



# CLEEVE CONNECTION

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***WOW! The end of September already!***

***Hope you are getting ready for an amazing fall  
(and then another winter)!***

***To all our customers, suppliers and friends  
Enjoy!***

## M & A News

Eaton commits to acquire Souriau-Sunbank Connection Technologies for \$920 million.

Power management company Eaton Corporation announced it has committed to acquire the Souriau-Sunbank Connection Technologies business off TransDigm Group Incorporated for \$920 million, which represents a trailing 12-month EBITDA multiple of approximately 12x.

This acquisition will enhance Eaton's electrification strategy and long-term growth prospects in global aerospace and industrial markets.

Souriau-Sunbank manufacture electrical interconnect solutions for harsh environments for customers in the aerospace, defense, industrial, energy, and transport industries.

The company has a workforce of approximately 3,200 people and manufacturing facilities in France, the Dominican Republic, India, Morocco, Mexico, and the United States.

For the trailing 12-month period ending June 30, 2019, sales of the business were \$363 million.

Eaton have said:

"Souriau-Sunbank's extensive connectors capabilities will accelerate our participation in the growing market for electrical content on aircraft, and also give us a strong portfolio of connectors for the industrial, energy, and transport markets that we serve today."

Completion of the acquisition is subject to the required consultation processes with works councils, customary closing conditions, regulatory approvals, and TransDigm's completion of other required steps.

The transaction is expected to close by the end of 2019.

Eaton is a power management company with 2018 sales of \$21.6 billion.

They provide energy efficient solutions that help customers effectively manage electrical, hydraulic and mechanical power more efficiently, safely and sustainably.

Eaton has approximately 100,000 employees and sells products to customers in more than 175 countries.



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S o l e S o u r c e A r m o u r e d V e h i c l e





*The Liberal government is buying new armoured vehicles for the Canadian Forces Defence Minister Harjit Sajjan recently announced that the government would buy 360 combat support Light Armoured Vehicles from General Dynamics Land Systems-Canada, with the project costing \$3 billion.*

*The Government of Canada is providing a loan to GDLS-C to support jobs and suppliers as GDLS-C navigates a challenging and dynamic international defence market General Dynamics will provide the new vehicles in eight variants.*

*They will be used as ambulances and in other roles such as vehicle recovery, engineering, mobile repair, electronic warfare and as command posts.*

## **Go Away Little Boy!**

### ***THIS is what really happened.***

Some huge defence contractors get a TON of funding from government, not just in Canada, the UK or the USA, but all over the world.

Often when a very large contract is placed it includes an initial payment as part of the "signing" and then "progress billings" in which milestone payments are made when specific tasks have been completed.

Sometimes governments may even give "loans" to huge companies that don't want to tie up their own cash flow (not much of it flows down to the little guys like the SME's).

Anyway.

As an example, if Canada places a large contract for armoured vehicles using tax payer money for the procurement, the government would ideally like to see Canadian companies selected as a part of the supply chain.

Often, this requires some work on the part of the huge defence contractor as they may then need to develop an SME in order to help make them "qualified" and be "fit for purpose".

Other times, a huge defence contractor may "pretend" to do exactly this

in order to tick all the boxes, and then they carry on with business as usual.

After all, why go at risk when no one is **really** watching?.....



*Watch out next month for some more of the "go away little boy" tales!*

## UAV Shot Down



An American military drone was shot down in a rugged patch of northern Yemen, immediately triggering accusations of Iranian involvement in a region where tensions between Washington and Tehran are growing.

On Wednesday, a military spokesman for the Iran-aligned rebels, said that an MQ-9 Reaper drone was brought down by the rebels' air defense system late Tuesday. The attack, the second such instance in three months, threatens to worsen tensions in a region that has become a battleground for the United States and its Sunni Muslim allies against Shiite Iran.

In June, the U.S. military said the Houthis had shot down a U.S. drone with Iranian assistance. The attacks underscore the growing military capabilities of the rebels, who only a few years ago were mountain fighters with no access to armed drones or the surface-to-air missiles that they claimed were used to strike the U.S. drones.

It was unclear what mission the U.S. military drone was undertaking, but the U.S. military has deployed drones and airstrikes in previous years to target Yemen's al-Qaeda affiliate, known as al-Qaeda in the Arabian Peninsula.

The United States is backing a Saudi-led coalition of regional Sunni countries that is fighting the Shiite Houthis to help restore Yemen's internationally recognized government and stem Iran's regional influence. Iran has denied providing military and financial backing to the Houthis.



# It's Better To Give Than To Get!

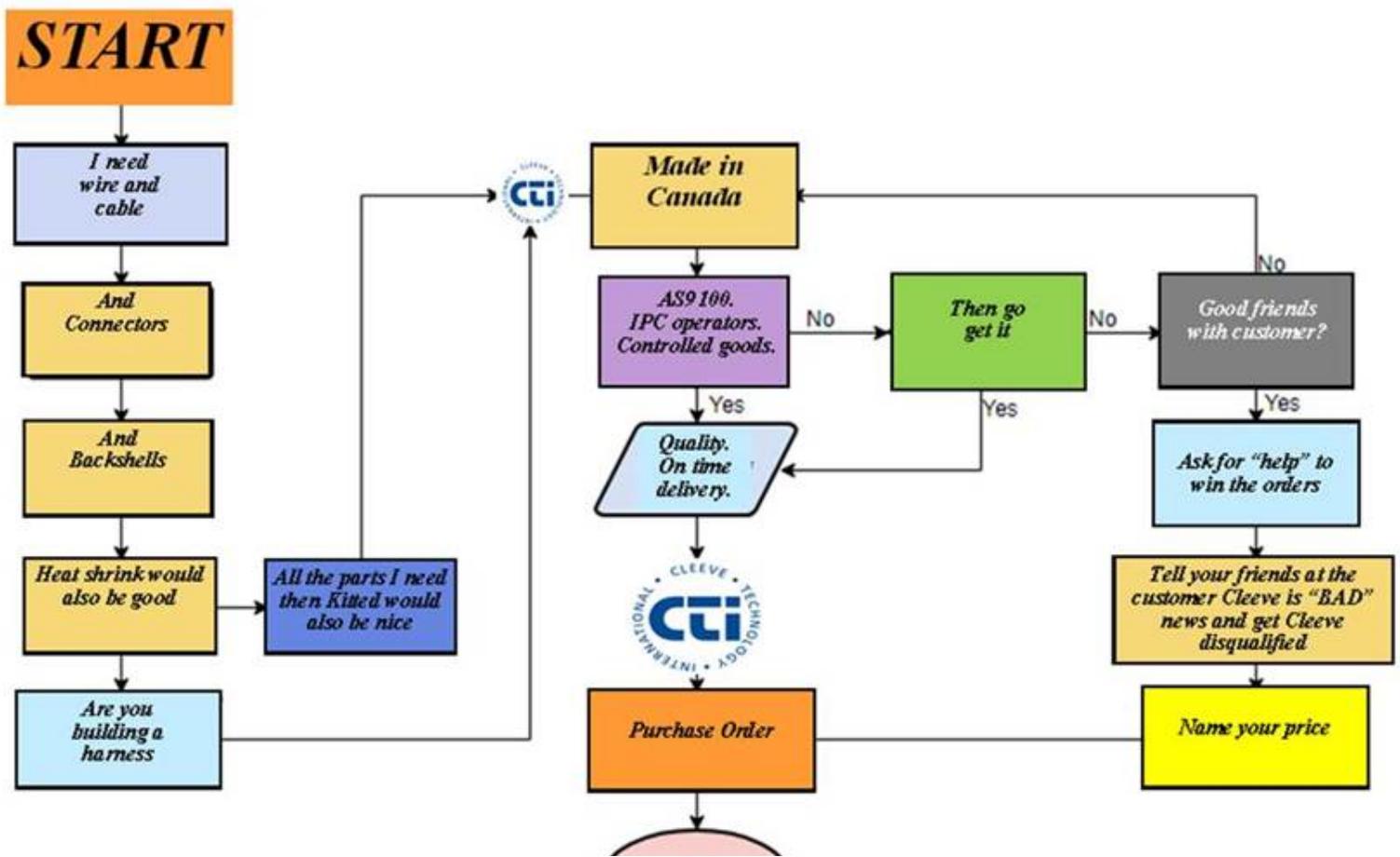


22  
SEP.

Durham Superhero Fun Walk



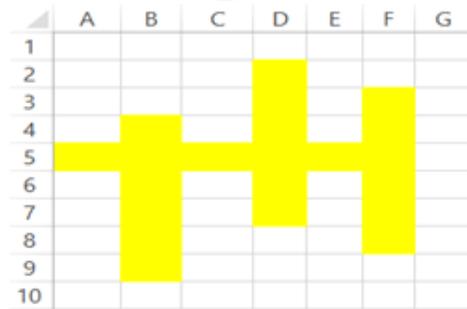
## Flow Chart!



## CTI Crossword

### CTI Crossword puzzel

- 5 across            Best  
Canadian SME
- B down            Best Newsletter
- D down            Best and most  
Fun staff
- F down            Make  
me smile



## Save The Planet

The Minister of Environment and Climate Change Canada announced an investment of up to \$600,000 under the Innovative Solutions Canada program for four new projects.

One of the projects focuses on testing a drone-based technology that uses artificial intelligence to provide a more affordable and fully autonomous crop protection and spraying solution.

The project goal is to help reduce herbicide and pesticide use, as well as operational costs for producers.

Said a Canadian government official:

"Our government is proud to see Canadian small businesses at the forefront of finding solutions to environmental challenges that affect Canada and our planet as a whole."

The Government of Canada explains climate change as destabilizing the environment, bringing more extreme weather and ultimately having adverse effects on the economy. It's goal under the program is to support the innovations of small businesses and entrepreneurs who can protect the environment and create environmentally progressive solutions for the agriculture and agri-food sectors.

Innovative Solutions Canada (ISC) is a major federal investment program, targeting up to \$100 million to support the scale up and growth of Canada's small business entrepreneurs by having the federal government act as a first customer, thereby leveraging its purchasing power.

So how about a way to get a detailed view of your farms soil quality?  
Something to manage your soil quality, from the top soil to below your roots with precise control and provide strategy recommendations customized to your crops.

And then even diagnose problem areas and compare soil between zones, even match fertilizer supply with demand, saving money and increasing yields while improving soil health.

Can you image having probes that collect data from soils on farms and sends it wirelessly to a long-distance network that can provide real time direction on actions to be taken.

Well that is not in the future, it is now with

## Is This Politically Correct?

In trees,

sex exists beyond the binary of female and male.

Some, such as cedar, mulberry, and ash trees, are dioecious, meaning each plant is distinctly female or male.

Others, such as oak, pine, and fig trees are monoecious, meaning they have male and female flowers on the same plant.

This type of 'gendered' tree is termed dioecious,

a term derived from the ancient Greek for "two households".

However, most tree species are monoecious, meaning that they bear female and male flowers on the same plant.

Or put in very simple terms, the male pollinates and the female bears the fruit.

The U.S. Army are no longer accepting paper from dioecious trees any more, and the Pope is having them all removed from his private garden.

## #VetResources

September is also a time to remember 9/11.

#VetResources,

For Veterans, their Families, Caregivers, and Survivors

National Day of Service at VA Cemeteries on 9/11 with Carry The Load was on Wednesday, September 11, from 9:00 am to 1:00 pm.

The National Cemetery Administration and Carry

The Load will partner on a national day of service with headstone and marker cleaning and grounds beautification at 40 national cemeteries across the U.S.

Honoring the men and women buried in VA national cemeteries and commemorate the heroism of September 11, 2001.



## Canadian Connectivity Country Manager (CCCM)

Here is his contribution for the September 2019 Cleeve Newsletter

*Dear Cleeve Editor,*

Your CCCM article last month was actually OK.

I mean the Dad jokes were a bit weak but better than your usual sarcastic, acidic ranting that you have tended to do most of the time

(and my "life insurance policy" is true by the way!)

Anyway, this month I have a dad joke for you.

I went into a Jamaican restaurant the other week and asked the waiter where's your brother gone.

He replied by saying "Kilimanjaro"  
And I said to him "why are you calling me Jaro?"  
GET IT!!?

**Answer from the editor:**

I did actually smile at that one, although not sure it is politically correct.  
But if Jamaican don't you think it should be Kilimonjaro?  
Did he also have a sister named Patti?  
(Who would bake Gingerbreadmon! LOL.)  
That said, it does seem appropriate for you, since the word "Jerk" comes to mind...



## Silent Generation?

When I first went into the workplace I was not aware of any "categories" that I fell into  
and I still struggle to identify myself with any specific one i.e.  
Baby Boomers, or Gen Z, iGen, Centennials, Millennials or Gen Y: Generation X:  
But I do know I am not yet in the "Traditionalists" or "Silent Generation"  
(who were born in 1945 and before)

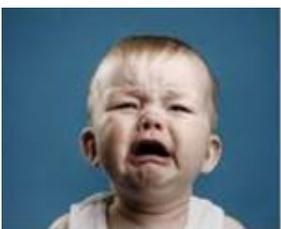
What I do know is that "back in the day" the best way for me to progress was to work so hard  
that I would get noticed and then start that very slow climb up "The ladder"  
so that one day I could reach that lofty height of newsletter writer.

But, I do not see that same "mentality" these days?

Even in the deepest of recessions anyone at any age can feel resentful that their talents  
have been overlooked and believe they deserve a promotion or pay rise.  
And that seems to be particularly true for Generation Y.  
("The entitlement generation")

But for the rest of us watching in fascinated horror at the cavalier attitudes  
of many new graduates in the workplace, there is at least some consolation.

Not only will such entitlement junkies run into greater conflicts and arguments at work,  
therefore probably hindering the very progression they feel they so deserve,  
BUT they may well end up miserable to boot.



# Dogs and Humans: Something in Common?

I have a dog.

He is a 90 pound yellow Labrador.

I walk him around the neighbourhood everyday, and being a very social dog he has made lots of friends.

But most of those friends are also "big" dogs (which come over to him and they smell each other).

But for some reason, all the little dogs (less than 20 pounds) bark and howl and make a ton of noise for, what I consider to be, no reason at all.

And then I got to thinking.

Many of the men I know that make a ton of noise wanting to be heard and seen and generally get attention, seem to have something in common with the dogs that want to be heard and seen and get attention.

Size matters?



On another topic, when I was just a wee lad I use to have a few paper rounds (three in the mornings and one in the evenings).

Sunday mornings were by far the worst, as all the folk that would get the "posh" papers during the week (and take them to work) would change to getting the rags and gossip papers at the weekend.

So from The Times and The Telegraph to The News of The World!

I find the Cleeve newsletter is a little bit like this.

NO ONE wants to be seen reading it at work and some ask to be removed from distribution.

And yet they seem to read every detail of what it contains...

(Just saying)

## Throw Us a Steak!

OK we all know the real reason this little newsletter is put out each month is in the hope that someone will like us and want to do some business with us.

Last month we asked that maybe you throw us a bone.

That did not work out so well.

So we have upped the ante and its now

***"Throw us a steak month"***

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## Dr. Clev-ous is Back Again

The month is now September, another month older,

I have lost all my hair, I couldn't be balder,

Photos of when younger, I keep in a folder,

I use to have hair that would fall off my shoulder,

I blame all the fumes that come from the solder,

On the harness I terminate right before I mold her

On the harness I terminate right before I hold her,  
But now winter is coming and its gona get colder,  
And I don't sweat so much, so less of an oder,  
But I gota go now.  
The company,..... I sold er!



## This Month in History

### September 17, 1908

The first fatality involving powered flight occurred as a biplane piloted by Orville Wright fell from a height of 75 feet, killing Lt. Thomas E. Selfridge, his 26-year-old passenger. A crowd of nearly 2,000 spectators at Fort Myer, Virginia, observed the crash of the plane which was being tested for possible military use. Wright himself was seriously injured (and over 100 years later we still have the 737 Max grounded).



### September 18, 1810

Chile declared its independence from Spain after 269 years as a colony.



### September 19, 1893

New Zealand became the first country to grant women the right to vote.



### September 20, 1873

The New York Stock Exchange was forced to close for the first time in its history as a result of a banking crisis during the Financial Panic of 1873.



**September 26, 1984**

Britain agreed to allow Hong Kong to revert to Chinese sovereignty in 1997.



## FOT Wall!

**FOT Wall**  
(Fly On The Wall)

*The year is 2019 and the location 24 Sussex in Ottawa, Ontario, Canada.  
A High-Profile Canadian Politician and his adviser.*

**Justin:** *This is a very difficult conversation for me!*

**Adviser:** *In this day and age did you really think no one would see these photos?*

**Justin:** *I was at a costume party I just thought that "photographer" was a popular costume that year.*

**Adviser:** *You need to get a head of this, have you thought about apologizing?*

**Justin:** *I didn't, I thought the best move was be a no-show at the debate and hide from the press.*

**Adviser:** *O.K..... Just please tell me that there is nothing else we need to worry about?*

**Justin:** *There may have been another time that involved a musical performance but I'm sure no one will bring it up.*

**Adviser:** *..... we're screwed.*

## Vertically Integrated Solutions

Download Cleeve Technology International's Vertically Integrated Catalogue:  
[Vertically Integrated Solutions](#)

## Quote of the Month

**"A Trump in office with one term in hand,  
Is worth two with George Bush"**

**That one is all mine!**

# Cleeve. Experience You Can Trust!

## Our Mission

We provide high quality, zero risk electrical interconnect solutions through research, innovation and skilled expertise for use in harsh and challenging environments, such as the aerospace and defence industries, thus allowing our customers to focus on their own core interests and capabilities.

## We Want To Connect With You!

Our knowledge and familiarity with products and assemblies enables us to support the integration and supply of electrical interconnect components and assemblies that meet customer and program requirements in Canada and internationally.

We are confident that we can provide qualified and cost effective solutions, products and assemblies for your applications and requirements and welcome an opportunity to discuss your needs.

Our team of experienced professionals will work with you to ensure your interconnectivity needs are meet the highest level of industry standards and requirements.

Connect with any one of our representatives below to discuss your needs. Whether you need for a simple quotation or if you are ready to move forward with a complex build, we standing by, ready to assist!

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