK** removes miscommunication and uncertainty while providing you with the kind of customized service and attention you will not receive from any other precision contract manufacturer.

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