

## Member Profile

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**Member Profile:** Vantage Manufacturing & Assembly LLC and Optimum Applied Systems

**Year Founded:** 2003

**Location:** Poughkeepsie, NY

**Products:** VMA: Contract engineering and manufacturing. OAS: The Heat Computer, a wireless boiler controller that controls and monitors boiler "run time."

**Website:** [www.vma-llc.com](http://www.vma-llc.com)

[www.oasincorp.com](http://www.oasincorp.com)

Establishing a new contract manufacturing enterprise in the Hudson Valley is not exactly the easiest thing to do in a challenged Hudson Valley economy, but that is exactly what Ed Winiarski did in 2003 when he purchased the assets of a Poughkeepsie-based contract manufacturer who was closing its doors. Courageous yes, visionary definitely!

Mr. Winiarski is no stranger to new ventures as he was already the President of EAW, a successful electronics assembly company which is still a vital presence in the world of government contracts. As if this was not enough, Ed is also the President of Optimum Applied Systems (also known as OAS) which is a very successful engineering corporation which produces, installs and markets the Heat Computer. This product is a building control which allows a landlord, building manager or superintendent to remotely monitor and control building temperature, by specific location via sensors, promoting real savings on heating costs.

The formation of Vantage Manufacturing & Assembly, LLC now gave Ed the opportunity to produce the military electronics, the Heat Computer and many other commercial products under one roof and right in Poughkeepsie, NY. Some of the assets purchased in the creation of VMA were sheet metal fabrication and machining equipment which greatly enhanced EAW and OAS capabili-



**Vantage Manufacturing & Assembly, LLC.**

ties. Additionally, Mr. Winiarski recognized several talented individuals from the prior business and they also recognized their futures with VMA. Having key employees certainly made the transition smoother and immediately positioned the new VMA as a team of experienced professionals who can boast several hundred years of collective manufacturing experience.

VMA is ISO 9001:2008 & AS 9003:2001 certified which is a proud distinction that differentiates them from a number of competitors. The company has a broad range of sophisticated manufacturing equipment including CNC milling, turning, laser cutting, punching, Plasma and TIG welding, SMT pick and place, and wave solder to name just a few; add to this the latest Solid Works engineering software and you can see why VMA has become a premier contract manufacturer and the choice of the US Army, Navy and

FAA to produce an impressive array of mission critical equipment for various uses. VMA's business controls allow them to monitor all aspects of the business, including financial management; this is accomplished with



VMA's skilled technicians team together to build power distribution assemblies.

Vista software by Epicor which is an ERP system with a myriad of capabilities that is able to keep pace with continued VMA growth.

To give you an idea of what is happening at VMA today, here is a look at some of their broad range of products currently being manufactured:

- Remote-controlled, battery-powered security device for the U.S. Army.
- Large shielded steel cabinets which house FAA radar electronics.

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### Recruit the Head of the Class

Another proactive approach that enhances the reputation of your internship program is to work with colleges and universities to set up a Work-Study Co-op. Basically, this is a program that enables the students to easily juggle an internship and school simultaneously. Establishing this type of program increases the number of internship candidates, which in turn grants you the privilege of selecting the most qualified student. This choice results in finding the best fit for your company and proves to be extremely beneficial in the long run.

In the end, hiring an intern can easily result in a win-win situation for both your intern and your company. Your intern benefits from the experience and the opportunity to begin his or her career after college. Your company benefits because you increase your productivity and hopefully train your next full-time employee. If done right, the intern position is a beautiful thing.

Great places to start your intern search: CI website <http://www.councilofindustry.org/jobs/interns-available.html>

Marist College <http://www.marist.edu/careerservices/>

SUNY New Paltz <http://www.newpaltz.edu/careers/>

Vassar <http://careers.vassar.edu/>

Mount St. Mary College [http://www.msmc.edu/Student\\_Services/Career\\_Center/Internships\\_Coops.be](http://www.msmc.edu/Student_Services/Career_Center/Internships_Coops.be)

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- Heavy duty control consoles are being fabricated and machined specifically for the U.S. Navy;
- Gearbox assemblies for single axis tracking systems for the solar industry.

Impressive accomplishments for a company which was first started as the vision of an entrepreneur, but certainly an experienced one at that who saw the possibilities of a future in the Hudson Valley. All of this would not be possible without a superior team of people who are genuinely committed to customer service and total dedication to quality. This is reinforced every day and the foundation of VMA's employment experience.

Ed Winiarski's impressive track record has benefited job growth in our area and reinvigorated a challenged economic workplace. VMA appreciates and heartily supports the Council of Industry's commitment to training and professional development, specifically in Solid Works which recently had an experienced VMA manager as a participant who then returned to work with glowing feedback for the wonderful training he received.

VMA is a real success story of making a difference in the Hudson Valley. We wish them continued success in 2011 and years to come.



Lean assembly line for production of US Army security devices.

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