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# THE RECORD

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## NTMA PURCHASING FAIR

October 22-27, Nashville, TN  
—p10-11

## IMTS 2012 SHOW MAP

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## OVER 150 APPRENTICES ARE EXPECTED TO ENROLL INTO NTMA-U THIS FALL

NTMA-U Enrollment is still  
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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 —p24



## 2012 Fall Conference



### 2012 FALL CONFERENCE

NASHVILLE, TN  
OCTOBER 23-27 —p12-15



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## 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 Swissstyle 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.







# CHAIRMAN’S CORNER

ROGER ATKINS / NTMA CHAIRMAN OF THE BOARD

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 many of the answers and solutions are there for the asking and taking with your membership in NTMA. What I have realized and this holds true for me as well, that we are so busy working in the business that we spend little time working on the business. For each of us to be successful we must take the time to chart the course ahead and set the vision of our companies and our association for the future. We

are seeing a transformation in manufacturing and we must stay aware of the changes and adapt to them timely and strategically.

As Chairman, my year is almost one third of the way through and the same questions apply to me and NTMA. In my travels to Chapter’s across the US, I can tell you that there are some chapters aggressively on the move, while others are making headway, 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 longtime 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 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 Associates, 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 the commitment these folks have made to represent our industry and our association.

I recently spent the day with one of our major machine tool industry partners. From the President to other key management persons, their overwhelming message was here is what we do and have, how can we best serve you our industry partners? They also acknowledged the importance of NTMA’s role in the US Manufacturing arena and their commitment to our ongoing

partnership. They realize that our success and competitiveness is their success and competitiveness. We have assembled a wonderful team of industry partners, I urge you to utilize them to help yourself and your company more competitive. We see many of these partners as big companies and ourselves as small companies and are reluctant to reach out. I can honestly tell you they do not see it that way and see us equal partners in fight for American Manufacturing. They are associate members because they to see us stronger untied than divided.

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.

Lastly I would like to call everyone’s attention to the NTMA Fall Conference to be held October 24-27 in Nashville, TN. The NTMA Staff has worked to put the pieces together to make this truly a “Transformational” conference from our outstanding speakers to our technology suites, industry presentations,

# THE RECORD

## OPERATIONS & EDITORIAL

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## NATIONAL TOOLING & MACHINING ASSOCIATION

6363 Oak Tree Boulevard

Independence, OH 44131

1-800-248-6862

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and of course our Industry Roundtables. This conference will speak to multiple levels of your organization’s management; from ownership, to finance, to sales, to technology. I would challenge each of us to use this conference as the opportunity to work “ON” our businesses and not “IN” our businesses. I truly believe the contents of this meeting could transform you, your company, and your people. Calendar now to attend, there will be more information to come.

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 re-

mains “Transforming for Competitiveness”. The second half of the year will be what you make it, let NTMA help you make it all it can be. I look forward to meeting you in my coming travels across the US.



*Roger Atkins*

ROGER ATKINS / CHAIRMAN

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# KENNAMETAL TRAINING AND LEARNING OPPORTUNITIES MARK “DIFFERENT THINKING” FOR IMPROVING PRODUCTION

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 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 the 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-day 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.

“It’s important to note we are highlighting the full

capability to deliver solutions across the entire automotive manufacturing spectrum, from OEMs through tier suppliers and job shops – the whole supply chain,” says Colin Tilzey, global segment manager, transportation at Kennametal, a session presenter. “Full capability means highlighting advanced tooling solutions, but also including Kennametal’s engineering capabilities, advanced materials science, sustainability initiatives, surface engineering, and global footprint. These aspects can have a huge impact on maximizing process efficiency, but can also improve a company’s environmental impact, tool management, supply-chain efficiency, and overall production costs.”

The energy sector is another landscape white-hot with manufacturing and research activity. “If there is a common denominator for those participating in oil drilling, shale gas extraction, wind farms, or numerous other energy businesses, it’s that those who are quick-to-market make money while the slow get a lot of missed opportunities,” says David Cope, Manager of Technical Programs at Kennametal and also a part of the presenting team. “Having an engineering solutions partner involved early in the process can save significant time and money by right-sizing capital investments and ensuring that new machine tools provide the necessary spindle connections, torque, rigidity, and horsepower to drive the newest tooling innovations.”

### EDUCATION AND CERTIFICATION

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 39 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](http://www.kennametal.com).



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### 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 or 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 no-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 excess 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 your 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 because a substantial income tax deduction.

### CHARITABLE LEAD TRUST

You make a gift to National Tooling and Machining Foundation with the irrevocable transfer of cash, securities 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 benefiting 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 beneficiaries 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 depending 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 beneficiary a lifetime “fixed dollar amount” each year agreed (at least 5%) of fair market value of the trust assets as revalued annually, a beneficial option if assets are either low-income producing or low-yield (such as real estate) and one wishes to avoid paying capital gains.
- This can be an Annuity Trust that pays you and/or another beneficiary a lifetime “fixed dollar amount” each year agreed upon when the trust is established (at least 5% of the initial value of the trust). However, an annuity trust cannot receive additional contributions.
- 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 inheritance taxes.

“Letter of Intent” for a legacy gift is found on the NTMA website. 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 conveyance for your gift.

Please send all correspondence to:  
National Tooling and Machining Foundation, Inc.  
6363 Oak Tree Blvd., Independence, OH 44131  
info@ntma.org



# 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, Ill., supports the company's continued focus on providing the best solutions to manufacturers who specialize in specific market segments, such as aerospace, medical and 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 interactive 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 take tours of the new facility 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.

“The new Competence Center represents our dedication to helping manufacturers succeed in the face of the unique challenges

presented by the industries they serve,” says Gisbert Ledvon, business 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 sponsoring 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 attend 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>.



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*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.*

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For more information visit [www.purchasingfair.com](http://www.purchasingfair.com) or call 800.248.6862



October 22-23 2012  
Nashville, TN

Monday, October 22  
12:00 p.m.

Registration

1:00-4:30 p.m.

Sales & Marketing Program

5:30-8:00 p.m.

Networking Reception for

Tuesday, October 23  
7:00-9:00 a.m.

Customers & Vendors  
Purchasing Fair registration &

9:00 a.m.-12:00 p.m.

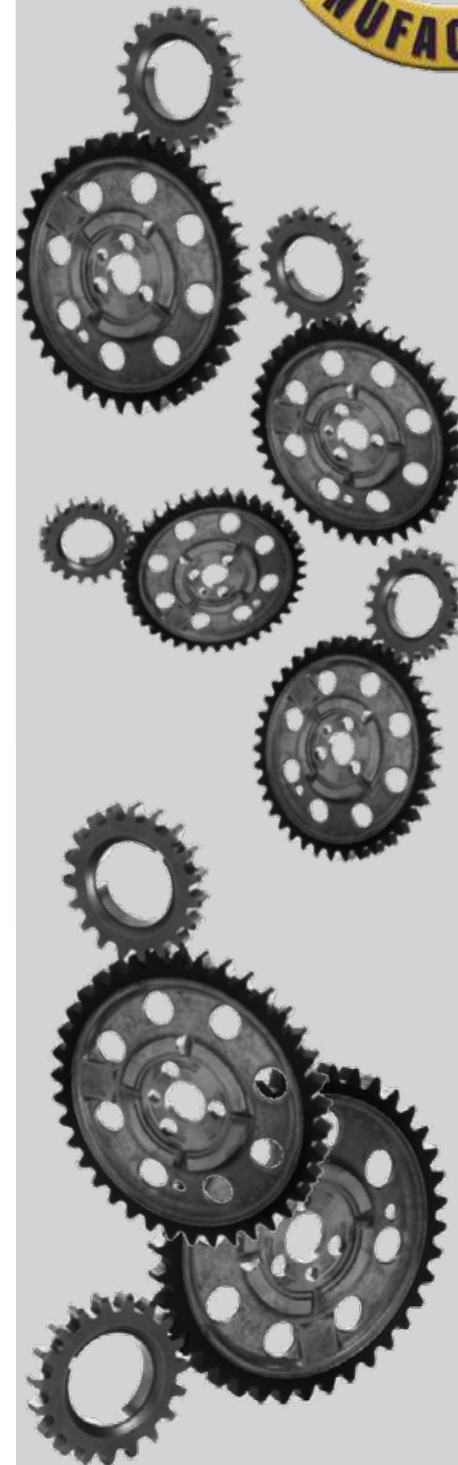
continental breakfast  
Purchasing Fair Open

12:00-1:00 p.m.

Purchasing Fair Luncheon

1:00-4:00 p.m.

Purchasing Fair Open







# 2012 Fall Conference



Gaylord Opryland  
Nashville, TN  
October 23-27

## 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



## Schedule of Events

### October 24 (Wednesday)

7:00 a.m. - 6:00 p.m.  
7:30 a.m. - 9:00 a.m.  
7:45 a.m. - 8:30 a.m.  
9:00 a.m. - 10:45 a.m.  
  
11:00 a.m. - 12:30 p.m.  
  
12:30 p.m. - 2:30 p.m.  
  
1:00 p.m. - 2:30 p.m.  
1:00 p.m. - 2:30 p.m.  
  
2:30 p.m. - 4:00 p.m.  
  
2:30 p.m. - 5:00 p.m.  
6:00 p.m. - 8:00 p.m.

Registration  
Continental Breakfast  
First Timers Breakfast  
NTMA General Assembly/Awards & Updates/Keynote Speaker  
Robotics Team Meeting  
Education Team Meeting  
Next Generation Team Meeting  
NTMA Board of Directors Meeting  
  
Workforce Development Plan  
  
Working Lunch  
Nominating Team Meeting  
Optional Activity  
Kitchen Tour of Gaylord Opryland  
  
Government Affairs  
  
Team Meeting  
Manufacturing Technology Team Meeting  
  
NTMA Chapter Leadership Development Seminar  
Insurance Board Meeting  
NTMA Welcome Reception

### October 25 (Thursday)

7:00 a.m. - 6:00 p.m.  
7:00 a.m. - 8:30 a.m.  
8:00 a.m. - 10:00 a.m.  
  
8:30 a.m. - 9:30 a.m.  
8:00 a.m. - 5:00 p.m.  
  
9:00 a.m. - 11:30 a.m.  
  
10:30 a.m. - 12:00 p.m.  
  
12:00 p.m. - 1:30 p.m.  
  
1:00 p.m. - 3:00 p.m.  
3:00 p.m. - 5:00 p.m.  
6:00 p.m. - 12:00 a.m.

Registration  
Continental Breakfast  
NTMA Membership Value Meeting  
Industry Advocay Meeting  
Technology Seminar I  
  
Technology Seminar II  
  
Technology Seminar III  
Music & Memories -  
  
Nashville Style  
NTMA Chapter Leadership Development Seminar  
NTMA Luncheon for Past  
  
Chairman & Wives  
Budget & Finance Meeting  
Chapter Executives Roundtable  
Dinner & Line Dancing at  
  
Wildhorse Saloon

### October 26 (Friday)

7:00 a.m. - 6:00 p.m.  
7:00 a.m. - 8:30 a.m.  
8:00 a.m. - 10:30 a.m.  
  
10:30 a.m. - 12:00 p.m.  
12:30 p.m. - 2:30 p.m.  
  
1:30 p.m. - 3:30 p.m.  
  
2:30 p.m. - 4:30 p.m.  
3:30 p.m. - 5:30 p.m.  
5:30 p.m. - 10:00 p.m.  
  
7:00 p.m. - 10:00 p.m.

Registration  
Continental Breakfast  
NTMA Industry Roundtables:  
  
Precision Machining I  
Precision Machining II  
Precision Machining III  
Tools, Dies and Molds  
NTMA Team Leaders Meeting  
Track I  
  
Track II  
  
Track III  
Track IV  
Optional Activity  
Grand Ole Opry  
  
Next Generation Networking Dinner

### October 27 (Saturday)

7:00 a.m. - 6:00 p.m.  
7:00 a.m. - 8:00 a.m.  
8:00 a.m. - 9:30 a.m.  
10:00 a.m. - 12:00 p.m.  
12:00 p.m. - 5:00 p.m.  
  
12:30 p.m. - 5:30 p.m.  
6:30 p.m. - 10:30 p.m.

Registration  
Continental Breakfast  
Board of Trustees Meeting  
General Assembly/Keynote Speaker  
Optional Activity—Shuttle to Nashville and Dave and Busters  
  
Golf at Gaylord Springs (1pm Shotgun)  
NTMA Networking Reception Dinner & Fundraiser



## 2012 NTMA Fall Conference Sponsorship Guide

Meal/Functions	Sponsored by:
<b>Wednesday</b>	
<b>Continental Breakfast</b>	
Sole Sponsor	\$3,000
Sponsor #1	\$1,500
Sponsor #2	\$1,500
Sponsor #3	\$1,500
<b>First Timers Plated Breakfast</b>	<b>SOLD- GRAINGER</b>
Sign, Podium Recognition	\$2,500
<b>AM Hospitality Station</b> Assorted Beverages	
Exclusive Sponsor	\$1,000
Sponsor #1	\$500
Sponsor #2	\$500
Sponsor #3	\$500
<b>PM Hospitality Station</b> Assorted Beverages	
Exclusive Sponsor	\$1,000
Sponsor #1	\$500
Sponsor #2	\$500
Sponsor #3	\$500
<b>Tech Suite Welcome Reception</b>	
Exclusive Sponsor	\$5,000
Sponsor #1	\$2,500 <b>BIG KAISER</b>
Sponsor #2	\$2,500 <b>ROYAL PRODUCTS</b>
Sponsor #3	\$2,500
<b>Thursday</b>	
<b>Continental Breakfast</b>	
Exclusive Sponsor	\$3,000
Sponsor #1	\$1,500 <b>SOLD- SESCOI</b>
Sponsor #2	\$1,500
Sponsor #3	\$1,500
<b>Wildhorse Reception- Sole Sponsor</b>	<b>SOLD- KENNAMETAL</b>
<b>Friday</b>	
<b>Continental Breakfast</b>	
Exclusive Sponsor	\$3,000
Sponsor #1	\$1,500
Sponsor #2	\$1,500
Sponsor #3	\$1,500
<b>AM Hospitality Station</b> Assorted Beverages	
Exclusive Sponsor	\$1,000
Sponsor #1	\$500
Sponsor #2	\$500
Sponsor #3	\$500
<b>PM Hospitality Station</b> Assorted Beverages	
Exclusive Sponsor	\$1,000
Sponsor #1	\$500
Sponsor #2	\$500
Sponsor #3	\$500
<b>VIP Private Dinner</b>	
Room & Meal	\$5,000
<b>Chairman's Suite Reception</b>	
50 ppl dessert & bar	\$5,000
<b>Saturday</b>	
<b>Continental Breakfast</b>	
Exclusive Sponsor	\$3,000
Sponsor #1	\$1,500
Sponsor #2	\$1,500
Sponsor #3	\$1,500
<b>Gala Dinner</b>	
Exclusive Sponsor	\$10,000
Sponsor #1	\$5,000 <b>MAZAK</b>
Sponsor #2	\$5,000
Sponsor #3	\$5,000

Additional Opportunities	Sponsored by:
<b>Branded Re-charging Station \$10,000 per company - limit of 3</b>	
Re-charging station #1	\$10,000
Re-charging station #2	\$10,000
Re-charging station #3	\$10,000
Dual sponsorship 1of 2 sold	\$5,000 <b>YRC</b>
<b>Tech Suites \$10,000 per company - limit of 3</b>	
Tech Suite 1	\$10,000 <b>MAZAK</b>
Tech Suite 2	\$10,000
Tech Suite 3	\$10,000
<b>Cyber Café</b>	
Exclusive Sponsor	\$15,000
Daily Sponsor	\$5,000
<b>General Session/Mike Abrashoff</b>	
Exclusive Sponsor	\$5,000
Sponsor #1	\$2,500
Sponsor #2	\$2,500
Sponsor #3	\$2,500
<b>Gaylord Kitchen Tour</b>	
Exclusive Sponsor	\$2,500
Sponsor #1	\$1,000
Sponsor #2	\$1,000
Sponsor #3	\$1,000
<b>Joe Knight Keynote Speech</b>	
Exclusive Sponsor	\$5,000
Sponsor #1	\$2,500
Sponsor #2	\$2,500
Sponsor #3	\$2,500
<b>Spouse Activity/Cowboy Boot Shopping</b>	
Exclusive Sponsor	\$4,000
Sponsor 1	\$2,000
Sponsor 2	\$2,000
Sponsor 3	\$2,000
<b>Grand Ole Opry Trip</b>	
Exclusive Sponsor	\$4,000
Sponsor 1	\$2,000
Sponsor 2	\$2,000
Sponsor 3	\$2,000
<b>Mirror Clings in Room</b>	
Exclusive Sponsor	\$5,000
<b>Floor Signs/Stair Signs</b>	
3ftX3ft	\$500ea
<b>Customized Room Keys</b>	
Exclusive Sponsor	\$5,000
Sponsor 1	\$2,500
Sponsor 2	\$2,500
Sponsor 3	\$2,500
<b>Plasma Screen Welcome</b>	
Exclusive Sponsor	\$3,000
Sponsor 1	\$1,500
Sponsor 2	\$1,500
Sponsor 3	\$1,500
<b>In Room Television Channel</b>	
Exclusive Sponsor	\$3,000
Sponsor 1	\$1,500
Sponsor 2	\$1,500
Sponsor 3	\$1,500
<b>Golf Sponsor</b>	
Exclusive Sponsor	\$10,000 <b>GRAINGER</b>
<b>Golf Tournament Hole Sponsor</b>	
Hole Sponsor	\$100
Hole in One Sponsor	\$1,000 <b>GRAINGER</b>
Golf Prize Sponsor	\$500

## 2012 NTMA Fall Purchasing Fair Sponsorship Guide

Meal/Functions	Sponsored by:
<b>Monday PM Hospitality Station</b> Assorted Beverages	
Exclusive Sponsor	\$500
Hospitality Station sponsosr #1	\$1,000
Hospitality Station sponsor #2	\$1,000
Hospitality Station sponsor #3	\$1,000
<b>Welcome Reception</b>	
Exclusive Sponsor	\$10,000
Welcome Reception sponsor #1	\$5,000 <b>SOLD-MAZAK</b>
Welcome Reception sponsor #2	\$5,000
Welcome Reception sponsor #3	\$5,000
<b>Tuesday Continental Breakfast Sponsor</b>	
Exclusive Sponsor	\$3,000
Breakfast sponsor #1	\$1,500
Breakfast sponsor #2	\$1,500
Breakfast sponsor #3	\$1,500
<b>Tuesday AM Hospitality Station</b> Assorted Beverages	
Exclusive Sponsor	\$500
Hospitality Station sponsosr #1	\$1,000
Hospitality Station sponsor #2	\$1,000
Hospitality Station sponsor #3	\$1,000
<b>Purchasing Fair Luncheon (2 Sessions)</b>	
Exclusive Sponsor	\$10,000
Welcome Reception sponsor #1	\$5,000
Welcome Reception sponsor #2	\$5,000
Welcome Reception sponsor #3	\$5,000
<b>Tuesday PM Hospitality Station</b> Assorted Beverages	
Exclusive Sponsor	\$500
Hospitality Station sponsosr #1	\$1,000
Hospitality Station sponsor #2	\$1,000
Hospitality Station sponsor #3	\$1,000
<b>Additional Opportunities</b>	
<b>Mirror Clings in Room</b>	
Exclusive Sponsor	\$5,000
<b>Floor Signs/Stair Signs</b>	
3ftX3ft	\$500ea
<b>Customized Room Keys</b>	
Exclusive Sponsor	\$5,000
Sponsor 1	\$2,500
Sponsor 2	\$2,500
Sponsor 2	\$2,500
<b>Plasma Screen Welcome</b>	
Exclusive Sponsor	\$3,000
Sponsor 1	\$1,500
Sponsor 2	\$1,500
Sponsor 3	\$1,500
<b>In Room Television Channel</b>	
Exclusive Sponsor	\$3,000
Sponsor 1	\$1,500
Sponsor 2	\$1,500
Sponsor 3	\$1,500

If you have questions regarding the sponsorship program, please call Tiffany Bryson directly at 216.264.2847 Or Tbryson@NTMA.org



NORTH BUILDING EVENTS

**Booth: N-6540**  
Featuring Grainger KeepStock Inventory Management Secure Solutions. Come see the vending machines available through Grainger and find out how we can help you effectively and efficiently manage your metalworking inventory.

Drill it, grind it, cut it, weld it and more with products from Grainger and see what metalworking can accomplish! Be sure to stop by and see the one-of-a-kind Grainger motorcycle built by the Orange County Choppers®.

\* Some KeepStock programs are subject to certain qualifying criteria and might require an on-site assessment to be conducted by Grainger’s Consulting Services Group.

\*\* Orange County Choppers, O.C.C., the O.C.C. logo and related indicia are trademarks of Orange County Choppers Licensing, LLC. (only need to use this copy if using/showing the OCC logo or products) M-related fields have to offer.

NORTH BUILDING EVENTS

**NIMS Student Skills Center**  
**Where:** Hall C - North Building  
**When:** Sept 10-15; 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.



**GRAINGER**  
FOR THE ONES WHO GET IT DONE

**Booth: N-6540**  
Grainger helps customers save time and money by providing them the right products to keep their facilities up and running. Grainger works with more than 3,500 suppliers to provide customers with access to more than 1 million products.

**Dwayne White**  
800.994.7982 ext. 5400146  
www.grainger.com





**Booth: E-3355**  
Global Shop Solutions provides One-System ERP Solutions specifically designed to streamline manufacturing operations and position your company for growth. Customers achieve improved on-time delivery and quality, increased sales, and reduced costs.

**Steve Taylor**  
Regional Sales Manager  
281.681.1959  
800.364.5958

EAST BUILDING EVENTS

**IANA Global Automation & Manufacturing Summit**  
**Where:** East Building - Room E353  
**When:** Sept 12; 11:00am - 12:15pm  
**About:** Integrating Operator Knowledge  
Your workforce contains a tremendous amount of information about your processes and products. Experts will look at "downloading" that knowledge to your systems so that it is available to everyone today and in the future. Asset management should include workforce expertise and processes, not just physical assets.  
Speakers: Franz Gruber, FORCAM, Joey Stubbs, EtherCAT Technology, Meeta Kratz, Grainger

East Building Conferences		
When	Where	Topic
Sept 10 & 11	E353	Motion, Drives & Automation Conference
Sept 13 & 14	E259-262 & 266	ISA Inside - Training Sessions
Sept 12 & 13	E353	IANA Global Automation & Manufacturing Summit




**Booth: E-3117**  
Visit Epicor Software for a demo of Epicor Manufacturing — a complete enterprise resource planning (ERP) solution that meets the needs of today’s manufacturers in either an on-premise (hosted) or Software-as-a-Service (SaaS) model.

www.epicor.com

WEST BUILDING EVENTS

**Booth: W-1522**  
Join Kennametal for InnovationExchange presentations every day at IMTS, running on the hour from 10am until 4pm. 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.

**Booth: W-1452**  
Extreme Challenges. Extreme Results. Stop by booth W-1452 and check out all that WIDIA’s powerful Authorized Distributor network has to offer. From the latest in turning, carbide taps, carbide drills, indexable milling, and solid end milling, the most powerful tools in the business proudly wear WIDIA brands. There’s plenty to discover with WIDIA and IMTS. Stop by to enjoy coffee and fresh-baked cookies... and be at the booth to see, first-hand, an extreme WIDIA sponsorship revealed!



**Booth: W-2094**  
The National Tooling & Machining Association (NTMA) was founded over 65 years ago has led the industry in developing a skilled workforce, creating national apprentice and educational programs, and defining the model for industry standards which are used today. Our vision is to become the premier center of knowledge to lead the U.S. precision custom manufacturing industry in continuing world leadership.

1357 Rockside Rd., Cleveland, OH 44134  
800-248-6862  
ntmainfo@ntma.org



**Booth: W-1600**  
High Precision Boring Tools, Dual Contact Tool Holders, Cutting Tools, Tool Presetters, Workholding & Accessories

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**Booth: W-1452**  
Phone: 1-800-979-4342  
E-mail: w-na.service@widia.com



**Booth: S-8700**  
Find out how Makino can help you make what matters by scheduling a booth visit or signing up for a free Lunch and Learn.

Cindy Enger  
Cindy.Enger@makino.com



**Booth: S-9347**  
Automatic and Manual Pallet Changers and Automatic Door Openers to increase productivity on your VMC.

Ewa Baran  
ebaran@midaco-corp.com  
www.midaco-corp.com

SOUTH BUILDING EVENTS		
Makino Lunch & Learn		
	<b>Where:</b> South Building - S104B	
	<b>When:</b> Daily: Noon to 1:00pm	
When	Company	Topic
Monday Sept 10	Cavalier Tool	Mold Manufacturing Hear how Cavalier Tool & Manufacturing Ltd. of Windsor, Ontario, handles drilling, boring, thread milling, tapping, 2-D and 3-D machining without the operator ever touching the part.
Tuesday Sept 11	Eagle Mfg	Production Machining Hear how Eagle Manufacturing uses Makino horizontal machining centers and automation systems to produce high-volume parts for automotive applications
Wednesday Sept 12	Exacta Aerospace	Aerospace Hear how Exacta Aerospace has invested in both added capacity and capabilities to run unattended automated operations on both 4 and 5 axis parts.
Thursday Sept 13	TBA	TBA
Friday Sept 12	Chelar Tool & Die	Investing in EDM Technologies Hear how Exacta Aerospace has invested in both added capacity and capabilities to run unattended automated operations on both 4 and 5 axis parts.



IS PROUD TO ACKNOWLEDGE THESE NATIONAL ASSOCIATE MEMBERS WHO WILL BE FEATURED AT IMTS 2012.  
PLEASE STOP BY THEIR BOOTH WHILE YOU GROW YOUR BUSINESS AT IMTS.

## 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](mailto:dave.couch@thinkpragmatic.com)

Best Regards,

Rob Akers - COO | NTMA | 1-800-248-6862 | [rakers@ntma.org](mailto:rakers@ntma.org)

## Pragmatic is Green



Pragmatic believes in reducing travel and your carbon foot print.

Pragmatic emails all invoices.

## Why Pragmatic?

No contracts,

No up-front or miscellaneous fees !

Free recordings

Integrated codes for audio and web conferencing

Per second billing

24/7 Live Customer Support (guaranteed 20 second answer times!)

Easy-to-use customer self-serve portal for easy account administration

Automated billing #'s for easy cost allocation

E-mailed invoices



## 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.

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 Heisler 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), GDT, 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 witness 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 employee. 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/TgCjy8Nn8K4>

For More information please contact: KMCCREIGHT@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). These 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



CONTINUED ON – P20





## Planning For A Success - Filled Future

October 25 – 27, 2012

Woodstock Inn & Resort

Woodstock, VT

- ✦ Keynote by Futurist ~ Ken Gronbach ✦
- ✦ “Hear From The Customer” Panel ✦
- ✦ Expert-Facilitated Break Out Sessions ✦
- ✦ Economic Update ✦
- ✦ Reception & Tour at the  
American Precision Museum ✦

Join us and industry leaders from across New  
England for this knowledge-centered event!

For more info, email: [neregional@gmail.com](mailto:neregional@gmail.com)  
Conference details and registration  
information can be found on the NTMA website  
“Events” page or at  
<http://tinyurl.com/74hqkmy>

be displayed, are easily installed on the right side or the left side or sometimes both sides of a new or existing machine center to reduce floor space.

Once a pallet or load of parts is complete, the next pallet or job is transferred into the machine in seconds. Because all part loading and job set-up tasks are performed offline (without the operator leaning into the machine) both productivity and safety is maximized.

MIDACO Automatic Door Systems; Pallet Changers for Lathes, 4th or 5th Axis / Rotary tables and small HMC's; MIDACO Robotic Part Loaders are also available to increase productivity and safety.

Application Engineers are available to help select the right pallet changer model to increase your output. Whether you 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 IMTS 2012, Booth S-9347 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.



## NTMA OFFICIALLY KICKS OFF APPRENTICESHIP TRAINING/WORKFORCE DEVELOPMENTAL PROGRAM

The NTMA officially kicked off a formal apprenticeship training / workforce development program on January 18th 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 the 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 You-Tube 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 vast 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 update 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 creditability 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 programming and Set-up (with practical applied shop Math and Blueprint reading)

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

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

SPC – GDT – CNC Multi – Spindle

CNC Skills and 3 D 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 [atkmccreight@ntma.org](mailto:atkmccreight@ntma.org)



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Our products perform—the benefits are evident. That's why we guarantee that every tool we sell will help you reach a higher level of efficiency—including the new **Kaiser Series 310 EWD precision finish boring head**. Press PLAY for a sneak peek at the measurable accuracy advantages of this digital dynamo, before its IMTS appearance—and challenge yourself to reach higher performance levels.



Scan the QR code to watch the video—or visit our IMTS gallery and get a head start on your show experience at [www.bigkaiser.com/imts](http://www.bigkaiser.com/imts).

IMTS2012 Visit us at booth #W-1600



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  - Angle of taper (male or female)
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**Sirois Tool**  
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NTMA CONTINUES TO BUILD PROFESSIONAL TEAM

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 Walmsley, our new membership director, for his early contributions since February. To all welcome!

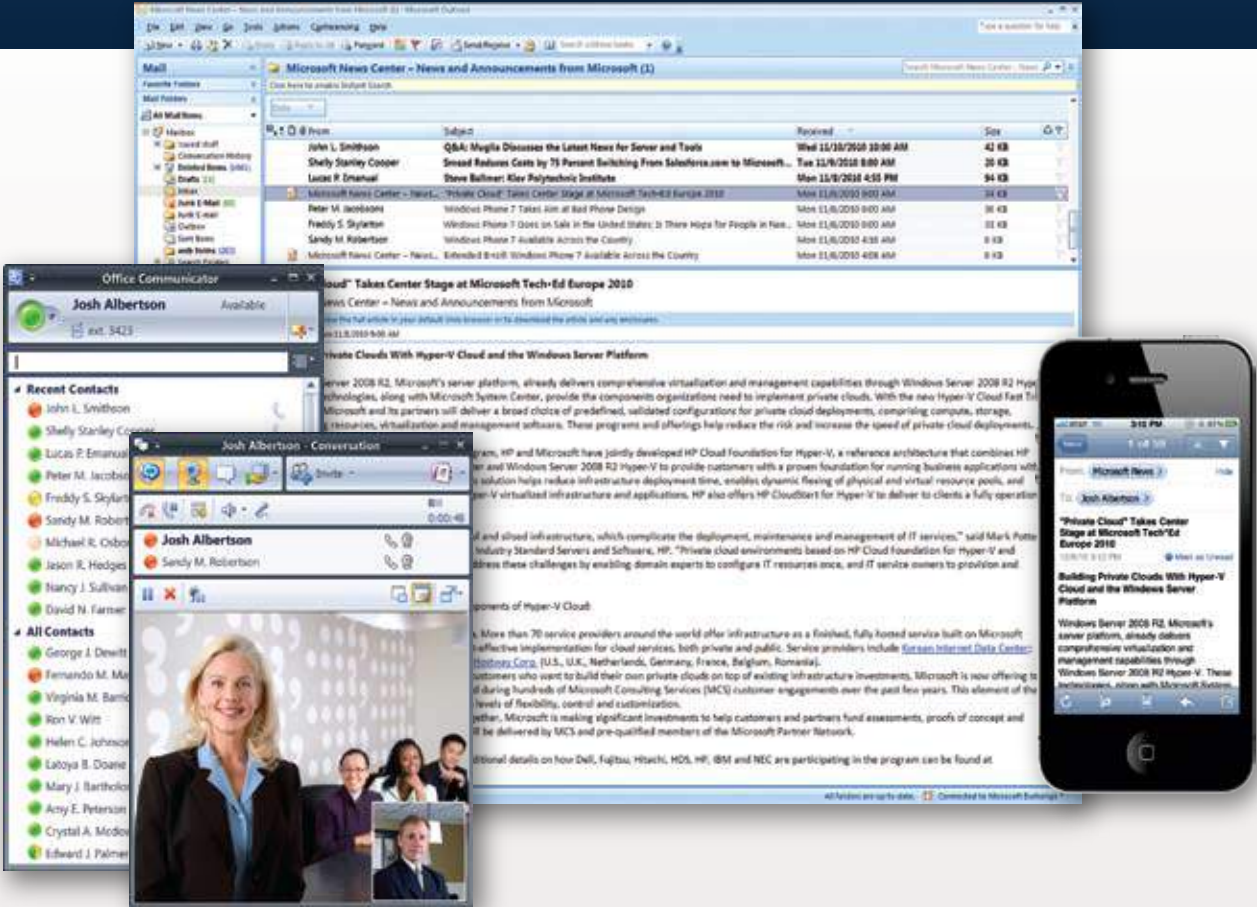
As our Chairman stated last month the primary goal for the remainder of 2012 is to continue to build service delivery to our membership and all of NTMA’s programs and services. Moving forward we are creating a strategy that will allow us to advance our place serving our chapters, associates, and members with programs that will clearly delineate NTMA and our Chapters, and positions our membership to achieve maximum profitability and open new business opportunities.

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](mailto:elipovan@ntma.org).

NTMA Member Resource	Activities	NTMA Key Contact
Executive Office	-Executive Team -Association Strategy -ISTMA	Dave Tilstone <a href="mailto:dtilstone@ntma.org">dtilstone@ntma.org</a> Tel: 216-264-2830
Membership Services	-Member Benefits -Advice and Assistance -Recruitment and Retention - Dues	Jeff Walmsley <a href="mailto:jwalmsley@ntma.org">jwalmsley@ntma.org</a> Tel: 216-264-2858
Education and Training	-NTMA-U -Employee Testing and Pre-Screening -Textbooks and Publications -NIMS Certification	Ken McCreight <a href="mailto:kmccreight@ntma.org">kmccreight@ntma.org</a> Tel: 216-264-2834
Chapter Development	-Advice and Assistance -Tools and Resources -Leadership Programming	Kelly Schneider <a href="mailto:kschneider@ntma.org">kschneider@ntma.org</a> Tel: 574-220-9111
One Voice/ Government Affairs	-Lobbying -Congressional Alerts -Regulatory Advice -PAC / GAAF	John Guzik, <a href="mailto:jguzik@franklinpartnership.com">jguzik@franklinpartnership.com</a> Tel: 202-393-8250 Omar Nashashibi <a href="mailto:omar@franklinpartnership.com">omar@franklinpartnership.com</a> Tel: 202-828-1744 Kristen Reitz, <a href="mailto:kreizt@ntma.org">kreitz@ntma.org</a> Tel: 216-901-9666 xt 2150
Meetings & Events	-Annual Conference -Fall Conference -Legislative Conference -Purchasing Fairs	Amanda Namenek <a href="mailto:anamenek@ntma.org">anamenek@ntma.org</a> Tel: 216-264-2848
NTMA Insurance Program	-Program Information -Certified Agents	Jim Grosmann <a href="mailto:jgrosmann@ntma.org">jgrosmann@ntma.org</a> Tel: 314-409-3799
National Associate Services	-Customer Promotion -Sponsorships -Advertising	Tiffany Bryson <a href="mailto:tbryson@ntma.org">tbryson@ntma.org</a> Tel: 216-264-2847
Business Development	-Business Conditions and Customer Forecast -Purchasing Fairs and Buyer Services -Business Alliances and Partnerships	Rob Akers <a href="mailto:rakers@ntma.org">rakers@ntma.org</a> Tel: 216-264-2828
Publications	-The Record -E-trends -Membership Directory	Emily Lipovan <a href="mailto:elipovan@ntma.org">elipovan@ntma.org</a> Tel: 216-264-2835
National Robotics League	-National Competition	Emily Lipovan <a href="mailto:elipovan@ntma.org">elipovan@ntma.org</a> Tel: 216-264-2835
Public Relations	-Industry Awareness -Association Awareness -Press Releases and Announcements	Paul Nathanson <a href="mailto:Paul.Nathanson@bgllp.com">Paul.Nathanson@bgllp.com</a> Tel: 202-828-1744

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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 of their findings to Federal OSHA by law. The NTMA now has a link on the website ([www.ntma.org](http://www.ntma.org)) that any member can go to, put in your state and it will automati-

cally give you contact information for you to request a consultation.

Briefly, it works when a company requests a consultation. The request goes in to the local consultation services office planning calendar and a visit is set up. The consultant comes in and sits down with 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 find 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 un-

less 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 of 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](http://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 Grosmann, NTMA Marketing Director, [jgrosmann@ntma.org](mailto:jgrosmann@ntma.org) or visit <http://www.ntma.org/resources/business-management-advisories/osha-consultation/> 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:

CONTINUED ON — P27

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“More than 70 percent of manufacturers are structured as S-Corporations or other pass-throughs paying taxes at the individual rate...The less resources we have due to paying more taxes ties our hands and does not allow us to buy new million-dollar machines that need new employees to run.”

Ralph also emphasized the distinction between the perception of ‘wealthy’ taxpayers and the realities of small business owners: “What many policymakers in Washington do not understand is, unlike larger corporations, small manufacturers like us are required to provide a personal guarantee for most loans when purchasing capital equipment or expanding our facilities...I have to put my family’s home on the line, and take significant risks if I want to grow my business and compete globally.”

The One Voice team also submitted comments to the Senate Finance Committee focusing on the tax provisions that are important to manufacturers that are expiring soon. In the letter, NTMA President Dave Tilstone and PMA President William Gaskin wrote: “we need to simplify and stabilize the tax code and implement policies that encourage investment and eliminate tax disadvantages. The current tax structure is a myriad of high rates, temporary credits, loopholes, and outdated policies that slow growth and competitiveness. In order to compete globally under the current U.S. tax structure, domestic manufacturers must use as many tax incentives as possible to lower their burden, expand their businesses and hire more employees.”

We will continue to update members on tax reform, an issue that could impact manufacturers for years – or even decades – to come.

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 Policy Resolution Group at 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.



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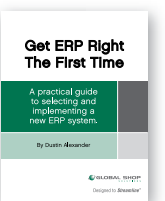


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2PM	○	●	○	●	○	●
3PM	●	●	●	●	●	●
4PM	●	○	●	○	●	○

### SESSION KEY / Topics & Presenters

- 1 Transportation / Crankshafts  
Jerry Greenman
- 2 Transportation / Fuel  
Colin Tilzey
- 3 Aerospace / Frame  
Matthieu Guillon and Mark Francis
- 4 Energy / Turbine  
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## CALENDAR OF EVENTS

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