

Sintavia aims to be ‘true independent’ in additive manufacturing, CEO says

27 JUN 2019

Sintavia, a Hollywood, Florida-based additive manufacturing company, is focused on remaining independent even as peers have been acquired, said founder and CEO Brian Neff.

The company’s main business segment is aviation, where it is currently selling to OEMs seeking replacement parts as well as to rocket and other aviation and aerospace companies, he said. Sintavia is working to get its precision parts spec’ed into new aircraft set to be released over the next few years, which would ensure a more consistent revenue pipeline, he explained.

Sintavia recently announced a joint venture with Houston-based **Howco**, a subsidiary of **Sumitomo**, to enter the downhole oil and gas tool business with additive manufacturing, he added. Both companies are contributing funding to the JV, which will be set up inside Howco’s 300,000sqft facility with its own dedicated workforce to target major oil and gas producers, he said. Sintavia can also service the oil and gas segment from its existing 10,000sqft lab and 55,000sqft manufacturing facility in Florida, he added.

The JV will begin by making downhole tools or parts that are precision parts and are cast from standard weldable alloys used in the oil and gas space, he said.

It considers major casting companies such as **Precision Castparts**, **Consolidated Precision Products**, **Arconic** [NYSE:ARNC] division **Howmet Castings**, and **Carpenter Technology** [NYSE:CRS] to be its competitors in both aviation and oil and gas, he said.

Additive manufacturing is 3D printing using metal powders, and Sintavia uses nickel, titanium, aluminum and other proprietary alloys. Some companies use sintering to form and bond parts, but Sintavia uses a laser melting process, he said.

Parts that are traditionally cast have been steadily replaced by those made by additive manufacturing, but the major growth for additive manufacturing will come from parts that cannot be cast due to the limitations of cast materials, he said. The end products of additive manufacturing “are designed better, perform better, and are less expensive on a steady state basis,” he explained.

Classification: **Confidential**

Regional Head Offices

Europe: 10 Queen Street Place, London, EC4R 1BE, United Kingdom Tel: +44 (0)20 3741 1000

US: 330 Hudson Street, 4th Floor, New York, NY 10013 USA Tel: +1 212 686 5606

Asia-Pacific: Suite 1602-06, Grand Millennium Plaza, 181 Queen’s Road, Central, Hong Kong Tel: +852 2158 9700

Most large casting companies have acquired additive manufacturing companies recently in order to capitalize on the rise of the technology. For example, Precision Castparts acquired Atlantic Precision Inc in 2016, and Carpenter has made several acquisitions in additive manufacturing, most recently acquiring LPW Technology in October 2018. In May 2019, Carpenter announced the creation of a new subsidiary, Carpenter Additive.

As casting companies have grown larger, the relationship between casting houses and OEMs has grown “strained”, Neff said. Disputes arise around issues such as maintenance costs, pricing, which party owns the molds and dies, and it can be difficult for customers to negotiate with multi-billion dollar casting houses, he explained.

Sintavia plans to remain “a true independent” so it can be an alternative for companies seeking additive manufacturing suppliers not owned by casting companies, Neff said. He said he would like to be the majority owner “forever”, because the long-term growth potential of the technology “is unlike anything I’ve ever seen in my life.” He has built and sold several companies and while he enjoyed that process, “the future for me is to build this business,” he said.

Neff is the majority owner and is providing growth capital out of his own funds, including proceeds from previous companies he has sold, he said. **Sumitomo** and **Mitsubishi Chemical** own single-digit equity stakes in Sintavia, he added. Sintavia has 50 employees.

Neff founded Sintavia in 2012. He previously served as CEO of **CTS Engines** and sold an 80% stake in the company to **Platte River Equity** in 2016. **BlackArch Partners** served as sell-side advisor to CTS on that deal.

By Hana Askren

Classification: **Confidential**

Regional Head Offices

Europe: 10 Queen Street Place, London, EC4R 1BE, United Kingdom Tel: +44 (0)20 3741 1000

US: 330 Hudson Street, 4th Floor, New York, NY 10013 USA Tel: +1 212 686 5606

Asia-Pacific: Suite 1602-06, Grand Millennium Plaza, 181 Queen’s Road, Central, Hong Kong Tel: +852 2158 9700