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Boneal Incorporated Delivers Towbar First Article Ahead of Schedule

GA — 2/12/2004

On September 26, 2002, Boneal Incorporated, a HUBZone (Historically Underutilized Business Zone) certified firm located in Means Kentucky, was awarded a \$4.8 million contract to manufacture an MD-1 Towbar (Universal Towbar) for the Air Force. The award was made as a result of a HUBZone set-aside competition in which a total of seven firms submitted proposals. The government towbar team met with Boneal during the post-award conference, treating the transaction as a team effort with full working level communication between the contractor and the Air Force. Any differences were worked out quickly, amicably and effectively, with a total of eight engineering change proposals completed at little or no cost to the government. Due to this synergy, the first article produced under the contract was manufactured, tested, and passed as "satisfactory" a full 48 days ahead of schedule. This represents an impressive achievement for Boneal, of which it should be justifiably proud.

During the first article production process, the towbar integrated product team gathered many excellent suggestions put forward by flight line personnel who will actually use and maintain this item. It is anticipated that these ideas and insights may generate significant cost savings and curtail needless proliferation of towbar configurations on the flight line. These suggestions are presently under review by government representatives and Boneal engineers, with the mutual expectation that those proposals which appear viable will be given further consideration at a later date.

Contributed by Mike J. Sumner, Manager for Towbars, Warner Robins Air Force Base, Georgia. 478-926-7851, x128

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