

# Competitive Edge and Cost Savings in Pinellas



**AAR Composites**, serving the aerospace market, will receive \$42,000 to train 40 employees in Pinellas County, Florida. The funding comes through Florida's **Incumbent Worker Training (IWT)** program and will allow AAR to amplify its employees' skill levels while keeping costs down. "In the aviation industry, remaining competitive is crucial to success," states Holly Young, AAR Human Resources Manager. "The IWT program provides a means for us to maintain that competitive edge at a considerable cost savings."

Occupying a 65,000 square-foot facility in the city of **Clearwater**, AAR develops, manufactures and markets composite solutions for the aerospace market, including component parts and assemblies for the F-22 advanced tactical fighter, G-650, CJ4, business jets, and the S92 helicopter. AAR counts among its customers such aerospace giants as Bombardier, Sikorsky, Lockheed Martin, Boeing and Gulfstream.

Florida's IWT program provides training to currently employed workers at Florida companies for the purpose of maintaining competitiveness in a global economy and for business retention. "Superior products and a top-notch staff are key to our success," says Young. "By taking advantage of Florida's IWT program, we can upgrade the skills of our technicians in Advanced Composite Fabrication enabling AAR to bring even better products and service to our customers."

**Pinellas County Economic Development (PCED)** worked closely with the company throughout the IWT application and review process, ensuring that the

company understood the program, met all requirements and supplied the details necessary to win approval. Dave Sobush, PCED Business Development Manager explains, "The IWT program is key to our retention efforts, and aviation is one of Pinellas County's targeted industries. Our ability to supply both the assistance and programs required by growing companies allows Pinellas to keep companies like AAR in the county, retaining and adding jobs to support the local economy."

"We're happy to continue doing business in Pinellas County," states Young. "This has been a great location for AAR's composites solutions division for 30 years and we're excited about what the future holds."

Learn more about AAR Composites at [www.aarcorp.com/comm/comm\\_3\\_2.htm](http://www.aarcorp.com/comm/comm_3_2.htm).

Florida's IWT program is open to businesses that have been in operation for at least one year and employ at least one full-time employee, with funding priority given to businesses in qualified targeted industries. This program has been structured to be flexible to meet each business' training objectives. Learn more at [www.pced.org/training](http://www.pced.org/training), or call (727) 464-7332.

