

# Transcript

September 10, 2025, 5:53PM



**Edens, Charles** 0:08

Those joining and I'll mention this a few more times before the.

We get really underway.

We're going to try to record this and post this on a web page later for anybody who wasn't able to make it, so we will be you'll you'll get a notification about a recording and transcription, and that's what it's related to.



**MT** **Mark Timko** 0:28

Thanks. That's good.



**Edens, Charles** 0:32

And that way if somebody from your group or someone else you know missed it.

Through no fault of their own, other than the conflict.

Excuse me, it'll be available. We will be.

I will have to beg that we this will be the first time we've done this.

So it may take us a day or two to debug it, figure it out.

Excuse me.

The CS that just joined.

You want to provide your name for no reason other than just simple curiosity.



**C** **CS** 1:35

Corolla secretary.



**Edens, Charles** 1:39

What was that again?



**C** **CS** 1:41

Corolla secretary from Campbell Press.



**Edens, Charles** 1:42

Oh, hey, Corolla, how are you doing?

 **CS** 1:44  
I'm good.  
How are you?

 **Edens, Charles** 1:46  
Oh, pretty good.

 **Bud Kinney** 2:43  
Hello.

 **Edens, Charles** 2:44  
Hey, bud, how you doing?

 **Bud Kinney** 2:45  
Good, good, good.  
Looks like we have some folks on already.

 **Edens, Charles** 2:53  
Yeah, we'll we'll try to get into the 1215 range and then we'll get started.  
Looks like we'll be getting started right on time based on how many people we have already joining. We do have some team members from our group here.

 **Bud Kinney** 3:03  
Oh.

 **Edens, Charles** 3:08  
They'll be sort of back up for some of the Q&A questions if they get more technical or more detailed.  
And then so right now we only have about, I think about 6.  
Outside of ATI right here on the page, so we'll try to get about if we can get into the 10 or 12 mark on the.  
On that will be pretty good to go as like 50% of our our invites and that's usually a typical fallout rate, so.

 **Bud Kinney** 3:39

I'll. I'll go on mute.

 **Edens, Charles** 3:40

Alright, no problem. Thank you.

We have a 216 number.

Joining is that audio video for somebody's call or is that a independent person?

 **12\*\*\*\*\*89** 5:19

I'm sorry. Are you speaking to me?

 **Edens, Charles** 5:21

Yeah, there's a 216 area code number.

 **12\*\*\*\*\*89** 5:24

Yes, yes, this is David Chuan. I'm with Cleveland State University.

 **Edens, Charles** 5:27

OK.

All right, David, but you, you, this is the only connection you have.

You don't have a computer connection.

 **12\*\*\*\*\*89** 5:34

Alright, I don't have access to teams. That's why I'm using a phone.

 **Edens, Charles** 5:39

All right. So I just wanted to find out who you were and and get that done. Noted.

Sometimes people call in with.

With their phone because they can't get the certain aspects of the meeting with so.

 **12\*\*\*\*\*89** 5:54

That's fine.

 **Edens, Charles** 5:55

Alright.

It looks like.

Alright, we are filling up pretty quickly based on our numbers. I think we're hitting our.

My my fallout percentage that I was guessing at.

So we've exceeded that. So once we hit the 2:00 mark, we'll get started. And anyone else, we will get going.

David, I don't know the instructions for how to put yourself on mute, but we're picking up some background noise from you.

So we may want to.

 **12\*\*\*\*\*89** 6:39  
OK.

 **Edens, Charles** 6:39  
I think I think, OK.

 **12\*\*\*\*\*89** 6:40  
I'll take care of that.

 **Edens, Charles** 6:55  
I can actually, David, I can mute you myself.  
So I just did that and I think you if you can figure out how to unmute it or or text in the box if you can, if you want us to take you off mute.  
All right. Well, no, the pings haven't stopped yet.  
Alright, so we're up to 23 people, 24 now.  
So.  
Alright, we have a a fairly good group of people here. Based on our our.  
Invites that we sent out.  
So I'm really happy to see everybody was able to make it.  
What I proposed to do you see, we have the slide up here for the the title.  
You know, I want to just be able to give anyone an opportunity to.  
We're going to run through the RFI real quick at a high level and if any of these sections that we run run through, you have a question?  
We can stop and answer a question, that section, and then afterwards we will have

pretty much an open Q&A where we'll be able to answer more specific questions that may have not been generated in the in the actual RFI document, but maybe you know still related.

To the effort.

So yeah.

So we're at 30 people now, so I want to go ahead and get started that way. We'll have plenty of time on the back end.

We are scheduled till 3:00, but I did give myself on my schedule additional time. If we do run over, obviously we don't expect anyone to stay over past the time we we allotted, but anyone that feels the need to I will be available after the time to.

I will remain and and answer any continuing questions.

So so again just get started. My name is Charles Edens. I'm the.

The one of the names on the invite or not the invite, the RFI that was sent out.

Brooke Penny is also present.

She's our contract's representative and we do have additional ATI personnel on site in the meeting that are going to be able to chime in when we get to more, more direct questions.

So let's go ahead and get going.

Let me see if I can get this to change.

Quick agenda, just wanted to figure out.

Give you an idea of what we're going to do.

I'm going to run through the document, but like I said, it's at a high level.

Level and if there's any areas that need additional clarification, we can stop it at any one of those and and further discuss it.

Then we also have the project concept Quad chart. How to fill that out?

What we're looking for in that and then there'll be the general open Q&A opportunity.

So just to quickly move on.

So as we mentioned before, ATI and FIA have had a relationship for for many years, several decades that we pursue R&D from the government as a team and we call that effort the forging Defense Manufacturing consortium and we generally go after recompetes with DLA and we.

Have been successful at that for 25 years.

So this is a new recompetete that has come about and we are looking forward to putting a response to the DLA to support the forging industry and this effort to get

the RF is one of the ways for us to get a valid project pool to be able.

To deliver to BLA as part of our proposal, so.

So that pretty much covered all of that and obviously this is this program is very well developed and what we're really looking at is there's a two-part intent.

One is to help DLA procure parts.

And two is to support the industrial base, the forging industrial base, so that they're available domestically to support the the Department of Defense as needed, especially in times of crisis, certain times of need.

That we have a robust US presence in the forging industry that we don't want to lose more to offshoring or those types of things.

So we look at R&D projects to help them to be more competitive, be more profitable and just make sure they're not going to just dwindle away over time and not be available to us.

The DoD.

So just to give you a picture sort of how the relationships work with this. So obviously this this.

Opportunity is being sponsored by DLA Cast and Forge RND, which is a metal.

Excuse me is a which is a mantec program, a manufacturing technology program just like Navy mantec and we've, like I said, going after these for over 25 years.

We have a sister organization called AMC, which is forecasting they've been at it for 30 years.

So we we have a good history of of winning these.

These competitions and part of that.

Is a relationship we have with FIA and with the the forging industry and we form the forging Defense Manufacturing Consortium specifically.

That, that, that group is forging industry association and ATI and we have formed this, this consortium to pursue these opportunities just like AMC in the metal casting industry has formed a similar consortium with forecasting organizations and they go after funding in that venue.

So so again, this is really this is the words that we use to talk about this. But I think this is probably one of the first places we'll get. Some probably have some questions about.

So what?

I'd like to let everybody know is in the past we have.

Pursued a very discreet number of product projects in a in a discrete budget and we

have had feedback from the government and from other areas where.

Whenever we look at a project.

It's a five year project that was developed two years ago by Tim or at the end of the project it may not be as cutting edge as we would have liked.

So there is a need and a request from the government for things that are a little bit more nimble, a little bit more ready to be implemented, things that are ready to transition. And so taking those that feedback into account over time.

This particular opportunity we want to try a different approach than our past.

Approaches. So if this seems different a little bit, then maybe something you'd seen in the past. If you had pursued opportunity with us five years ago or six years ago.

We're looking more for a portfolio of projects. We want to have.

A.

A basically a large selection of projects to choose from.

That are quick like we can implement them maybe in a two year time frame or three-year time frame, even if there's some one year, you know, some really just basically projects we can just hop on.

Fund them and they get done and we can declare, you know, a quick win there and then move on to the next project.

That's sort of the approach we'd like to take. Last time we basically started with a portfolio of six projects.

We ended with a portfolio of six projects and they all took five years. So so that really didn't give us the opportunity to adapt to the industry changes or the industry needs. And that's one of the ways we want to pitch this is that by taking this.

Approach we're able to.

Hey this new technology just hit the market.

We think it's going to help the industry.

Let's maybe reconsider a project that works around it so.

So that's the really loose explanation of what we're trying to do and that's why we're we're looking at more of the shorter, smaller projects so that we can do more and have more wins.

There is still an opportunity for for large Rd. projects that could span five years.

Years, but it it's going to be a little bit less attractive if it takes a lot of the funding and it's not as critical to the industry as maybe some of the smaller projects.

So so it's it's a, they still will be valued. We're going to score them with industry feedback and we're going to try and rack them and stack them basically.

So that's one of the approaches we'll be taking. But just generally speaking a a large scale project.

Is just going to be a little bit more difficult to to.

To get through those hurdles, I imagine if we take this other approach so, but it's not, it's not excluded.

But we just wanna be honest with everybody up front that, you know large long term projects are not what we're we're getting feedback that that's not the.

The best thing to pitch right now so.

The one of the really unique things that have happened as a result of this new BAA that we've also noticed is there was wording in the BAA that said that if DLA really likes a project, if they see the success and they they believe the success is benef.

To them, they may be able to find funding to help transition and implementation for for the project, so.

This is not was not in our last proposal in the last wording in the last.

BAA that came out.

So this is new. So we want to make sure we at least demonstrate that when we we heard what they're saying. You know, we basically got their message and we also want to be able to demonstrate to them that we have.

Transition in mind when we start proposing these projects.

So we want them to understand that not only do we have a project that has a start and finish, but we have the next step figured out. And so it in this proposal, if you if you read through it carefully.

You'll see that we differentiate that there's a project cost and there's a transition cost ROM that we we would really like to try to have available so that we can pitch this as a a.

I'm not a cradle to grave, but at least something that can cross that valley of death from, you know, from the end of the road to actually factory floor.

So that's that's one of our goals here is to make sure that we're we're really.

More cognizant of that and can articulate that and actually be possible to to put a price on.

On that, you know ROM on that.

The other part of this is we're expecting this to be a cost share agreement.

So we do expect, you know, a certain portion of cost share.

Right now we're figuring it's probably 2025%. That's depending on which way you calculate it.

So 25% of the government cost is what we're probably gonna try to shoot for in a in a in a proposal.

**BK** **Bud Kinney** 18:07

Charles. But can I ask a quick question on that. When you talk about cost share does in kind?

 **Edens, Charles** 18:08

Yep.

**BK** **Bud Kinney** 18:16

Is that recognized as part of the cost share or is it direct labor? Or is it a combination?

 **Edens, Charles** 18:22

It's it's a combination.

We we use a term and some other programs, we call it high quality cost share.

It's something that we can actually, you know, write down on paper and and not, you know, sort of have a wink and a nudge on. So, you know, labor is obviously is a really easy one to do. But in kind materials, if you purchase equipment.

To satisfy some of the requirements of the of the project, things like that that we can document that can be be well documented. You know, universities, a lot of times just you know take basically a portion of their portion of their labor cost.

Then just don't bill it and you know they bill it. Put another column.

So there's a couple of different ways, but we can, when we get closer to more like the proposal time, that's when we can really give a good.

Accounting of that, but generally speaking, in our past projects, all of what you mentioned there are are acceptable, but so.

It you know it's it's really is it boils down to documenting and getting a signature on it.

Somebody has to test that.

It's accurate and it's real and that's our biggest you know.

Concern is that we want to make sure it's it's.

It's it's quality, high quality cost share.

That's that's the way we turn it so.  
But Yep, and and I know I flew through these.

 **Bud Kinney** 19:34  
Thank you.

 **Edens, Charles** 19:37  
I definitely want to get more time on the back end, so I am flying through these but definitely stop me and ask was there any other questions from the last two slides about the sort of like the approach with the project or with the?  
Anything to do with the cost share or the ROMs for the transition?  
Alright. And we will cover this a little bit more with the the other document for the actual template Quad chart template a little bit.  
So just to remind everybody, there's two focus areas on this and one of the focus areas they call procurement solutions and that really doesn't touch the industry a lot. ATI actually has a a portion of the project portfolio that we help with the procurement solutions. We basically have a team that supports the industry as ports, DLA and trying to find either people that can make parts for them or somebody's trying to make the part find.  
The.  
Eyes or find.  
Materials and, you know, look at the drawings, that type of thing. We can help out technically on on that effort. And so part of this project will have a procurement solutions component. We will be doing that part of it will be what ATI does will also probably look.  
Try to look for some additional opportunities, but the main one that I think most would be would fall into are the manufacturing technologies.  
And so this is pretty much you know everybody else has seen some version of this and other proposed other requests for proposals or other RFIS in the past they did. Basically, simplify this list very you know in the past it's been up to eight points, seven or eight points.  
They've dropped it down to basically materials.  
Processing and the workforce development if if we really wanted to lump these into. Into 3 categories.  
That's what they are.

So we have, like I said.

Yeah. So, yeah, one's materials that that includes alloys, dye materials, lubricants, anything of that sort and then any type of automation industry 4.0 process improvements.

So that's a big bucket. You know, a big broad category and we can.

Definitely do not interpret this narrowly.

This is a very broad category in all three of them, and then workforce development and that includes things like we've done in the past like forging university. I know there's some some concepts with, you know, some training for personnel for different things like robots and things like that.

So there's definitely opportunities there.

There may be workforce development for.

Specific facility that whenever it's finally captured in the R&D is done.

And the the way that they executed it is captured and we're able to share that with the industry. It may be an easier or better way for people to implement workforce development in their factories too.

So don't narrow your your thoughts on those types of categories.

Just because there's only three things that isn't, it's actually made the opportunities broader instead of narrow, so.

Alright.

 **Josh Mueller** 22:57

Charles, can I ask a quick question on these focus areas?

 **Edens, Charles** 23:00

Yes, go ahead.

 **Josh Mueller** 23:01

Sorry, this is Josh Miller from Michigan.

 **Edens, Charles** 23:03

Yeah.

 **Josh Mueller** 23:05

So if we want to hit multiple of these areas of emphasis, should we try to shoehorn them into the same proposal or should we submit multiple proposals target?



**Edens, Charles** 23:19

No, I would say, yeah, I would.

I would definitely recommend multiple proposals for a couple of reasons.



**Josh Mueller** 23:24

OK.



**Edens, Charles** 23:25

One is it's a little page, so we're, you know, for this initial stage.

So A1 pager for each one of the the ideas you have is is a lot more digestible than trying to fit, you know, 500 words on that page. So or or 1000 words on that page the 2nd is.

When you lump them together like that, then it it could be a take it or leave it. Type opportunity where if we dice it.

Up it may be that one technology is more critical than another in your bundle, and that may be selected separately.

And it's a more digestible opportunity. So definitely don't want to.

Artificially constrain ourselves by having.

By having that.

That constraint you know if and the thing about it is and this is all part of this new approach is you could lay it out logically and say.

This is a three-part project and here's in three parts.

And it could be AB and C it could be, you know, basic, almost like a gate process.

So, but if they're fairly independent, you can say, well, we think A has been handled well enough, but we really like what you proposed would be and we'd like to do B.

So that's sort of how I see it as a better opportunity to do a broken out.



**Josh Mueller** 24:45

Yeah, I'm particularly kind of thinking if we have, if we have some more physical experimentation type work that hits at, you know, new material.



**Edens, Charles** 24:54

Mm-h.



**Josh Mueller** 24:55

That would be different, but also has some commonality with some workforce development, education type projects. So it's better to just separate those, put them into two separate proposals and not try to shoehorn it all into one. Is is.



**Edens, Charles** 25:08

Yeah, and and that's, I mean, if we were trying to do a five year project, we would, we'd pull all those pieces together and try and make it look like a coherent project. But I think with the approach we're doing now is just as easy to say this is a three-part project.



**Josh Mueller** 25:16

Yeah.



**Edens, Charles** 25:21

Here's the three parts in the individually.



**Josh Mueller** 25:23

OK.



**Edens, Charles** 25:24

You know, so that that that's so far my reasoning. That's that's all I can give you. I'm not in.

You know, this is we're we're sort of reinventing our proposal process on this to a certain degree.

So but for my logical standpoint, I think that's the better, better approach.



**Josh Mueller** 25:42

OK.

Thank you.



**Edens, Charles** 25:43

All right, certainly.

Anybody else on any of these questions?

Or areas.

All right.



**Dr. Gopal Nadkarni** 25:53

Hey, Charles, this is Gopal from University of Akron.

The university has a role for IDC, or tacking on percentages.



**Edens, Charles** 25:57

Yes.



**Dr. Gopal Nadkarni** 26:02

Is there any limitations to that based on the DoD funding?



**Edens, Charles** 26:07

I didn't catch the part about the ID.

What was? What were you speaking about?



**Dr. Gopal Nadkarni** 26:11

Yeah. Typically the university tax on a percentage of the revenue coming in as a as a charge for using university resources, it's called the IDC in my university. I think other universities have the same.

Like 10 percent, 20% overhead. Yeah. Yeah, overhead. You're right.



**Marcus Young** 26:28

It's like overhead IDC or overhead.



**Edens, Charles** 26:28

Yeah.

OK.

Yeah, yeah. I mean, no.

I mean, that'll be part of the. I mean it is part of the proposal process. Overhead is

considered in the in the cost proposal. So that is.

It is acceptable as long as it's. I think there is a reasonableness check on some of that, but during the the process. But. But yeah, we do. You know, currently projects that we do have and have done in the past have had overhead.

That's part of the cost.

All right. Did that answer your question, Doctor pal?

 **Dr. Gopal Nadkarni** 27:11

Yeah, it's accepting that the overhead varies between universities and based on programs.

So it's just that I I think for some I think for example forging industry, they say they don't allow for any overhead and the university abided by that ruling but again.

 **Edens, Charles** 27:26

Yeah.

 **Dr. Gopal Nadkarni** 27:31

Some governments, I think departments or proposals call for ex percentage and I just want to be clear so that our costs are kept under control.

That's all.

 **Edens, Charles** 27:41

Yeah, yeah. And and we, we'd like you said, we have multiple universities under contract and they all have different overheads.

So that that is very common. So.

 **Dr. Gopal Nadkarni** 27:52

Yeah. Yeah. OK.

 **Edens, Charles** 27:55

Yeah, we don't have an artificial restriction on it. If that would be the case.

Alright, so a lot of the people here and I know that we probably have a mixed group of people from, you know, the looking at this opportunity.

So this is a government award and this does mean that there are certain government requirements that have to be met. And so at the point of award, anytime that we're

the point of award there are.

The individual companies that are, or entities that we'd be working with, would need a cage code and add 2345 and then also an IT self-assessment which the form is currently called a SPRS.

That's the current requirements.

We do know that down the road things are always in flux and things change, so that just want to make sure that during the that the organization is committed to maintaining their eligibility throughout that period of time and even through some, you know, the possibility of some require.

Changes long term.

That's the other good thing about short projects.

Hopefully that lowers the the window of.

 **Dr. Gopal Nadkarni** 29:09

Yeah.

 **Edens, Charles** 29:11

Impact a little bit smaller than long, five year.

Project so but but all right, go ahead.

 **Dr. Gopal Nadkarni** 29:16

Yeah. Charles, I have another question if you don't.

Restrictions to hiring international students or people because I know under the current environment there are restrictions, particularly for DoD. I want to be cognizant of that.

 **Edens, Charles** 29:29

Yeah.

Most of this program, even though we're working with, even though we're working with DLA and we are talking about procuring government parts as a goal or as as a as a as an outcome of the effort that was going on. In most cases, we do not work with.

Specific DoD part.

So we normally are not handling CUI and we are normally not putting ourselves in a in a situation where we would have those restrictions.

So I think currently with our current program we have multiple.

Organizations with with foreign personnel working on it.

I do believe there's is, you know, we probably need to declare it and we probably need PM sign off, but that would that may be the the extent of this and we would get a little bit more detail about this more closer to like a proposal stage when.

Much more clear package on that, but in past we have not had that problem.

I think we've had several projects that have foreign students working on them now.

But but the biggest, biggest reason is that we don't typically touch CUI in this. In this project area because we're generally working with the industry, improving the industry and not improving specific parts and things like that.

And I say Marcus or Tushar, you, if you all can speak up. If you did, I can't even remember a process to tell you to tell the truth.

I do know that I think that some of our universities do have currently have foreign students, so.

All right, so.

So this one submission requirements are pretty pretty short and simple on this. We basically need a one page quad chart filled out.

Make sure that all the prompt text has been removed and you've you've basically filled in that with your information and and then also definitely follow the guidance the, the, the the Quad chart instructions. So between the prompts that are present on the template and also the instructions.

She that that is available with the template, just make sure you you hit all the all the check boxes and if you want to send it a little early so that we can do a sort of a compliance check on it that's fine.

But if you send it late, that does get more, you know, just send it last minute.

That sort of precludes us from being able to do that, so.

Alright. So anything about that document at this point, I know we hit some while we went, so I'll move on to the just a quad chart if if you're ready, if everyone's ready.

Alright.

OK, so as you can see, this is a fairly simple and a familiar format. Excuse me.

So basically, you know, we're we're looking at right now, we're looking at ideas.

We're trying to to look at things that the industry can use and just get that rough.

Cost expectation for the project and and the duration too. And so for the abstract you know we basically want to get a a good synopsis of what.

But the innovations are, you know, what the improvements are gonna be. Maybe

what's being done currently and how this will improve on that.

That we we didn't specifically talk about ROI in here, but if you do have ROI numbers, definitely throw them in there. If you think you have a handle on what the benefit would be.

The other sort of aspect of what we do a lot of times is.

We are interested in the the impact, the ROI impact of it, but we don't track that because this is very difficult to track if it's not implemented, there's no ROI.

So it's hard to commit to an ROI whenever we're not guaranteeing implementation.

So, so the goals and impact are a little bit more elaborate on the project abstract specifically the goals and again how it's going to really particularly benefit the industry, how it's going to make a difference. And and then also we want to take that first look at you.

Know what's the transition?

You know, if there's a goal of transitioning this, what does that look like?

And how would we do that?

So then on the.

Technical plan. This is more your you know your statement of work type thing, but a very very high level version of it.

You know what?

Are you going to do?

What are the steps to perform?

And then again.

If the if it's successful, what's it going to result in?

You know, identify some milestones, you know, just a small, you know, small set of milestones. And the plan for achieving them. And then if you do have.

Already have a good handle on some of the risks.

Identify some challenges and risks and ways to mitigate it. Again, if there's, if there is a transition plan, save a little bit of space for discussing a similar. You know that transition plan in a similar light.

So then on cost and schedule, this one, you just basically go by your what your you think your ROM is and what you think your your period of performance would be for your particular project?

Project, go ahead and just do it broken down by government fiscal year because we never know when would actually award there be an award for for project.

So just use fiscal year.

To allow us 12 months per year versus breaking up into across four years or something like that if it was a three-year project.

And then.

Do the same for the transition plan. I did not incorporate.

A.

A table for the ROM because I didn't know how many years.

Would be used.

So in that just just build a table out for sort of the breakout on the years by fiscal year, so.

So for the table, we're really looking at the government cost, which is purely what DLA would be providing in order to cover the cost of the project.

The estimate of the cost share that's going to be contributed by in the in the effort and then the total cost would be the, the, the government cost plus the cost share so.

That would be for the project.

Plan and then also for any transition plan if one exists.

So any questions here?

All right.

 **Mario Buchely** 36:08

Can you hear me there, Charles?

 **Edens, Charles** 36:13

What was that?

 **Mario Buchely** 36:13

Can you hear me?

 **Edens, Charles** 36:15

Yeah, yeah.

 **Mario Buchely** 36:16

Yeah. Oh, OK.

This is Mario Ucelli from Missouri SNT.

Thank you for the explanation here.

A quick question.

I don't know if you mentioned area of interest in parentheses.

There are two area of interest procurement solution or manufacturing technologies.

That's what you are asked for, or a particular area of interest.



**Edens, Charles** 36:29

Yeah, yeah you can.

You can do for the manufacturing. There is a three, you know basically 3 subsections in it. If you want to go ahead and target that, say manufacturing technology and then which subset, that's fine.



**Mario Buchely** 36:37

Correct.

Mm-hmm.



**Edens, Charles** 36:44

It it should be fairly obvious you know this is we only have 3 categories but but it would help and and we are we are looking to try to have a balance across all four areas. So you know we have two big areas but.

I I do look at it more like we have 4 areas.

So 3 manufacturing technologies and and one procurement solutions.

Part of our hope.

And it's gonna be hard to, you know, force, you know, ideas to conform to this. But part of the hope is that we will get a a fairly balanced set across all four that we can say that we have a, you know, part of what we wanna say.

Is that we?

With our partner FIA and with our industry being present and with all of these different people that we can go to for, for advice, we believe we're the best poised to solve some of these problems and we want to create a a list of problems that we're cap.

Of solving and so by touching all of them, we so have a well balanced proposal, so and we will at at some point at our location we will put them in their buckets just to help try to.

Strategize that you know to look at that.

So, but that is that is, so it'll help us.

But yeah, either way we we would, we would decipher it or but if you make it easy for us, I appreciate it so.

 **Mario Buchely** 38:07

Excellent. Thank you.

 **Edens, Charles** 38:08

Alright.

OK.

Any other questions on on this one, the the next slides are just the instructions, the actual written instructions for filling this out, I don't.

I don't know.

We've already touched cost share in another discussion, so I don't know if we really have a a need to cover these detail by detail.

This just basically re goes back over just like you you asked Mario. The area of interest.

And I didn't.

Even I didn't narrow it down like you just asked.

So this is more generic of a of a thing, but but definitely if you like. I said, if you say manufacturing technology, workforce development that helps definitely helps us.

Submitting a supporting organizations. If you do have a supporting organization, you know, obviously whoever's submitting would be sort of the the the lead, the program, the project lead in the group and then there are gonna be other supporters in that. If you already have that.

That relationship figured out.

Put them in there.

If not, you can put in the document that you're going to partner with too, but you haven't yet received commitments or something like that.

It's it's easy to.

To not have to be at that point, if you do have letters of support, you can go ahead and send them with it.

It doesn't.

You know, we don't have a page limit.

Technically, we have a A, you know, 11 pager.

So if you have letters of support, you can include them with your submission.

And then who would be the primary POC for the submitting organization and then also the support groups?

If they're known.

If not then same thing.

Just say that you're you're working to develop the relationship and and and gather those details.

So these are pretty much what I covered with you before.

Technical plan, cost and schedule.

And so that was my last one was just these are contacts you already have my contact in the RFI.

You also have Brooke Penney's contact in the RFI.

We do have AI do have a associate, Tyler Watney. He's the project manager for for our forging program.

He's also gonna be highly involved in this process and then obviously if you need to reach us at our our ATI location, that's our organization's and we are not just for anybody that hasn't dealt with us before. We are not Allegheny technologies.

We're advanced technology international, so we have.

We have sometimes been confused depending on where we're at in the metals industry, they.

They tend to think of the other ATI first.

So so.

 **Dr. Gopal Nadkarni** 40:55

Charles, one last question, if that's OK.



**Edens, Charles** 40:58

Yeah, yeah.

 **Dr. Gopal Nadkarni** 40:59

I missed the 1st 4 minutes because I came in late.

I apologize for that.

So just to summarize from what I understand, I'm not a past recipient but myself and my Co my colleague, we have some really interesting.

I would say project that I think will benefit the industry and our. So I just want to summarize, we fill in the quad chart if you deem it is acceptable.



**Edens, Charles** 41:18

Mm.



**Dr. Gopal Nadkarni** 41:25

Well, you come back to us within a certain time frame for a full full White paper, is that right with more detail?



**Edens, Charles** 41:33

That we, yeah. And and part of that is, is we're still developing the way that we're gonna wrap up all of these into a proposal.

So it's it's a, but what we want to do is we want to have that portfolio of projects and it may be that what we'll do is.

We will at some point have to get cost proposals from from the group, but it's.

We're still figuring out exactly how to to manage that.

So first, our first goal is to.



**Dr. Gopal Nadkarni** 42:02

And so the.



**Edens, Charles** 42:03

Get the White Paper to DLA and get accepted.

And then they're gonna come back and tell us we wanna cost proposal.



**Dr. Gopal Nadkarni** 42:07

Which is.



**Edens, Charles** 42:11

By then, we will have a plan, but right now it's we were sort of, you know, this thing hit I guess 3 weeks ago.

So. So we're really trying to make sure that we get a response out quickly and and still incorporate the recommended changes and this might you might have missed this in my early part of my discussion over the course of our last program.

So we have a currently have a five year program.

That just got a little bit extended on a few of our projects to six years.

We have had feedback from the JDMTP panel and we've had feedback from our PM that they there's some other approaches project proposal approaches that they really like that don't lock us into projects for five years. They give us the flexibility to actually pull in projects as one project.

Fades out.

We just pull another project in type type opportunity, you know, so.

Not everything starts the same day.

Not everything ends the same day.

We sort of feather things in and out as the the funding allows, because that's part of our constraint is, you know, with three years of two or three years of continuing resolutions, we've have really seen a constraint, A funding constraint on our projects. And So what we really.

Want to do is be able to know that hey, this much money is available.

Let's get something started.

Or we know that this much money will be coming so.

So part of that is it may be that.

We're able to get.

A.

The the process maybe a sort of a hybrid course.

Like I said, we're still working on that, but at some point there will be for a project to be awarded. It would have to have a cost proposal.

So it it would so.

 **Dr. Gopal Nadkarni** 43:49

OK.

So you'll pull all the projects together, submit them to DLA and and the best case anticipation of funding to start flowing to the project owners would be next spring summer.

 **Edens, Charles** 43:59

Yeah.

It's more than likely just because of the way we've seen their funding cycles.

 **Dr. Gopal Nadkarni** 44:02

What do you think?



**Edens, Charles** 44:05

It's we we normally historically we only have you know we have 25 years plus 30 years with the other program historically we normally see an award in the Q4. And then that would be the ATI and then that's normally just to get it launched. And then right afterwards in Q1 of the following year is really when the bulk of the money comes in. It's sort of like more of a token amount of money to start just to say that it was awarded and maybe to wrap up any old money they.

Had and then after that we really get this the the the more full scale funding is right there like the October of the first you know the the fiscal year, the new fiscal year. So it would be the September, October timeframe. If history is a is a guide and that's that's just.

AI won't call it.

Anecdotal, but I also wouldn't call it a guarantee.

You know there's no way to say that it would happen the same way next time.

So, but that's that's the way we picture it.

So I'm looking at this process. We want to get these in and work on our part of the documentation from now to the to the end of to wrap these projects into a bundle and then.

The other thing that's going to constrain us will be what what the award is.

We're we're definitely wanting to submit.

A robust package, a very large package of projects, and then they get to choose how much they fund.

So that's another spot where we have to go back and like, evaluate the situation and figure out where the again like we talked about racking and stacking or which projects, if we were to take a vote, which project do we really want to see happening right now and.

Those types of things.

So so it's it's a.

It's a it's a deviation from what we have traditionally done.

We we have a good example.

They've actually.

Mention the program that we are.

We are talking to to sort of get their insights in how they have managed to do it.

So this is an ongoing process.

So we'll we'll continue to and and anytime you have questions, definitely reach out to me directly if you need to.

 **CS** 46:12  
I have a quick question.

 **Dr. Gopal Nadkarni** 46:12  
Hi.

 **CS** 46:13  
This is Corolla secretary.

 **Edens, Charles** 46:15  
Hey, Carl.

 **CS** 46:16  
Is is there?  
A.  
Decision made. If that needs to be an industry LED or university LED project.

 **Edens, Charles** 46:29  
In the past, we have mostly did and university LED projects.  
The and they are still.  
They are still invited, but we whenever we start talking about implementation plan and things like that, that starts pushing it more into the industry side and it may flip, it may cause that to flip in a way to where the industry leads and the university supports and you.  
Know in the past what we've done is the industry has been technically.  
Or generally has been the cost share the industry is allowing use of their equipment, their personnel to install prototypes and things like that.  
In this case, it may be that the industry really sees a problem.  
They want to solve and they are are really they need a little bit technical help but they and they can reach out and get that from from a university partner.  
But it may be that the driver in some cases needs to be the industry and in other cases it can be the university.

So we're not, we're not excluding.

Either and it could in the the other it could be industry or it could be supplier to the industry and there may be a supplier proposal in here that you know is is is definitely.

You know, whenever we speak specifically about forgers versus university, we also have the supplier based as well.

So who would contribute some good R&D ideas? I'm certain so.

So hopefully, hopefully the answer is yes.

 **CS** 47:53

Thank you.

 **Edens, Charles** 47:55

So, but there's no we we have no specific requirement, but again.

Based on you know the criteria for, you know a little bit, maybe shorter projects, things like that, some universities that may not be as attractive to if they're not able to fully develop a student or things like that.

We recognize that, but we're hoping that there's a there's a balance there that that we can we can still have.

All right.

And this is the open the open question period.

I know we've we've actually, unless people dropped off and had to rejoin, we've actually still had some people dropping in.

This is recorded again. Will give us a couple of days or two to get this thing to where we can can share it.

But I'm still we still have 20 minutes here, so anybody wants to hang out and ask questions. You're welcome to if, if you've gotten everything you need.

Alright, I I see the hand raised.

 **sainand** 48:54

Uh.

 **Edens, Charles** 48:55

You can go ahead and answer.

I don't even want.

 **sainand** 48:59

Yeah, this is doctor Synean zadhu. I'm from Kennesaw State University.

 **Edens, Charles** 49:00

To.

 **sainand** 49:04

So I have question regarding the requirements of DLO, that is cage code and DD2345, so that needs to be fulfilled. Right now at the time of submitting proposal.

 **Edens, Charles** 49:12

All right.

It no it it doesn't.

But you would need to have a plan to if you if you were selected.

Obviously, we can't award anything until those things are in place.

So if if your university is doing any type of business with the government at this point, they probably have it. You may just need to find a person that can give it to you.

But most cases, if you if any division or any group in the university is already doing any R&D for the government, they more than likely it's in place already and you just need to to to find the right person.

Sometimes that's difficult, but it it would be I think.

Most of the universities recognize the need to have it and and have have done that if.

They have any reliance on government R&D?

 **sainand** 49:59

Yeah. OK.

Thank you. I got it.

 **Edens, Charles** 50:02

Yeah. All right.

And if you do have any questions about that process, don't you?

You can reach out to us.

We can.

We can at least point you in the right direction.

 **Sainand** 50:13  
Good.

 **Edens, Charles** 50:15  
Yeah.

 **Bud Kinney** 50:15  
Charles, this is Bud Kenny again.  
Just to touch base on the the funding cycle.

 **Edens, Charles** 50:21  
Yeah.

 **Bud Kinney** 50:21  
So do I understand you would be ready to release funds or contract commitments prior to funds?  
First queue one Q 26 fiscal government fiscal.

 **Edens, Charles** 50:38  
No, no, 27.  
It would be 27 cause first queue 26 is next three weeks from now.  
So.  
Yeah, it would be 27.

 **Bud Kinney** 50:47  
OK.  
Yeah, 1227.

 **Edens, Charles** 50:48  
So yeah, yeah, 1 gig 27.



**Bud Kinney** 50:49

Yeah, that's OK. I wanna be clear on that thing.



**Edens, Charles** 50:51

Yeah, yeah.

And that would be and that would be. Obviously it's like I said restricted by when the timing of the government funding is.

We we tend to have a a little bit of heads up whenever things are happening or at least we get some a little bit of idea where the progress is.

So when we anticipate something's about to happen, we will try to engage and and and make sure.

Sure that everybody's firing on all cylinders are are getting to that point. Obviously, as mentioned before about the DD2345 in the cage, if there's industry members that are are, you know, still highly interested in in their projects and their projects are some of.

The recommended projects for for starting out in the initial we would we would let them know.

Hey, start working on it.

That type of thing so.

We actually had in the last award.

I think FIA did not have their.

Cage and their DV2345 and it took them about 3 months to get it.

So it it it?

It's not a quick process.

There's been improvements to it, but there's also been bottlenecks with the government, you know, different times they have different bottlenecks that delay the process and it's random.

So we we can never really.

One month it might.

One period of time in the year it might take 30 days, another period of time. It could take 110. So it's just a matter of and part of that's the.

Process steps. The other part is if you submit something with errors then they have to go back and forth and so that's why we usually encourage people to start about 3

months in advance.

All right.

 **Bud Kinney** 52:28

Thank you.

 **Edens, Charles** 52:31

All right.

 **18\*\*\*\*\*91** 52:34

Hey, good afternoon.

This is Charles Weatherford with American axle.

I actually missed.

I guess we'll say the beginning of this call, but I think I've caught up with a lot of the topics that would have.

 **Edens, Charles** 52:41

Alright, no.

 **18\*\*\*\*\*91** 52:45

I guess we've gone through.

Is there something specific though?

I guess that that's the part that I'm, I guess struggling to understand is I know we talked about the procurement solutions, the manufacturing technology side of this.

There's no specific product, though.

There's nothing like, I guess, specifically that we're working towards on this.

 **Edens, Charles** 53:03

No, I hate to use the word altruistic or anything like that. Part of I mean it's not altruistic because it is self-serving.

The government wants to make sure that forgers are available in the US to supply them.

That's that's a a really oversimplified.

Goal of of what they're doing and that's been the case ever since the 80s when they basically saw that the mom and pops were shutting down.

They were people were offshoring and those different things. They finally realized it, and COVID sort of.

Re made them re recognize the fact that if everything we buy comes from somewhere else and and that's DoD items and it gets stuck on the ocean or.

 **18\*\*\*\*\*91** 53:46  
Hmm.

 **Edens, Charles** 53:49  
Our our frenemy besides to.  
Not ship to us anymore.  
What do we do? And so.

 **18\*\*\*\*\*91** 53:52  
Yep.

 **Edens, Charles** 53:56  
For being, you know, for being less specific description of the goal, you know or or less word, you know, Wordy, description goal. They just want to make sure that there's a forging industrial base that's available to their to meet their needs and and they recognize that in order.  
For that to happen, the forging industrial base needs to grow, needs to modernize, needs to use R&D to improve their.  
Efficiencies to improve their production, lower defects, all of the goals that you as a company have, they want to encourage.

 **18\*\*\*\*\*91** 54:28  
OK.

 **Edens, Charles** 54:29  
So in a lot of cases, the smaller Ford shops and even the larger Ford shops it's, you know, a new press isn't a something you go and buy next week, you know it's, you know, it's part of your five year plan or something.

 **18\*\*\*\*\*91** 54:40  
Right.

 **Edens, Charles** 54:43

It's not part of your five week plan or your five month plan and so.

It's so capital intensive.

Sense of that, you know, we we probably can't help bear or they probably can't help there. But when it comes to helping your processes and your production and your your improving the alloys, improving your success rates, things like that.

That's what they're really trying to do. And and it's like I said, it's, you know, the word wouldn't necessarily be altruistic because it is self-serving. They want to have people to buy from, you know, and that's that's the.

 **18\*\*\*\*\*91** 55:14  
OK.

 **Edens, Charles** 55:16

That's the simple way to explain it, and not just overly.

You know, we we do have specific problems with forgings. We have, I think, and I have a couple people here that can probably help me with statistics.

I think that out of the top 100 back ordered items for gings and castings are large are a disproportionately large number of those things and also the the things that are back ordered over 800 days a lot of times they're castings and forgings, so they see.

 **18\*\*\*\*\*91** 55:37  
OK.

 **Edens, Charles** 55:44

A need based on two things.

One, they want someone that can make them, but two they are having trouble getting them now too.

And they feel like if they can help the industry, maybe the help industry can help

them.

So. So that's that's what we're.

 **18\*\*\*\*\*91** 55:55

OK.

Yeah. And maybe this is a bigger discussion we could take offline, right?

But I I mean we we certainly have lots lots of press with lots of capabilities, right.

 **Edens, Charles** 55:59

Yeah.

 **18\*\*\*\*\*91** 56:03

So we there's definitely projects that are always being worked on and you know certainly could better the industry.

So it's definitely an interesting opportunity.

So I guess thanks for the invitation and I guess looking forward to talking more about this.

 **Edens, Charles** 56:13

Oh, absolutely.

I certainly.

Rob, I think sanayand, I don't know if I'm saying your name right, but your hand is still up.

I don't know if you had a second question or if you that's left from earlier.

 **sainand** 56:26

No, no, no. I'm. I'm. I'm done with my question.

 **Edens, Charles** 56:29

OK. All right.

All right, rob. Then I'll, I'll see you have your hand up twice.

So I guess I was ignoring you. I'm sorry.

 **Rob Fekete - OutPace** 56:37

No, I I just hit the I just hit the button twice.



**Edens, Charles** 56:40

Yeah.



**Rob Fekete - OutPace** 56:41

No, I just wanted to echo a lot of what you said because.

I sent a note to rivers saying like I I recently retired and and worked within the depot system and DLA in particular did lose about 27% plus of its vendor base since COVID. And when it comes to R&D the funded efforts.

Are are for the the exact reason you said.

The the reshoring of of capability that we learned.

Lessons from COVID the need for the to robust the defense industrial base and avoid vendor lock, which is a a big issue.

And then there's diminishing manufacturing shortages and and material shortages that the government struggles with on different weapons systems. And something like this is exactly.

An opportunity for.

For a lot of mom and pops to to get involved.

And and the barriers to entry are not nearly as high as as some think.

And like you mentioned JCP earlier which is probably managed by the same person at the university who does their Sam code, which that'll be listed in Sam.

So.



**Edens, Charles** 57:57

Yeah.



**Rob Fekete - OutPace** 58:00

I just thought you were completely spot on and explained it very simply. And and yeah, that was it.



**Edens, Charles** 58:03

Yeah, yeah.

Yeah. Thanks. And and thanks for, you know addressing that. And from another perspective that helps do it. I I was going to.

I did not share, you know, in the past again I said we had larger scale longer term

projects and that.

The last round that we had a lot of them were based on just on coatings, which was weird because DLA helped pick out the portfolio and then later they go, why do you have so many coatings projects so?

It's funny how how quickly you know the the opportunity or whenever we we are doing something, we see other opportunities and you you realize we could have been doing something that's more more dynamic or more necessary now than it was five years ago.

So I think that's one of the reasons why we want to be more agile with this, this new approach. We want to be able to pull.

Pull projects in that are that are more applicable to the day.

Not to the to the to the period like the long period like. Again, if we have a technological technological improvement or if DLA comes to us and says, hey, it really wasn't in the in the you know we didn't call it out. But there's one area we're really.

Struggling with and. If you do have some ideas.

You know that that can maybe fit into this project.

Let us know so there may be opportunities down the road the other way that we're hoping if we structure this.

In a way and and really.

Promote this in a way.

Is that there's a chance that someone could come along and tell DLA?

Hey, we like that program and we want to kick in some money for some of these projects. So you may not have enough money to kick into.

So we're we're that's on our side of it.

Just that's more of just try to explain maybe more why we're taking it, taking the risk of changing our approach.

I we we won.

Like I said, we've been suggested to do it from our from our PM.

During earlier years.

In the middle of our current program. And then we also get feedback like a deja JMT PJDMTP whenever you're there with your project.

The fourth year in a row and you're presenting the same project. We get notes sometimes.

Or why is this project still running?

You know things like that and and it's the the fact that things get stale after too long of a period of time and we want to make sure we have things that are that are fresh and again agile.

Quick turn around quick wins, especially so.

So you know any of those types of things where we can, we can show successes quicker and get acknowledge those successes quicker.

And thanks Jacqueline for for attending.

And you know, we we really are trying to.

**DF** **Dekland Barnum - FIA** 1:00:50

Take care all.

 **Edens, Charles** 1:00:51

Yeah, yeah. We're definitely wanting to try to impress them with whatever they award us with. If we're able to win an award and if and we get it, we want to wow them with what we do initially.

And hope that that may draw additional funding into the program, which would mean that we would, we would be able to support more projects.

So you know, first we have to figure out what we get up front and then we're hoping that there's ways that maybe we can attract more funding.

And so that's the.

Again, that's something that we're we're gonna be tasked with.

That's definitely on on our side of the equation, but that's the approach we'd like to take. And again, we've, we've got reason to believe that's a viable approach.

Which, because we've had sort of feedback from other places that have have encouraged it so.

Alright, anyone else? Yes.

**MB** **Mario Buchely** 1:01:42

Charles. Yes, I I have.

I just now that you mentioned budget, I was checking here the the document and there is no specific budget.

I don't know if if you have any.

I know that you are asking for rough numbers, but is there any restriction like

salaries, equipment, travels, everything can be included or something that is not included?



**Edens, Charles** 1:01:57

Yeah.

We.

Yeah, Mario, we would.

We we do anytime.

We do an actual full cost proposal.

There's a certain level of scrutiny that we have to give the the proposal.

Obviously if you have someone with four, four PHD's, we would be able to justify a different salary for them than the guy that's working on the maintenance that's helping to to connect a piece of equipment. We call that a reasonableness check reasonableness test, and we're required to.

Do that.

If we have a, if we disagree.

With that, we would, you know, come back to the to the group and explain that why we have a issue with that.

And so there there's there's, that's part of our due diligence before we ever proposed.

So we take everything that we're working with from, from all of the people that are contributing and all the all of the things that we're we're working with and then that's part of our initial process.

We wanna make sure what we submits compliance. So there's a lot of compliance that we have to go through whenever we're whenever we're getting those numbers from you, we're gonna normally have templates.

And we're gonna normally have instructions and things like that to help you fill them out properly.

And then we'll probably have a round of back and forth to make sure that everything is done.

So all of that's passed on us to make sure that we have a a viable, compliant and attractive proposal.

So that's, that's where we.

We've been successful at pulling these these programs together and do that and that's one of the things that we we feel confident that we are good at.

Doing so and we help all the way along the way, so we don't expect you to be an expert.

We send that out that packet out to you. If you have a question, call us.

So we're not, you know, for some, like I said, for some people that have been at present here, they may not have ever done Rd.

They may not have ever even had their JCP anything, you know, been on Sam's been on bids or anything and this is just they want to give it a try. And so there's going to be a learning curve for them and some of the people here are.

Currently under contract.

With us now and so we know they're prepared.

So it's we have that whole spectrum of people here that are and we help up and down the process so.

But any anyone else I they're definitely good questions.

They're definitely good.

We're we're trying to document the questions as we receive them and then we're gonna probably roll them into an FAQ as well so that we can share that too, so.



**Gwatney, Tyler** 1:04:39

I did want to add just one thing. I know there was someone that was talking to river. I think the name was Charles that had said they were struggling to get in at the beginning.

We are recording this so we'll be able to provide the information if you missed any having troubles getting in, we will be able to provide that.



**18\*\*\*\*\*91** 1:04:57

All right.

I appreciate that.

Yeah, I was able to hear most of it, but probably the 1st 1015 minutes. Thank you.



**Edens, Charles** 1:05:02

Yeah. And that. Yeah. And and Charles, that was the more like the raison d'etre you know why?

Why we're we're, you know, sort of what this is and and and where we're coming from, I know.

Let me see if you if you made it to this, did you catch that slide there?



**18\*\*\*\*\*91** 1:05:19

No, I actually can't see any of the slides. I'm actually had to call in through the phone.



**Edens, Charles** 1:05:22

Oh yeah, I'm looking at that now.

Yeah, there was. OK.

I'm yeah. Sorry about that.

Yeah. So, so yeah, I know.

I I went faster. A lot of it because we had basically, I wasn't going to read the slide.

I just sort of summarized the slides, but yeah, if you once you, if you have any follow up questions you know reach out to river or myself or Tyler and we'll be glad to answer questions one-on-one.

This is mainly a way to get as many people set as you know, not satisfied, informed as as.

Concisely as possible or in one in one felled swoop.

So we do appreciate everybody attending and I think I never did see the top number, but I think we're over 30 something people.

So we had a really good, really good group come in and I appreciate your attendance.

So I'm still gonna hang around.

It's we're hitting 3:00 here in less than one minute.

Anyone that does have any follow up discussion, they want to have, we'll we'll have it in the room.

It will be for the benefit of everybody that's here. If you want to hang around. But.

Then later, if if there's individual.

Questions we can receive those and and make contact individually.

And thanks to the AATI team for supporting, nobody jumped in yet to correct me, so hopefully that means I was at least partially successful in my explanations on some of the topics.

Alright.



**Rob Fekete - OutPace** 1:07:16

Hey. Hey, Charles. It's Robbie again.



**Edens, Charles** 1:07:18

Yeah.



**RO Rob Fekete - OutPace** 1:07:18

Can I can I send you an e-mail after this?



**Edens, Charles** 1:07:20

Yeah, certainly, certainly. And yeah, no problem.



**RO Rob Fekete - OutPace** 1:07:22

OK.

Appreciate it.



**MY Marcus Young** 1:07:30

Thanks Charles.

Take care.



**Edens, Charles** 1:07:31

All right.

Thanks Marcus.

You take care too.



**S sainand** 1:07:34

Thank you.



**Edens, Charles** 1:07:42

Thank you, Doctor Gopal.



**DN Dr. Gopal Nadkarni** 1:07:46

Thanks for being touch.



**Edens, Charles** 1:07:47

All right. OK.

All right. I think we can call it bud.

Was there any follow up from you or you just don't just hanging around?  
I'm good if y'all are. If you want to close the meeting river, you can do that.



**Gwatney, Tyler** 1:08:19

Yep, Yep.

All right.



**Simpson, River** 1:08:22

OK.

Yep, I'll close it out.



**Edens, Charles** 1:08:23

All right. Thanks a lot.

□ **Simpson, River** stopped transcription