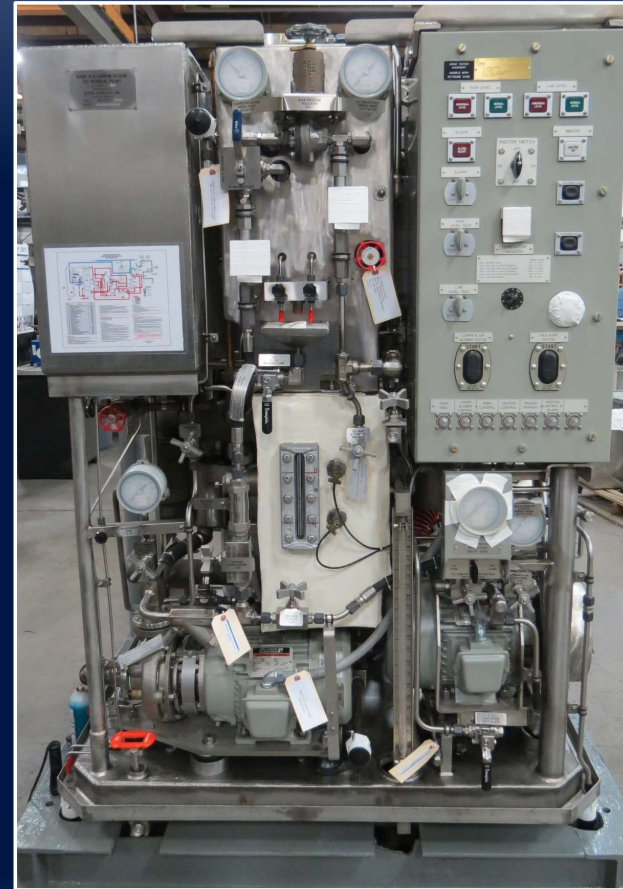


CEPEDA

SAMAP 2024

CEPEDA

- 45+ years old
- 100% Navy Contractor
- Qualified Small Business



5/3/2024

CEPEDA

- 1970s
 - Two engineers started a machine shop rebuilding air filtration equipment
 - Started with one product: Scrubbers
 - Primarily focused on refurbishment with most manufacturing accomplished by others
- 1980s
 - Added basic repair welding and field service
 - Added second piece of equipment to refurbish: Burners
 - Established customer first mindset with focus on customer service



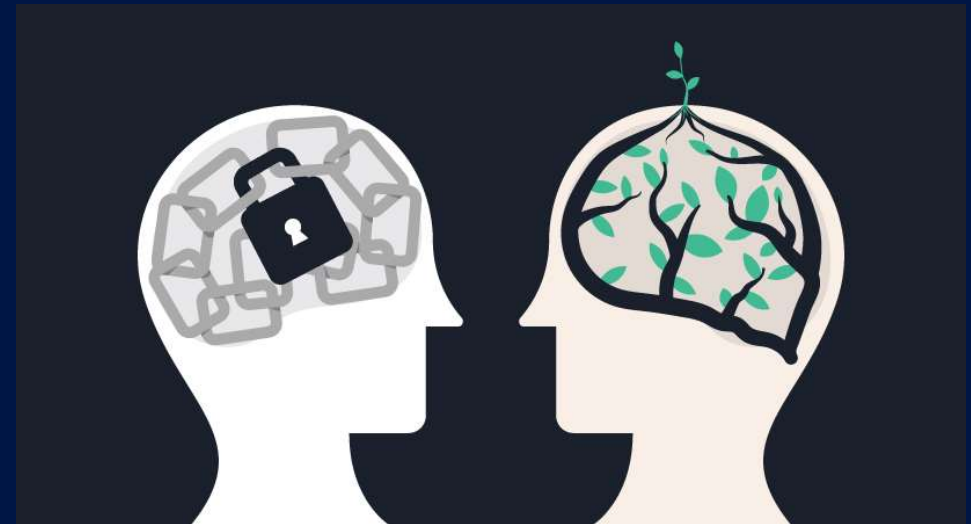
CEPEDA

- 1990s & 2000s
 - Increased equipment to include AHPD
 - Focused on recovery from cancellation of Seawolf program
- 2007
 - CEPEDA buys out the owners to become employee owned
 - Engineering viewed as support for legacy systems; still 2-3 engineers on staff
 - Employee ownership drives improvements in processes, expansions of quality system, and further integration of manufacturing processes



CEPEDA

- 2010s
 - Started viewing skills as tools to leverage on other Navy projects
 - Began growing engineering team with aim towards development work
 - Brought electrical, testing, production welding, and larger scale machining in-house to support full production of legacy eqpt.
 - Established a “quality first” mindset and expanded into Level-I manufacturing
 - Landed development project with EB that showcased ability to design, build, and qualify equipment proving them to be capable of more than just supporting legacy systems



CEPEDA

- 2015+
 - Expanded into more build to print applications
 - Increased hiring to support increases in workload
 - Grew quality and NDT processes; further embedded the “quality first” mantra into company culture
 - Qualified additional weld processes, added manufacturing equipment, and acquired more manufacturing expertise
 - Growth continued and led to rapid expansion between 2019-today



CEPEDA

- 100% employee owned (ESOP)
- 95+ employees (and growing!)
- CEPEDA now provides:
 - 20+ products
 - 10+ customers
 - Engineering services
 - Field service
- Level-I certified
- Full life cycle support



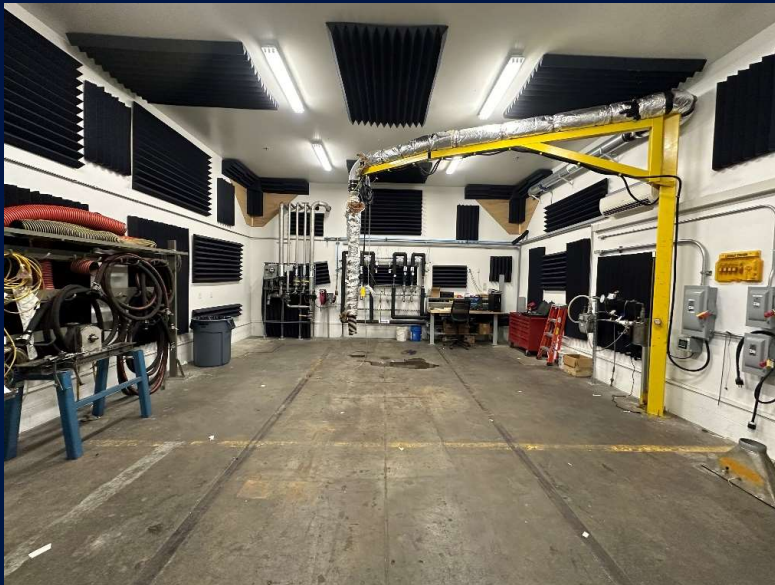
CEPEDA

- 2020 purchased and transitioned to a new facility
- More than tripled floorspace of previous facility – 90,000 square feet
- 15-ton cranes, five main aisles each 50-60ft wide that travel length of building
- Drive through path to unload semi trucks



CEPEDA

- Features a designated ENG lab, QA lab, clean welding room
- Added three acoustically isolated test bays that can replicate ships atmosphere
- Separate electrical build up area with an ESD safe floor



CEPEDA



CEPEDA

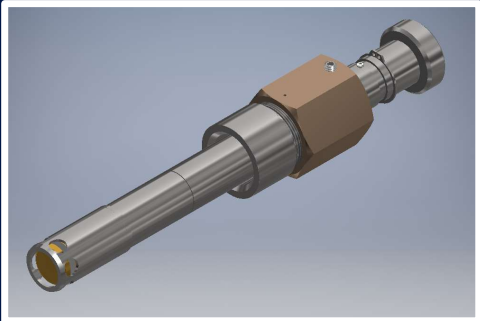
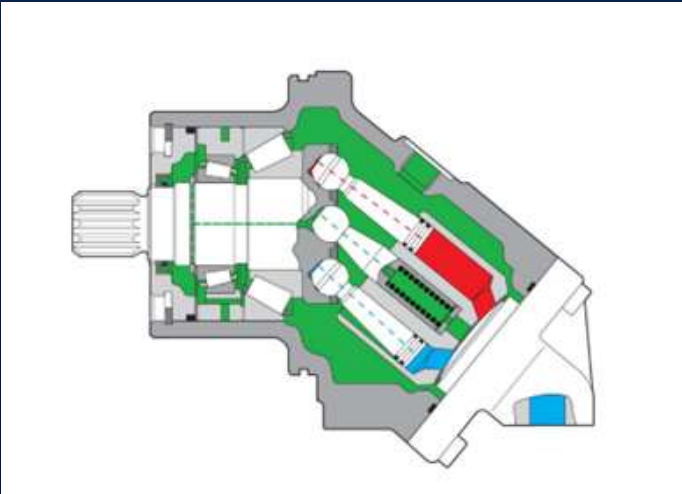


5/3/2024

OTHER CEPEDA PRODUCTS



OTHER CEPEDA PRODUCTS



CORE STRENGTHS

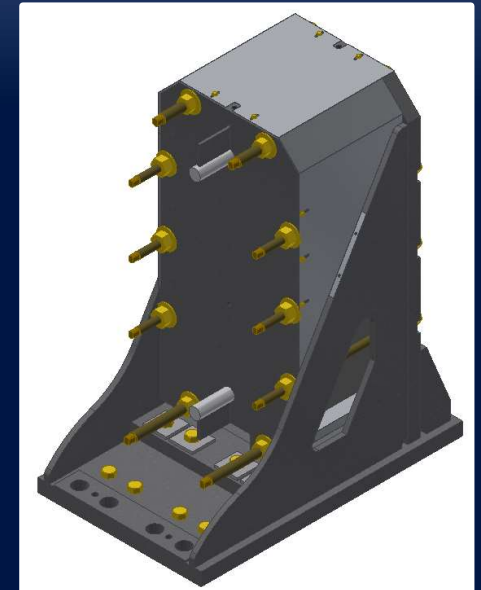
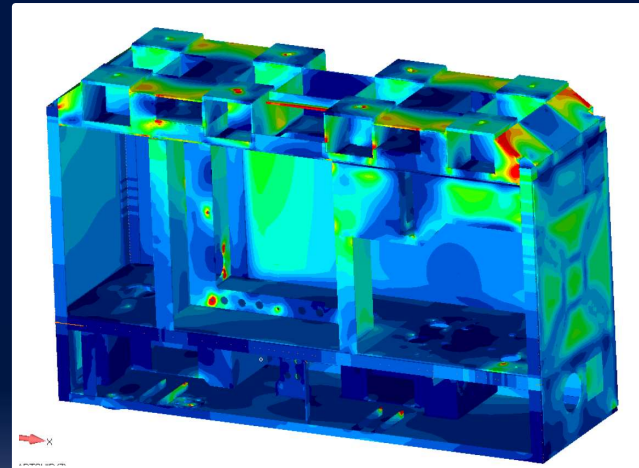
- Engineering team
- Navy qualified welding program
- Turn-key solutions
- Quality Management System

MISSION STATEMENT

CEPEDA provides high quality mission critical products and services to our customers by focusing on customer requirements, exceeding customer expectations, routinely training our workforce, enhancing our professional and technical skills, and improving the overall quality of our company.

CORE STRENGTH: ENGINEERING

- Growing staff of engineers, designers, engineering co-ops, and support staff
 - Multiple licensed professional engineers
- Research and Design
- Reverse Engineering
- Design for manufacturability
- Product Qualification & Testing



CEPEDA DESIGNED, QUALIFIED, AND MFG.



CORE STRENGTH: WELDING/NDT

- Qualified Welding to NAVSEA TechPub 248/278
 - GTAW: Stainless Steel, Carbon Steel*, Aluminum, Hastelloy, Incoloy, Inconel, CuNi, NiCu
 - SMAW: Stainless Steel, Carbon Steel, CS-SS Dissimilar
 - Plasma Needle Arc: Hastelloy
 - GMAW-P: Stainless Steel, Carbon Steel*, CS-SS Dissimilar*
 - GTAW: Hardfacing for Valve Components
- Qualified Brazing to NAVSEA 0900-LP-001-7000
- Qualified NDT to TechPub 271, MIL-STD-2035A
 - Visual Inspection (VT)
 - Liquid Penetrant Inspection (PT)
 - Magnetic Particle Inspection (MT)
 - Resistance Weld VT per MIL-W-6858
- Qualified Welding to T9074-AD-GIB-010/1688
 - GMAW-P: Carbon Steel*, CS-SS Dissimilar*
 - GTAW: Carbon Steel*



* = Includes HY-80/100

CORE STRENGTH: TURN-KEY SOLUTIONS

- In-process and finish machining
- Electrical Department
 - Control Panel Build
 - Cable Assemblies
 - ESD Safe storage & work areas
- Assembly
- Insulation
- Testing
 - Operational: Pressure, Electrical, Performance
 - Noise: Airborne, Structureborne, Fluidborne
- Managing outside vendors and resources
 - Paintings / Coating



QUALITY MANAGEMENT

QA/QC METHODS

- I. Contract Review
- II. Pre-Fab Kickoff Meetings
(Special Process Needs, Hold Points Established, First Article Process, Quality Alerts)
- III. In-Process Inspection (NDT, Dimensional, etc.)
- IV. Trend Analysis Chart
- V. Corrective/Preventive Action
- VI. Monthly Internal System Audits
- VII. 5S Initiative

CORRECTIVE/PREVENTIVE ACTION REQUEST			Reference No.:
1. To be completed & returned to: Quality Assurance Manager quality@cepedaassociates.com	2. Employee: Employee Sign & Date:	N/A	3. Date Issued:
5. Job No.:	6. Supervisor:		4. Date Reply Due:
8. Procedure/WM No.:	Supervisor Sign & Date:		7. Activity: Inspection Manufacturing Testing Audit Other
9. Deficiency(ies):			

DIMENSIONAL INSPECTION REPORT			
Job No.:	Drawing No./Item/Rev.:	Part Name:	
Serial No.:	Inspected By:	Date:	
Heat No.:	Verified By:	Date:	

Print Dimension	Tolerance	Actual Dimension	Accepted

MEASURING INSTRUMENTS USED		
Gage ID	Date Calibrated	Expiration Date

Phone: _____
Email: _____

Block 9 by filling out Blocks 11, 12, and 13 below. Attach additional. Please note that you must complete Blocks 11, 12, and 13 or your deficiency(ies):

to identify and correct related deficiencies not previously

ing the root cause(s):

Title: _____ Date: _____

RESPONSE
Follow-up Acceptable
Sign & Date
Follow-up Unacceptable
Sign & Date
NCR No.:

F-5245-008
01/17/2012

F-5245-008
01/17/2012

CONTRACT REVIEW FORM	
CEPEDA Job No.:	
Priority Rating:	DO-A3
RFQ/PO No.:	
Line Item(s):	
S.I. Required:	<input type="checkbox"/> NO <input type="checkbox"/> YES, by: _____
Equipment:	
Customer:	
Req'd Delivery Date:	
Req'd Ship Date:	

ROUTING			
Return Form To	Department	Name(s)	Reviewed
<input type="checkbox"/>	Admin		
<input type="checkbox"/>	Engineering		
<input type="checkbox"/>	Purchasing		
<input type="checkbox"/>	Supply		
<input type="checkbox"/>	Production		
<input type="checkbox"/>	Quality		

By initiaing above, you affirm that you have reviewed this order and all supporting documents as applicable to your job function and your comments, concerns, exceptions, etc. have been listed where appropriate and action has been taken to resolve any issues.

Status	Verified & Authorized By	Date
<input type="checkbox"/> Cleared for Purchasing		
<input type="checkbox"/> Cleared for Manufacturing	Must be authorized by QA on 1 st Article.	
<input type="checkbox"/> Cleared for Source Inspection		
<input type="checkbox"/> Cleared for Packaging		
<input type="checkbox"/> Cleared for Shipping		

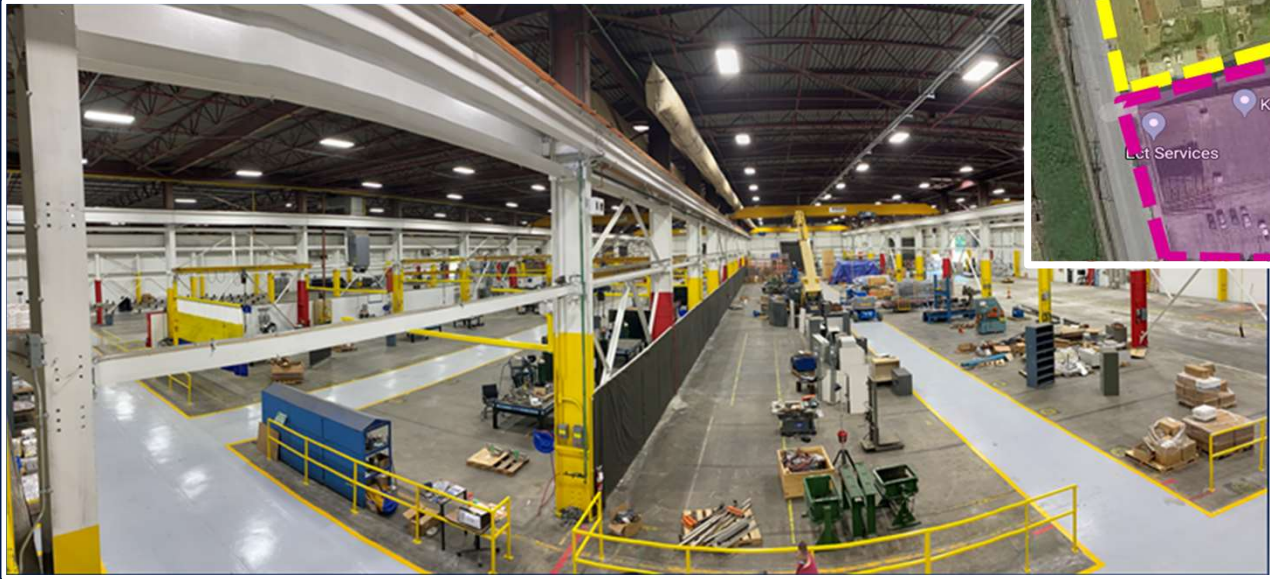
CEPEDA Associates, Inc.
1100CherrytreeWay#1000-008 Cornellville Pa 15201

Page 1

F-5245-008
01/17/2012

CEPEDA GROWTH

- New facility 100% operational
- Plan for additional growth with adjacent properties



CEPEDA GROWTH: EXPANDING CAPABILITIES

¹ = Complete
² = In process

○ R&D

- CAMS replacement – Laser spectroscopy with Nikira Labs (NAVSEA)
- Non-toxic Amine replacement – University of South Alabama (ONR)
- Burner/Scrubber Upgrades

○ Welding & NDT

- GTAW: Titanium¹, NICKU/CU-Ni piping², Hastelloy², Duplex SS, Duplex to HY-80
- GMAW-P: Aluminum¹, HY-80/100 ²
- SMAW: Duplex SS, Duplex SS to HY-80
- MIL-W-6858 spot & seam weld for Inconel 625 and stainless steel ²
- Ultrasonic Testing (UT)

○ Fabrication

- 240 ton Press Brake ¹
- 4 kW Trumpf Laser Cutter ¹
- Introduction of 5S Manufacturing Methods ²
- Plate Roller ¹

○ Machine

- Lathe – 21.6” x 20 ft
- Nissin Horizontal Mill ¹
- CMM ²

CEPEDA GROWTH: FUTURE CAPABILITIES

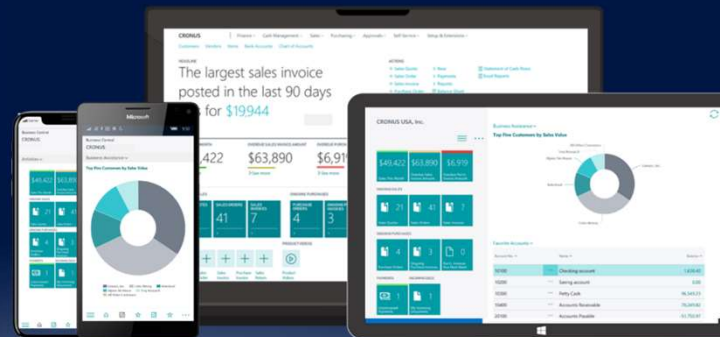
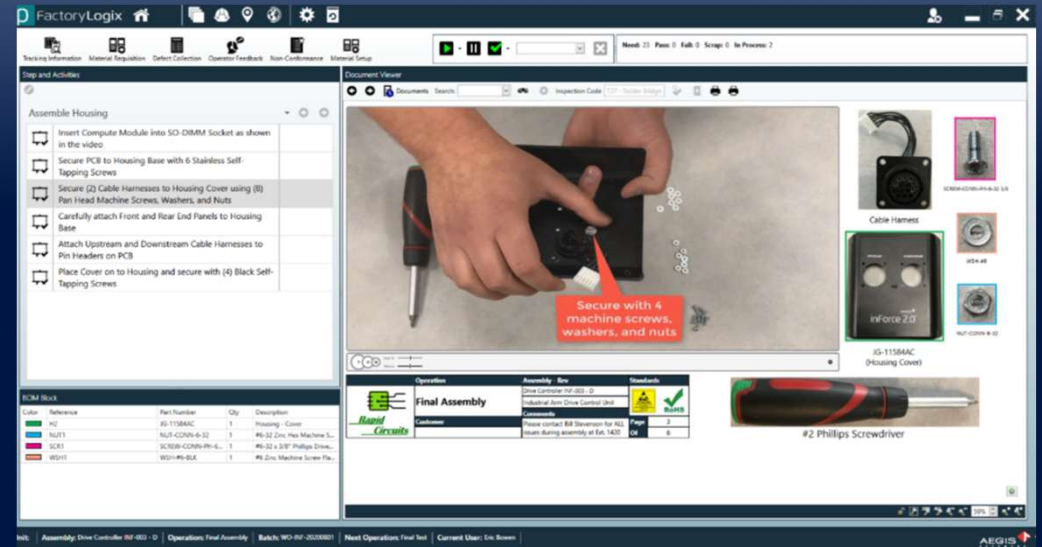
- Machinery
 - Large 5-axis Universal Machining center with Pallet changer
 - Cobot welding for workforce expansion
 - Cobot plasma cutting



CEPEDA GROWTH: FUTURE CAPABILITIES

- Software

- Major ERP upgrade on the horizon
- Better CAD->ERP linking
- MES system upgrade and implantation
 - Industry 4.0 and tablet deployment
 - Digital WIs, travelers, routings



CEPEDA GROWTH: FUTURE CAPABILITIES

- Technology
 - Additive Manufacturing
 - Partner with U of L
 - Potential Machine Acquisitions
 - Digital Radiography/CT



CEPEDA GROWTH: STRATEGIES

GROWTH STRATEGIES – OUR PART

- Additional Fabrication Capabilities
- Expand Campus / Add capacity
 - Neighboring properties
- More Trained, Qualified Staff
 - Trade School Relationships
- Debt Free – Ready to Invest
- Deliver on contracts, promises, etc. – Find a way

CUSTOMER AS CATALYST

- Faith in CEPEDA to solve problem
- Trust that we will answer the phone when they need us
- Growing demands for high-quality mission critical equipment
- Relationships with Customers fuel our success

TOP 25 supplier based on IEP review by GDEB & NNS

HOW DO WE HELP?

CEPEDA is always looking for new ways to support our warfighters and improve the equipment needed for their missions.