

*Purchasing's Gateway to New Sources*

**ROUTING**



# The Gateway



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Buyer \_\_\_\_\_  
Mfg Engrg \_\_\_\_\_  
Engrg Mgr \_\_\_\_\_  
Mat Mgr \_\_\_\_\_  
Production \_\_\_\_\_  
Marketing \_\_\_\_\_  
Other \_\_\_\_\_



**BOULEVARD MACHINE & GEAR, Inc.**





# BOULEVARD MACHINE & GEAR, Inc.

Springfield, MA

**B**oulevard Machine and Gear, Inc., started in business in 1954 to primarily service the paper mill industry. It changed directions a few times over the years, but in 2006 Susan Kasa acquired the company.



*Jay Roberge, Operations Manager, and Susan Kasa, Owner and President, go over a customer's print together. Susan and Jay both work together on inside and outside sales for the firm.*

Susan recognized the need to modernize the equipment, raise the training level of the employees, while increasing a younger workforce. The company now has one area where CNC and conventional machining is done, another for CNCs and another building for conventional gear making. The employees are all trained in programming their own equipment and are capable of running long run CNC orders, or prototype parts on their manual equipment.

The company is certified as a women's business enterprise through the Women's Business Enterprise National Council (WBENC). Susan is working with the Regional Employment Board, local vocational-technical colleges and vocational high schools to improve the trained work force in Western New England.

Boulevard Machine & Gear is dedicated to producing top quality products and services with competitive prices and complete customer



*Haas CNC Milling station.*

satisfaction. Boulevard's historic reputation, technical capability, on-time delivery performance, and quality, has earned orders from many Fortune 500 corporations for decades such as: Atlas Pacific, Boeing, Hamilton Sundstrand (or now known as UTAS), Cenvo, Siemens, Parker Aerospace, Proctor & Gamble/Tambrands, Solo Cup/Sweetheart, Timken Purdy Systems, Titeflex Aerospace, and GE.

By adding a unique bonding of experience, well-



*A machine operator scanning a traveler into the Job Boss program. Boulevard can live track every job in the shop giving them up-to-date progress through each work center.*

*Continued on page 7*



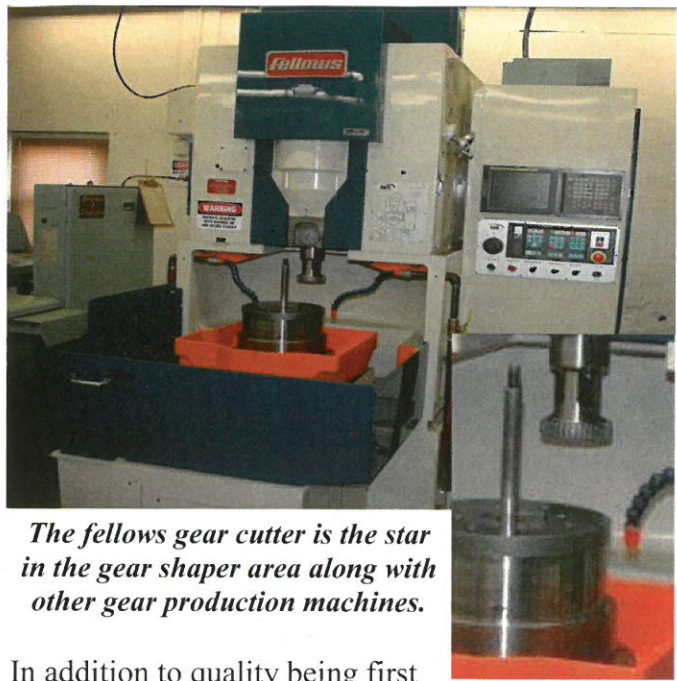




*Manual milling with Proto-Trak controller is possible since all machine operators are trained machinists.*

trained machinists, and up-to-date technology, Susan and Boulevard Machine & Gear, Inc. is a place where challenges are met and conquered. The investments Boulevard have, and continue to make, are aimed to provide solutions allowing their customers to grow their business.

Boulevard Machine & Gear, Inc. is AS9100, Rev C, ISO 9001:2008 and WBENC certified and approved. Their quality rating is one of the most important areas they have for their customers and has earned them continued success by meeting their customer's requirements.



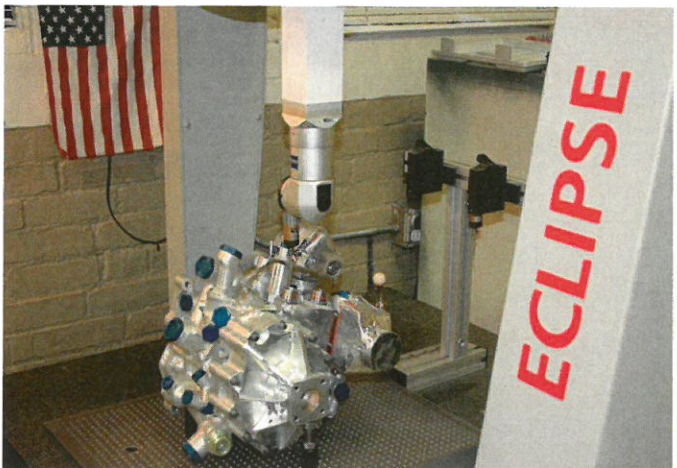
*The fellows gear cutter is the star in the gear shaper area along with other gear production machines.*

In addition to quality being first and foremost, Susan explained that they pride themselves with their on-time-delivery focus. Something that most shops don't do, is Boulevard communicates with their customers. If for some uncontrolled reason they hit a glitch, which is very rare, and if delivery will be affected, they call and forewarn the customer.

But, back to quality. Quality to many shops simply means "in-process and final inspection". Not so at Boulevard! Here quality directs every business decision toward the goal of complete customer satisfaction. You can't inspect quality into a part.



*This Eclipse CMM unit is just one of a couple quality control ways of insuring every part that leaves Boulevard is 100% in tolerance. Look at the complicated part that they checked with this machine!*



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*Ed Koziol, Quality Control Manager, and John Galloni, Quality Inspector, work on this tight tolerance part together.*

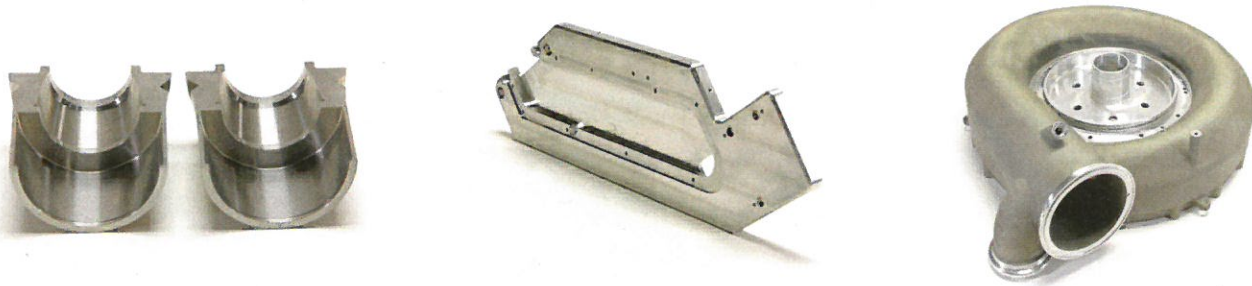
both turned (1/2" to 26" diameter) and milled (40" x 20" x 20" work cube) parts. The growth will come with their aggressive pricing plan that will save customers money, and by never sacrificing quality.

The team of more than 20 skilled specialists possesses the ability to create sophisticated parts and components. They have the expertise to make manual machining a viable option. (They also have manual machines with Proto-Trak controllers.) This skill advantage allows them to perform single part prototyping manually until the part has been fully optimized for production, thus saving customers time and money.

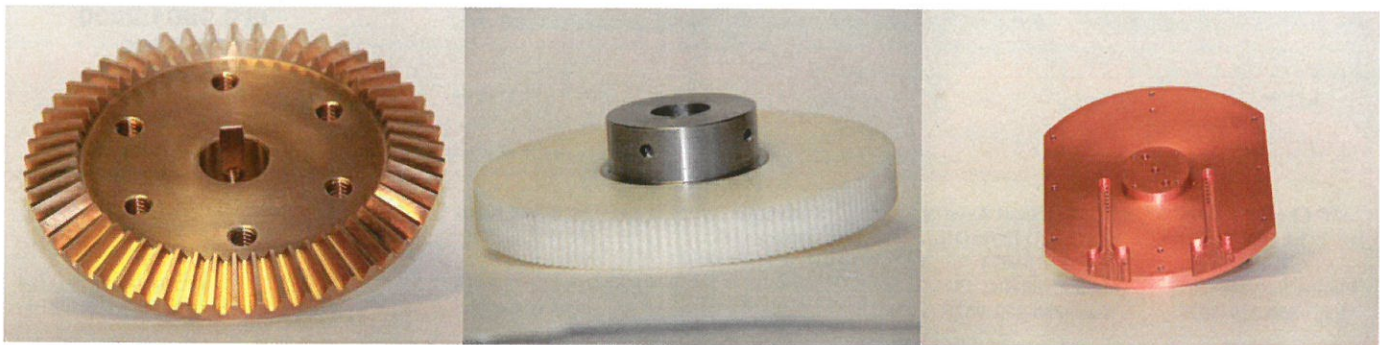
From design consultation, in-house fixturing, metal cutting, finishing and final inspection, they are passionate about quality. They recognize their commitment to their customers. All of the company's services are focused on reducing their customer's costs while maintaining high-quality services and customer satisfaction.

The gear cutting area has also been updated by adding CNC gear cutters. They offer spur, helical, and beveled gears, internal and external splines, spline shafting, gear racks, keyways, sprockets, timing belt pulleys, etc. They not only machine plastics, cast iron, inconel, titanium and all grades of steel parts, but make gears in these materials as well.

CNC machining of long and medium quantity runs are where Boulevard wants to grow their business,



*Examples of parts created by Boulevard Machine & Gear, Inc.*







*Kaz, Vice President, and Susan reviewing a customer job and drawing.*

They also do some other quite unique things. They own the dies to make a very special and critical identification tag from 321 stainless that is on every hose used on aircraft or other critical components.




*Diane Trombley uses the Job Boss system for order entry and quote presentation.*



**Mission Statement:**

At Boulevard Machine & Gear, we strive to perform the highest standards both professionally and technically. We focus on continuous improvements, adapting to the changing demands of our industry.

We are always taking steps to become more efficient and stay-up-to-date with the latest technology. This allows us to reduce set-up time while increasing productivity.



**BOULEVARD  
MACHINE & GEAR**  
AS9100 Rev C AND ISO 9001:2008 CERTIFIED

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