



ELECTRICAL CONTACTS



HIGH-DENSITY METALS



RESISTANCE WELDING CONSUMABLES

## MEDIA KIT

### **CMW International, Inc.**

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### **Senior Staff:**

Mark Gramelspacher, President & CEO  
Erick Krepps, Chief Operating Officer  
George Stillabower, Senior VP, Sales and Marketing

Lane Donoho, Chief Engineer/Metallurgist  
Stephen Schelonka, Controller

### **Press Contact:**

Mark Evans: 317.715.2143; mevans@cmwinc.com

### **About Us:**

With a legacy of nearly 100 years, and the support of 110 employees, CMW creates world-class, high-performance metallurgical products and supports industrial customers worldwide with innovative service, metallurgical expertise and application knowledge. CMW operates in three primary business units dedicated to the production of electrical contacts, tungsten-based high-density metals and resistance welding consumables.

We are ITAR registered, ISO 9001:2008 certified, and anticipate the prestigious AS9100 certification in September 2010. Our advanced manufacturing expertise and capabilities in powder mixing, pressing, sintering, machining, and laboratory analysis and control allow us to provide world-class quality; and our responsive service and application experience allow us to offer valuable solutions to many customers around the world. Our company has been recognized repeatedly for its safety, quality and continuous improvement programs.

CMW serves clients worldwide, exporting to over 40 countries and across a wide variety of industries. Our customer base includes the U.S. Department of Defense, Prime Defense Contractors, Fortune 500 Companies, U.S. National Laboratories, Universities and Research Centers, Major Automotive OEMs, major electrical device manufacturers and many more.

**Mission Statement:** CMW is dedicated to manufacturing world class, high quality, metallurgical products and providing innovative service, expertise, and application knowledge that meets or exceeds customer expectations.

### **Electrical Contacts: [Renée Clinard \(Product Market Manager\) 317.715.2112](#)**



From large multi-national corporations to small custom manufacturers, CMW is the preferred source for custom manufactured electrical contacts. This customer confidence in product quality and dependable service reflect the company's ability to deliver the best quality at the right time. We manufacture discrete silver semi-refractory contacts, Elkonite<sup>®</sup> Silver Tungsten or Elkonite<sup>®</sup> Copper Tungsten contacts, cold-formed rivet contacts and brazed assemblies.

### **High-Density Metals: [Mark Evans \(Product Market Manager\) 317.715.2143](#)**



We are a market leader in manufacturing tungsten-based alloys and components in rough-oversize-to-finish and finished machined parts. Tungsten-based high-density metals are machinable, environmentally friendly and produced using unique powder metallurgy techniques.

CMW's advanced manufacturing capabilities provide solutions for a wide variety of industries ranging from Industrial & Medical Radiation Shielding, Nuclear, Military & Defense, Aerospace, Electronics Packaging, Automotive, to diverse fields such as Oil & Gas Exploration, Performance Racing, Recreation, and Precision Machining.

**Resistance Welding Consumables:** [Jeff Schemel \(Account/Sales Manager\) 317.715.2117](#)



CMW manufactures the broadest line of resistance welding consumables in the industry. Our products include the GCAP<sup>®</sup> electrode which is the most economical electrode cap available for high production welding of galvanized steel without dressing. The new Elkaloys<sup>®</sup> 20 dispersion strengthened copper Cap Electrodes, and the CMW<sup>®</sup> Finn<sup>™</sup> Cap Electrodes (patent pending) provide unprecedented life and welding efficiency. In addition to offering standard RWMA copper alloys, we also manufacture Elkonite<sup>®</sup> copper-tungsten which significantly extends electrode life and can be purchased in bulk or special configurations for resistance welding applications. Our services include engineering, technical application support, and training. CMW welding customers are also supported by the highest quality distribution network in the industry. CMW's experience and technology deliver results right to the bottom line.

**History:**

- 1916** CMW Inc. traces its roots to Phillip Rogers Mallory who began a business to develop and produce metallurgical products in Port Chester, New York.
- 1924** P.R. Mallory & Co. moved to Indianapolis, Indiana. Mallory eventually formed the Mallory Metallurgical Co. which focused its efforts on engineered materials including alloys and composites made from silver, copper and tungsten. Mallory worked with Henry Ford on the first automotive application for resistance welding and with Samuel Ruben to develop a dry electrolytic condenser, which reduced the size of capacitors and lowered overall manufacturing costs.
- 1942** Mallory well-established itself as a leading contributor to the Allied war effort, producing product for a range of applications on the battlefield, in the air and on the ocean. Of particular note, Mallory Metallurgical Co. and one of its principal inventors Samuel Ruben developed revolutionary battery technology, perfecting the alkaline dry-cell battery to be known as the Duracell<sup>®</sup> battery.
- 1966** Mallory employed more than 8,000 people worldwide including 1,500 in Indianapolis alone and rose to as high as 430th on the Fortune 500's list of America's Largest Corporations.
- 1978** Mallory achieved annual sales of over \$367 million, ranked 490th in terms of revenue among U.S. companies and employed over 11,000 associates. With the rapid growth of micro-electronics and the opportunity to provide dry cell batteries in unprecedented numbers, notably the expansion of the Duracell<sup>®</sup> battery brand, Mallory moved to sell its non-battery related businesses. The parent corporation sold to Dart Industries of Los Angeles which later sold to Black & Decker ultimately resulting in the complete breakup of the larger firm. As part of the larger corporate strategy, Mallory sold select assets of the Mallory Metallurgical Co. to its divisional management team lead by Howard D. Johnston, who formed a new corporation and named it CMW Inc. CMW solidified its reputation in the contacts, metals and welding segments.
- 1999** An acquisition holding company formed and led by Mark B. Gramelspacher purchased CMW Inc. from its remaining shareholders, expanding its management team and building upon its past success.
- 2004** CMW reorganized its approach to the marketplace by dedicating sales/engineering resources to each of the three business units.
- 2009** Focused on supporting state-of-the art process and laboratory capabilities, CMW completed its most significant capital investment program in its three decades as an independent company. CMW has also been recognized many times for its robust and world-class safety and quality systems.

**The Future:**

CMW is a 100-year old manufacturing company seeking to redefine itself locally in the Indianapolis marketplace and in the industries it serves globally. The company faces several significant strategic challenges including effectively recruiting, hiring and developing its workforce, and successfully redeveloping the Near East side of Indianapolis, including its facility. Its ownership, senior management and all employees are committed to leveraging every opportunity for CMW to be the catalyst for long-term, sustained and significant redevelopment of the Near East side of Indianapolis. Our hope for Indianapolis and the country is that federal, state and local government rules, regulations and programs will enable and not disrupt this process. CMW has many good, rewarding and challenging positions open and actively solicits interested candidates.