



RECORD

National Tooling & Machining Association



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The editorial content of the NTMA Record does not necessarily reflect the opinion of the National Tooling & Machining Association or its Chapter affiliates.

Chairman's Corner

Grady Cope, NTMA Chairman of the Board

As I have traveled to various Chapters this year and visited member companies, I have found that NTMA members are some of the most humble people in the world. They wouldn't boast about themselves or their companies if their life depended on it. In fact, they are more than likely going to play down anything they have done or are doing that is innovative and out-of-the-box thinking. Most of us are doing what we do for the love of manufacturing and a need to contribute in a beneficial way to society. We think ours is an honorable profession and we intend to honor it through hard work, innovation, and an unending need to get it done more efficiently! That said, our friends and colleagues are interested in what we are doing and want to learn.

Some of the highest rated values at our conferences are the networking events and the round tables. Why? Well, I think it gets back to the sharing of information and knowledge. If you talk to anyone that appreciates the valuable contributions NTMA has made to their companies and to their personal development, they'll tell you if you want to get something back you have to give something. This is exactly what happens at the networking events and round tables; you share your ideas or your troubles, and by doing so you are either helping others or they are helping you. The return on sharing is huge and in many cases will justify paying your dues for many decades.

A few years ago NTMA's Technology Team created the NTMA Excellence in Manufacturing Technology Award and the 6S Excellence Award. These awards honor your company and the team working inside your company to make it the great organization it is. I know many of you will say, "We don't need an award for doing something that is our job." I will counter that with, "Yes you do," and your industry deserves the chance to acknowledge you and your team for advancing our industry and manufacturing. By allowing us to recognize your company and its accomplishments you are giving the industry a chance to let the U.S. public know that manufacturing contributes in a positive way. Reading about your accom-

plishments may also inspire someone to take that innovation to the next level. Don't believe me? Think about this line of innovations starting with the slide rule, although we could go back even further: Slide Rule – Mechanical Calculator – Electronic Calculator – Computer – Smart Phone – Next?

NTMA member companies manufacture an amazing array of parts and products everyday using world-class modern methods and techniques. The NTMA Technology Team recognizes that

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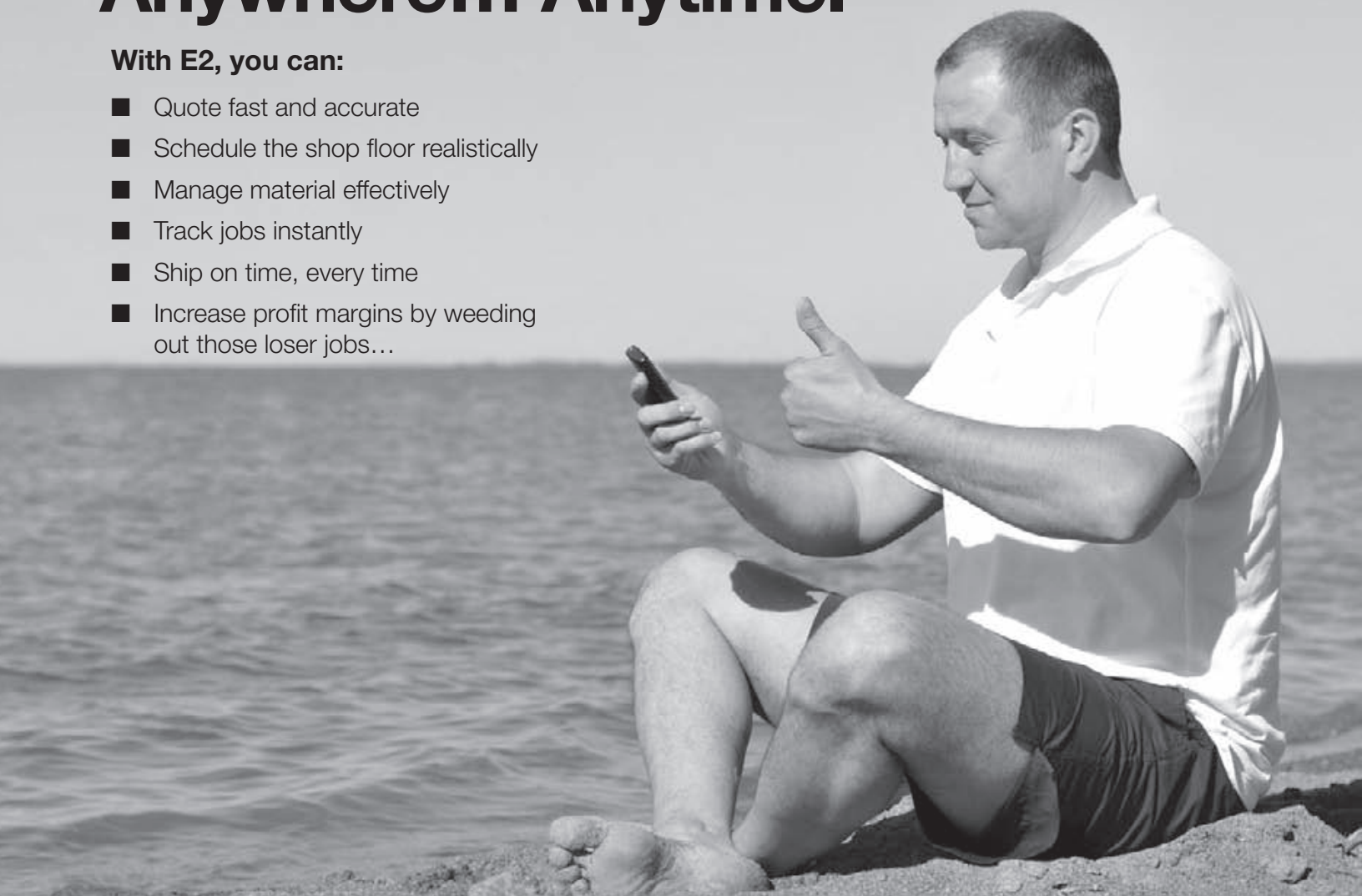
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our own members are the best source of learning to utilize technology to gain a competitive advantage in this global economy.

The Technology Team created the NTMA Excellence in Manufacturing Technology Award to recognize and honor NTMA member companies that have implemented a manufacturing business or technology solution delivering a significant positive business impact. The NTMA member companies that have received the Excellence in Manufacturing Technology Award include Hoppe Tool, Southern Manufacturing Technologies, Toth Technologies, Ultra Machining Co., Homeyer Tool & Die, Tell Tool, and General Tool.

The 6S Excellence Program is a tool for members to bring up the image of their shops and thus, collectively, the image of the industry. This is critical to improving recruitment, employee retention, productivity and sales. The Technology Team developed a one-page audit covering 6 elements – Sort, Set-in-Order, Shine, Standardize, Sustain, and Safety. NTMA members who successfully score over 136 on the audit qualify as “Class A” shops. Previous 6S Excellence winners include Bowden Manufacturing, Hobson & Motzer, Major Tool & Machine, Overton Industries, Pointe Precision, and Toth Technologies.

There are many more member companies deserving of these awards and recognition, but we have to know about them. I would encourage you to nominate your company or another member so that we can honor deserving companies at our Fall Conference in Colorado Springs, CO.

Nomination forms are available online at the NTMA website. Once you have logged on to the website at www.ntma.org you can find the 6S Excellence Program Award Application and Audit Worksheets by clicking on: Resources>Document Library (Members)>6S Excellence Program.

The NTMA Technology Award Nomination Form is available by clicking on: Resources>Document Library(Members)>Member Programs & Services.

Please provide your project background, a short description of the project, the rationale and objectives behind the project, and the results including a description of the business processes that were improved (and how) and ROI benefits and metrics. The NTMA Technology Team will evalu-

ate the nominations based on: Technology Innovation, Breadth of Industry Value, and Return on Investment.

The top three selections will be invited to present their technology implementation at the next Technology Team conference meeting. Companies will receive their NTMA Technology Awards at the General Membership Assembly. A company profile and briefing of the technology

(continued on page 4)

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employed will then be featured in an article in the NTMA Record. Please submit your nomination forms to Technology Team Leader Pat Walsh at PWalsh@EhrhardtTool.com.

It is time to get your company and

your hard working employees the recognition they deserve.



Grady Cope

NTMA Chairman of the Board

Tax, Labor, Regulations & Job Training on One Voice Advocacy Agenda

With all eyes in Washington, D.C. on the debt and budget battles, the One Voice team has been active inside the Beltway, meeting with Hill staff and Agency officials and working with the news media to draw attention to One Voice's priority issues.

One Voice's Franklin Partnership continues to meet with Democrats and Republicans who serve on the Congressional committees that write tax policy. While most committee staff indicate comprehensive tax reform may not occur until after the presidential elections, they say now is the time to not only focus on tax reform, but also influence the current budget discussions.

The One Voice team met with Hill offices to further explain the structure of NTMA members and the impact of tax deductions and credits on their operations. For example, a recent survey of NTMA and PMA (Precision Metalforming Association) members about tax incentives on the table for elimination indicated claiming

the Section 199 Domestic Production Activities Deduction reduced their effective tax rate by 3.15%. We are also actively working with small business groups such as the S-Corp Association of America to educate policymakers on how most of our manufacturers are structured as businesses. Sole proprietorships and other "pass-through" entities, such as S-Corps and LLCs, account for 72% of all small businesses in the U.S., which means their taxes are paid by the owners at individual rates. The corporate tax rate in the U.S. is 8% higher than the rates of our nine largest trading partners (tax rate in China is 15% lower).

Earlier, rumors surfaced that the Department of Treasury may be considering whether to treat S-Corporations with more than \$50 million in annual revenues as traditional C-Corporations, a move strongly opposed by small business groups. Unfortunately, some critics of these partnership

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businesses in Washington believe that Wall Street hedge fund managers are hiding assets and limiting their tax liability by structuring themselves as S-Corps. However, the vast majority of small manufacturers are partnership organizations that would be harmed by such a proposal.

Through the One Voice Team, NTMA provided input to Congressional Committees investigating how to support manufacturers, including examples of burdensome OSHA and EPA regulations. Congress is also looking into the impact of the National Labor Relations Board (NLRB) action against Boeing's decision to move a manufacturing plant to South Carolina. The NLRB ruled that the company retaliated against union employees in Washington State by moving their facility to another state. This decision has major implications for all employers, and manufacturers are working with lawmakers on how best to address this issue.

Congress also asked for progress reports from NTMA and PMA on implementing the Small Business Jobs Act that the One Voice team actively worked on late last year. The bill strengthened the R&D Tax Credit and Bonus Depreciation while also addressing some of the challenges facing small businesses accessing credit. The Small Business Lending Fund has received significant interest from banks offering to work with manufacturers. To date, Treasury Department received 702 applications and total requests for \$10.1 billion in funding. Officials at the Department are currently going through consultations with each applicant and federal and state banking regulators and hope to complete reviews and offer preliminary approvals in the next few weeks.

In June, One Voice filed comments with the Senate Health, Education, Labor and Pensions (HELP) Committee on a draft bill that will define the workforce

recruitment, training, and retention programs and policy for the federal government. Congress has neglected to move such a bill for five years and we are pushing to finally move this long stalled, traditionally bipartisan legislation.

One Voice's Bracewell & Giuliani has been working to highlight NTMA's priority issues in support of our advocacy efforts. In May, Bracewell arranged for a reporter from National Public Radio to attend the National Robotics League (NRL) Championships in Indianapolis, IN. The result was a feature story on NPR and NPR.org that was reposted on numerous trade and national blogs and websites across the country. In addition, NTMA has been featured in *The Wall Street Journal* on manufacturers' need for skilled workers as well as where the jobs are within manufacturing. NTMA members have also been featured on BBC America, Bloomberg and other programs and publications. Bracewell is working with several media outlets and groups on content sharing agreements and

partnerships to bring more attention to One Voice's efforts on manufacturing issues. The One Voice team is also implementing a media relations program to obtain news coverage of the NTMA Contract Purchasing Fair to be held in Chicago, IL on September 8, 2011.

Manufacturers can make a difference in Washington, but only if they participate in the process. A reminder that NTMA members can give unlimited corporate or individual contributions to the NTMA Government Affairs Administrative Fund which supports the work done on behalf of NTMA 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

Mazak Corporation Is Newest Sponsor of Reshoring Initiative

World's largest machine tool manufacturer joins reshoring effort

Mazak Corporation, the world's largest machine tool manufacturer, today announced the company has signed on as a sponsor of the Reshoring Initiative. The Reshoring Initiative is a non-profit corporation dedicated to promoting the benefits of domestic sourcing and bringing manufacturing jobs back to U.S. shores.

"We have been successfully manufacturing machines in Florence, Kentucky for over thirty years, so we have a unique understanding of the importance of the Reshoring Initiative," said Brian Papke, president of Mazak Corporation. "It's important to us at Mazak that we support North American manufacturers, and do what we can to ensure that this industry stays strong for years to come."

"We're very excited and proud to have Mazak Corporation join as a sponsor," said Harry Moser, founder and president of the Reshoring Initiative. "Having an industry leader like Mazak join our efforts increases our influence and reach in the industry."

Additional information on The Reshoring Initiative is available at www.reshorennow.org.

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Local Member of Philadelphia Delaware Valley Chapter Tries to Save Their School's Metalworking Training Program

Michael Klesh always loved playing with Legos.

He loved seeing how the smaller parts could fit together to make a model or a simple machine.

So when he learned about the precision machining program – classes in which he would learn to make the small parts of machines – at Middle Bucks Institute of Technology (MBIT) at an assembly in ninth grade, he thought the program seemed like fun. He said: “It was a natural fit for me.”

He enrolled at MBIT and completed the machining program in 1998. Klesh said the classes at MBIT gave him the strong foundation he needed to get a job right out of high school, and eventually

own his own machining business - MK Precision.

Klesh was dismayed to learn the executive council of MBIT voted last week to eliminate the precision machining technology program and fire the teacher who runs the program. Klesh and several of his employees protested the cut in front of the school Friday.

“This isn’t something anybody wanted to see happen. It’s a hard decision for everyone involved,” said MBIT spokeswoman Stacy Pakula.

“With the financial crisis now filtering down to the educational system, the board felt it was an unfortunate but nec-



essary decision.”

Pakula reported that the precision machining program has been on probation for seven of the last 10 years due to low student enrollment. The program

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currently has five students enrolled who were expected to continue in the program next year. Seven new students were expected to join the program next year, for a total of 12 students.

"We simply do not have the funds to continue to support severely undersubscribed programs," Raymond Boccuti, MBIT's superintendent of record and superintendent of New Hope-Solebury School District, said in a press release.

The struggle to recruit students to the machining industry isn't limited to MBIT; other technical schools in the region have had trouble getting students to enroll. Bucks County Technical High School considered closing its machining program this spring due to low enrollment.

While the number of people training to become machinists is dropping, the industry is growing.

Statewide employment in precision machining jobs fell about 13 percent from 2000 to 2006, but stabilized and has increased slightly since 2006, according to a December 2010 report from the Pennsylvania Center for Advanced Machining Careers. The center anticipates that the number of jobs will increase in the next 10 years as the aging machinist population retires; one-third of the machinists in Pennsylvania are over the age of 50.

The low number of people being trained in machining jobs combined with an increased number of retirees could lead to a crisis in the manufacturing industry.

Bucks County has 1,687 manufacturing companies. More than 300 of them are specifically focused on machining, according to Maranda Kapish, youth operations manager for the Bucks County Work Force Investment Board.

"The jobs are there. They constantly are calling us for employees," said Sandra Himes, executive director of Upper Bucks Technical School.

The administrators of the technical schools in Bucks County said each student in their schools' machining programs gets three or four job offers upon graduation. The state average wage for machining jobs is about \$18.19 per hour, Pakula said. The Bucks County Work Force Investment Board has been working with the technical schools and businesses to try to prevent the schools from closing their shops and increase the number of students who go through the machining programs.

Machining is "important to the economic development of Bucks County," Himes said.

Klesh couldn't agree more, though he'd say machining is important to the economic development of the whole country.

"Without focusing on manufacturing, we're a service country

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or a financial country trading the same dollars back and forth until we run out of money," he said.

Klesh understands recruiting students for machining is difficult, and he'd like to help.

"I want to go to the middle schools. I can tell them the program's great – you can make a lot of money. I would tell them about the Corvette I have in my garage...I would open my own shop for tours, so kids can come in and see what a machine shop looks like," he said.

"We make medical parts, so we're neat. We're clean. We're air-conditioned. We have people in suits and scrubs walkin' through all the time. The stigma of a machine shop is dimly lit, dingy, dirty, not safe. That just couldn't be any further from the truth."

Pakula said she's sure part of the problem schools have recruiting students is that some people have preconceived notions about what machining is.

Another part of the problem is that there are many people who don't know what machining is. And Himes said it's hard to describe what it is.

"Kids go into auto collision. They understand they can repaint a car or knock out dents. You see the product," said Leon Poeske, director of Bucks County Technical High School. "In machining,

you're creating parts for items or molds for products."

Klesh is trying to raise money to save the precision machining program at MBIT. He had \$13,700 in pledges by Friday afternoon May 13, 2011.

Pakula said it costs about \$144,000 to run the program. Even if Klesh is able to raise the money, she said, the council will not reverse its decision.

The five students who currently are enrolled in the machining program at MBIT will be allowed to finish their studies at Upper Bucks Technical School or switch to a different MBIT program. If a student chooses to finish studying machining at Upper Bucks, Pakula said, the student's school district will provide transportation to the school.

The seven students who were planning to start in the precision machining program next year will meet with counselors who will help them choose a different program.

Mike set up a website; savecnc.org to help document their progress. On Friday May 13, 2011 they staged a heroic effort to bring the closing of the metalworking program at MBIT by holding a protest outside the school. He feels that this action might be the start of many other metalworking programs closing in the Delaware Valley and we all need to support the few remaining programs. **NTMA**

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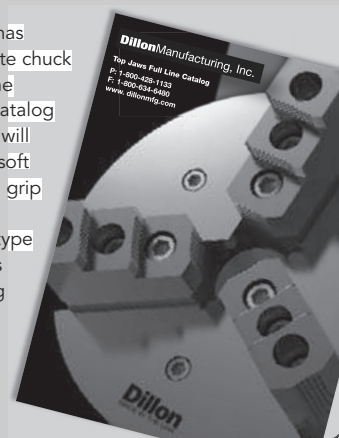
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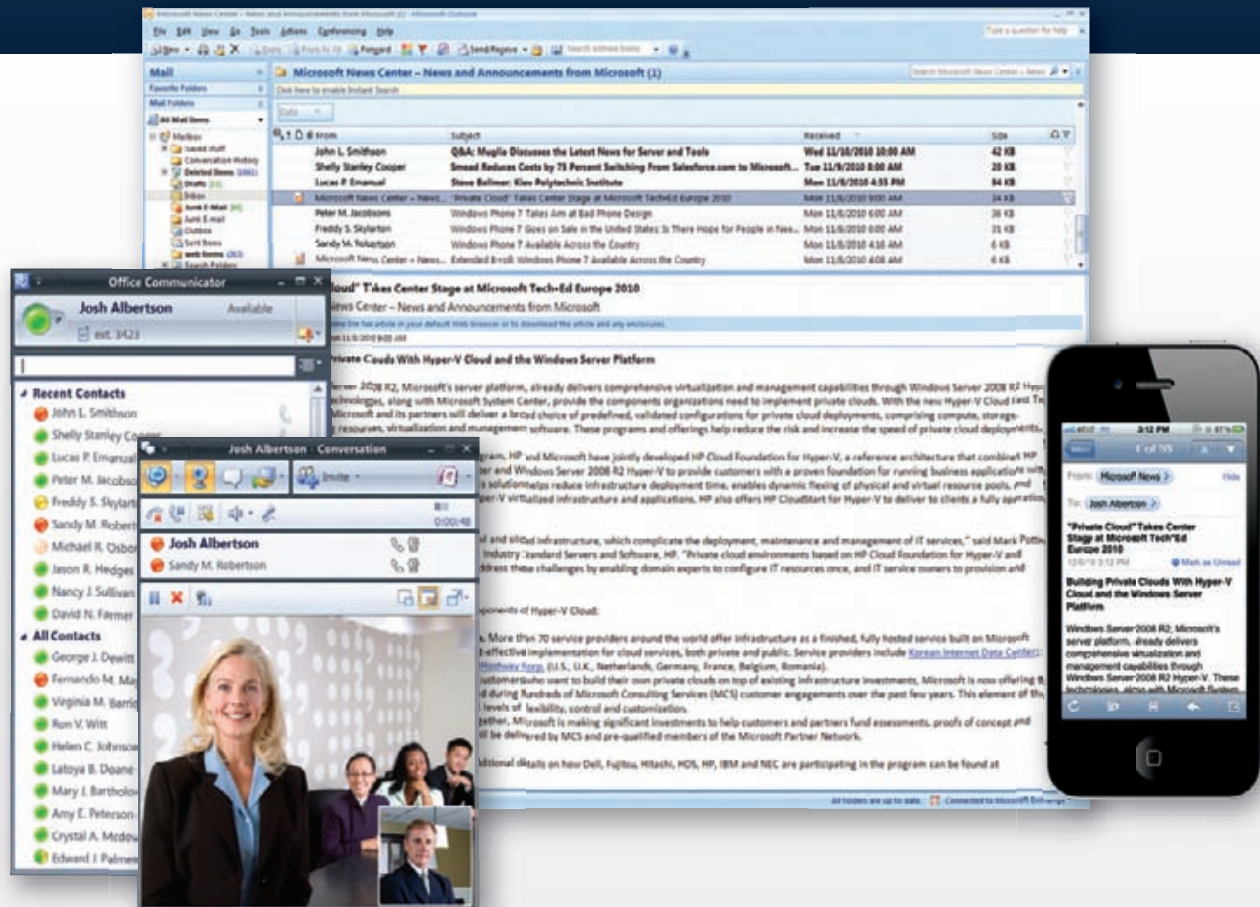
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2011 NAMRI/SME Outstanding Lifetime Service Award Presented to NCDMM President

The North American Manufacturing Research Institution of the Society of Manufacturing Engineers (NAMRI/SME) recently recognized Ralph Resnick, President and Executive Director of the National Center for Defense Manufacturing and Machining (NCDMM), with their 2011 Outstanding Lifetime Service Award. This award,

which honors distinguished members for their longtime dedication and contributions to NAMRI/SME, was presented at the recent NAMRC Conference at Oregon State University.

Mr. Resnick, a former President of the NAMRI Board of Directors, has been a longtime advocate of industry/academic manufacturing cooperation and collaboration. Mr. Resnick is also a Fellow of SME and presently serves on its International Awards and Recognition Committee. Also receiving the award was Professor KP Rajurkar from the Univer-



From left to right: Ralph Resnick, Professor KP Rajurkar and Professor Larry Yao.

sity of Nebraska, a good friend and collaborator with Mr. Resnick.

"I have had the personal pleasure of accompanying Mr. Resnick at numerous industry and academic related forums including the recent North American Manufacturing Research Conference in Corvallis. I am constantly amazed at the number of industry and academic professionals that know Ralph personally and who seek him out for advice and collaboration," stated Dr. Dean Bartles, Vice President and General Manager Large Caliber Ammunition, General Dynamics –



Ordinance and Tactical Systems Division and NCDMM Chairman of the Board of Directors. "I can honestly say that more than anyone else I have ever met in my career, Ralph is truly the most plugged in manufacturing expert in our community whose reach penetrates deeply into both industry and academic communities. I know of no one who is more deserving of this extremely valuable and well earned "Outstanding Lifetime Service Award" than Ralph."

The NCDMM delivers manufacturing solutions that enhance the quality, affordability, maintainability, and rapid deployment of defense systems. This is accomplished through collaboration with government, industrial, and academic organization to promote the implementation of best practices through development and delivery of innovative technology and disciplined training. For additional information, visit www.ncdmm.org. **NTMA**

Solar Atmospheres Of California Receives Nadcap Accreditation for Heat Treating

Solar Atmospheres of California (SCA) received Nadcap (National Aerospace and Defense Contractors Accreditation Program) accreditation for demonstrating their ongoing commitment to quality by satisfying cus-

tomers requirements and industry specifications. President Derek Dennis notes, "Our California plant just opened in February 2011 and we were extremely motivated to better serve our customers by becoming Nadcap accred-



ited. In less than 3 months we have achieved a goal that typically takes double that amount of time. The quick turnaround in reaching this quality milestone is a testament not only of our

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corporate commitment, but also the expertise and dedication of our staff. We are excited to add Nadcap to our quality approvals along with ISO 9001:2008, AS9100B for heat treating and brazing."

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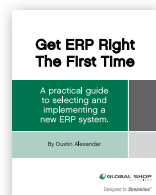
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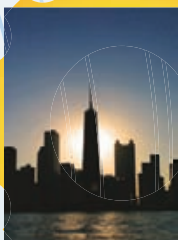


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Business-to-Business,
Cost-Effective Sales
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Meet face-to-face with buyers and engineers directly involved in the purchasing of contract manufacturing products and services – including OEMs that have been outsourcing offshore but are now looking to bring work back to the U.S.

Who Should Attend:

If you provide any of the following products or services, you will certainly benefit by attending:

- Stamped, Fabricated & Formed Metal Components and Assemblies
- Tool & Die Making
- Mold Making
- Injection Molding
- Special Machines (Design and/or Build)
- Engineering & Design
- Precision Machining/Custom Manufactured Components

For more information contact:
NTMA, www.ntma.org or call 800-248-6862
www.purchasingfair.com



Okuma Promotes Lisa Rummel to Chief Financial Officer

Okuma America Corporation has promoted Lisa Rummel from Vice President of Finance to the position of Chief Financial Officer. Mrs. Rummel will be responsible for the finance, contract administration, information technology and human resources departments. In commenting about the promotion, new President and Chief Operating Officer, Jim King stated, "Lisa has been a valuable member of our organization for over 20 years and she brings an amazing level of insight and strategic planning experience to the role. She has already been performing many of the duties this position entails and we are happy to officially have her serve in this capacity."



Mrs. Rummel is a Certified Public Accountant and earned an MBA from Appalachian State University. She began her career in public accounting and after four years, moved into the manufacturing industry with what is now Textron, where she gained her original machine tool experience. She began work at Okuma in 1989 as a cost accountant for what was then the manufacturing division of Okuma America Corporation. Her 22 years of experience at Okuma has included cost accounting for manufacturing, accounting and finance for the sales division, corporate finance and tax accounting. She works closely with Okuma Corporation's headquarters in Japan and manages and evaluates corporate risk by being responsible for cash flow and inventory investment.

Lisa became Okuma's first female vice president when she was named VP of Finance in April 2007. With the promotion to CFO, she becomes the first female officer within the global corporation.

"Okuma has supported me both personally and professionally throughout my career. I have been afforded many opportunities to grow in my field but have also had the flexibility to spend time with my family. I am excited to face the new challenges that this position brings," stated Mrs. Rummel, "and I am looking forward to many more years with the company."

Lisa will continue to work from Okuma America Corporation's headquarters in Charlotte, NC and will report to Jim King, President and Chief Operating Officer.

For more information, visit www.okuma.com.

NTMA

Seco Joins Mazak VIP Technology Partnership Program

Seco Tools has joined Mazak's Value Inspired Partners (VIP) program. Created to promote higher levels of solutions for manufacturers, the Mazak technology partners program brings together industry-leading technology providers to collaborate on R&D, process development and educational opportunities for North American manufacturers. Seco is just the second cutting tool provider to be certified into the program.

"Today's manufacturer is faced with a broad spectrum of technologies, all evolving at a tremendous rate," says Mike Parker, Director of Marketing and Product Development at Seco. "On an increasing basis, it is the responsibility of technology providers to work together to ensure that new innovations work together to provide the best possible performance. Mazak's VIP program represents a bold and aggressive commitment to this goal. Seco is honored to have been certified for participation in the program and proud to join efforts with other industry leaders."

To attain membership in the VIP program, a company must demonstrate that its commitment to manufacturers exceeds the traditional supplier relationship. Seco's history of working closely with manufacturers to improve their processes for maximum productivity and cost savings played an important role in the company's certification into the Mazak program.

Seco provides innovative cutting tools and toolholders for milling, turning and holmaking across a wide range of industries. Globally, the company's products are applied to some of the most demanding applications in metals and composites in the aerospace, medical, automotive, oil & gas, wind and general machining industries.

For more information visit www.secotools.com/us or follow us on Twitter at @SecoToolsUS.

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NTMA Customer Value Proposition

"Your membership in the National Tooling & Machining Association will position your company amongst the best in the industry by providing the resources and tools necessary for world class performance."

"Your return on investment is immediate as you leverage the vast knowledge that resides within the Association and apply it to your business."

"An advocate for our industry, NTMA leads the charge for precision manufacturing through networking, lobbying, education, procurement, advice and assistance, and focused cost savings programs."

Save the Date



P R E C I S I O N

2011 Fall Conference

October 13-16, 2011

The Broadmoor, Colorado Springs, CO

Pikes Peak or Bust!

Situated at the foot of the Rockies, the Broadmoor has served as the destination of choice for presidents, diplomats and celebrities since its opening nearly a century ago. NTMA joins the list of esteemed customers for our 2011 Fall Conference.



"Marketing Manufacturing to America"

NTMA Chairman Grady Cope expands his theme of "Marketing Manufacturing to America" with a program focused on building a sustainable U.S. manufacturing economy.



Marketing
Manufacturing
to America

Industry roundtable sessions are back on the program – always a highlight of our NTMA conferences. Join fellow members in discussing business conditions, challenges and opportunities in your industry sector.



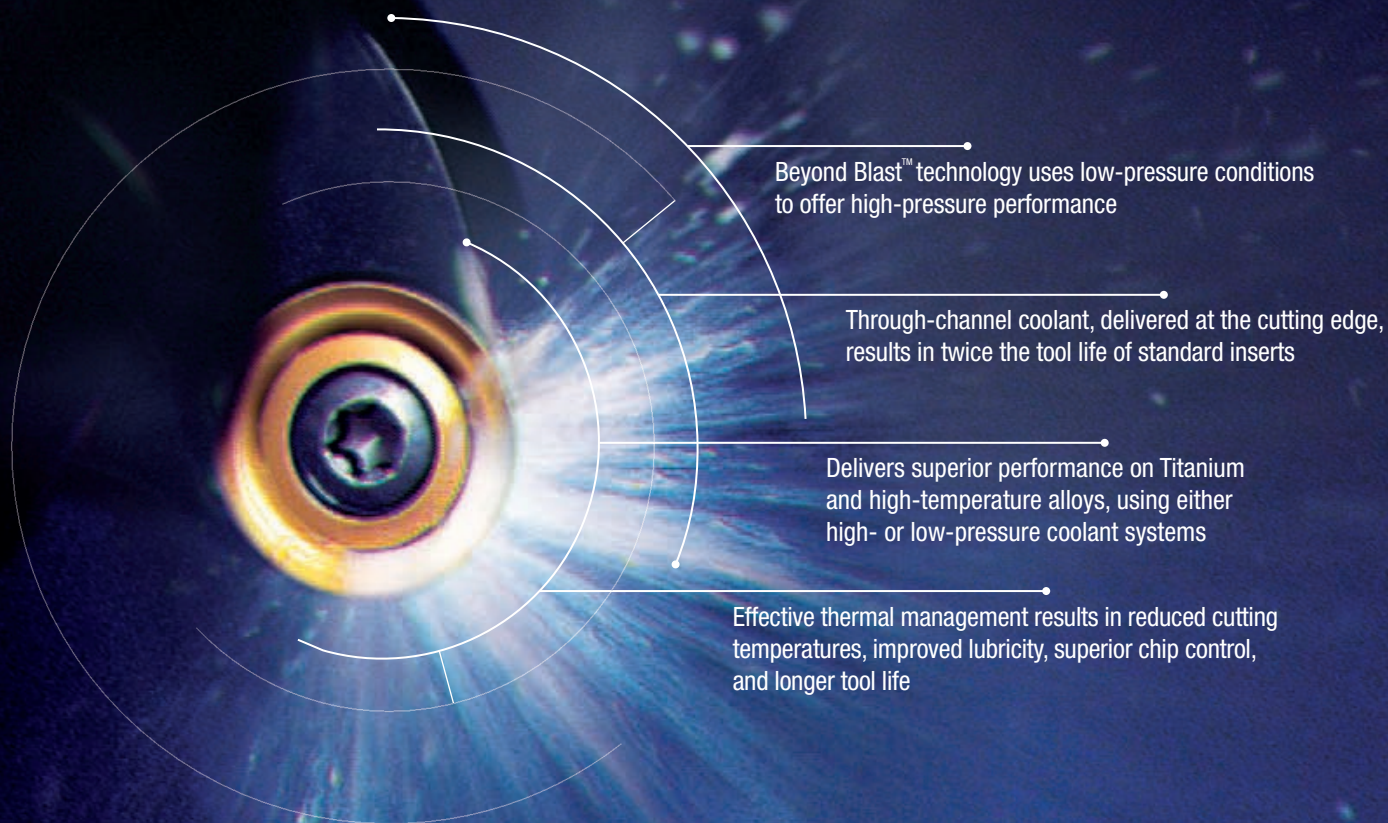
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