# NTMA THE RECORD

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# 2012 WILL BE A BUSY YEAR FOR THE ONE VOICE GOVERNMENT RELATIONS TEAM

Any reader knows that a reoccurring message of this column is that when it comes to government, "if you don't have a seat at the table, you're on the menu." Your participation in NTMA's government relations activities will be essential for manufacturers to have a voice in 2012 on issues such as tax reform, environmental, labor and OSHA regulations and other policies that directly impact your ability to do business.

Thanks to the active involvement of NTMA members, NTMA and its members continued to make an impact in Washington, D.C. in 2011. For example, following intense pressure from One Voice members and other manufacturers, OSHA withdrew its proposed change in the interpretation of noise standard rules. NTMA member Mike Mittler testified before Congress about new directives coming from the NLRB. Subsequently, the Administration announced it was delaying the "Poster Rule" until January 31, 2012, requiring all private employers to post a sign listing the rights of an employee to join a union. The One Voice Team is working in Congress to stop the NLRB from moving forward with its poster

rule and other regulations that harm manufacturers. One Voice, in addition to working on overall tax reform, focused on extending and making permanent tax credits and deductions that are critical to manufacturers, particularly those to support purchasing of capital equipment.

These are just a few examples of the work being done in Washington. This month, the NTMA/PMA Government Affairs Team (GAT) is meeting in Cleveland to determine One Voice's priority issues for 2012. The GAT will be guided by the results of the annual advocacy issues survey distributed to all NTMA and PMA members at the end of 2011.

One of the most important ways for NTMA members to participate in these government relations efforts is to attend the 2012 One Voice Legislative Conference to be held in Washington, DC on May 8-9, 2012. This is your chance to look your elected representatives in the eye and ask them to support pro-manufacturing positions on our most important issues. The events kick off with lunch and a presentation and briefings by Washington insid-CONTINUED ON -P5





## **CHAIRMAN'S CORNER**

GRADY COPE / NTMA CHAIRMAN OF THE BOARD

As I am down to my last two Chairman's Corner articles, I thought it would be appropriate to answer some of the most common questions I have been asked in my tenure on the NTMA Executive Team. The subject of volunteering for organizations or special causes always comes up. However, it is rare that the term volunteer is used in the questions, but in reality that's the crux of the question.

I'm always asked, how can you spend so much time away from your business? How much has being on the Executive Team cost you and your business? How do you manage your business, devote time to NTMA, and still keep your family happy? And my favorite one: Is it worth it?

I think it is best to answer each one:

How can you spend so much time away from your business volunteering?

We always hear the term, "work on your business and not in it." Well when your not there everyday this becomes a necessary reality. In addition, those people you hired are actually capable of making decisions and in many cases they do a better job then you. This is not to say, you become total disengaged from your business, in fact the opposite is true; you become connected to the strategic side of your business. You know, that strategy that has been neglected the most! You can ask the Past Chairmen about this one and most of them will tell you the same thing. The truth of the matter is when they came back to their business. their role had changed and their business had prospered in their absence.

How much has being on the Executive Team (volunteering) cost you and your business?

In dollars, very little. In time, plenty. But the follow-up question should be what has being on the Executive Team (volunteering) rewarded you with?

On this question, I could spend the next two pages describing these rewards, since they are numerous, but I will limit them to a few.

The first reward has been the opportunity to serve with some of the best and brightest in our industry. The next, having the chance to learn and develop new skills. The leadership and communications skills that I have gained could not have been obtained in any classroom or my business. It is one thing to lead people working and reporting to you, while it is quite a different skill set to lead your peers.

The greatest reward has been to watch our industry begin to show how important it is to the American public by our efforts. Just talking to the young people participating in our National Robotics League, (NRL) gives me pause that a fundamental change is occurring. We are on our way back!

How do you manage your business, devote time to NTMA, and still keep your family happy?

The talented and competent people at Reata did a better job than I could have imagined. In many ways, once the people I hired were aloud to do the job they were hired for, the company's performance improved significantly. Since joining the Executive Team every aspect of Reata has improved and I credit much of that with me learning to let go of the everyday aspects of running the business and becoming more strategic. It's the difference of working in the business vs. on the business.

My family, though they missed me during all of my traveling during my Chairman year, has seen personal changes in my leadership skills and my overall confidence increase. Though, I'm sure my wife will like having me around much more this next year, she would be the first to tell you, that many of the trials and tribulations of the last year caused me to grow and learn things about myself that are inspiring to her. Neither one of us had any idea that volunteering would give a person back more than they gave! There is no doubt that much of that has to do with the great people making up the membership of the NTMA.

Is it worth it?

The short answer is yes. I can't think of anything I have ever done, related to work, that has meant more for me personally and done more for me professionally. The individual growth I have undergone is unsurpassed by any thing I have done in the past. For me, volunteering to serve on the Executive Team has been a game changer, my business has prospered and I have grown personally in my skill set, as well as my confidence. Try putting a price on that!

We are constantly presented with opportunities and the problem is judging which ones to take and which ones to pass on. The one thing I would ask each of you is that when an opportunity to serve the NTMA shows up, jump at the chance to volunteer for this great organization. The payback is priceless.

GRADY COPE / CHAIRMAN

# THE RECORD

#### **OPERATIONS & EDITORIAL**

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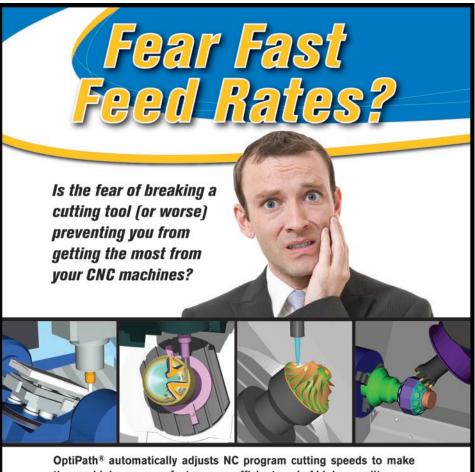
ers. The following day, NTMA and PMA members head to Capitol Hill for a full day of meetings with members of Congress and their staffs to rally support for policies that strengthen manufacturing in America. More information can be found at www. metalworkingadvocate.org.

Finally, congratulations to NTMA Member Mark Romanchuk, who has taken the call to get involved in government relations activities to a new level. Mark has announced his candidacy to serve as state representative of the 2nd Ohio House District. Good luck Mark!

Manufacturers can make a difference in Washington, but only if they participate

in the process. NTMA members can give unlimited corporate or individual contributions to the NTMA Government Affairs Administrative Fund which supports the work done by The Franklin Partnership and Bracewell & Giuliani LLP. Additionally, NTMA members can make limited personal donations to the Committee for a Strong Economy (CFASE) PAC which supports pro-manufacturing Congressional candidates. Also, please consider participating in the 2012 Legislative Conference and other Government Affairs activities.

NTMA



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# NTMA RECRUITMENT AND RETENTION YIELDS NET GAIN IN ASSOCIATION MEMBERSHIP

2011 was a banner year for recruitment and growth in membership development for the NTMA. Our industry of custom precision tooling and machining continues to grow as a whole, but we still have pockets of the country that are not experiencing the high levels of business activities.

For the first time in five years, our total new member recruitment into our National Tooling and Machining Association and our 44 chapters reached a net gain of +29 for the year ending in 2011. While we fell short of the total recruitment goal of new members, our retention efforts surpassed our budgeted goal of 90%.

From a chapters perspective, that within the Northeast, Central and Western regions of our association, the Western region was able to recruit 57% of all new members for the year. This effort goes hand in hand with the new strategic approach to the NTMA Signature Events. The Signature Events, an idea borne out of NTMA President, Dave Tilstone's, marketing experience, harnessed the energy of the Chapter board leadership, the Chapter Executive, the Customer Service Team and our regional sales staff. The results have created not only new members, but a tested vehicle for a weighted, leveraged recruitment process.

In the coming months, the Rocky Mountain Chapter and Michiana are all planning signature events in February and March with high expectations. During April, San Fransico and Kansas City will be embarking on this strategy with NW PA coming in during the month of May. The role of the Chapter from the Board level is critical to growth of the association both nationally and regionally. It cannot be stressed enough that the best form of referral is from a current member or chapter executive. Many of the signature events are hosted by a NTMA Member at their plant. A tour is scheduled and the NTMA Member host will often times give a personal testimony of their return on investment for what they pay in dues versus what they gain from the membership both in bottom line business perspective and on a personal level.

Some results:

San Francisco Bay Chapter became a new chapter in March and brought in 23 members from the efforts of its signature event. The Houston Chapter was re-established in April and grew by eight members; Los Angeles added five and North Texas added eight.

When the message of the member benefits, networking and government advocacy is placed in front of a new member prospect at a signature event, adding a new member to the NTMA is much easier If you are interested in learning more about the NTMA Signature Events, contact NTMA's President, Dave Tilstone, for more information.

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### Introducing the a51nx. It's a one-machine expansion program.

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# TOOL AND DIE APPRENTICESHIP OFFERED IN ORANGE COUNTY, CA

Interplex Nascal, a leader in the manufacturing of precision stamped products and a division of Interplex Industries, Inc., announced today the opening of a formal program to train new Tool and Die Makers at its facilities in Tustin California for a limited number of candidates.

A local company with roots in central Orange County dating back to 1969, Interplex Nascal is contributing in a small way towards rebuilding the manufacturing base of our region. Tool and Die making is an essential and respected trade in many sectors of industry. New Tool and Die Makers are developed through apprenticeship, a combination of on the job training, work experience and related classroom study. In recent years little has been done to replenish this vital part of the workforce.

For the past two years Interplex Nascal has been searching to find Tool and Die Makers who have experience in the metal stamping industry. In that two year period they have successfully hired only two (2) new Tool and Die Makers. "Like many employers requiring personnel with highly specialized skills, Interplex Nascal has difficulty meeting its needs in this area regardless of the general unemployment rate" said John Fili, General Manager.

This new program, starting in early 2012, seeks to place individuals with two years of college-level technical training or five years of manufacturing work experience into a highly structured program. The two-year program includes on-the-job training, supplemental classroom education and work experience in a mentoring relationship with senior personnel. Candidates who qualify and enter the program will be provided with a starting set of precision tools which will become their property upon completion.

For further information about the program, please contact Cynthia Jones, Human Resource Manager, Interplex Nascal Inc. at 714-505-2900 or nascal.jobs@us.interplex.com.

NTMA

## WELCOME NEW MEMBER



NTMA welcomes new member Steelville Manufacturing. (left to right) Jean Thomasma, CFO, Melanie and John Bell. John is Vice President. Photo by: David Lippe at Mid-America Commerce and Industry magazine.



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# MANUFACTURING: Deliver the Promise

Kennametal Chairman, President, and CEO Carlos Cardoso addressed the National Press Club in Washington, D.C., on January 9 and shared the results of a Kennametal-commissioned national survey about Americans' lack of awareness of manufacturing opportunities in this country.

The survey reveals Americans of all ages are unaware of the nation's recent manufacturing successes, and they incorrectly believe manufacturing jobs are not available in the U.S. The survey also shows most Americans incorrectly believe manufacturing jobs in this country require only minimal skills, and that manufacturing doesn't have a bright future in this country.

Mr. Cardoso detailed what Kennametal is doing to address these misconceptions about manufacturing and encouraged manufacturing peers to do the same.

Attending the Press Club event with Mr. Cardoso were graduates of the Kennametal Foundation's Young Engineers Program.



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**I RIDE** on the Mazak MX Hybrid Roller Guide System to deliver unmatched levels of rigidity, durability and reliability that result in long-term accuracy.

**I AM** smart with Intelligent Machine functions that boost my accuracy, reliability and productivity.

**I INCORPORATE** an environmentally friendly and ergonomic design that provides an easily accessible workspace and simplifies maintenance.

**I AM** your highly rewarding, easy-to-use, go-to guy, ready to tackle whatever work you give me.

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The recent 15-week program introduced local high school students to manufacturing and its many career opportunities. Students from the Young Engineers Program shared their experiences and discussed how the program may shape their future career choices.

Use the following URL to view the "Manufacturing: Deliver the Promise" press conference webcast through April 9, 2012. http:// www.kennametal.com/en-US/promotions/NationalPressClub\_ Jan2012.jhtml

NTMA

## MSC INDUSTRIAL DIRECT NAMED 2011 SUPPLIER OF THE YEAR BY SAFETY-KLEEN

MSC Industrial Direct was recently named Safety-Kleen's 2011 Outstanding Supplier of the Year for going beyond the status quo in helping Safety-Kleen retain and improve its business during tough economic times.

MSC has worked with Safety-Kleen since 2005, selling maintenance, repair and operations (MRO) supplies to the oil recycling and environmental solutions company. After experiencing several volatile years, Safety-Kleen, like most companies in a down economy, sought to lower costs while maintaining high product and service levels. The company looked to MSC for help.

Debbie Klingelhofer, MSC national accounts manager, believes there is mutual respect and trust between MSC and Safety-Kleen, resulting in an equally beneficial partnership.

"We helped Safety-Kleen create and benefit from several operational efficiencies and cost savings throughout 2011, providing them with special solutions and services to meet their specific needs. That's what we do for our customers and, as a result, our business with Safety-Kleen has grown substantially over the course of the year," she said.

"MSC does a phenomenal job of managing Safety-Kleen's program by proactively finding products and solutions that streamline our internal processes. MSC is a forward-thinking organization that knows how to help its customers improve their bottom lines," said Danny Anderson, vice president of supply chain services for Safety-Kleen. "Furthermore, our experiences with MSC consistently reflect the highest levels of quality and integrity."

Erik Gershwind, president of MSC Industrial Direct, said, "We're honored to receive such praise and proud we've been able to assist Safety-Kleen in cutting costs and better serving its own customers. This accolade reinforces the trusted relationship between our two companies and the value MSC has provided to Safety-Kleen."

In recent years, MSC has also received a Supplier of the Year Award from Parker Hannafin and Berry Plastics, a Performance Excellence Award from Boeing, a Pinnacle Award from Premier Purchasing Partners, an Outstanding Supplier Award from IDEX Health and Science Technologies, and a Distributor of the Year Award from Saint-Gobain.



# HELP NTMA SUPPORT THE WOUNDED WARRIOR PROJECT

The National Tooling and Machining Association (NTMA) is a proud sponsor of the Wounded Warriors Project<sup>™</sup> (WWP). Please join us in our effort to raise \$100,000 in 2012 to support this amazing organization!

Your generous, tax deductible donation to the WWP will help the thousands of wounded warriors returning home from the current conflicts, and to provide assistance to their families.

NTMA would like offer a special thank you to NTMA member, Mike Mittler, Mittler Brothers Machine & Tool, Foristell, MO, for starting off our WWP fundraiser by generously donating two of his large company size, custom built BBQ grills for auction, with 100% of the money raised going toward meeting our goal.

DON'T MISS OUT ON THE CHANCE TO WIN \$25,000 AND/OR A HARLEY-DAVIDSON MOTORCYCLE!...All you have to do is attend the 2012 Annual MFG Conference to be held March 7-11, 2012 in Orlando, FL, and receive a scratch-off ticket with a chance to win \$25,000 for every \$50 donation made to the WWP directly through the NTMA fundraiser website shown below. If you don't win the money, don't throw your ticket away; just fill out the back side of the ticket and enter it into the drawing at the conference for a chance to win a Harley-Davidson Motorcycle, generously donated by Overton Industries in Mooresville, IN!

If you are unable to attend the 2012 Annual MFG conference, we



hope you will still help us achieve our \$100,000 goal this year by making a donation to the WWP directly through the NTMA fundraiser website shown below.

https://support.woundedwarriorproject.org/group-fundraising/ ntma

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## February 2012: Tip of the Month

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## MAZAK WILL SHOWCASE NEW VERTICAL CENTER NEXUS COMPACT AT MD&M

MACHINE PROVIDES FAST CYCLE TIMES AND SUPERIOR SURFACE FINISHES FOR SMALL, COMPLEX MEDICAL PARTS

The new Mazak Vertical Center Nexus Compact will make its first ever West Coast debut at the 2012 Medical Design and Manufacturing (MD&M) show, taking place February 14 – 16 at the Anaheim Convention Center in California. The space-saving high-speed, 5-axis vertical machining center was designed specifically to accurately and efficiently machine small, highly complex medical parts.

The Vertical Center Nexus Compact, which is available in 3- and 5- axis versions, meets and exceeds the medical industry's growing demand for lean manufacturing through the use of small-footprint, highspeed machines that offer absolute precision when creating high-quality parts with superior surface finishes. Additionally, the machine's new Mazatrol Matrix 2 CNC control and 5-axis machining capabilities significantly shorten design-to-market time, allowing doctors to quickly fulfill the needs of their patients.

The advanced Matrix 2 CNC control

is featured on the 5-axis machine model, while Mazak's user-friendly Matrix Nexus CNC control is featured on the 3-axis model. The new Matrix 2 CNC control makes part programming simple and fast while also delivering increased machining speed and accuracy, as well as superior surface finishes often required in medical manufacturing.

The Vertical Center Nexus Compact gets its power and versatility from a robust, high torque 20 hp, 12,000-rpm CAT 40 spindle and axis travels of 19.69" (500.1 mm) in X, 15.75" (400 mm) in Y and 12.99" (330 mm) in Z. The machine delivers the aggressive performance required for tough materials, such as stainless steel, Inconel and titanium, used in medical and other manufacturing applications. An optional 40 hp, 20,000-rpm spindle is also available.

With a 65" x 88" (1,651 mm x 2,235 mm) compact footprint, the Vertical Center Nexus Compact easily fits into most facili-

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The Mazak Vertical Center Nexus Compact provides fast cycle times and superior surface finishes for small, complex medical parts.

ties, so shop owners don't have to sacrifice valuable manufacturing floor real estate in order to achieve high levels of production. The machine's table measures 25.6" x 15.7" (650.2 mm x 398.7 mm) and accommodates parts up to 661 lbs. (330 kg).

The machine's three linear axes attain high-speed rapid traverse rates of 1,417 ipm (36 m/min) and fast feedrates of 315 ipm (8 m/min). Plus, the Vertical Center Nexus Compact accommodates 20 tools in its tool magazine (30 tools optional) to further increase part production versatility.

The Vertical Center Nexus Compact features Mazak's MX Hybrid Roller Guide System to deliver levels of durability and reliability that result in long-term accuracy. The Mazak MX Hybrid Roller Guide System dampens vibration to extend tool life, handles higher load capacities, accelerates and decelerates faster to shorten cycle times, consumes less oil for "Greener" operations, and lasts longer with less required maintenance.



Attendees listen to Tim Thornton's seminar on using Okuma's Intelligent Technology.

## OKUMA TECHTREK SHOWCASES MANUFACTURING SOLUTIONS

In a three-day event December 6-8, Okuma America Corporation and their distributors hosted over 200 manufacturing professionals at the Okuma and Partners in THINC facilities in Charlotte, NC. With 24 machines on display and 29 Partner representatives on hand to address questions, attendees had the opportunity to truly explore potential manufacturing solutions and discover ways to improve their productivity.

Tim Thornton, Controls Product Specialist, provided information about Okuma's Intelligent Technologies and helped attendees understand how the THINC®-OSP control monitors and analyzes information from machine performance to improve productivity by reducing chatter, managing thermal deformation and helping to prevent catastrophic machine crashes.

Larry Schwartz, Chief Strategy Officer, challenged manufacturers to question the status quo and utilize existing technology to reduce costs, improve quality and increase productivity. He shared insights from his 43 years of experience in manufacturing to illustrate how easy it is to become complacent by doing what we've always done. His viewpoints and insights inspired event participants to seek out the Partners and explore ways to improve their processes.

Partner equipment on display included the Iscar Matrix tool management system, MacMan-Net from dataZen, TMAC autocompensation software from Caron Engineering, workholding solutions from Busche, Kitagawa, Koma Precision, SMW Autoblock, Schunk, Riten and WTO, automation equipment from KUKA Robotics, LNS, Edge Technologies, Gosiger Automation and IEMCA, tooling from Sandvik, Command Tool and Kennametal, gauging from Renishaw, Zoller, Marposs, Blum, Edmunds Gages and Hexagon Metrology, coolant solutions from MP Systems,

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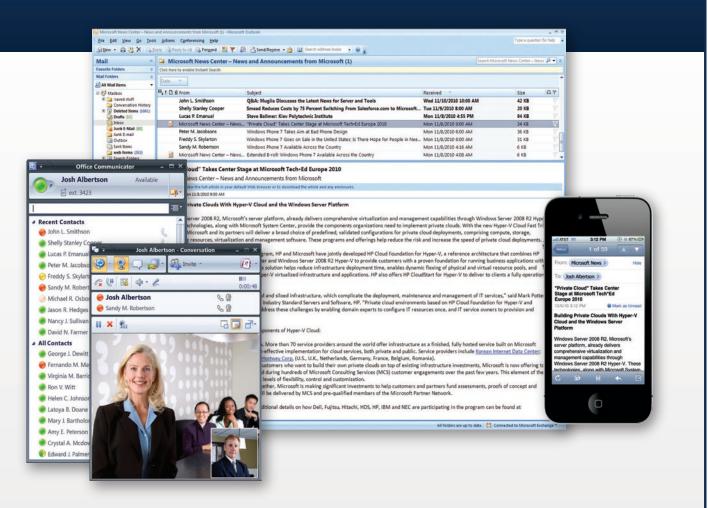
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Okuma's Bob Baldizzi demonstrates the control functionality of the new Okuma AMPS

Chipblaster and Qualichem, CAD/CAM systems from Esprit and Mastercam.

As a showcase for Partners in THINC, the event provided an education for many attendees as they discovered the depth and breadth of companies represented. One participant commented, "I wasn't aware of all of the different companies operating as one in the same building. The fact that you can bring together so many suppliers that are competitors and have them working together is a great resource for the end customers such as myself."

Featured equipment included an MCR-A5C double-column machining center, Multus B-750 horizontal lathe, a GA-26T grinder and the new Okuma AMPS flexible manufacturing system which is connected to 3 MB-4000H horizontal machining centers. Applications engineers and product specialists were on hand to personally discuss manufacturing problems and work with customers and partners to solve specific operating and processing issues.

In addition to the equipment and Partners, attendees were treated to a full tour of the Okuma facility, including stops at the service areas – spindle and board repair and the call center. Technicians explained how Okuma's spindle exchange and board repair programs are designed to keep manufacturers operating, even when their spindles or boards go down. If a spindle or board fails, Okuma overnights a replacement even before the customer returns the failed unit – getting the customer up and operational as soon as possible.

Attendees were excited and energized by the event and left with a good understanding of Okuma's wide product range, strength of technology and commitment to partnership and service. One visitor commented, "I'm 50 years old and have been in manufacturing my whole life and attended many shows. I have never been more impressed or inspired after meeting and speaking with the groups there (at Okuma)."

Okuma will host more learning events in 2012, including a series of Lunch & Learn events at the Partners in THINC facility and at the Okuma Tech Centers in Chicago and Houston.



# NTMA/PMA One Voice Legislative Conference May 8-9, 2012 Washington, D.C.

Discuss the issues that matter most to you and your company directly with those who hold power in Washington at the fourth-annual One Voice Legislative Conference.

### Visit

www.metalworkingadvocate.org for complete conference details and registration information.



# NTMA TO RAISE \$75,000 FOR GOVERNMENT ADVOCACY IN 2012

## WE NEED YOUR HELP!



The goal for the NTMA's GAAF Fund, Government Affairs Administrative Fund, is to raise \$75,000 in a critical election year. NTMA members know that if we are not at the table, we are on the menu. The 2012 Congressional and Presidential election can have a significant impact on the issues facing our members and the manufacturing industry.

Below is our solicitation form for the GAAF. Please tear this out and consider making a donation. If you have any questions, please feel free to contact Christie Carmigiano at ccarmigiano@ntma.org.

NTMA's Government Affairs Administrative Fund (GAAF) allows the association to undertake initiatives aimed at educating elected officials on tooling and machining and the industry's priority issues. It also permits us to support a variety of activities to inform and mobilize our members, as well as to protect and promote the industry with key lawmakers. Corporate OR personal funds can be donated to GAAF.

Name				
Company				
Address				
Indicate Amount of Contribution to the GAAF:				
□ \$5,000	□ \$500			
□ \$2,500	□ \$250			
□ \$1,000	$\Box$ Other _			
Choose the preferred method of payment:				
🗆 Cash	$\Box$ Check made payable to NTMA (indicate GAAF on the check)			
Charge to credit card:	🗆 VISA	□ MasterCard	🗆 American Express	
Account Name:				
Account Number:			Expiration Date:	
Signature.			Date	

Important Information for Contributors: Donations to the GAAF are not deductible as a charitable contribution, but may be deductible as an ordinary and necessary business expense.

The amounts listed above are suggestions only.



Send your GAAF contribution to: National Tooling and Machining Association 6363 Oak Tree Blvd. Independence, OH 44131 or

Fax: 216-901-9520

# PENDARVIS MANUFACTURING CELEBRATES 30 YEARS SERVING SOUTHERN CALIFORNIA

This January, Pendarvis Manufacturing of Anaheim celebrates their 30th year in business as a leading custom precision machine shop and metal fabricator in the Southern California area. Founded by Robert "Bud" Pendarvis in 1982, Pendarvis Manufacturing has based its success on offering quality metal fabrication and machining services that meet the unique requirements of each of their clients.

Now managed by Bud's sons, Brian and Robert, Pendarvis has slowly expanded its capabilities to meet the increased demand of the custom manufacturing services in the Southern California area.

"In the last 30 years, we have grown from a 2,400 square foot building with two employees to over 14,000 sq. feet of manufacturing space, with over 20 shop employees and two engineers," says Brian Pendarvis.

With an emphasis on efficiency, Pendarvis offers turnkey precision machining, metal fabrication, welding and assembly services, and can manufacture parts in sizes ranging from a cubic inch up to ten tons. The experienced team at Pendarvis works with each customer from the initial contact through final product completion to ensure that finished products meet or exceed the customer's specific requirements.

Over the years, Pendarvis has increased its client base to serve a wide range of industries in the Southern California area, including aerospace, transportation, instrumentation, research, defense, solar energy, architectural, specialty equipment and sewage treatment equipment.

"We are so proud to be a family-run business that continues the high customer service and manufacturing excellence established by our father," said Brian. "And we look forward to serving Southern California businesses for another 30 years and beyond."

More information can be found at www. pendarvismanufacturing.com

# **DID YOU KNOW?**

GUIDE TO MEMBER SEVICES

## NTMA NATIONAL CONFERENCES AND LOCAL CHAPTER MEETINGS ARE YOUR NUMBER ONE RESOURCE FOR NETWORKING?

### WHAT BETTER SOURCE OF INFORMATION THAN FROM OTHER MEMBERS WHO ARE WILLING TO SHARE THEIR EXPERIENCES?

Members have a unique opportunity at national conferences to participate in industry roundtable discussions with other members from within their industry sector. Professional speakers and industry experts also provide informative seminars on team building, lean manufacturing, marketing, the global business climate, how to measure your company's success, how to double your company's sales, firing a customer and many others.

#### **NETWORKING OPPORTUNITIES:**

- NTMA National and/or Local Chapter Meetings
- NTMA Group on LinkedIn www.linkedin.com
- Discussion Communities on the NTMA Website www.ntma.org
- NTMA Next Generation Program for Family-Owned Businesses
- And more ...

For more information on upcoming meetings, please contact NTMA Customer Service toll-free at 800-248-NTMA, or visit the NTMA website at www.ntma.org.

#### NTMA

# CALENDAR OF EVENTS

#### THE MFG MEETING

Hyatt Regency Grand Cypress Orlando, Florida March 7-11, 2012

NRL COMPETITION May 5-6, 2012 Indianapolis, IN

#### NTMA/PMA LEGISLATIVE CONFERENCE

Westin Washington, D.C. City Center Hotel Washington, D.C. May 8-9, 2012

#### NTMA CONTRACT MANUFACTURING Purchasing fair

co-located with amerimold Suburban Collection Showplace Novi, MI June 13-14, 2012

#### PURCHASING FAIR

October 22-23, 2012 Nashville, TN

#### FALL CONFERENCE

October 24-28, 2012 Nashville, TN

## **BOSTON CENTERLESS LAUNCHES NEW WEBSITE**

Boston Centerless, the industry leader in precision bar products, is proud to announce the launch of their new website. The dramatically redesigned website has been tailored to be more user friendly and to supply customers and prospects with detailed information and helpful resources.

"We are very excited about the launch of our new website. We built the site so that the enhanced content and information rich pages would prove useful to our existing customers, as well as deliver critical messaging about Boston Centerless to new visitors and prospective clients. We invite you to explore our new website and learn more about Boston Centerless today," said Boston Centerless CEO, Steven Tamasi. The new website includes product availability, the services offered and the benefits of using ultra-precise bar. There is an overview of applications by industry and a section with tools to assist users with their requirements. It is all part of Boston Centerless' approach to support customers with their efforts to enhance their manufacturing operations.

To experience the new website please go to www.bostoncenter-less.com

NTMA

MEMBER TESTIMONIAL

NTMA conventions provide me the

opportunity to keep our company

ahead of the competition by peer

networking, attending seminars and

getting involved in team meetings.

Whether it is a new machining

process, a business strategy, or

thing that I bring back to Boston

that improves our performance

industry news, there is always some-

**Centerless from an NTMA convention** 

Boston Centerless Inc., Woburn, MA

Michael Tamasi,



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## The MFG Meeting Returns!



# 3 Reasons to Attend:



The MFG Meeting is the only event that brings together builders, distributors and users from throughout the manufacturing technology industry in an interactive setting.



Dynamic general sessions provide learning opportunities not found anywhere else.



Unparalleled networking opportunities with industry peers.

## Joe Gibbs, Owner & Founder, Joe Gibbs Racing

Joe Gibbs has the unique distinction of winning multiple championships in two professional sports. The Pro Football Hall of Fame Coach led the Washington Redskins to three Super Bowl Championships before moving into NASCAR as the owner and founder of Joe Gibbs Racing and leading the organization to three Sprint Cup Series titles. Gibbs is also a New York Times best selling author with his book, *Game Plan for Life*, which is also the name of his corresponding ministry.

Registration is now open for The MFG Meeting, March 8 - 11, 2012, Orlando, Florida. Be sure to mark your calendar and make plans to join AMT, AMTDA, NTMA and PMA to tackle the issues that affect the entire realm of manufacting.

www.theMFGmeeting.com





