

# Corporate Acquisition & Time Management

Steve Cormier  
Take

1

## Steve Cormier Mini Bio

- Southern California Native.
- Grew up in Burbank-Graduate of Bellarmine Jefferson High.
- US Army Veteran.
- Graduate of CSUN – BS Finance.
- 40 years in the Aerospace Industry.
- Manager and Ownership of 3 different Aerospace Companies.

2

## Global Aerospace Technology

- Located in Sylmar CA in a 40,000 foot facility.
- Acquired company in October 2006 was formally know as Pemco Engineers.
- Product line is Cargo System retrofit market and Boeing Spares.
- AS9100 rev C., FAA Repair Station and holds numerous PMA's (Part Manufacturer Approval) and STC's (Standard Type Certificates) for numerous aircraft.

3

## Full Freighter



4

## 2 Class QC Configuration



5

## Space Vector

- Located in Chatsworth CA in a 28,000 foot facility.
- Acquired company in April 2009.
- Product line are GPS Tracking units, RF Passive Devices, Values and Actual Targets for MDA (Missile Defense Agency).
- AS9100 Rev C.
- Customer approvals: Boeing, Lockheed, L3, NASA, ULA, Northrop Grumman, Orbital ATK to name a few.

6

## Space Vector Products



7

## Pacific Western Aerostructures

- Formed new Corporation in September 2015
- Product lines are Complex Aerospace Fabricated Assemblies, large 5 axis machine parts, Composite Assemblies.
- AS9100 rev C
- Customer approvals: General Atomics, Raytheon, Row 44, Frasier Aviation, Cessna and Boeing

8

**PAR 18' X 38' 5 Axis "Knuckly Head"  
Gantry, 22,000 rpm**



9

**Cincinnati C-950 10' x 50' bed, 3  
spindle, 5 axis**



10

## Composite Capabilities



11

## Acquisition Approach

- Global Aerospace
  - Low capital investment
  - Loans from the investors
  - Factoring AR
- Space Vector
  - Low capital investment
  - No loans from the investors
  - No bank loans
- Pacific Western Aerostructures
  - Low capital investment
  - Loans from investors
  - No bank loans

12

## Management Oversight (1)

- Global Aerospace Technology
  - Small office staff.
  - Handle all the Accounting, Contracts and CEO duties.
  - Stay lean and mean till the volume allows for additional staff.
- Space Vector
  - Employees in place to handle the day to day duties. Contracts Manager and Controller.
  - My effort is spent on Pricing, Contracts, Insurance, Banking, Corporate Governance and Investments.

13

## Management Oversight (2)

- Pacific Western Aerostructures
  - Accountant with small office staff.
  - Handle all the Accounting, Contracts and CEO duties.
  - Stay lean and mean till the volume allows for additional staffing.

14

## Time Management

- Set a priority list
  - Try not to get side tracked on tasks
  - Avoid the start and stops of tasks
- Review the priority list daily
- Have tunnel vision while you work a task
- Make sure you have employees that don't require a lot of Managing.
  - Give the employee all the tools to accomplish their job and allow for minor mistakes to happen.
  - Have simple criteria to track the employees' performance.

15