Featuring:

- Captain Michael Abrashoff, author of *It’s your Ship: Management Techniques from the Best Damn Ship in the Navy* speaking on "Transforming Your Organization and Achieving Sustainable Growth"
- Joe Knight, author of "Financial Intelligence" will speak on "Knowing What Numbers Really Mean"
- Dan Bagley continuing his series on marketing your company
- Industry round tables to join fellow members in discussing business conditions, challenges and opportunities in your industry sector
- A trip to the #1 dining and entertainment destination in Nashville, The Wildhorse Saloon for a night of dinner and line dancing
- Savings of $378 by registering for the Fall Conference & Purchasing Fair by September 28th
- Opportunities to learn about new technologies, processes & equipment in our Tech Suites
- Numerous chances to network with over 250 of your industry peers

The Record – August 2012 – Volume 33 / No. 8

**2012 Fall Conference**

October 23-27, Nashville, TN

NTMA Purchasing Fair

October 22-27, Nashville, TN

IMTS 2012 Show Map

National Associate members and events of IMTS featured.

Over 150 Apprentices Are Expected to Enroll Into NTMA-U This Fall

NTMA-U Enrollment is still open for classes that begin September 3rd, 2012.

Let OSHA Work for You: Free OSHA Consultation Program

Every company owner wants to keep their employees safe. They also dread a visit from OSHA.

IMTS 2012 Issue

IMTS 2012 – International Manufacturing Technology Show

September 10 - 15, 2012 | McCormick Place | Chicago

NTMA – Serving the Needs of Manufacturing Companies for Over 70 Years
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CONTENTS
3 EXSYS DESIGNS NEW MODULAR TOOL SYSTEM FOR STAR CNC SWISS-TYPE MACHINES
4 CHAIRMAN'S CORNER
6 KENNEDANET TRAINING AND LEARNING OPPORTUNITIES MAKE "DIFFERENT THINKING" FOR IMPROVING PRODUCTION
8 NATIONAL TOOLING AND MACHINING FOUNDATION “LEGACY OF GIVING”
9 AISE CHARIOTLES ANNOUNCES BRAND OPENING EVENT FOR COMPETENCE CENTER AND SPONSORSHIP OF SEA GIMMAH
19 OVER 150 APPRENTICES ARE EXPECTED TO ENROLL INTO NTMA-SI THIS FALL
19 RE-DESIGNED AUSO AUTOMATIC PALLET SYSTEM CHANGES PALLETS FASTER, NOW ADAPTS TO VIRTUALLY ALL BRANDS OF MACHINE CENTER
21 NTNA OFFICIALLY KICKS OFF APPRENTICESHIP TRAINING/WORKFORCE DEVELOPMENTAL PROGRAM
22 NTNA CONTINUES TO BUILD PROFESSIONAL TEAM
24 LET GODA WORK FOR YOU: FREE ON-SITE CONSULTATION PROGRAM
25 TAX REFORM TAKES CENTER STAGE, AND SO DOES ONE VOICE
27 WELCOME TO SOUTHERN MACHINE WORKS, INC
31 THE NTMA SHIPING PROGRAM, MANAGED BY PARTNERSHIP, ALLOWS NTMA MEMBERS TO SAVE ON EVERY SHIPMENT SENT AND RECEIVED
31 CALENDAR OF EVENTS

EXSYS DESIGNS NEW MODULAR TOOL SYSTEM FOR STAR CNC SWISS-TYPE MACHINES

In an industry where time is money and shaving a second off part cycle times translates into huge savings, EXSYS Tool Inc. has developed a new modular tool holding system specifically for those high-volume manufacturers using Star CNC brand Swiss-style machines. The new DECO-FLEX® system will allow Star CNC machine users to run multiple toolholders in a single tool position, while also significantly reducing their tooling changeover times.

For unmatched flexibility, precision and cost savings, the new system lets Star CNC owners select what type of toolholder they want. In fact, EXSYS offers multiple-spindle toolholders, meaning a single toolholder can support anywhere from two to eight spindles. Such options enable the Swiss-style machines to cut parts simultaneously from start to finish because the spindles are working in tandem.

With the DECO-FLEX, full Swiss-style machine setup changeovers take 20 minutes or less, as opposed to the typical full-day changeover times. Along with mounting adapters, the DECO-FLEX uses holders that are mounted into and dedicated to specific brands of Swiss-style machines, including Star, as well as to DECO-FLEX tooling.

The new system adapts to every model of Star machine, from the oldest to the very latest, and provides for the use of either standard ER collets or the quick change tooling of the DECO-FLEX modular tooling system. However, by using DECO-FLEX adapters as opposed to standard collets, shops can increase both tool rigidity and longevity, as well as take more aggressive cuts without the risk of tool spin or slippage.

DECO-FLEX combines the precision and benefits of traditional modular tooling systems into a configuration compact enough to work effectively in the small spaces of Swiss-style machines. Additionally, tools can be removed and replaced with the assurance that tool-positioning accuracy will repeat from one to another within 3 microns to centerline and that tool runout will be less than 0.0004” at 1.250” from system face. Plus, adapters and tools can be set up off-line, as well as cutter stop lengths, to further slash set up time.

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Well half the calendar year has come and gone and the real question is what has each of us done with it personally and professionally? Have we accomplished our goals to date? Are we on course? Do we need to make adjustments? All great questions and the right questions to be asking. Asking and answering these questions of ourselves and our teams gives each of us the opportunity to prepare for the second half of the year.

Regardless of what your answers to the questions above are, I would ask you to think of how your membership in NTMA has helped you or could help you in the second half? One of the most challenging things in leading NTMA is how do we get our members to take advantage of the opportunities afforded them by their membership in NTMA and how to utilize them for their own success. As I travel across the country I hear of the needs of manufacturers; members and non-members alike and yet others struggling. For those moving forward, the common factor among them all is an engaged Chapter Board, an active Chapter Executive, and an engaged Chapter membership.

In my recent trip to the Rock River Chapter in Rockford, Illinois I experienced a long-time Chapter who has had its challenges through the years now revitalized and engaged at all levels. They are networking together for the good of all and looking for ways to bring value to their members. I have seen this same level of engagement from California, to Florida, to Minnesota, and to Michigan.

On the National Office front we have and are experiencing much change. The largest of which I mentioned last month is the pending move to our new NTMA offices in Cleveland. It is exciting to report that things are moving full steam ahead. Even more exciting has been NTMA’s ability to build one of the strongest staff teams in recent years, from Finance, to Membership, to Chapter Executive Coordinator, to Event Coordinators, we have a fantastic team. Couple this overview with our One Voice Success and our Industry Partner Associations, NTMA has positioned “you” for Transformation and Success. Our Government Affairs team and Advocacy Partners have done a great job in representing the metal working industry in major legislation that affects each of our businesses. Even those issues we did not win, our input on the issues had major influence regardless of the outcome. In such a critical election year, NTMA has seen member companies host Presidential candidate Mitt Romney receiving national exposure for manufacturing; we have seen numerous NTMA members in national publications, while others testify to legislators, and one of our on NTMA members appointed to the US Manufacturing Counsel. It is great to see these folks have made efforts to engage others in your companies on these key areas giving you a competitive advantage. This is a great opportunity to help grow and educate your team members for transformational change within your company.

In August we will roll out our first NTMA Series webinar directed specifically for our businesses and industry focusing on Finance, Growth, Technology, and People. Our first webinar will be on Finance. This webinar series will allow you to engage others in your companies on these key areas giving you a competitive advantage. This is a great opportunity to help grow and educate your team members for transformational change within your company.

In closing, this is a “New DAY at NTMA” and I so appreciate our staff for their efforts and focus to support us the members. I am confident that we are moving forward and again ask for your support and engagement on behalf of our industry and association. Personally my commitment to each of you remains “Transforming for Competitiveness”.

THE RECORD

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THE RECORD – AUGUST 2012 / P5

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Huntington Machine Tool – New York, NY

Lafayette Industries – Lafayette, IN

Lindaborg – Hebron, OH

Marquardt – Boystown, PA

MMP – Hanover Park, IL

National Machine Tool Company – New York, NY

Pewag – Bensalem, PA

Rockwell-Bionik – Bensalem, PA

Tarrax – Bensalem, PA

Tate Engineering – Damascus, MD

Vittoria Tool & Engineering – Dallas, TX

Wagner’s Machine Tool – New York, NY

Yoder Machine Tool – Springfield, OH

Zimmerman Machinery – High Bridge, NJ

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Manufacturing in the 21st Century around the world is increasingly characterized by the unending quest for improved productivity and efficiency. Manufacturers in developed economies such as North America and Western Europe face unrelenting pressure to produce high-quality products at the lowest possible piece price at ever-improving service levels. In emerging markets within the Asia Pacific region and Eastern Europe, manufacturers are growing at such a frantic pace that they need assistance to effectively manage start-up operations and expansion. “Both scenarios are creating opportunities for forward-thinking suppliers to step in and help manufacturers improve profitability in challenging business environments and at the same time increase their own revenue,” says Mark Huston, Vice President, Global Engineered Solutions at Kennametal Inc. (Latrobe, PA). “This involves rethinking and traditional vendor/purchasing relationships and approaching manufacturing customers and upper management with an enhanced value-added menu.”

Training and learning are two such critical menu items. For many shops of varying size, metalworking training has been thought of in a number of ways — a black art that takes place once initiates have paid their dues in experience and minor tasks, or tribal knowledge consisting of “Follow Joe and do what he does.”

Add the lack of trained technicians and machinists entering the workplace and training should be a top concern of any metalworking business anywhere. “It is important to note that Kennametal Knowledge Center believes metalworking is a science and not an art,” says Ron Davis, Global Manager of Kennametal’s Knowledge Center. “Principles and facts are the basis of what we teach and discuss, using a non-commercial delivery. Metalworking needs to be approached as a science and then all will benefit.”

Kennametal is announcing a number of training and learning opportunities in September. The Kennametal Knowledge Center will be holding its Metalworking Application Training Course at the Radisson O’Hare Airport Hotel in Des Plaines, IL, September 11-12. Course content will feature a pre-test and cover metalworking basics, cutting tool materials, and focus on such applications as turning and boring, holemaking, threading and tapping, and milling. Insert failure and analysis and how to optimize productivity round out the two sessions.

In addition, Kennametal will have concurrent Innovation Exchange presentations taking place hourly at its booth W-1522 at IMTS. Sessions will cover crankshaft machining for automotive and heavy equipment industries; fuel system components, also for automotive and transportation; technology developments for the machining of titanium parts for the aerospace/defense industries; and turbine blade machining for energy applications. All will feature both standard and custom solutions marked by “Different Thinking,” a number of which are resulting in orders-of-magnitude productivity improvements.

“According to the United States Department of Labor’s Bureau of Labor Statistics, 46 million college-educated baby boomers will retire in the next 20 years. In addition, employers estimate that 30 percent of their current workforce and 26 percent of new hires will have basic skills deficiencies. This makes finding qualified machinists and keeping them trained an ongoing problem for global manufacturers. Kennametal’s Knowledge Center is a proactive approach to solving it.”

Established in 1998, the Kennametal Knowledge Center has trained metalworking professionals in the thousands. With formal training centers located in Latrobe, PA; Kingswinford, UK; Fürth, Germany; Sao Paulo, Brazil; Bangalore, India; and Shanghai, China, Kennametal is well-positioned to meet the needs of its clients around the world.

The company also provides customized on-site training programs and self-paced web-based e-learning to achieve Certified Metalcutting Professional (CMP) status. Kennametal education and certification programs focus on general metalcutting theory, tooling application, and troubleshooting techniques, not on specific tooling brands or products. However, Kennametal finds that as its clients gain increased knowledge about how tooling can impact overall production performance, they become more focused on how to leverage the high-performance tooling and associated productivity services that Kennametal offers to optimize their machining operations.

For more about Kennametal’s Knowledge Center and scheduled courses in the U.S., Europe, and India, visit www.kennametal.com.
**NATIONAL TOOLING AND MACHINING FOUNDATION**

**“LEGACY OF GIVING”**

**BEQUEST**

Including National Tooling and Machining Foundation in your will is one of the most valuable legacies you leave to insure that future generations will grow in the knowledge of the faith, values and heritage passed on to you.

There are four ways to benefit the mission of National Tooling and Machining Foundation:

- **Specific Bequest**- With a specific dollar amount, specific piece of tangible or real property or a stated percentage of an estate.
- **Residuary Bequest**- With all or a portion of an estate after specific bequests, debts, taxes, expenses and fees have been distributed.
- **Contingent Bequest**- When the primary beneficiary passes on before you or disclaims the property under other special circumstances.
- **A Trust** - Proceeds after termination of a trust established under your will provides income support to family members or friends.

**CHARITABLE GIFT ANNUITY**

A simple contract between you and National Tooling and Machining Foundation provides an irrevocable gift in return for which you and/or another beneficiary receive guaranteed fixed-income payments for life.

- **The rate is based on age, number of annuitants and the date of the gift.**
- **If the gift is made in cash or non-appreciated assets, a portion of the income will be tax-free for most or all of your lifetime.**
- **You receive an immediate tax deduction for a portion of the gift and can be carried forward for five years.**
- **Capital gains tax is reduced or eliminated on appreciated, long-term property.**
- **Guaranteed fixed payout is particularly attractive if you are 55 years or older.**

**DEFERRED GIFT ANNUITY**

Younger donors can make a gift now and defer payments to themselves until a future date that they determine.

The annuity rate is based on age at the time it is established and the number of years before the first payment.

- **You provide an immediate benefit to National Tooling and Machining Foundation.**
- **You take a charitable deduction for a significant portion of the gift at the time it is established.**
- **Deferred annuity payments supplement retirement income when you are likely in a lower tax bracket.**
- **A portion of annuity payments are tax-free if established with a cash or non-appreciated securities are fixed.**
- **Advantageous if you have contributed the maximum deductible amount to your retirement plan be-cause a substantial income tax deduction.**

**CHARITABLE LEAD TRUST**

You make a gift to National Tooling and Machining Foundation with the irrevocable transfer of cash, secu-rities or other property which pays income for a term of years or the lifetime of one or more individuals. When the trust term ends, asset growth and principal are transferred to heirs whether outright or in trust at reduced gift and estate taxes. If you desire to transfer significant assets to heirs and are interested in reducing estate taxes while benefitting National Tooling and Machining Foundation, this is an attractive option.

- **National Tooling and Machining Foundation will receive fixed or variable payments depending on type of trust while your benefici-aries will receive the trust’s assets upon termination.**
- **Assets transferred to heirs will incur lower tax costs compared to same assets transferred through an estate while asset growth within the trust will be distributed to beneficiaries free of gift or estate tax.**
- **You qualify for a federal gift tax deduction which varies de-pending on timing of gift.**

**CHARITABLE REMAINDER TRUST**

You make a gift to National Tooling and Machining Foundation with any appreciated asset that can be sold without capital gains tax and are entitled to immediate income tax deduction for a portion of the value of the gift.

You can retain the right to receive income for life or term of years and also name survivor beneficiary to receive income stream. This may be a unitrust which will pay you and/or another ben-eficiary a lifetime “fixed dollar amount” each year agreed (at least 5%) of fair market value of the trust assets as revalued annually, a beneficia-liy provided if assets are either low-income producing or low-yield (such as real estate) and one wishes to avoid paying capital gains.

1. **This can be an Annuity Trust that pays you and/or another ben-eficiary a lifetime “fixed dollar amount” each year agreed upon when the trust is established (at least 5% of the initial value of the trust).**
2. **However, an annuity trust cannot receive additional contributions.**
3. **Both types are ideal for enhancing current income from a gift, cash or appreciated assets with little or no spendable income and for replenishing wealth for heirs while avoiding federal estate and in-herance taxes.**

“Letter of Intent” for a legacy gift is found on the NTMA web-site. Consult your tax attorney to determine which of these giving instruments is right for you and to assist you in developing a legal document of con-veyance for your gift.

Please send all correspondence to:

**info@ntma.org**

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**AGIE CHARMILLES ANNOUNCES GRAND OPENING EVENT FOR COMPETENCE CENTER AND SPONSORSHIP OF SEA SEMINAR**

Agie Charmilles will unveil its new Competence Center during a two-day grand opening and educational event from July 25-26, 2012. The center, located in Lincolnshire, IL, supports the compa-ny’s continued focus on providing the best solutions to manufactur-ers who specialize in specific market segments, such as aerospace, medical, die and mold.

The event will highlight Agie Charmilles’ market-leading EDM and milling machines and laser ablation technologies. Attendees will have an opportunity to preview products that will be featured at IMTS 2012, as well as participate in a variety of technology and applications-focused workshops. Topics covered during these inter-active training sessions include incorporating multi-axis wire EDM, advanced machining technology, MTConnect and compliance with industry-specific regulations, such as NADCAP. The Competence Center grand opening and educational event will begin at noon on Wednesday, July 25 with a grand opening ceremony, followed by a luncheon. Attendees will then be able to tour facilities of the new center and attend various machine demonstrations, seminars and presentations throughout the afternoon. The event continues from 8 a.m. to 5 p.m. on July 26.

“T he new Competence Center represents our dedication to help manufacturers succeed in the face of the unique challenges presented by the industries they serve,” says Gisbert Ledvon, busi-ness development manager at Agie Charmilles. “In addition to the new facility in Lincolnshire, we’ve also made extensive upgrades to our Competence Centers in Massachusetts, North Carolina and California. We’ve also added nearly 20 applications engineers with substantial expertise in industry segments such as aerospace and medical.”

In addition to its grand opening event, Agie Charmilles is spon-soring and participating in the Supplier Excellence Alliance (SEA) Conference in Lincolnshire, which takes place on July 24. With the theme of ‘Owner Equity – Increasing Value in Challenging Times,’ this conference will present vital information to shops that serve or plan to serve customers in the aerospace industry. Manufacturers interested in this industry segment are encouraged to plan to at-tend the conference prior to the grand opening of Agie Charmilles’ Competence Center.

To register for the SEA Conference or Competence Center Grand Opening, please visit http://us.gfac.com/events/registration.cfm?eventID=76.

---

**Optimize Your Workplace with Metalworking Fluid Technology**

**RUSTICIDE & NatureTEK RP**  
**Two great products for dealing with rust**

- **RUSTICIDE**
  - Non-toxic
  - pH neutral
  - Brightens yellow metals
  - Dissolves rust

- **Nature TEK RP** (super compliant under Rule 1444)
  - Water-based carrier
  - VOC free
  - Thin film
  - 12 month outdoor protection

**Nature TEK RP**

**August 2012: Tip of the Month**

**August Tip of the month:** The U.S. spends 276 billion dollars per year in rust repair. Effective rust prevention and economical rust removal can enhance a shop’s profitability.
October 22-23 2012
Nashville, TN

Connecting Buyers and Suppliers
Face-to-Face, Business-to-Business
Cost-Effective Sales Networking

Who Should Attend:
The focus of the National Tooling and Machining Association’s Purchasing Fair is to align OEMs (Original Equipment Manufacturers) with highly competitive and skilled domestic small to medium-sized manufacturers that supply:

- Machined Parts (Production, Short Run or Prototype)
- Stamped, Fabricated & Formed parts
- Metal Components and Assemblies
- Aerospace Machining & Fabrication
- Special Tooling (Dies, Molds, Jigs, Fixtures & Gages)
- Special Machines (Design and/or Build)
- Fabricated Sheet Metal Parts
- Screw Machine Products & Turned Parts
- Molded Plastic Parts

For more information visit www.purchasingfair.com or call 800.248.6862
Featuring:

- Captain Michael Abrashoff author of *It’s your Ship: Management Techniques from the Best Damn Ship in the Navy* speaking on “Transforming Your Organization and Achieving Sustainable Growth”
- Joe Knight author of “Financial Intelligence” will speak on “Knowing What Numbers Really Mean”
- Dan Bagley continuing his series on marketing your company
- Industry round tables to join fellow members in discussing business conditions, challenges and opportunities in your industry sector
- A trip to the #1 dining and entertainment destination in Nashville, The Wildhorse Saloon for a night of dinner and line dancing
- Savings of $378 by registering for the Fall Conference & Purchasing Fair by September 28th
- Opportunities to learn about new technologies, processes & equipment in our Tech Suites
- Numerous chances to network with over 250 of your industry peers
<table>
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<tr>
<th>Additional Opportunities</th>
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<td>Branded Re-charging Stations $10,000 per company - limit of 3</td>
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<td>Re-charging station #1 $10,000</td>
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<td>Dual sponsorship #1 &amp; #2 $12,000 YRC</td>
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| Tech Suites $10,000 per company - limit of 3 |
| Tech Suite 1 $5,000 MAZAK |
| Tech Suite 2 $5,000 MAZAK |
| Tech Suite 3 $5,000 MAZAK |

| Cyber Cafe |
| Exclusive Sponsor $500 |
| Daily Sponsor $500 |
| Sponsor #1 $500 |
| Sponsor #2 $500 |
| Sponsor #3 $500 |

| Gaylord Kitchen Tour |
| Exclusive Sponsor $2,500 |
| Sponsor #1 $1,500 |
| Sponsor #2 $1,500 |
| Sponsor #3 $1,500 |

| Joe Knight Keynote Speech |
| Exclusive Sponsor $500 |
| Sponsor #1 $250 |
| Sponsor #2 $250 |
| Sponsor #3 $250 |

| Spouse Activity/Cowboy Boot Shopping |
| Exclusive Sponsor $4,000 |
| Sponsor #1 $2,000 |
| Sponsor #2 $2,000 |
| Sponsor #3 $2,000 |

| Grand Ole Opry Trip |
| Exclusive Sponsor $4,000 |
| Sponsor #1 $2,000 |
| Sponsor #2 $2,000 |
| Sponsor #3 $2,000 |

| Mirror Clings in Room |
| Exclusive Sponsor $5,000 |
| Sponsor #1 $2,500 |
| Sponsor #2 $2,500 |
| Sponsor #3 $2,500 |

| Customized Room Keys |
| Exclusive Sponsor $5,000 |
| Sponsor #1 $2,500 |
| Sponsor #2 $2,500 |
| Sponsor #3 $2,500 |

| Plasma Screen Welcome |
| Exclusive Sponsor $3,000 |
| Sponsor #1 $1,500 |
| Sponsor #2 $1,500 |
| Sponsor #3 $1,500 |

| In Room Television Channel |
| Exclusive Sponsor $3,000 |
| Sponsor #1 $1,500 |
| Sponsor #2 $1,500 |
| Sponsor #3 $1,500 |

| Golf Sponsor |
| Exclusive Sponsor $10,000 MAZAK |
| Golf Tournament Hole Sponsor $400 |
| Hole Sponsor $400 |
| Hole In One Sponsor $1,000 MAZAK |
| Golf Prize Sponsor $500 |

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If you have questions regarding the sponsorship program, please call Tiffany Bryson directly at 216.264.2847 or Tbryson@NTMA.org.
Stop by to enjoy coffee and fresh-baked cookies…

There’s plenty to discover with WIDIA and solid end milling, the most powerful tools in carbide taps, carbide drills, indexable milling, and more. Visit booth W - 1452 and check out all that WIDIA has to offer.

WIDIA also for automotive and transportation; technology in precision custom manufacturing industry in continuing world leadership.

Where: Hall C – North Building
When: Sept 10-13; 9:00am - 2:00pm
About: Visit the Student Skills Center, formerly the Student Summit, to meet employers, STEM education organizers, and representatives of successful career-technical training programs to talk one-on-one about skills, technology, and careers. Exhibits inside the 2012 Student Skills Center will include hands-on activities, videos, demonstrations and simulations, as well as interactive, engaging activities resulting in small prizes for correct answers. The Student Skills Center will feature a daily raffle for various exhibitor-provided prizes, career profiles, and a resume-drop box.

Stop by to enjoy coffee and fresh-baked cookies…
Jackie is an account representative who has helped clients reduce travel costs and improve their carbon footprint by switching to Pragmatic. She can be reached at 1-888-608-0278 or dave.couch@thinkpragmatic.com.

Why Pragmatic?
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Lower conferencing costs with Pragmatic!
The National Tooling & Machining Association (NTMA) and Pragmatic Conferencing have partnered to provide our members and partners with the highest quality services available in the market today.

Pragmatic is a leading provider of remote collaboration solutions in North America, focusing primarily on audio, web and video conferencing services. Established in 2006, Pragmatic has built its success on reliability and superior customer support.

As a member or partner of NTMA, you are invited to take part in the following conferencing affinity program which qualifies your organization for a significant cost reduction:
- Save a minimum of 25% for conference calling requirements
- $400 off dedicated branded line

Toll free access, billed exactly to the second, with no miscellaneous fees or contracts of any kind.

For more information or to set up an account, please contact your NTMA dedicated account representative:

Dave Couch | 1-888-608-0278 | dave.couch@thinkpragmatic.com

Best Regards,
Rob Akers - COO | NTMA | 1-800-248-6862 | rakers@ntma.org

Pragmatic is Green
Pragmatic believes in reducing travel and your carbon footprint.
Pragmatic emails all invoices.

NTMA-Uenrollment is still open for classes that begin September 3rd, 2012.

The demands of highly skilled technicians is greater today than ever before, this is proven by the Member Added Value on-line training that is being provided by the NTMA. Many companies and organizations like Hesler Tool, AWT, Precise Tool and Die and the list goes on, have joined the NTMA just to take advantage of NTMA-U, the National Tooling and Machining Associations – (Federal Bureau of Apprenticeship Training) recognized workforce development training program that is also college credit based.

Our first year has experienced, and exceeded growth beyond what anyone had anticipated. The courses are created to emulate a traditional classroom environment, with the convenience of on-line training. NTMA-U offers over 600 hours of workforce development training through courses in Blueprint Reading, Applied Shop Math, Shop Technology, CNC (with simulated and animated tool path and control panel integration in each course), GD&T, SPC, Manufacturing Processes and much, much more.

NTMA-U amazing growth and member use proves that the highly skilled information technology age has not, as some have suggested, meant the end of the manufacturing age. In fact, our industry has witnessed resurgence in the manufacturing sector that has exceeded anything in the past, and employee training requirements are even more demanding than ever before.

Rich Ditto – Fredon Corporation – NTMA-U is the future of training that is here right now. Employees can get the book education while working. On the job training while they learn on line. Our experience has been very positive with good feedback from our employer. The one catch is you have to have the discipline to take time out of your day, and go on line. But you get to do the coursework at home and when it fits your schedule. Lots of positives! We highly recommend NTMA-U, and see this as the future of the training programs.

With rapid deployment of technology though all manufacturing industry, the need for training, certification, and retraining are mission critical to our members.

Most online students these days have families and jobs. Kevin Ausmus - An apprentice from Frank Burch's shop Southern Machine Works - "Online students have to schedule the course into their daily life. "Anything in life worth doing is worth doing well, and anything worth doing is worth scheduling. Sometimes what students learn from the course goes beyond the subject matter, Kevin stated. "You learn how to discipline yourself, develop problem-solving skills, and learn how to schedule and prioritize your time."

You can take a look at an overview of NTMA-U at: http://youtu.be/THcyg5NhSg4

For more information please contact: KayKreigher@NTMA.ORG or call 216-264-2834

RE-DESIGNED A30SD AUTOMATIC PALLET SYSTEM CHANGES PALLETS FASTER; NOW ADAPTS TO VIRTUALLY ALL BRANDS OF MACHINE CENTER – TO BE SHOWN AT IMTS 2012, BOOTH S-9347, SEPTEMBER 10-15.

Celebrating over 42 years in business, MIDACO CORPORATION of Elk Grove Village, Illinois USA, is proud to announce it has expanded their line of Pallet Changers to adapt to most machining centers with travels up to 150" x 50" (3810mm x 1270mm). Those American made systems reduce spindle downtime related to part loading and fixture change-over adapting to virtually all types of machining centers. The Automatic Pallet Changers are servo driven and have been redesigned to offer a faster pallet change time. They will be displayed in Chicago at IMTS 2012, SEPTEMBER 10-15 in Booth S-9347.

Today's "Just in Time" marketplace is causing companies to experience smaller lot sizes. These short run jobs cause significant spindle downtime due to fixture change over. When combined with part loading, first article inspection and "emergency job" interruption tasks, experts estimate that today's average machining center is idle up to 70% of the time. At a conservative shop rate of $60.00 per hour this down time can add up to over $45,000 of lost profit per year, per each machine owned. MIDACO pallet changers are a proven way to eliminate unnecessary spindle downtime and "rescue" lost profit.

Weapons from MIDACO available to attack costly downtime include Manual, Rotary, "Lift Off" and Shuttle Pallet Systems with pallet sizes from 8” (203mm) diameter to 12” x 10” to 72” x 30” (304mm x 254mm up to 1828mm x 762mm).

MIDACO Automatic Pallet Systems, such as the A30SD to...
NUMERICALLY CONTROLLED THE MARK TOOLS PROVIDE THE MEASURABLE ACCURACY ADVANTAGE OF THIS DIGITAL DYNAMO. BEFORE ITS IMTS SHOW TIME, EVERY TOOL WE SELL WILL HELP YOU REACH A HIGHER LEVEL OF EFFICIENCY, INCLUDING THE KSAER SERIES 310 EWD PRECISION FINISH BORING HEAD.

Application Engineers are available to help select the right part-changer model to increase your output. Whether your machine lot sizes in the 1000’s or doing 1 piece prototype work, MIDACO has the weapons to ATTACK the number one enemy of machining profitability: UNNECESSARY SPINDLE DOWNTIME. Visit MIDACO at IMS 2012, Booth S-9147 and WWW.MIDACO-CORP.COM to see how to KEEP YOUR SPINDLE RUNNING! Contact your local authorized distributor or MIDACO at 847.593.8420 for complete information.

THE NTMA OFFICIALLY KICKS OFF APPRENTICESHIP TRAINING/WORKFORCE DEVELOPMENT PROGRAM

The NTMA officially kicked off a formal apprenticeship training/workforce development program on January 19th, 2012. In response to meeting our members training needs. The NTMA Education Team undertook the coursework development by honing in on NIMS guidelines, as well as a focus on key industry standards. The NTMA offered a beta test of this training, and found the course content to be well received and highly successful with outstanding overall student/employee performance.

New registrations begin now for classes that will begin in the Fall (September).

Why is workforce development so terribly important? The Bureau of Labor Statistics predicted that, repetitive manufacturing career pathways as a share of the total workforce is going to decline by 10.6 percent, while employment in advanced manufacturing, has risen by 37 percent. The aerospace and defense industry has a backlog of production that extends to 2030, requiring continuous upkeep of their workforce.

The 2009 Skills Gap Report stated that more than 80 percent of U.S. manufacturers report an overall shortage of qualified employees. As an industry, we really need to grow our own talent base, and many of our members do not have training centers in their region. That’s what NTMA-U offers

NTMA-U has lecture style YouTube videos (over 200 in all) that provide practical information about the how to’s of Shop Theory, Practical Math and Blueprint Reading. And “Interactive Student CNC Emulators that offer training on just over 16 HAAS & Fanuc Control Panels. With a complete blend of the best Tooling-U training modules as well.

NTMA-U is designed to be taken over a period of 3 years in order to make it more manageable and company cost effective, while students are able to continue to work a full time job. Students are able to gain the knowledge of the new technologies in manufacturing, as well as an understanding on how to apply those skills in roles that are being developed in the highly skilled trade of manufacturing. This is a great opportunity for new employees, or those within your shop that need to upgrade and enhance their skills to take a step toward preparing for future roles within your company.

Upon completion, graduates will have articulated college credit, and they will be able to complete their NTMA Journeyman’s Certification.

An articulation agreement of twenty one college credits will be awarded to all NTMA-U Graduates from the University of Akron in their Manufacturing and Automated Manufacturing Engineering Technology Degree program.

This Articulation Agreement gives NTMA-U curriculum true credibility and a crosswalk to other Community or Technical Colleges across the nation.

COURSES OFFERED THIS FALL:

• Machine Tool Technology 1 (with practical applied shop Math and Blueprint reading)

• Machine Tool Technology 2 (with practical applied shop Math and Blueprint reading)

• CNC Operations (with practical applied shop Math and Blueprint reading)

• CNC programming and Set-up (with practical applied shop Math and Blueprint reading)

COURSES THAT WILL BE ADDED TO THIS LIST AND OFFERED IN FALL 2013

SPC – GD&T – CNC Multi – Spindle

CNC Skills and 3D profiling

WHAT’S MY INVESTMENT?

Because we have a commitment to providing opportunities for those who are in the manufacturing industry to gain the necessary skills to use their knowledge in the emerging technology of our ever changing industry, this course is specially priced for NTMA members. The total price for the program is $449.00 per semester/per student. There is a textbook fee as well.

WHAT’S NEXT?

All we need to enroll your employee is their name and e-mail address and we will take care of the rest.

Please contact Ken McCreight – NTMA Vice President at (216) 264-2834 or e-mail at kmccreight@ntma.org

Visit us at booth #N-1600

THE NATIONAL TOOLING & MACHINING ASSOCIATION – WWW.NTMA.ORG
This summer NTMA established a wholly-owned service management company called Manufacturing Association Services (MAS), replacing our jointly-owned company from last year. NTMA is building upon its shared service strategy to continue to provide exceptional service and a framework for developing additional value-added programs and services to our membership and industry. Headed by Emily Lipovan, this team has been expanded to provide you a rich member experience, alongside our President, Dave Tilstone, and our COO, Rob Akers.

We would like to introduce several new associates to NTMA including Chapter Executive Support Administrator Kelly Schneider, Event Planner Amanda Namenek, National Associate Membership Manager Tiffany Bryson, and Event Planner Kristen Reitz. And we thank Jeff Walmley, our new membership director, for his early contributions since February. To all welcome!

As our Chairman stated last month the primary goal for the remainder of 2012 is to continue to build service delivery to our member—

As we move forward, we encourage you to learn more about how you can utilize the Association and its services to advance your business. Please review the chart below for NTMA Associates who can provide you assistance with your membership in the association.

If you have a question about any of this information, please feel free to contact Emily Lipovan elipovan@ntma.org.

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### NTMA Member Resource Activities

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<th>Dues</th>
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LET OSHA WORK FOR YOU: FREE OSHA CONSULTATION PROGRAM

Every company owner wants to keep their employees safe. They also dread a visit from OSHA to inspect their facilities. Everyone has heard about “what to do if OSHA Shows Up” and how inspectors are in the building just looking to tack on fines. The NTMA labor legal advice has given members sound advice for years about different subjects but they usually only get a call about safety after OSHA has come or there’s been a problem. There is help out there and a way to get some of your tax dollars to work for you.

At a rare June meeting in St. Louis, the chapter heard about a state/federal program that allows company owners to request a visit from an OSHA trained consultant FREE of charge. The program is called the “OSHA Consultation Program.” Don’t let the name scare you! This program is offered in every state. On top of it being FREE, the inspector can NOT pass on any penalties if a consultant finds serious hazards, they will assist you in finding ways to correct those hazards. If serious hazards are identified, they must be corrected. Only if an employer requesting the consultation refuses to correct the serious hazards can OSHA be notified. This will all be agreed to before starting the audit.

Consultations usually last a day or shorter and a written report is provided to the company representatives and explains the program in detail. This consultation is confidential, specialized and conducted by highly skilled consultants without penalties. The audit can be limited to any part of the facility or can cover the entire facility. The company sets the scope of the visit. If the consultant finds serious hazards, they will assist you in finding ways to correct those hazards. If serious hazards are identified, they must be corrected. Only if an employer requesting the consultation refuses to correct the serious hazards can OSHA be notified. This will all be agreed to before starting the audit.

Consultations usually last a day or shorter and a written report is provided to the employer. While undergoing a consultation no OSHA inspection can be done unless the facility has a fatality, catastrophic event, a former employee complaint or is in an industry designated by the Assistant Secretary of OSHA. Again, the consultant can inform each company the rules of the program BEFORE the audit moves forward. If an OSHA inspector comes in during the consultation period, the OSHA inspector is required by law to leave.

The consultation service will also do FREE noise or air samplings that may be needed as well. This same service is also provided by outside contractors, but will probably cost hundreds of dollars. Why not have it done for FREE and put your tax dollars to work?

As part of this program, there is also a program called Safety and Health Achievement Recognition Program (SHARP). It is reserved for the best in safety. Companies that achieve the SHARP designation are exempt from OSHA inspections for one to two years. The On-Site consultants can brief company officials on how to apply for this part of the program. (SHARP may be called by a different name in other states but all states have the same credentialing program.)

The services of the OSHA Consultation program will make sure each company knows what an OSHA inspector will look for and most of the data involved in a good program can be found on the NTMA website (www.ntma.org) for all NTMA regular members under the Resources banner, Safety Resource Center. There are easy to download generic safety plans, check lists and other information needed for a good Safety Plan. By using this program and filling out the annual NTMA Safety Survey, NTMA members have an easy way to make sure their employees are safe and the company protected.

Members in the St. Louis area are currently using this program and can give any member an overview from a peer perspective if needed. This program may be able to lower insurance costs by showing your insurance carrier you’re serious about safety. For more information on this program, contact Jim Grossmann, NTMA Marketing Director, grossmann@ntma.org or visit http://www.ntma.org/resources/business-management-advvisory/oshaconsultation/ to find the appropriate office for your state.

TAX REFORM TAKES CENTER STAGE, AND SO DOES ONE VOICE

Congress is laying the groundwork to undertake the most comprehensive tax reform effort in since 1986 by holding important hearings now to discuss high priority tax issues. We are proud that Ralph Hardt, President of Jagemann Stamping Company in Manitowoc, Wisconsin, was asked to represent small and medium-sized manufacturers at an important House Ways and Means Committee hearing on “Tax Reform and the U.S. Manufacturing Sector.” Ralph represented One Voice and is a member of NTMA and PMA.

At the hearing, Ralph emphasized that Congress needs to consider the impact on small U.S. manufacturing businesses when undertaking tax reform, particularly concerning “S-Corps” and similarly structured companies. Ralph told the Committee:
Southern Machine Works, Inc is a third generation precision machining and fabrication company specializing in Computer Numerically Controlled (CNC) Milling, CNC Turning and Welding services of small through large quantity orders. Conservative business practices have allowed Southern Machine Works to attract and retain high quality machinists even during economic downturns. The average tenure of the company’s employees is over 10 years with over 25% of its employees having a tenure of 15 or more years.

Southern Machine Works has an extensive inventory of CNC Machining Centers that allows the Company to provide a wide range of machining capabilities required to meet the needs of its current and potential customers. For additional information see Equipment & Services.

Southern Machine Works is committed to providing parts and services that...
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Grainger KeepStock inventory solutions help you organize, track and order frequently used products and supplies. Choose from a full suite of options—ranging from simple labeling and barcode scanning to mobile ordering, on-site servicing and secure dispensing—to help you save time, space and money.

Learn more at grainger.com/keepstock.

Note: Eligibility for Grainger’s KeepStock solutions may be subject to certain qualifying criteria and, in some cases, agreement to certain licensing terms applicable to software use.

Grainger KeepStock Inventory Management Solutions

Southern Machine Works utilizes the following software technology & systems to support its business operations:

• The E2 Shop System
• GAGEpack
• SolidWorks; www.goengineer.com
• MazakCAM & GeoPath Solutionware
• SQC Online

KeepStock® Inventory Management Solutions

Southern Machine Works

Designed to Streamline™

Keeping products in stock at a manageable level is key to keeping customers happy. Southern Machine Works takes pride in its position as the preferred provider for the precision machining and fabrication needs of its customers. Please Contact Us for a quote or for additional information.

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Monel, Stress-proof, HQ125 & Others

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Booth #E-3355

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A Right-From-The-Start™ ERP success story.

“The busier we got, the more we needed a powerful ERP system up and running. Out here, there’s no time for down time.”

Andy Babukla, Manufacturing Plant Manager
H-J Enterprises, St. Louis, MO

Grainger KeepStock® Inventory Management Solutions

Grainger KeepStock solutions help you organize, track and order frequently used products and supplies. Choose from a full suite of options—ranging from simple labeling and barcode scanning to mobile ordering, on-site servicing and secure dispensing—to help you save time, space and money.

Learn more at grainger.com/keepstock.

MaTerIaLs proceSSed inClude;

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300, 400, 174PH Series Stainless
1018, 1035, 1040, 4140/42 Carbon
Nylon, Delrin, Teflon, UHMW Plastics
Monel, Stress-proof, HQ125 & Others

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• MazakCAM & GeoPath Solutionware
• SQC Online

Get the COST OUT of Your Product!

...Add a Pallet Changer

Booth S-9347
IMTS 2012
September 10-15
McCormick Place CHICAGO
Midaco—Made in the USA

See how we fit your application
midaco-corp.com 847-593-8420

THE NATIONAL TOOLING & MACHINING ASSOCIATION — WWW.NTMA.ORG

THE RECORD — AUGUST 2012 / P29
GUIDE TO MEMBER SERVICES

The NTMA Shipping Program, managed by Partnership®, the endorsed shipping management provider of NTMA, provides a comprehensive inbound and outbound shipping program that combines simplicity, savings, and value to all NTMA members with no obligations and no minimum shipping requirements.

Members who enroll in the NTMA Shipping Program enjoy:

• LTL freight savings of at least 70% with the most reputable national and regional carriers.
• Savings on small package shipments of up to 26%* on select FedEx® services.
• Discounts on tradeshow shipments with guaranteed on-time delivery or it’s free!
• Many specialized solutions geared towards helping NTMA members be more successful in all facets of shipping and logistics. Some of these services include: vendor routing tools, online freight management tools, moving services, and much more!

This program will save you money! Enrolled NTMA members saved an average of $1,148 each in the past year alone.

Simply go to Partnership.com/54NTMA to enroll, view a summary of your discounts, or request a free shipping analysis. After enrolling, you’ll enjoy the unparalleled customer service that Partnership has been committed to for over 20 years.

If you have any questions about the above services call Partnership at 800-599-2902, or email sales@PartnerShip.com.

* Includes a bonus 5% online processing discount. Full details are available at www.PartnerShip.com/54NTMA/FedExdiscounts.

We Continue to Make a Difference!

For more information, please contact NTMA Customer Service at 800-248-6862.

MEMBER TESTIMONIAL

“Partnership saves us hundreds of dollars on individual freight shipments. This ends up being a huge annual cost saving especially considering freight is one of our biggest expenses. I’ve found Partnership to be easy to use and the level of service we get is unparalleled.”

Jim Trecokas
Trec Industries, Brooklyn Heights, OH

CALENDAR OF EVENTS

<table>
<thead>
<tr>
<th>Event Type</th>
<th>Date</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>IMTS</td>
<td>September 10-15, 2012</td>
<td>McCormick Place, Chicago, IL</td>
</tr>
<tr>
<td>AEROSPACE</td>
<td>October 25-27, 2012</td>
<td>Woodstock Inn &amp; Resort, Woodstock, VT</td>
</tr>
<tr>
<td>ENERGY</td>
<td>October 24-26, 2012</td>
<td>Nashville, TN</td>
</tr>
<tr>
<td>TRANSPORTATION</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Dillon Manufacturing has combined their complete chuck jaw product line into one 38-page catalog. This catalog ensures that customers will receive information on soft jaws, hard jaws, and full grip jaws for Serrated, T&G, Acme and Square Key type chucks. Also included is information for ordering collet pads and collet pad jaws, monoblock jaws and special soft and hard jaws.

www.dillonmfg.com

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www.kennametal.com

Innovation on display.
Join Kennametal at IMTS 2012.

Booth W-1522 / Chicago
September 10 – 15 / Monday – Saturday

Let’s Rock Chicago event:
Join Kennametal at the House of Blues® Chicago for an unforgettable evening of live music, drinks and appetizers!
Register: www.letsrockchicago.com
When / Tuesday September 11, 2012
8pm – midnight
Where / 329 North Dearborn Street

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be transformed.

Every two years as September approaches, like clockwork, the atmosphere in the shop charges up. No one has to say it. We can all feel it. We’re going to IMTS.

Regularly exposing my team to the latest technology is an investment that always yields big returns. Seeing the demos first-hand. Attending classes and presentations. Sleuthing the best deals. Meeting industry leaders. For finding the answers, there is still no question. Nothing trumps face-to-face, in one place. The only place.

We’re going to IMTS!

Dominate the competition.
Attend IMTS 2012. Register at IMTS.com