

Partners in Excellence



A.M. Gatti, Inc.

By Jon Otto



Aurele M. Gatti was born in southern Switzerland in 1886 to an Italian father and a French mother. Early in his working life he moved to Coventry, England where he continued his apprenticeship specializing in the Swiss trade of miniature sapphire products and jewel bearings for industrial and commercial use. The many applications for these products include (to name a few) watch movements, aviation & maritime instruments, tactile guidance systems, lenses and precision measuring devices.

In 1913, at the age of 27, Aurele took the bold step of immigrating with his wife and two children to the

United States. Here he continued to pursue the trade he had learned so well in Europe and England. The family settled in Trenton (at the time a bustling industrial hub) and Aurele was quickly hired by the Dictaphone Company as a specialist in miniaturized parts.

In 1920 Aurele took his next bold step by leaving Dictaphone and starting his own business manufacturing precision sapphire components and jewel bearings in his home. In 1922 the company was incorporated as A.M. Gatti, Inc. and moved to 524 Tindall Avenue, its home for the next ninety-four years.



Original Building Located at 524 Tindall Avenue in Trenton, New Jersey

In 1938 Aurele died suddenly leaving the business in the hands of his wife Emma and son Orville. In 1943 the plant at 524 Tindall Avenue was constructed under a grant from the Department of Defense to permit the strategic stateside mass production of jewel bearings for precision instruments, supporting US wartime efforts. A.M. Gatti received multiple awards for its wartime service including the Army-Navy "E" Award for Excellence. After the war ended the company shifted back to peacetime production and quickly became one of our nation's leading manufacturers of synthetic sapphire and ruby precision components.



Early Stages of Steel Erection



Vinyl Vapor Barrier

In 1955, after leaving Westinghouse, Industrial Engineer Anthony "Tony" Ursic joined A.M. Gatti as a Design Engineer. In short order he became the company's General Manager overseeing all aspects of the company's operations. After Orville's untimely death from a brain aneurism, Tony acquired control of the company and began expanding the company's customer base. In the mid-1970's, A.M. Gatti started working closely with Flow Research (now Flow International) to supply them with the first sapphire orifices to be used in the newly emerging ultra-high pressure waterjet industry.

In 1978 Tony's son Tom Ursic, holding an M.S. Mechanical Engineering degree, joined the company. Tom already held a patent for developing a mini-balloon catheter for the Becton Dickinson Company and was a natural for his position as Research & Design Engineer. Twenty-six years later, the third generation of Ursic's joined the company — current Vice President Bryan Ursic, B.S Industrial Engineering.

During the span of time while Tom and Bryan have been

at the helm, A.M. Gatti has refined its focus on designing and manufacturing the highest quality sapphire orifice assemblies and related products for the waterjet cutting and blasting industry. Aided by Tom's patented High-Cohesive sapphire orifice design, A.M. Gatti has become a worldwide leader in its industry.

"I would recommend Penn Valley ... They are honest, hardworking, and extremely professional in every regard" - Bryan Ursic, Vice President

This success brought on continued investment at the Tindall Avenue site but by 2014 the Ursic's had run out of space. Reluctant to move their sensitive manufacturing equipment, Tom and Bryan treaded water for awhile. When a 3.8 acre pre-approved site became available in the Penn Warner Industrial Park in Falls Township, Pennsylvania, they could not resist. Not only was the site approved for the 27,500 square feet the Ursic's needed, it was also approved for about 50% future expansion. Only a short ten minute drive from Tindall Avenue, they had found the perfect site and

"Their attentiveness to detail was remarkable and extremely refreshing ... where many would otherwise cut corners, Penn Valley never did" - Bryan Ursic, Vice President

were spared the time and expense of land development.

Tom and Bryan quickly retained The Elias Organization to handle the building design and by the spring of 2015 design was under way. Early in 2016, Penn Valley



A Sampling of A.M. Gatti's Sapphire Waterjet Orifices (From Left to Right: Series # 2720, 2869, 3121 & 3656)



Machine Shop

Constructors was selected to assist in value engineering of the project and awarded the contract. In May of 2016 construction commenced with completion targeted for December. With good weather and great cooperation all around, we completed the job just after Thanksgiving.

Because of the sensitive nature of their production, Tom and Bryan wanted a clean and bright environment in which there could be very little temperature variation. Architect Bernie Elias and his lead designer, Gary Atlee, chose pre-engineered construction because of the ease of achieving open areas and high insulation values on the walls and roof. The walls were clad with 3" insulated metal panels with a variety of exterior finishes and a reflective white inside face providing a minimum R-value of 21.6. The roof assembly was designed using the Energy Craft System which provided a clean, streamlined look and an R-value of 38. In addition to high levels of light provided by the T-5 lighting system, the Ursics wanted to incorporate natural light in the workspace but could not

afford the temperature variations caused by typical insulated glass windows. The Elias Organization selected Guardian SunGuard R43 Glass which does not permit significant solar gain. For ease of maintenance and to enhance the environment's brightness, a General Polymers epoxy floor coating was chosen.

Penn Valley Constructors was honored to be chosen as the contractor and are proud of the results we achieved working with the Ursics and The Elias Organization. We are eagerly awaiting the call to get started on the addition!

For more information, visit:

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Conference Room



Entry Vestibule

Thompson Bucks County Classic

By Jon Otto



In the summer of 1992, Penn Valley was invited to meet Jack Thompson and make a proposal for the alterations of what became Thompson Nissan. Thus began a great relationship that still continues. During these twenty-six years we have built multiple ground-up buildings for The Thompsons and renovated many others.

From that first meeting we have nearly always been either planning of building something for The Thompson Organization (in Doylestown, Warrington and Quakertown). In addition Jack, as the unofficial dean of the Middle Atlantic Toyota Dealers, has been instrumental in Penn Valley being the builder of five other Toyota dealerships and other projects in the region.

The crowning examples of our relationship with Jack, daughter Laura and son John came with the 2013 and 2014 construction of the 70,000 square foot Thompson Toyota in Doylestown and the 45,000 square foot Lexus of Willow Grove which was completed in spring of 2017.

In 2000 John Thompson approached us and asked if we could sponsor his six year old son Colin, who was starting his amateur racing career. We happily accepted that opportunity and have continued our support for Colin, now a rising star at the professional level. In 2014, John and I were discussing Colin's success over lunch when he brought up a new sponsorship opportunity; The Bucks County Classic.

The Bucks County Classic started in 2004 as the Univest Grand Prix. The event's second day was The Thompson Criterium. In 2012, when Univest ended its wonderful run as lead sponsor, The Thompson Organization was eager to step in and take over the title position. The Thompson lead race expanded to include a women's race in 2014

and became a national race in 2016 as part of the USA Cycling Pro Road Tour. In addition to the men and women's professional races, the event now includes an amateur race, a high wheel race and children's races. In 2014 we threw our support behind the Thompson's and the Bucks County Classic. Our support continues in 2018.

The race is held each year in September in the beautiful setting of downtown Doylestown and is supported by a large and enthusiastic crowd. The Classic now attracts some of the best racing cyclists in the world and the tradition grow stronger each year.

www.buckscountyclassic.com



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