

**NTMA**

# THE RECORD

> SERVING THE NEEDS OF  
MANUFACTURING COMPANIES  
FOR 71 YEARS

## 2014 NTMA SAFETY AWARDS

The annual Safety Award identifies top-performing NTMA companies in the area of safety, based on a survey responses submitted earlier this year. —p11

## "FINAL CUT" SLASHES COMPETITION FOR NRL TITLE

51 student teams from 33 schools battled at the National Robotics League Championship. —p22

## EQUIPMENT LEASING AND FINANCE ASSOCIATION'S SURVEY OF ECONOMIC ACTIVITY: MONTHLY LEASING AND FINANCE INDEX

ELFA: April new business volume up seven percent year-over-year. —p27

## HIRE NATIONAL GUARD MEMBERS AND VETERANS TO MITIGATE THE SKILLS SHORTAGE

NTMA and the Precision Metalforming Association (PMA) invited Steve Nowlan from Center for America to join them at a Newsmakers press conference in Washington, DC on May 6. —p36



## ONE VOICE DELEGATION WITH SPEAKER JOHN BOEHNER (R-OH)

THE ONE VOICE ADVOCACY TEAM IS BUSY ALL YEAR ROUND GETTING THE WORD OUT IN CONGRESS, AT FEDERAL AGENCIES AND IN THE PRESS ABOUT WHAT IS IMPORTANT TO MANUFACTURERS AND WHAT PEOPLE IN WASHINGTON CAN DO TO HELP. —p8

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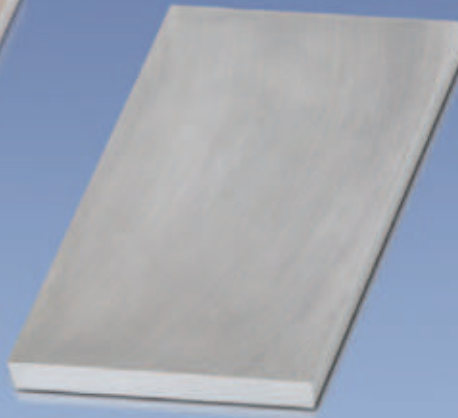
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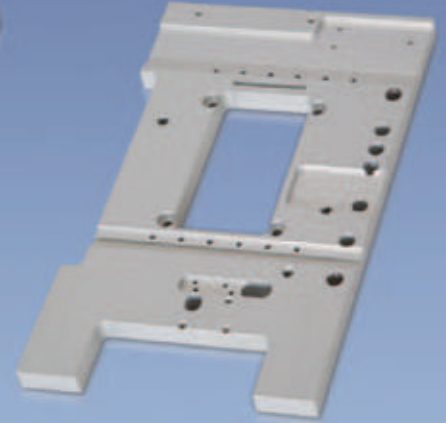
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## CHAIRMAN'S CORNER

TED TOTH / NTMA CHAIRMAN OF THE BOARD

Purchasing Fairs are a good example of one of NTMA's Member Business Development Tools.

April we had a very successful east coast regional Purchasing Fair in Pittsburgh, PA. The event started with a panel discussion on quality, exporting and ITAR. The next morning there was a sales and marketing presentation before the opening of the actual fair.

For those who have never attended a purchasing fair, I will describe how it works. Customers are stationed at tables from 9 a.m. to 3:00 p.m. A line forms in front of these tables and each member gets 5 to 10 minutes to discuss opportunities with the customer. Members then proceed to the next lines of prospective customers until they've met everyone they came to meet.

Some customers were so much in demand this year that they stayed for an extra hour. While the number of customers was lower this year because it was a regional event, we had feedback that there were then perhaps more opportunities to win contracts.

If you missed this event there will be two more regional purchasing fairs this year. NTMA's Midwest Purchasing Fair is in the Chicago area, June 3-4. Later in the year the NTMA West Coast Purchasing Fair will be in Anaheim, CA.

Another important NTMA tool is our Legislative Conference. This annual event is hosted by One Voice, a joint advocacy partnership of NTMA and PMA, organized by our DC lobbyist, The Franklin Partnership (TFP). This year's Legislative Conference, sometimes

referred to as the "fly in," took place May 6-7. NTMA members flew into DC with the goal of learning about what happens in the nation's capital as it relates to the running of our businesses and then, more importantly, communicating the issues and impact of policies and legislation on manufacturing businesses. TFP prepares daily briefings that start the day that summarize NTMA's perspective on the issues. With that background in hand, members then visit their local legislators' offices. We went to the House of Representatives on the 6th and visited our Senators on the 7th. This year some members were even scheduled to have lunch with their legislators. In many cases members only met with their legislators staff, but staffers sometime know better where their boss stands on an issue and are more open to discussion.

We were invited this year to sit on a Skills-Gap discussion panel at the National Press Club. It felt good to give our side of the story. We will review the Skills-Gap in next month's corner article on Workforce Development.

This all ties in with another NTMA Tool, our Industry Advocacy Leadership Team. This team is led by Zoi Romanchuk from PR Machine Works Inc. in Mansfield, OH. Zoi's husband, Mark, is an Ohio state legislator. From shop owner to legislator, Mark is doing some great things for Ohio's manufacturers. The Industry Advocacy Leadership team has two member teams under its wing: the Government Affairs Team (GAT), which is a standing team that works as part of your One Voice, and the National

Robotics League Team (NRL) which is an action team that supports and advises the NRL program.

The GAT team is lead by Paul Bonin of Bertrand Products Inc. South Bend, IN. Paul is also this year's One Voice Team leader (One Voice leadership is shared with PMA, each group having leadership responsibilities in alternating years). Another task of the GAT team is to fundraise for two different support funds. The first of these is the Government Affairs Administrative Fund (GAAP), which supports our lobbying efforts – companies and individuals alike can donate to the GAAP. The second fund, The Committee for a Strong Economy (CFASE) supports campaign contributions of candidates that we feel support manufacturing. The PAC can only receive member (personal) donations. Both funds are important and are always in need of donations; we are only averaging \$40 per member per fund. To make a difference we really need \$100 per fund per members. That is less than \$4 per week. NTMA has some wonderful Gold Level members who donate over \$1000 each year to each fund; we would love to have more Gold Level Members.

Check out the One Voice website for updates and to sign up for Action Alerts <http://www.metalworkingadvocate.org/take-action>. Action Alerts take less than a minute to complete: they are predefined letters on important issues that effect manufacturing that you can send automatically to your local legislators.

We know it costs money to support

CONTINUED ON – P5



# THE RECORD

## OPERATIONS & EDITORIAL

Dave Tilstone, President

Emily Lipovan, Managing Director

Editor

Sally Safranski, Associate Editor

## NTMA EXECUTIVE TEAM

Theodore O. Toth, Jr., Chairman

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Dave Sattler, Treasurer

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## ADVERTISING INQUIRIES

To advertise in *The Record*, or for information on publishing your corporate newsletter or sales literature, contact NTMA at (216) 264-2847 or

[tbryson@ntma.org](mailto:tbryson@ntma.org) for advertising,

[ssafranski@ntma.org](mailto:ssafranski@ntma.org) for editorial content.

Design & layout by Z Graphics

[david.zablo@gmail.com](mailto:david.zablo@gmail.com)



NATIONAL TOOLING & MACHINING ASSOCIATION

1357 Rockside Road

Cleveland, OH 44134

1-800-248-6862

[www.ntma.org](http://www.ntma.org)

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our lobbyist. But I ask you this: how much time would you spend filtering through website and TV news, newspaper and magazines to identify and understand issues that are and/or will affect our businesses.

The following are some One Voice's successes of the last year:

- Equipment Expensing (section 179)
- R&D Tax Extension
- Permanent Estate Tax Exemption Set
- Ambush Election Rules Defeated
- Skill Certification Language inserted into Senate Workforce Bill

One Voice is also working on manufacturing-harmful regulations: Act/ITAR, OSHA 3rd Party Inspections,

and Conflict Mineral Rule to name a few.

The National Robotics League (NRL) Team is led by Steve Tamasi from Boston Centerless, Woburn, MA. The program is run by NTMA staff member NRL Director Maureen Carruthers. Steve's Team acts as an advisory board for program. The program is designed as a STEAM program (Science, Technology, Engineering, Arts and Math), it is a robot building curriculum for junior high and high schools as well as community colleges and universities. Students design and build competitive robots. Since most schools do not have metalworking, they partner with machine shops that spon-

CONTINUED ON - P6

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sor their teams and help manufacture parts. Most chapters have local competitions and once a year the NTMAs hold a National Competition. This year it was held in Cleveland on May 16 and 17. If you ever get a chance to attend an NRL sponsored event, you should! The students' energy is high and everyone on the team is fully engaged in the process and has a role. It's great to see how the students interact with each other – even across the teams. Teams that until the day of the event did not know each other help and learn from each other. You can see the first year teams – they make a lot of mistakes; but come next year they will have learned enough that you would think they have been doing this for years.

This year's competition included 60 teams from 11 chapters and two affiliated organizations. We had two Plexiglas arenas where robots battled and it's always a task to keep up with the fierce competition.

The NRL website ([www.gonrl.org](http://www.gonrl.org)) has been re-tooled, so stop in and check it out and see YouTube videos of this year's competition. If your chapter does not have any teams, Maureen Caruthers and the NRL Team will be happy to work with your chapter to develop an implementation plan. NRL is a great NTMA tool to get members engaged and to get students pumped-up about manufacturing.

In next month's Chairman's Corner article we will review the skills-gap

and NTMA's tools for bridging that gap through Workforce Development's Education Team.

THEODORE O. TOTH, JR. (TED) /  
NTMA CHAIRMAN




## WELCOMES NEW MEMBERS

### ABEL PRECISION PRODUCTS

Tri State TMA  
Mr. Mark Abel  
3260 Beekman Street  
Cincinnati, OH 45223

### AMERICAN TOOLING CENTER, INC.

Detroit Chapter  
Mr. Jay Warner  
4111 Mount Hope Drive  
Grass Lake, MI 49240-9513

### D & R MACHINE COMPANY

Philadelphia Delaware Valley Chapter  
Mr. Paul Redante  
1330 Industrial Hwy  
Southampton, PA 18966

### DEKA TEXAS, INC.

North Texas Chapter  
Ms. Kathleen Alvarez  
8000 N. Dallas Parkway  
Frisco, TX 75034-4057

### DIE CAD GROUP, INC.

Detroit Chapter  
Ms. Bobi Jo Rohen  
3258 Clear Vista Court NE  
Grand Rapids, MI 49525

### FAITH TOOL & MANUFACTURING, INC.

Cleveland Chapter  
Mr. Robert C. Levak  
36575 Reading Avenue  
Willoughby, OH 44094

### GEARING SOLUTIONS, INC.

Cleveland Chapter  
Mr. Arnold Popovitz  
5905 Harper Road, Suite A  
Solon, OH 44139

### ILM TOOL, INC.

San Francisco Bay Area Chapter  
Mr. Joseph F. Ilmberger  
23301 Clawiter Road  
Hayward, CA 94545

### L & R PRECISION TOOLING, INC.

General  
Mr. Brian Clay Leath  
3720 Cohen Place  
Lynchburg, VA 24501-5046

### MACKAY MANUFACTURING, INC.

General  
Ms. Katie MacKay  
E 10011 Montgomery Drive  
Spokane, WA 99206

### NATIONAL BRONZE & METALS, INC.

Cleveland Chapter  
Mr. Brandon Taylor  
5311 West River Road  
Lorain, OH 44055

### NORTHWEST COLLEGE

Education Institution  
Ms. Kathy Crookshanks  
231 W. 6th St  
Powell, WY 82435

### POLARIS CAREER CENTER

Education Institution  
Mr. Doug Miller  
7285 Old Oak Boulevard  
Middleburg Heights, OH 44130

### RG MANUFACTURING & MACHINING (REINSTATED)

Rock River Valley Chapter  
Mr. Dutch Hinck  
7848 Burden Road  
Machesney Park, IL 61115

### SCULPTCAD

North Texas Chapter  
Ms. Nancy Hairston  
501S 2nd Ave Suite A-1000  
Dallas, TX 75226

### TRANS-CONTINENTAL MANUFACTURING, INC.

San Diego Chapter  
Mr. Mohsen Jabbari  
2554 Commercial Street  
San Diego, CA 92113

# HOWARD TOOL COMPANY EARNS OSHA'S SHARP AWARD

Howard Tool Company (Bangor, ME) was presented with a Safety and Health Achievement Recognition Program Award (SHARP) in recognition of its rigorous safety achievement program. At a ceremony to recognize this achievement, Pamela Taylor, director of Maine's Department of Labor's Bureau of Labor Standards, presented a SHARP certificate and banner to Howard Tool's employees and company president, Marty Arsenault.

Acceptance into SHARP by the Occupational Safety and Health Administration (OSHA) recognizes a workplace as a model for worksite safety and health standards. To qualify for SHARP, companies must undergo a comprehensive audit, correct all hazards identified during an onsite health and safety consultation, demonstrate that effective safety and health programs are in place and maintain injury rates below industry average for the last year of completed



data. After awarding the SHARP designation, OSHA removes the worksite from its general scheduled inspection list for two years. If the company continues to meet all conditions of the program, the SHARP designation may be renewed for another

two years.

"Employers earn SHARP recognition by operating their facility under strict safety and health management standards. They demonstrate to their industry peers that making safety a priority pays off for everyone," said Maine Governor Paul R. LePage, upon announcement of the SHARP awards.

Howard Tool Company is a manufacturer of precision machined parts, serving the defense, medical, power generation and commercial aircraft industries. Established in 1985, Howard Tool Company prides itself on its craftsmanship, attention to detail and quality, and customer service. Howard Tool is an ISO 9001/AS9100 certified company. It has earned an NTMA Safety Award for the past 7 years. For more information: [www.howardtool.com](http://www.howardtool.com), (207) 942-1233.



**CFO  
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## INAUGURAL NTMA CFO ROUNDTABLE

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**Continental Breakfast and Lunch**

**Welcome Reception June 9th: 5:30pm - 6:30pm**

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*For registration information and more details go to [www.ntma.org/events](http://www.ntma.org/events)*



# One Voice Goes to Washington



The One Voice advocacy team is busy all year round getting the word out in Congress, at federal agencies and in the press about what is important to manufacturers and what people in Washington can do to help. But nothing conveys the seriousness and urgency of One Voice's priority issues more effectively than when a group of members come to town to talk to policymakers directly. That is exactly what One Voice members did once again in this year's successful Washington Legislative Conference (the "fly-in") on May 5th and 6th.

Coming in from points across the country, this year's group of 75 NTMA and Precision Metalforming Association (PMA) manufacturers descended on Washington, D.C. for over 150 meetings with U.S. Senators, Representatives and their staffs. Beyond the formal office meetings, the One Voice lobbying team put together fifteen private lunches and coffees with members of Congress, providing additional, more informal opportunities for the manufacturers



(L) COL Joseph "Rich" Baldwin, head of manpower and personnel for the Army National Guard based at the National Guard Bureau in Arlington, VA (R) and Dave Tilstone

and lawmakers to discuss topics of the day and get to know each other a little bit better. A group of Ohio members also got a chance to meet with Speaker of the House, John Boehner, in his office in the Capitol Building.

The fly-in proved to be timely: among their priority issues, One Voice members urged Members of Congress and their staffs to support the R&D bill, which the House passed just two days after their visits. The legislation permanently extends and strengthens the Alternative Simplified (ASC) R&D tax credit at 20 percent. The NTMA and PMA

members also focused in on tax reform, and asked Congress to push forward on the Workforce Investment Act to help close the skills gap.

The effort to get our messages out didn't stop there: the One Voice media team held a press conference at the National Press Club focused on the skills gap issue. NTMA Chairman Ted Toth



spoke along with PMA Chair Jody Fledderman and two other panelists to draw attention to ongoing challenge that manufacturers face in filling available jobs with qualified applicants, helping drive home the point our members were making at the same time in meetings on the Hill.

Thanks to all who put in the time and effort to come to Washington to help us keep our industry's issues on the front burner!

Manufacturers can make a difference in Washington, but only if they participate in the process. In addition to participating in the Legislative Conference and similar events, NTMA members can donate unlimited corporate or individual contributions to the NTMA

Government Affairs Administrative Fund (GAAF), 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. Contact Jim Grosmann (jgrosmann@ntma.org) or (314) 409-3799 to support GAAF and/or CFASE. You are an important part of the efforts and your support does help make a difference.



Clockwise, starting from the top right:

L-R – PMA Chairman Jody Fledderman, NTMA Chairman Ted Toth, American Jobs for American Heroes Executive Director Steven Nowlan and Lackawanna College President Mark Volk

Frank Maisano, Newsmaker Moderator and Founding Partner, Policy Resolution Group at Bracewell & Giuliani LLP

L-R – Jody Fledderman and Ted Toth

L-R – Ted Toth, COL Joseph “Rich” Baldwin and Jody Fledderman  
Senator Joe Donnelly (D-IN) with Indiana One Voice delegation



**"OUR TOOL LIFE'S BEEN EXTENDED  
UP TO 23 PERCENT, WHICH HAS LOWERED  
TOOL COSTS BY ROUGHLY 15 PERCENT.  
AND OUR PRODUCTIVITY HAS  
INCREASED AROUND 25 PERCENT."**

**"WE'VE SEEN NOTICEABLE  
DIFFERENCES IN TOOL LIFE AND  
LOWER TOOLING COSTS."**

**"EXTENDED TOOL LIFE AND  
REDUCED TOOL BREAKAGE HAVE  
DECREASED OUR OVERALL TOOL  
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For people who make what matters, tool life is critical. Which is why these companies chose Makino. They appreciate how Makino's comprehensive approach to machine design extends their tool life. But mostly, they're thrilled with how Makino has helped their cost per part and improved their efficiency and profitability.

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[makino.com/tool-life](http://makino.com/tool-life).







## 2014 NTMA Safety Awards

Colonial Machine Company .....	(Akron Chapter)	Dynamic Fabrication Inc.....	(Los Angeles Chapter)
FM Machine Company.....	(Akron Chapter)	Lordon Engineering.....	(Los Angeles Chapter)
Layke Inc. ....	(Arizona Chapter)	Moseys Production Machinists, Inc. ....	(Los Angeles Chapter)
AccuRounds.....	(Boston Chapter)	Upland Fab, Inc. ....	(Los Angeles Chapter)
(Boston) Centerless .....	(Boston Chapter)	Wire Tech EDM, Inc.....	(Los Angeles Chapter)
F.H. Peterson Machine Corp.....	(Boston Chapter)	QME Inc.....	(Michiana Chapter)
Fitz Machine Inc. ....	(Boston Chapter)	R & M Manufacturing Co.....	(Michiana Chapter)
Howard Tool Co., Inc.....	(Boston Chapter)	Fox Valley Tool & Die, Inc. ....	(Milwaukee Chapter)
North Easton Machine Co., Inc.....	(Boston Chapter)	Mahuta Tool Corp. ....	(Milwaukee Chapter)
United Tool & Die Company, Inc .....	(Boston Chapter)	Southeastern Technology .....	(Nashville Chapter)
Exact Tool & Die, Inc.....	(Cleveland Chapter)	Applegate EDM, Inc.....	(North Texas Chapter)
Jig Grinding Service Co. Inc.....	(Cleveland Chapter)	H.H. Mercer, Inc.....	(North Texas Chapter)
Tri-Craft Inc .....	(Cleveland Chapter)	Shamrock Precision .....	(North Texas Chapter)
Wm. Sopko & Sons Co., Inc.....	(Cleveland Chapter)	Southern Machine Works, Inc.....	(North Texas Chapter)
New England Die Co., Inc. ....	(Connecticut Chapter)	JD Machine Corp. ....	(Northern Utah Chapter)
West Hartford Tool & Die Co., Inc. ....	(Connecticut Chapter)	Tech Molded Plastics, Inc. ....	(Northwestern PA Chapter)
DRT Mfg. Co.....	(Dayton Chapter)	Hamill Manufacturing Company.....	(Pittsburgh Chapter)
Southern Manufacturing Tech., Inc... (Florida West Coast Chapter)		Penn State Tool & Die Corp .....	(Pittsburgh Chapter)
Win-Tech, Inc.....	General	WESCO Laser Machining .....	(Rocky Mountain Chapter)
The Lloyd Company.....	(Houston Chapter)	J.I. Machine Company, Inc.....	(San Diego Chapter)
Major Tool & Machine, Inc. ....	(Indiana Chapter)	R.M. Machining, Inc. ....	(San Francisco Bay Chapter)
Overton Industries.....	(Indiana Chapter)	Treblig, Inc.....	(South Carolina Chapter)
C&R Manufacturing, Inc. ....	(Kansas City Chapter)	Mittler Bros. Machine & Tool .....	(St. Louis Chapter)
Hans Rudolph, Inc.....	(Kansas City Chapter)	A-G Tool & Die Co.....	(Tri-State TMA Chapter)
Heartland Fabrication & Machine, Inc... (Kansas City Chapter)		Mitchell Machine, Inc.....	(Western Mass. Chapter)
Caran Precision .....	(Los Angeles Chapter)		

*The annual Safety Award identifies top-performing NTMA companies in the area of safety, based on a survey responses submitted earlier this year. The Survey incorporates data from OSHA Form 300A, Summary of Work-Related Injuries and Illnesses.*

***Congratulations Safety Award winners!***



## THE BROCK BABB MEMORIAL SCHOLARSHIP

### PURPOSE

The Brock Babb Memorial Scholarship is an annual tuition scholarship created by the National Tooling and Machining Association in support of students advancing their education and pursuing careers in manufacturing.

Successful scholarship applicants will receive a minimum award of \$1,000. It is the intent of the Association to award these scholarships on an as needed basis.

### SELECTION

The NTMA Education Team shall serve as the selection committee, and shall make the final selection of the scholarship recipient from a list of those students making application under criteria outlined in the Eligibility Requirements.

### ELIGIBILITY REQUIREMENTS

All Applicants Must:

- Be at least 18 years at time of class start.
- Be a member of a high school senior class and is planning to attend an accredited educational facility; or be a high school graduate enrolled to continue his or her education in a manufacturing industry related discipline.
- An individual who is recommended by an NTMA Member Company.

- Reside in the United States, and attend a trade school, technical college, apprenticeship, or an accredited college or university in the United States with the intention of enrolling into manufacturing coursework.
- Provide a high school or college transcript.
- Submit scholarship application and supporting documentation by June 30, 2014.
- Provide a written summary stating their career goals, describing interests, classes, and any work-related activities voluntary or paid.

### AWARD

The NTMA Babb Scholarship Fund will be paid upon proof of acceptance into appropriate education facility as defined above.

### SUBMISSION

Submit all information to:

Ken McCreight  
National Tooling and Machining Association  
1357 Rockside Road  
Cleveland, OH 44134  
Phone: 1(800) 248-6862; Fax: (216) 901-9190  
E-mail: [kmccreight@ntma.org](mailto:kmccreight@ntma.org)

## THE EDWIN VOBEDA MEMORIAL SCHOLARSHIP

### PURPOSE

The Edwin Vobeda Memorial Scholarship is an annual tuition scholarship created through a charitable donation to the National Tooling and Machining Foundation from the Edwin F. and Mildred Vobeda Charitable Remainder Trust in support of students residing in the Central Time Zone advancing their education in a tool and die apprenticeship program to pursue careers in the tool and die industry. Successful scholarship applicants will receive a minimum award of \$1,000 and a maximum award of \$5,000 annually. It is the intent of the Foundation to award up to three (3) scholarships annually.

### SELECTION

The NTMA Education Team shall serve as the selection committee, and shall make the final selection of the scholarship recipient from a list of those students making application under criteria outlined in the Eligibility Requirements.

### ELIGIBILITY REQUIREMENTS All Applicants Must:

- Be at least 18 years at time of class start.
- Be an employee of and nominated in writing by an NTMA Member Company in Good Standing located in the Central Time Zone and enrolled in a registered tool and die apprenticeship program.
- Be a high school graduate and achieved a minimum high school GPA of 2.5.
- Submit scholarship application and supporting documentation by June 30, 2014.

- Provide a written essay stating career goals, and why they should receive the Scholarship.
- Provide a written resume describing interests, classes, and any work-related activities voluntary or paid.
- Provide two (2) letters of recommendation from business professionals (employer, teachers, clergy, etc.) who are aware of their desire to pursue a career in manufacturing.

### APPLICATION

Applicants are requested to read carefully all of the above conditions of this program and submit a fully executed Application by June 30, 2014.

### AWARD

The NTMF Edwin Vobeda Memorial Scholarship will be paid upon proof of acceptance into appropriate education facility as defined above.

### SUBMISSION:

Submit all information to:

Ken McCreight  
National Tooling and Machining Association  
1357 Rockside Road  
Cleveland, OH 44134  
Phone: 1(800) 248-6862; Fax: (216) 901-9190  
E-mail: [kmccreight@ntma.org](mailto:kmccreight@ntma.org)

# 5ME JOINS PARTNERS IN THINC



OKUMA AMERICA CORPORATION ANNOUNCES THAT 5ME JOINS PARTNERS IN THINC, A COLLABORATIVE EFFORT BY MORE THAN 40+ MEMBERS BRINGING SPECIALIZED EQUIPMENT, EXPERTISE AND A COMMITMENT TO PROVIDE THE BEST POSSIBLE INTEGRATED MACHINING SOLUTIONS TO THE END-USER.

Okuma America Corporation, a world leader in CNC machine tools, is pleased to announce that 5ME, a leader in innovative technologies, products, and value added services solely focused on increasing manufacturing efficiency, has joined Partners in THINC.

5ME, headquartered in Cincinnati, Ohio, and complemented by a Technology Center in Warren, MI, provides technologies, products, and value added services that are brand agnostic, allowing solutions to be applied to all types of machinery and manufacturing systems. 5ME addresses five critical

components – the five “M’s” of Man, Material, Machines, Methods and Metrics – to improve a manufacturing enterprise’s efficiency (the “E”). 5ME solutions are used by a variety of Okuma customers across multiple industries.

#### **BENEFITS OF 5ME SOLUTIONS INCLUDE:**

- Cryogenic Machining - game changing metal-cutting technology that increases throughput, part quality, tool life, and profitability while reducing energy consumption. Environmentally friendly, it also facilitates a safer work environment for plant floor personnel.

- Manufacturing Solutions

– comprehensive portfolio of manufacturing consumables such as tooling, tool holders, and coolants, as well as process technology solutions ranging from process optimization, work-holding / fixture design, clamping and automation, and turnkey systems

- Manufacturing Software - suite of software focused on manufacturing efficiency that integrates seamlessly into production and business systems to provide full transparency into manufacturing processes such as asset utilization, performance, quality, “OEE”, in addition to machine health, process health, and energy consumption

“Partners in THINC newest member, 5ME, has proven expertise and dedication to helping manufacturers obtain the highest level of profitability possible through a suite of solutions for the entire manufacturing enterprise. We’re excited about our partnership and look forward to working with 5ME.” says Jeff Estes, Director of Partners in THINC.

For more information on 5ME and other members of Partners in THINC, visit <http://www.okuma.com/partners-in-thinc>.



ST. LOUIS  
CHAPTER

## **REGIONAL CONFERENCE** **St. Louis/Kansas City Chapters Joint Meeting** *(all NTMA members welcome to attend)* **FRIDAY AND SATURDAY** **JULY 25 – 26, 2014**

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Write, email, or send your video by August 1, 2014 for a chance to be selected for the Tell Us Your Okuma Story video series. All entrants get an Okuma T-shirt. **Enter soon!**

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## IT'S MC MACHINERY OPEN HOUSE SEASON



MC Machinery Systems, Inc. is looking forward to the summer ahead—not only for some overdue warmer temperatures, but also for our highly anticipated open houses. If you are looking to diversify, upgrade or expand your product offerings, this is the place to meet and talk with technical product experts—all while experiencing the hospitality and entertainment you've come to expect from MC Machinery. Join us after the open houses for an open bar, a family-style Italian dinner, games and prizes. The evening's entertainment will be live boxing and kick-boxing events.

### WEDNESDAY, JUNE 18, 2014

Mitsubishi EDM, Waterjet, Milling and Additive Machining

See the latest in wire EDM, sinker EDM, Waterjet, Milling and Additive Machining. See the LUMEX Avance-25, the world's first hybrid laser sintering and milling machine. The LUMEX allows for base-plate to completion machining in one setup for a time reduction of as much as 65 percent in complex mold manufacturing.

## ROGER VALENTINE MARKS MILESTONE BIRTHDAY AND RETIREMENT

Rochester Manufacturing in Wellington, OH celebrated the 70th birthday and the retirement of company founder Roger Valentine. The milestone was marked by a party at the Lorain County Metro Parks in Wellington followed by tours of Rochester Manufacturing.

Rochester Manufacturing was begun in 1979 in the basement of Roger's home. Integral to his career and the business' success was Roger's vision for training and education. He started an apprenticeship program in 1984; Rochester Manufacturing has sent four apprentices to the National Best Apprentice Contest, placing twice in the top three.

Roger extended his leadership to NTMA at both the local and national levels – he was elected to Cleveland Chapter Board in 1995 and served as Chapter President from 1998-2000. He received the Richard Bredenbeck Award for outstanding service in leadership and training in the Metal Working Industry.

Among his noteworthy accomplishments are: Eagle Scout BSA Troup 53, BS in Industrial Arts Education from The Ohio State University, 2 years' service in the Peace Corps (in Malaysian Borneo teaching manual arts and "learning to be nice to head hunters"). He taught welding at Akron East High School, noting that "it was safer teaching head hunters." He shared his skills with others in New South Wales and in Wellington, OH.

Roger was a leader and visionary, with an obvious passion for passing on his talents to the next generation. Best wishes, Roger, and thank you for your contributions to the industry.



10 a.m. - 4 p.m. Open House at MC Machinery  
1500 Michael Drive, Wood Dale, IL, 60191

5:30 p.m.-9:30 p.m. Fight Night—Dinner and Hospitality  
Venuti's Ristorante  
2251 W. Lake Street, Addison, IL, 60101

### WEDNESDAY, JUNE 25, 2014

Mitsubishi Laser

See the latest in Laser and Press Brake technologies

10 a.m. - 4 p.m. Open House at MC Machinery  
1500 Michael Drive, Wood Dale, IL, 60191

5:30 p.m.-9:30 p.m. Fight Night—Dinner and Hospitality  
Venuti's Ristorante  
2251 W. Lake Street, Addison, IL, 60101

For more details or to register go to [www.mcmachinery.com](http://www.mcmachinery.com)



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### FEATURED HIGHLIGHTS

- Basic and Enhanced listings by Building
- Must Attend Events at IMTS
- "Shout Out Section" - A listing of NTMA members who will be attending IMTS

# OBERG EMPLOYEE SELECTED TO JOIN PENNSYLVANIA'S APPRENTICESHIP AND TRAINING COUNCIL



**Oberg Industries**  
PASSION FOR PRECISION MANUFACTURING

Oberg Industries, Freeport, PA, a full-service contract manufacturer of precision metal components and assemblies, announced that Greg Chambers, Director of Corporate Compliance and Safety and Apprenticeship Program Leader for Oberg Industries, was recently commissioned by Pennsylvania Governor Tom Corbett to serve on the Pennsylvania Apprenticeship and Training Council.

The council is made up of 11 representatives from each of the following sectors: employers, public and labor. These council members are required to be fairly balanced in the points of view represented and functions performed. "Greg certainly has been a longtime advocate and supporter of apprenticeship training since being the coordinator and leader of Oberg's world-renown apprenticeship training program for more than 20 years. He has been helping to establish standards for apprenticeships and develop curriculum and training programs through his liaison work at the Bureau of Apprenticeship and Training with the US Department of Labor and leadership roles with NIMS (National Institute of Metalworking Skills), the NTMA (National Tooling and Machining Association), and the American Apprenticeship Roundtable," commented Dave Bonvenuto, President and CEO of Oberg Industries.

"Greg brings a perfect blend of passion and knowledge of industry needs to promote apprenticeship education. We are proud of Greg and his efforts to improve metalworking training standards for manu-

facturing throughout our great state and our country," said Bonvenuto. Greg Chambers also had the unique opportunity to recently greet and meet with President Obama and Vice President Biden and discuss many apprenticeship training initiatives when the President visited Pittsburgh in April of this year.

Mr. Chambers brings more than 25 years' experience as an engineer and leader of apprenticeship development as well as export control, safety and environmental control to this position. Greg Chambers has a B.S. Degree in Chemical Engineering from Carnegie Mellon University and received his Journey-worker Certificate in Machining after graduating from the Oberg Apprenticeship Training Program.

During his tenure on the PA Apprenticeship and Training Council, Greg will represent apprentice and education needs of all manufacturers throughout Pennsylvania. According to the 2012-2013 PA Career Guide, nearly 170,000 individuals work in high demand manufacturing occupations throughout Pennsylvania earning average wages of \$40,150 a year. The majority of these jobs do not require a college degree, but work related theory and on-the-job training.

## ABOUT OBERG INDUSTRIES

Headquartered just north of Pittsburgh, PA, Oberg Industries is a diversified manufacturer with over 800 employees worldwide specializing in the production of precision machined or stamped metal components and precision tooling. Oberg's global manu-



**Greg Chambers, Director of Corporate Compliance and Safety and Apprenticeship Program Leader for Oberg Industries**

facturing footprint includes operations in Pennsylvania, Costa Rica and Mexico. Each manufacturing facility is ISO certified and operates under one or more of the following standards: ISO 9001:2008, ISO/TS 16949:2009, ISO 13485:2003 and AS 9100:2009 Rev. C. Oberg is a strategic contract manufacturing partner for numerous Fortune 500 companies in the Aerospace, Automotive, Consumer/Industrial Products, Defense, Energy, Housing, Medical Device, Metal Packaging and Munitions markets. The company's website is [www.oberg.com](http://www.oberg.com).



## DO YOU HAVE A RESHORING STORY TO SHARE?

NTMA members are encouraged to report when they reshore: when you produce parts or tooling that had previously been offshored or when you produce parts or tooling for full products that have been reshored.

You can report your successes to Reshoring Initiative's website

[www.reshorennow.org/resources/cases/](http://www.reshorennow.org/resources/cases/). Mention NTMA in your report and The Record will periodically summarize NTMA cases. This is great free publicity and there is no need to identify your customer.



### WANT TO STAND OUT ABOVE ALL THE REST?



















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**GO GREEN! SPONSOR**  
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### OPPORTUNITIES ARE SELLING OUT FAST!

This is the last chance to get on board and be seen in the Fall Conference Brochure.  
Deadlines approaching fast!

Contact Tiffany Bryson to create a 'WOW' package for your potential customers.  
tbryson@ntma.org or direct at 800.248.6862



# NTMA and Ovation Payroll Partners for Success

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# THE NATIONAL GUARD HELPS YOU HIRE GUARD MEMBERS AND OTHER VETERANS



State National Guard commands and nonprofit organizations with which they work can help you more successfully identify, interview and hire veterans and National Guard members.

A free 18-minute webinar excerpt featuring Brigadier General Kenneth Beard, North Carolina National Guard (NCNG) describes the comprehensive effort made by his team to help employers match candidates with jobs ([www.CenterForAmerica.org/beard.html](http://www.CenterForAmerica.org/beard.html)). Download a one-page PDF flyer to share: [www.CenterForAmerica.org/beard.pdf](http://www.CenterForAmerica.org/beard.pdf)

Beard, who in civilian life is also senior manager of research and development with

a global company, explains how the NCNG's Education and Employment Center works with Guard members and veterans to prepare them for civilian employment and gain civilian credentials. He also describes the "direct placement process" used by NCNG and nonprofit allies to build effective relationships with employers and streamline hiring.

His presentation is a unique opportunity to learn how you can benefit from the resources of National Guard state employment teams across the country to achieve your hiring goals. General Beard provides valuable insights that will increase your knowledge and confidence in working with

employment counselors in the Guard and other military branches.

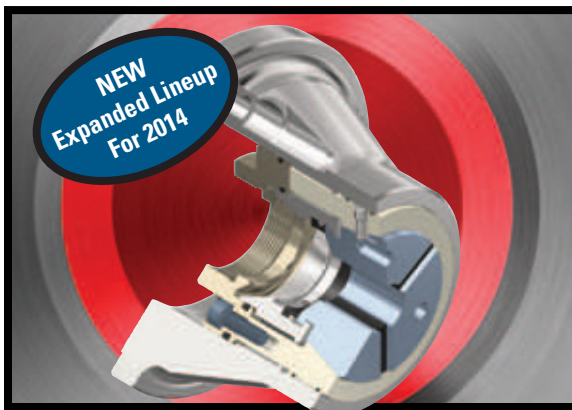
The webinar was developed by the nonprofit American Jobs for America's Heroes (AJAH) campaign to help business owners and HR managers learn how to make military recruiting easier and more successful. "The more you know about what the Guard is doing to help soldiers find jobs," said Steve Nowlan, campaign director, "the more effectively you can partner with the military branches to achieve your hiring goals."

The AJAH campaign enables employers to post jobs at no cost that are provided directly to military employment counselors in the

National Guard and other military branches. Counselors work one-on-one with military candidates to match them with postings. You can register to participate [www.CenterForAmerica.org](http://www.CenterForAmerica.org), where you can access free educational videos, booklets and webinar replays.

More than 1,135 employers already participate. Phillips 66 is lead national corporate sponsor of the AJAH campaign.

Questions? Contact Steve Nowlan, Center for America (201) 513-0379 or [SNowlan@CenterForAmerica.org](mailto:SNowlan@CenterForAmerica.org).



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# SKILLS GAP/WORKFORCE SHORTAGE: WHAT TO DO SO THAT MACHINES DON'T GO SILENT?

Component Bar Products (CBP) president Troy Pohlman took matters into his own hands and made the commitment to address this question head-on. He envisioned a place where a partnership of like-minded companies helps young adults ages 18-28 get the basic training needed to start a well-paying industrial job. This March he launched the Midwest Machine Tool Training Center (MMTTC) next to CBP's building to train future machinists and operators. The MMTTC offers hands-on, project-based learning that includes robotics, metallurgy, quality control, teamwork and soft skills. Currently about 30 local businesses have agreed to partner with the MMTTC when it comes to internships, job placement and continuing education. "We must train the next



Nick Berilla (Hartwig, Inc.); Greg Gillespie, Micki Vandeloo and Kelly Fenton (Versatech) and Ed Hinders (CBIZ)

generation or these machines will go silent," he noted.

"This is an exciting new addition to O'Fallon's high tech corridor in St. Charles County, and a great example of a successful entrepreneur willing to fill a niche that could make an important



MMTTC Interns



St. Louis Chapter president Nick Berilla and Troy Pohlman

difference in the lives of local residents and local companies looking for skilled workers," said Mike Hurlberg, Economic Development Director for the City of O'Fallon, MO where Pohlman's operations are located. "Component Bar Products has been a great business partner in O'Fallon, and now they are an even bigger pillar in the community, thanks to the new Midwest Machine Tool Training Center."

Component Bar Products hosted the St. Louis Chapter's May meeting, welcoming a crowd of nearly 150 to MMTTC's 30,000 square foot building, with tours of the Center and of Component Bar Products next door. Troy shared his vision of MMTTC and invited St. Louis members to become partners, with opportunities to mentor future interns and support the training center by hiring their graduates. He and other attendees welcomed new NTMA member Versatech Engineering & Mfg. Solutions from Effingham, IL by presenting their NTMA membership plaque. For more information: [www.compbar.com](http://www.compbar.com) or call (636) 939-5956.



## IN MEMORIAM

Gene Romanchuk, founder of PR Machine Works (Mansfield, OH) passed away Wednesday, May 14, 2014 in Sebring, FL from a sudden illness. He was born in Mansfield on November 2, 1938 to Daniel E. and Margaret (Schnitzer) Romanchuk. Mr. Romanchuk was a graduate of Ashland High School; he worked for Ontario General Motors for 16 years. He then founded PR Machine Works, which celebrated 50 years in business this summer. He was a member of Rod-N-Tiques Car Club; he was a member of St. Catherine's Catholic Church in Sebring, FL and St. Peter's Catholic Church in Mansfield, OH.

Gene is survived by his wife, Joyce Romanchuk of Avon Park, FL; children: Mark Romanchuk (Zoi) of Ontario, OH; Lana Garberich (Steve) of Crestline, OH and Valerie Romanchuk of Westerville, OH; four grandchildren and three great grandchildren.







# Savings on Truckload Shipping for NTMA Members

**NTMA** is pleased to offer the **FREE NTMA Shipping Program**, managed by PartnerShip®. This **free** member benefit provides significant savings on every truckload shipment with our large pool of reputable national, regional, and specialized freight carriers.



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# "FINAL CUT" SLASHES COMPETITION FOR NRL TITLE



## High-Tech Skills on Display as Student-Made Robots Go to War

Fierce competition, metal crunching and sparks flying were the highlights as 51 student teams from 33 schools battled at the 2014 National Robotics League (NRL) Championships, held at the Lou Higgins Center at Baldwin Wallace University in Cleveland, OH May 16 – 17. After two days of electrifying competition "Final Cut" from North High School in North St. Paul, MN was crowned NRL Grand Champion.

Created by NTMA, the NRL is designed to help introduce a new generation of students to the advanced skills and technology of today's manufacturing.

"Everyone who participated in the NRL Championships is a winner," said NRL Program Director Maureen Carruthers. "Students had a great time and were introduced to the world of 21st century manufacturing, and NTMA member companies formed valuable partnerships with community colleges and high schools. Manufacturing has many sophisticated, high-skilled jobs which go unfilled because of a lack of sufficiently trained candidates. NRL exposes thousands of students each year to the new world of manufacturing. We're helping to attract a new generation of technology leaders, one robot at a time."

Other robot award winners included:

- **1ST PLACE: FINAL CUT**

North High School, North St. Paul, MN

- **2ND PLACE: K.A.R.A.**

Hempfield Area High School, Greensburg, PA

- **3RD PLACE: STRYX**

Greater Latrobe Senior High School, Greensburg, PA

- **COOLEST BOT: SHIFFU**

Upper Valley Career Center, Piqua, OH

- **BEST DOCUMENTATION (THREE-WAY TIE):**

THUNDERBOLT - Beaumont School, Cleveland Heights, OH;  
ALEXANDER THE GREAT - Beaumont School,  
Cleveland Heights, OH;

SIMPLY GREEN - Ringgold High School, Monongahela, PA

- **BEST ENGINEERED (THREE-WAY TIE):**

ALEXANDER THE GREAT - Beaumont School,  
Cleveland Heights, OH;  
BLACK WIDOW - Penncrest School District, Saegertown, PA;  
EARTH SHAKER - Cochran High School, Cochran, GA

- **BEST TEAM PRESENTATION (THREE-WAY TIE):**

THE X-FACTOR - Cleveland Heights High School,  
Cleveland Heights, OH;  
THUNDERBOLT - Beaumont High School,  
Cleveland Heights, OH;  
THE STREAKER - Madison High School, Madison, OH



NRL participants learned more about manufacturing from reshoring expert Harry Moser.

NRL teams repair robots in "The Pit" after a competition round



Sparks fly!

In addition to NTMA, NRL major sponsors include National Tooling & Machining Foundation, DEPCO LLC, Grainger, Royal Products, Voss, Boston Centerless, Akron NTMA Chapter, Sandvik Coromant, PartnerShip, GF Machining Solutions, Mosey Production

Machinists, Latrobe, LLC, Homeyer Precision Manufacturing, Big Kaiser Precision Tooling Inc., PiMios, and the Northwest PA and Pittsburgh NTMA Chapters. Several other NTMA chapters made donations to support this year's NRL competition.

For more information about the National Robotics League, including ways to begin a regional NRL competition in your area or to get involved as a volunteer or sponsor, contact Maureen Carruthers at [mcarruthers@ntma.org](mailto:mcarruthers@ntma.org). Additional information is also available on the NRL website at <http://gonrl.org/national-competitions/>.



Top: Thanks to Tom Sheridan and Royal Products, competition VIPs had front row seats to observe the action.

Bottom: NTMA Vice Chair Herb Homeyer served as a Match Judge for most of the 2014 NRL Competition. Thanks, Herb!







NRL Grand Champion Team Polarbotics from North High School, North St. Paul, MN with their winning bot "Final Cut" and NTMA supporters

## 2014 NRL GRAND CHAMPIONS TEAM: POLARBOTICS ROBOT: FINAL CUT

North High Polarbotics is a team of high school juniors that has been competing in the Midwest Robotics League for six years and has competed in the NRL National Championship four times. The Team has placed 4th, 2nd and 1st now three times in the national championship. The team has two robots (Final Cut and D&D) and competes as one team, switching members between competitions and helping each other when needed. Polarbotics meets at least twice a week to work on and compete with the robots; their winning uppercut robot has been redesigned and refined several times – with their track record they are clearly on to something. Congratulations Team Polarbotics!



## THE MANUFACTURER'S AGENDA: RECRUITING STUDENTS TO MANUFACTURING: THE GROUND GAME

I have seen the future of U.S. manufacturing, and it is vibrant, exciting and dynamic.

It's "robot" competition season in the U.S., and if you can find your way to a tournament, you too will see the bright future I see.

But when you go, please know: You won't see that future by watching the battles. Sure, they're the hook: Sparks fly! Metal screeches against metal! Parts careen through the air!

### BUT THAT'S THE SIDESHOW.

Instead, watch the students, their teacher advisors, and – especially for you, the IndustryWeek audience – the company-sponsor advisors and representatives.

Look at the faces of the students: The intensity, the focus, the concentration – whether they're preparing their 'bot for battle, watching it perform in the cage, or repairing it afterward, they're dialed in.

Watch how the teams race back to the "pit" to repair their damaged 'bot (win or lose, few survive without at least some damage). See how they circle the table, urgently working to repair and improve their 'bot, like emergency room surgeons reviving a patient.

Note the teamwork, as two members bang out dents from the body, another recharges the battery, yet another rechecks the circuitry and wiring, and still others ensure the integrity of the wheels.

In quieter times, observe the sportsmanship, the students stopping by each other's pit. Sure, sometimes it's to gain intel – it's a competition

after all – but just as often it's to collaborate on solving a problem, share some advice or lend a tool.

And the adults hovering nearby? They've spent months volunteering an evening or two each week to guide their team. The teacher-advisors cheer for their team to win, but it's clear they know what the students already have won (read: learned). The company-sponsor advisors can be overheard declaring how they've gotten as much, and more, out of the experience as the students.

The teachers and company advisors, as well as the numerous volunteers who hosted the competition, are leading the ground game in the battle to inspire students to pursue manufacturing careers, a few students at a time. From what I saw late last month at the AWT Robobot Competition, near Cleveland, Ohio, they've captured the attention of many students and changed the minds of many parents.

Yes, I know: Not all of the students will pursue a manufacturing career. But some will – and I have no doubt the experience will stay with those who don't. They'll remember the challenge of transforming an idea, knowledge and materials into something tangible; they'll respect the people who take on that challenge, which is another huge step in the right direction.

I encourage you to go see a robotics competition in your area, where the best and brightest students, working together with the

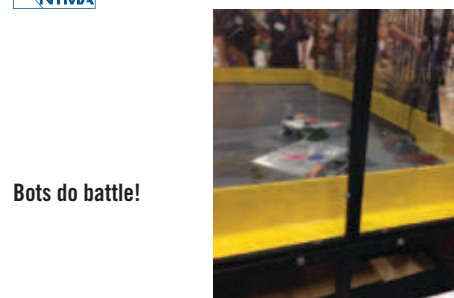
most dedicated teachers and manufacturing professionals, are shaping the future of U.S. manufacturing.

I'm betting you just might be inspired to join them.

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The Manufacturer's Agenda: Recruiting Students to Manufacturing: The Ground Game

May 13, 2014 Patricia Panchak | IndustryWeek



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# Boston Centerless

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## BOSTON CENTERLESS NOW DISTRIBUTING CARPENTER PROJECT 70®+ PDB® CUSTOM 630 (17CR-4NI) STAINLESS

Boston Centerless, located in Woburn, MA announced recently that it is the exclusive distributor of Project 70+ PDB Custom 630 (17Cr-4Ni) stainless produced by Carpenter Technology Corporation. This material is designed for use with CNC Swiss screw machines. The machinability of Custom 630 stainless has been enhanced compared to standard 17Cr-4Ni stainless resulting in better feeds and speeds for machining, thus increasing productivity.

Custom 630 (17Cr-4Ni) is a high strength, corrosion resistant material. This product is an addition to the Project 70+ PDB stainless family of machining bar products. Boston Centerless has been the exclusive distributor of the Project 70+ PDB materials, which include Type 303, Type 304, Type 316 and Type 416 stainless, since April 2013.

These materials are precision drawn to close tolerances and do not require grinding. They are engineered for optimal productivity in CNC Swiss screw machine applications. Nominal diameters ranging from .250" to .625" are in stock and available for immediate shipment from one of Boston Centerless' distribution centers located in New England and Minnesota. Boston Centerless can supply trial packs of each material from the Project 70+ PDB stainless group.



"We are very pleased to be partnering with Carpenter Technology on the offering of Custom 630 (17Cr-4Ni)," said Steven Tamasi, CEO. "The Project 70+ PDB materials are a great option for customers looking to get material that is readily available in precision tolerances for their machining operations."

Boston Centerless is an industry leader in the supply of precision ground bar materials for close tolerance machining applications to a variety of industries. The company also provides grinding services for customer-supplied material and components as well as manufactures a line of ultra-precise gages. For more information, visit [www.bostoncenterless.com](http://www.bostoncenterless.com)



## NTMA's Jim Grosmann Recognized

The Tennessee Chapter took a few minutes out of their regular business in late March to recognize NTMA Director of Marketing and Sales Support, Jim Grosmann. Chapter President Bob Young (Custom Tool, Inc.) wrote in a letter that many members have been positively impacted by Jim and his continued work with the NTMA.

In appreciation of Jim's hard work and dedicated service, the Chapter sent Jim a plaque, noting that he has been "an ambassador for the cause of a great organization that supports a great industry."





## GF MACHINING SOLUTIONS OFFERS FLEXIBLE MODULAR AUTOMATION WITH SYSTEM 3R TRANSFORMER

GF Machining Solutions has announced the System 3R TRANSFORMER, a modular automation system designed to integrate with a wide variety of technologies. With TRANSFORMER, manufacturers can begin by simply automating a single machine and then easily expand to include up to 12 machines within the cell.

A TRANSFORMER cell accommodates a wide range of machining technologies and allows components from different manufacturers to be included within the same cell. This open architecture approach allows end users to create an automation cell where each individual component decision is optimized, as opposed to having choice constrained by compatibility.



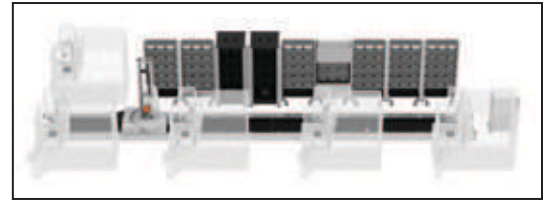
GF Machining Solutions offers wide range of System 3R tooling systems that allow palletization of workpieces and electrodes of a tremendous range of sizes. The TRANSFORMER system can handle all of these, as well as different tooling systems, allowing it to be incorporated into production systems with existing tooling systems.

For maximum flexibility, TRANSFORMER offers additional in-process accessories that can easily be integrated into a cell, including:

- Multiple loading station that can be used without stopping production
- Draining station for emptying workpiece cavities after machining processes

- Washing machine to clean workpieces
- Coordinate measuring machine (CMM) for pre-setting and/or part inspection

The TRANSFORMER system provides user-friendly cell management software whereby all production data is entered in a structured manner or imported through a data exchange interface for major enterprise resource planning (ERP) systems. The software then controls every aspect of the cell, from automatically loading jobs to machines to recording and monitoring cycle times for each job. The core of the system is an efficient database that uses chip identification of the pallets to ensure that correct data is used for every part in the cell.



### ABOUT GF MACHINING SOLUTIONS

GF Machining Solutions is the world's leading provider of machines, automation solutions and services to the tool and mold-making industry and manufacturers of precision components. The company's portfolio includes EDM machines, high-speed and high-performance milling machines, clamping and palletization systems, 3D laser texturing machines, automation solutions, spare and consumable parts and other customer services. A division of Georg Fischer Group (Switzerland), GF Machining Solutions maintains a presence of 50 sites around the world, employs 2,873 team members and generates annual sales in excess of \$985 million. For more information, contact Gisbert Ledvon [atgisbert.ledvon@georgfischer.com](mailto:atgisbert.ledvon@georgfischer.com) or visit [www.gfms.com/us](http://www.gfms.com/us).



## SIROIS TOOL IS GROWING AGAIN

ANNOUNCES EXPANSION OF MANUFACTURING SPACE

Sirois Tool broke ground on April 25th for a 5,000 square foot expansion of their existing 20,000 square foot manufacturing space.

While keeping some of its new space available for projected growth, both for internal use as well as for future strategic acquisitions, they will immediately expand their electrical discharge machining (EDM) and wire EDM departments. They are also planning for new improvements to their consolidated assembly, inventory and shipping departments, as well as an enlarged inspection area and additional office space.

In support of this expansion, Sirois Tool has been approved for a Small Business Express Program Matching Grant from DECD. Their growth includes the addition of several positions to their already skilled workforce. Specifically, they will be looking for skilled machinists and tool makers. Sirois Tool provides a benefits package that's second-to-none in their industry. They believe in paying employees



top wages and in return have created a high-performance workforce.

All construction on the expansion will be done with the same high quality as its current building, using many of the original contractors. Project completion is targeted for August.

Sirois Tool designs and manufactures precision tooling and gage products for the bearing, medical, aerospace, and firearm industries and OEM manufacturers. Sirois Tool companies include Dow Gage and North American Spring Tool.





# EQUIPMENT LEASING AND FINANCE ASSOCIATION'S SURVEY OF ECONOMIC ACTIVITY: MONTHLY LEASING AND FINANCE INDEX

APRIL NEW BUSINESS VOLUME UP 7 PERCENT YEAR-OVER-YEAR, UP 14 PERCENT MONTH-TO-MONTH, UP 6 PERCENT YEAR-TO-DATE

The Equipment Leasing and Finance Association's (ELFA) Monthly Leasing and Finance Index (MLFI-25), which reports economic activity from 25 companies representing a cross section of the \$827 billion equipment finance sector, showed their overall new business volume for April was \$8 billion, up 7 percent from new business volume in April 2013. Month-over-month, new business volume was up 14 percent from March. Year to date, cumulative new business volume increased 6 percent compared to 2013.

Receivables over 30 days decreased to 2.0 percent from 2.1 percent the previous month, and were flat with the same period in 2013. Charge-offs were unchanged from the previous month at an all-time low of 0.2 percent.

Credit approvals totaled 77.4 percent in April, a slight decrease from 77.8 percent the previous month. Forty-four percent of participating organizations reported submitting more transactions for approval during April, a decrease from 65 percent during March.

Finally, total head count for equipment finance companies was up 2.0 percent year over year. This result is more in line with industry employment trends than the previous two months' year-over-year increases, which reflected a rebounding from large decreases the prior year.

Separately, the Equipment Leasing & Finance Foundation's Monthly Confidence Index (MCI-EFI) for May is 65.4—relatively unchanged from 65.1 in April—the highest index level in two years for the third consecutive month.

ELFA President and CEO William G. Sutton, CAE, said: "After a relatively soft first quarter, new business volume picked up steam in April. Equipment finance companies are taking advantage of abundant, available liquidity. This, coupled with a very competitive marketplace, is creating favorable conditions for end-users to invest in capital assets to continue adding capacity to their business operations. Equipment finance and leasing companies also report continued high-quality portfolios, for the most part, which is a result of an improving economy."

Shad Peterson, President and Chief Operating Officer, Sasser Family Holdings, Inc., said, "Continual positive new business volume coming out of one of the worst first quarter deep freezes, in addition to stronger receivables and historic low charge-offs as indicated in the MLFI-25, signal continued strength within the equipment leasing and finance industry. If the industry can continue to maintain prudent and forward-looking credit decisions along with a measured fiscal policy by the Federal Reserve, 2014 into 2015 looks to be very positive for growth in our industry."

## ABOUT THE ELFA'S MLFI-25

The MLFI-25 is the only index that reflects capex, or the volume of commercial equipment financed in the U.S. The MLFI-25 is released globally at 8 a.m. Eastern time from Washington, D.C., each month on the day before the U.S. Department of Commerce releases the durable goods report. The MLFI-25 is a financial indicator that complements the durable goods report and other economic indexes, including the Institute for Supply Management Index, which reports economic activity in the manufacturing sector. Together with the MLFI-25 these reports provide a complete view of the status of productive assets in



the U.S. economy: equipment produced, acquired and financed.

The MLFI-25 is a time series that reflects two years of business activity for the 25 companies currently participating in the survey. The latest MLFI-25, including methodology and participants is available below and also at <http://www.elfaonline.org/Research/MLFI/>

## MLFI-25 METHODOLOGY

The ELFA produces the MLFI-25 survey to help member organizations achieve competitive advantage by providing them with leading-edge research and benchmarking information to support strategic business decision making.

The MLFI-25 is a barometer of the trends in U.S. capital equipment investment. Five components are included in the survey: new business volume (originations), aging of receivables, charge-offs, credit approval ratios, (approved vs. submitted) and headcount for the equipment finance business.

The MLFI-25 measures monthly commercial equipment lease and loan activity as reported by participating ELFA member equipment finance companies representing a cross section of the equipment finance sector, including small ticket, middle-market, large ticket, bank, captive and independent leasing and finance companies. Based on hard survey data, the responses mirror the economic activity of the broader equipment finance sector and current business conditions nationally.

## ELFA MLFI-25 PARTICIPANTS

ADP Credit  
BancorpSouth Equipment Finance  
Bank of America  
Bank of the West  
BB&T Bank  
BMO Harris Equipment Finance  
Canon Financial Services  
Caterpillar Financial Services  
CIT  
De Lage Landen Financial Services  
Dell Financial Services  
Direct Capital Corporation  
EverBank Commercial Finance  
Fifth Third Equipment Finance  
First American Equipment Finance, a City National Bank Company  
GreatAmerica Financial Services  
Hitachi Credit America  
HP Financial Services  
Huntington Equipment Finance

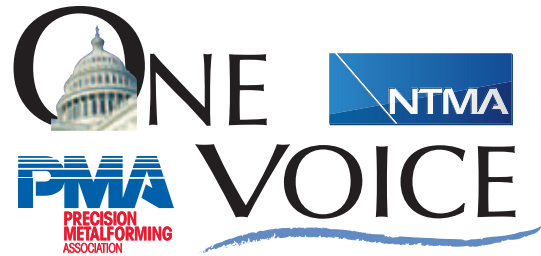
John Deere Financial  
Key Equipment Finance  
LEAF Commercial Capital  
M&T Bank  
Marlin Leasing  
Merchants Capital  
PNC Equipment Finance  
RBS Asset Finance  
SG Equipment Finance  
Siemens Financial Services  
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US Bancorp Equipment Finance  
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# CONGRESS ANNOUNCES BILL TO IMPROVE WORKFORCE TRAINING PROGRAMS



In what is the biggest move toward reform in more than a decade, leaders on the Senate Health, Education, Labor, and Pensions (HELP) and House Education and the Workforce Committees announced the release of the Workforce Innovation and Opportunity Act (WIOA). The comprehensive bill overhauls the Workforce Investment Act of 1998 which Congress allowed to expire in 2003. The Senate may begin taking up the bill as early as late May.

This marks a major achievement for a group of bipartisan legislators in the House and Senate who, for so long, had been far apart. Last year, the Senate HELP Committee passed a bill by an 18-3 vote; however, the House-passed SKILLS Act only secured two Democratic votes.

The Workforce Investment Act covers dozens of job training programs, many of which are outdated. A Government Accountability Office (GAO) report showed that in FY2009, 47 federal government job training programs overlapped costing \$18 billion per year. With Nearly 75% of NTMA and PMA members reporting that they currently have job openings in their manufacturing plants and 90% saying they are having severe or moderate challenges recruiting qualified employees, One Voice has been a leader in pressing Congress to reform the outdated federal workforce development system.

Among the major provisions, the bill directs Governors to create State Workforce Development Boards and appoint members, a majority of whom must represent businesses in the state. The business representatives may include owners, executives, employees or trade

associations. This critical provision is one that we have championed for years and is a major victory for One Voice and the metalworking industry. Trade associations, such as One Voice, and their local chapters and districts often are the best advisors when it comes to identifying the local industries' needs. The bill also reduces the number of required members on both state and local workforce development boards to make them more strategic and efficient.

Among other key provisions in the bill:

- Requires implementation of industry or sector partnerships and career pathway strategies;
- Eliminates 15 duplicative programs
- Provides additional accountability, data reporting and oversight requirements of state programs
- Increases ability to use on-the-job training (reimbursement rates up to 75%), incumbent worker training (may use up to 20% of local funds), and customized training; and
- Reforms Job Corps center procedures and accountability.

One Voice will continue to keep you updated on any further developments. Please watch for an action alert on the bill once we get word from Senate Majority Harry Reid's office about when we may expect to see a vote on the floor. While we still don't have the guaranteed 60 votes to pass the Senate, this is the most significant development on workforce recruitment and training issues in a decade.



## COUNTING SCALE DISPLAYS COUNT, WEIGHT & PIECE WEIGHT

A new series of counting scales that are dedicated to parts counting and packaging applications and meet or exceed NIST Class III accuracy requirements is being introduced by Alliance Scale, Inc. of Canton, Massachusetts.

The Alliance/Ohaus® Ranger® Count 3000 Series counting scale offers precise 1:1.5 million internal counting resolution, one second stabilization, and a 30 item library data storage function. Featuring three backlit LCD displays to highlight count, weight, and piece weight, this dedicated parts counting and packaging scale has eight function keys, including sample and tare keys, and a full numeric keypad to simplify setup and operation.



Providing a low Average Piece Weight (APW) alert and automatic APW recalculation as the overall weight increases, the Alliance/Ohaus® Ranger® Count 3000 Series counting scale can store 12-digit part numbers, APWs or counts with fast retrieval of frequently used data. Available with 3 to 60 lbs. capacities and a standard RS232 port, options include a second RS232 port, Ethernet, USB port, printer, and second platform for two-scale counting.



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- Equipment Breakdown
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- Automobile Umbrella
- Employee Practices Liability



The NTMA Insurance Program has teamed with U.S. Reports to provide comprehensive loss control services. In addition to traditional inspections, U.S. Reports has made additional services available to insured members at discounted prices, including...

- Access to U.S. Reports' library of training and other loss control classes.
- Access to U.S. Reports' driver distraction evaluation tools.

The NTMA Insurance program is written by Nova Casualty, a member of the Hanover Companies, rated XV by AM Best.

Use your current agent or a qualified NTMA agent. For more information call 800-248-6862

## MEMBER TESTIMONIAL

"WITH THE ABILITY TO WAIVE AIRCRAFT PARTS EXCLUSION, THE NTMA BUSINESS INSURANCE PROGRAM AUTOMATICALLY SAVED ME OVER \$7,000 ON MY INSURANCE. WITH ALL THE OTHER BENEFITS NTMA OFFERS U.S. METALWORKING SHOPS, IT WAS A WIN-WIN SITUATION FOR ME TO JOIN."

NTMA California Member

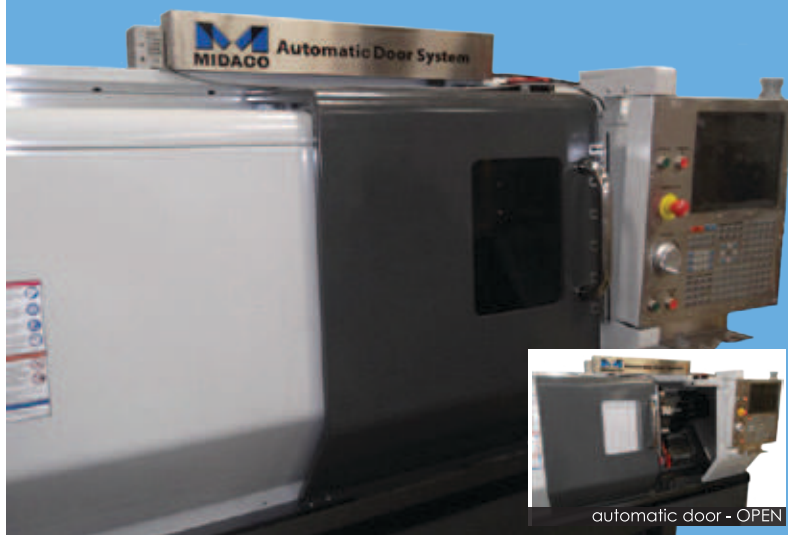
## MEMBER TESTIMONIAL

"THE FASTEST RETURN ON INVESTMENT IS THE NTMA BUSINESS INSURANCE PROGRAM, WHICH SAVES ME MORE THAN MY DUES EACH YEAR."

NTMA Missouri Member



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# PROCESS OPTIMIZATION IN SERIAL PRODUCTION

The sensory tool holder SPIKE® allows the wireless recording and analysis of important cutting force parameters to optimize tools and processing methods and all of this without extensive effort.

The SPIKE sensor tool holder® by pro-micron is a wireless measurement system to detect the chipping forces during processing. The tool holder equipped with a sensory system can be loaded easily into a magazine or be changed by hand and then the measurement can start - without limits from bothersome cables or special set-up effort.

Thus, location-independent measurements of original components are not a problem.

The application with a renowned automobile supplier recently showed which potential the sensory tool holder opens up in tool development, even for serial manufacturers:

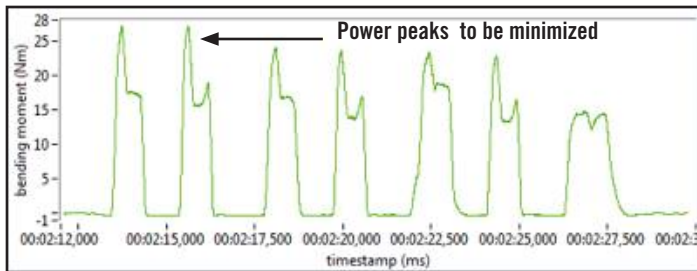


Fig.: 2: Bending torque when milling the pocket

To mill out a pocket, a VHM shank cutter D=6mm is used. Based on the previous knowledge, the idle time was specified to be 4000 parts. Measurement of the torques which occur - a special aspect of the SPIKE tool holder® quickly shows that a longer service life of the cutter would be possible (Potential 1). The measured force only significantly increases after approx. 5,200 parts. This can be attributed to the increased chipping of the cutting edge. However, the presentation of the torque shows where there is other potential in the processing method. In order to reduce the measured load peaks, the feed is reduced immersed and the infeed varies. The result is impressive: The cutter is only changed after approximately 7,600 parts – that is almost double the original service life. (Potential 2) The optimization of this one step earns an annual savings of more than EUR 7,000!

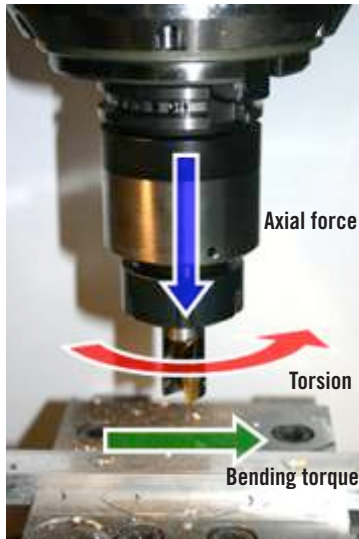


Fig.: 1: The wireless measurement of forces

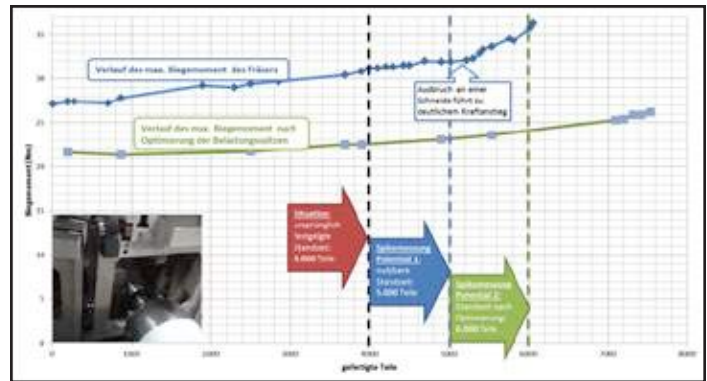


Fig. 3: Progression of the maximum torques before and after optimization is performed

Bending torque (Nm)

Progression of the max. bending torque of the cutter

Chip off of a cutting edge results in a considerable increase in force

Progression of the max. bending torque after optimizing the load spikes

Manufactured parts

Situation: Originally specified idle time: 4,000 parts

Spike measurement potential 1: Useful service life 5,000 parts

Spike measurement potential 2: Useful service life after optimization 6,000 parts

In addition, there is an entire array of other applications: review of material or tool batches, a comparison of the tools of different manufacturers, monitoring in the event of process problems or break monitoring for small tools.



Fig. 4: SPIKE® System in the case

The great advantage, as the experts for the manufacturer and at pro-micron agree, lies in the flexible and easy application and the ability to make the shipping process transparent and to document it. For set-up and commissioning, this barely takes longer than 5 minutes. The optimization of the key processes can be performed directly during serial production: easily, much faster and most of all easy to understand – even without decades of experience in tool engineering.





## THE 3 MAJOR SINS OF SALES MANAGEMENT

CEOS MUST BE AWARE OF HOW THEY'RE USING KEY PEOPLE, SAYS SOUGHT-AFTER SPEAKER

It's a simple fact of business: Without sales, no one else downstream can do their jobs, says veteran sales manager and business speaker Jack Daly. Because of how vital sales are to a company, CEOs frequently tend to misuse their best people, he says.

"There are three sins that minimize the sales management role, which ultimately holds the company back from achieving its growth," says Daly, author of "Hyper Sales Growth," ([www.jackdaly.net](http://www.jackdaly.net)).

"When they misallocate key players, small to medium-sized businesses tend to go into one of two directions. They either stay small to medium, or they go out of business. When you ask why, it most often comes down to a violation of one or more of these three sins of sales management. Having the right people in important spots is absolutely the secret to success."

To ensure continued growth, Daly says the people at the top must avoid the following:

### SIN # 1

Is committed when the CEO or owner wears the hat of the sales manager. If you are doing that, you're essentially relegating

both the CEO job and the sales manager job to part-time status. In effect, you're saying, "I'm going to grow my business part time." If you want your business to grow, you must grow your sales force, and you need someone doing that full time.

### SIN # 2

Is to make the best salesperson the sales manager. It can work, but seldom does. The usual scenario, however, is you lose your best salesperson and get a mediocre sales manager. The role and the responsibilities are entirely different. A salesperson's role is to win new customers and nurture the ones you have, thereby differentiating you from your competitors. The sales manager's job involves recruiting, training, coaching, building and developing. Being effective at one of those jobs is not an indicator that a person will be equally effective in the other. Salespeople are used to immediate gratification, involving a deal-to-deal routine. Sales managers, by contrast, must take their time to recruit, train and coach. A salesperson might easily become disenchanted with the pace of the new role and look for another sales job, perhaps with your competitor.

### SIN # 3

Is probably the most grievous of all. The best salesperson is made a sales manager,

but he or she is also required to continue booking business. It's absolutely ruinous. The person's focus will remain fixed on the customer, as that is how their compensation is driven. Accordingly, the sales team will be underserved, missing the opportunity for leveraged growth.

The key to growth is to put the right people in the right places, Daly says.

"Since sales drive business, it's essential to match skills and personality types to the jobs, and to ensure the people can focus on their roles," Daly says.

### ABOUT JACK DALY

Jack Daly, author of "Hyper Sales Growth" ([www.jackdaly.net](http://www.jackdaly.net)), is an experienced and inspirational sales trainer and sales coaching expert who, as a sought-after speaker, motivates audiences to take action in the areas of sales planning and training, and customer loyalty. Daly draws upon more than 20 years of business experience, with several successful stints as the CEO of fast-growing companies. He has a Bachelor's in Science degree in accounting, a Master of Business Administration degree, was a Captain in U.S. Army and is an accomplished author with audio and DVD programs.



## PIPE BEVELING TOOLS CREATE PRECISION WELDING END PREPS

A full line of pipe beveling tools that can bevel, face and bore highly alloyed materials for the in-plant or in situ fabrication of shale pumping stations is available from ESCO Tool of Holliston, MA.

ESCO MILLHOG® Pipe Beveling Tools are I.D. clamping and feature a rigid blade lock system with TiN coated T-15 tool steel cutter blades that have proprietary chip breakers which transfer heat away from the pipe surface to prevent work hardening. Capable of performing any angle of prep and squaring the pipe ends simultaneously, they are ideal for end prepping all hard pipe alloys including Super Duplex stainless steel and P-91.

Available for pipe from 1.5" up to 36" O.D., ESCO MILLHOG® Pipe Beveling



Tools pull a thick chip without cutting oils. All tools are pneumatic, incorporate self-centering draw rod assemblies that rigidly mount to the pipe I.D., and provide torque-free operation. The Prepzilla MILLHOG® for pipe from 1-1/2" to 8.625" O.D. is also available with an electric motor.

ESCO MILLHOG® Pipe Beveling Tools are available for sale or rent. Price quotations are available upon request. For more information contact Mark Brenna, ESCO Tool ([matt@escotool.com](mailto:matt@escotool.com)), (800) 343-6926 or [www.escotool.com](http://www.escotool.com).





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# ACCUROUNDS ACHIEVES ISO 13485 CERTIFICATION



AccuRounds (Avon, MA) is pleased to announce that it has received ISO 13485:2003 Certification. The ISO 13485 International Standard is a globally recognized Quality Management System for medical device manufacturers and related services. The certification is developed by the International Organization for Standardization (ISO) and defines the requirements for regulatory and compliance purposes.

"Obtaining ISO 13485 Certification complements our AS9100C and ISO 9001:2008 certifications and specifically

addresses the medical industry," said Michael Tamasi, CEO of AccuRounds. "We are committed to supporting our medical customers in the manufacture of their products in a compliant manner. Having this certification will assure our customers that we have the necessary credentials to provide services and products to this sector."

ISO 13485 affirms that an organization has the quality management system in place to satisfy customer requirements and successfully operate in the medical industry. AccuRounds has been expand-

ing its business in the medical market, and this certification reinforces its dedication to the industry. AccuRounds received its certification from Intertek.

AccuRounds is a contract manufacturer that machines and assembles precision turned components for industries including medical, aerospace, automotive, semiconductor and emerging technology. For more information, visit [www.accurounds.com](http://www.accurounds.com).



## SPERONI A WINNER IN THE RED DOT AWARD 2014: STP FUTURA IS AWARDED FOR HIGH DESIGN QUALITY

Speroni and BIG Kaiser are proud to announce that the Speroni STP FUTURA line of tool presetters has won the prestigious 2014 Red Dot International Award for Design Quality.

Nearly 5,000 entries from 53 countries were evaluated and judged by international design experts. Only the entries meeting this panel's rigorous standards were awarded.

The new FUTURA line introduces new levels of ergonomics, ease of use and precision in the tool presetting and measuring world. The modular design and vast number of available configurations offer the right solution for every measuring need. The FUTURA is also guaranteed to be fully upgrade-ready to grow with your company's future needs.

"As a manufacturer, it is our constant aim to push the boundaries of tool presetting and measurement," says Andrea Speroni, CEO/COO, Speroni S.p.A. "Ergonomics is a discipline that, unfortunately, is sometimes used more as a marketing slogan. But the challenges we faced in this department encompassed aspects such as safety, ease of use and design. The new STP FUTURA sets a new bar, becoming the benchmark in the ergonomics department. While maintaining the unsurpassed, open-spindle design and introducing a completely new,

redesigned cockpit solution, FUTURA allows each operator to fully customize his or her working position."

To metalworkers in North America, the FUTURA is a high-precision modular tool presetting system designed to increase profits and available machining time. All Speroni FUTURA models can achieve repeatable precision of 1 micron (0.000039") or better. The device is constructed with Pearlitic class 40 cast iron; this provides added precision and consistency to measurements and increases system stability and durability. The first-class quality and construction of Speroni tool presetters are complimented by a world-class service and support team.

### ABOUT THE RED DOT AWARD

With the Red Dot Design Award, the Design Center Nordrhein Westfalen created an internationally renowned product competition. Its prize, the Red Dot, has established itself worldwide as one of the most sought-after, quality marks for excellent design. The Design Center Nordrhein Westfalen displays award-winning products in the Red Dot Design Museum Essen for at least one year. In order to appraise the diversity in the field of design in a professional manner, there are three disciplines of the Red Dot Award: Product Design,



Communication Design and Design Concept.

### ABOUT BIG KAISER

BIG Kaiser Precision Tooling Inc. is a leader in high-precision tooling systems and solutions. With brands including BIG Daishowa, KAISER, Speroni, Unilock, Sphinx and more, BIG Kaiser's line is focused on extreme accuracy and repeatability. BIG Kaiser's mission is to support North American manufacturers with products that are designed and manufactured to a superior standard. Guaranteed.

For more information, contact BIG Kaiser, Hoffman Estates, IL at 847-228-7660, e-mail [bigkaiser@bigkaiser.com](mailto:bigkaiser@bigkaiser.com) or visit [www.bigkaiser.com](http://www.bigkaiser.com).



MIKRON HEM 500U



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# 2014 DMG MORI INNOVATION DAYS



Royal Products Vice President of Marketing Tom Sheridan, Tiffany Bryson, NTMA National Account Manager and Mike Sullivan from Sulli Tool & Die

DMG Mori's Innovation Days 2014 from May 6 to 9 featured machining demonstrations, seminars and one-on-one application consultations aimed to help manufacturers remain productive and competitive. DMG MORI showcased 38 machine demos, including four innovative U.S. premieres, the new common design and the new control platform CELOS – from the idea to the finished product.

Bonnie Kuhn, Kuhn Tool & Die shared an enthusiastic testimony in a panel of companies that recently installed the DMU 50. The panel's common theme was exceptionally positive; Bonnie's, however, was the most unique. She said she loves her machine and she hugs it every day – and recommended that EVERYBODY should hug their machine every day.

Innovation Days included presentations on the many facets of today's advanced manufacturing included gear milling technology. Special software and newly developed processes have transformed the turn-mill centers of the NT and NTX series into perfect gear milling machines for small and medium-sized batches. The machines can accomplish virtually everything that special gear cutting machines can do. They are also more flexible, making cost-effective capacity planning far easier. Guests to DMG MORI Innovation Days also learned about the company's Digital Technology Laboratory (DTL) and Manufacturing Factory, which make up the company's Davis, CA campus.



Left: GibbsCAM, National Associate Member

Right: Mike Cayley Sr., President of Midaco and Tiffany Bryson



NTMA member Bonnie Kuhn, Kuhn Tool & Die shares her experience with DMU 50

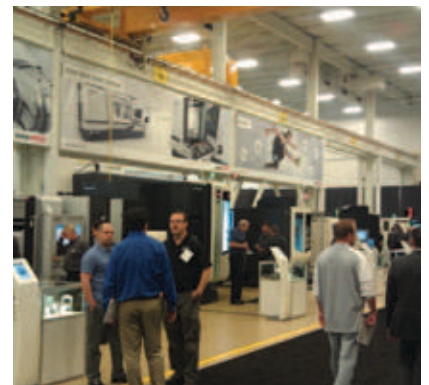


Left: National Associate Member CGTech and Tiffany Bryson

Right: Carl Reed, President/CEO of Abbott Workholding and Tiffany Bryson, NTMA National Account Manager



Below: DMG MORI Innovation Days





# Hire National Guard Members and Veterans to Mitigate the Skills Shortage



Steve Nowlan, President, Center for America

NTMA and the Precision Metalforming Association (PMA) invited Steve Nowlan from Center for America to join them at a Newsmakers press conference hosted by the National Press Club in Washington, DC on May 6. The focus of the Newsmakers conference was how the skills shortage is hurting American industry and steps that can be taken to lessen the negative impact. Steve made the following remarks during the event.

Thank you for the opportunity to talk with you about the important opportunity that companies have to reduce the skills shortage by hiring highly trained National Guard members and veterans.

I want to thank the National Press Club for hosting this event to focus attention on the need we have as a country to take every opportunity to fuel our industries' innovation and competitiveness in the global marketplace.

I'm here today representing Center for America which is managing the American Jobs for America's Heroes campaign. This national nonprofit campaign was developed in 2011, in alliance with the Army National Guard, to encourage businesses with 25 to 5,000 employees to post jobs for unemployed Guard members and veterans. As of today, there are more than 1,100 employers submitting job postings, which our campaign team distributes to military employment counselors across

the country to match one-on-one with Guard and veteran candidates. More than 155 trade and business associations, including NTMA and PMA, are helping to publicize the campaign to their member companies.

It is very exciting to be working closely with the Army National Guard, both at the National Guard Bureau and with the senior leadership in state National Guard commands around the country. I'm very pleased that the head of manpower and personnel for the Army National Guard, COL Rich Baldwin, is able to join us here today in support of our alliance with the Guard. I want to congratulate COL Baldwin and the senior leadership in state commands for their extensive commitment to helping their soldiers find jobs.

I'm sure that all of us here are strong advocates for helping Guard members and veterans find employment. Their patriotic service to the nation and willingness to put their lives on the line in armed conflicts and domestic disaster rescue deserve our highest respect and ongoing support. We need to do more for these soldiers and families so that every Guard member and veteran has the opportunity to fully participate in the civilian workforce.

The message I want to emphasize here today, however, is that many companies are overlooking a real and practical opportunity to help solve the skill shortage that is holding them back.

Many employers don't realize how the extensive training and personal development programs of the Guard and other military branches prepares Guard members and veterans to be excellent employees with a host of skills that will contribute to company growth.

Our military today, including the National Guard, is the most technologically advanced military in the world. Our soldiers and veterans have mounted complex operations all over the world requir-

ing a wide range of sophisticated skills that include virtually every aspect of living and working in demanding environments. The situations in which they have successfully operated are, in many ways, unpredictable, requiring on-the-spot adaptation to overcome major challenges ranging from hostile weather, language barriers, and supply chain management, to equipment upkeep, health issues, and even the stress of operating with live fire from hostile forces.

Soldiers are expected to quickly fit into diverse teams from many cultures and nations and perform their roles without hesitation. They are trained to understand risk management and comply with demanding operational guidelines. They are committed to continuous learning, loyalty to their team mates and units, and to find ways to achieve complex objectives regardless of what unexpected challenges arise without letting their team down.

In short, the training that our Guard members and veterans have during their military service provides them with tremendous qualities to bring to civilian employers. The practical fact is that the military has invested hundreds of thousands of dollars in the job readiness of these Guard members and veterans that gives them an advanced starting point for civilian employment.

So, why aren't more employers recognizing these attributes and accelerating their military hiring?

Two key reasons stand out among others. The first is that many businesses are focusing so intensively on their immediate priorities that they are not investing the time necessary to learn what they need to know to become effective in military hiring. Employers need to learn the specifics of how a candidate's military training and experience relates to their job requirements.

Thousands of younger veterans and Guard members have successfully should-



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Guard Members!**

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for America's  
Heroes**

dered huge responsibilities in the military, well beyond the experience and responsibilities of their civilian peers. However, company representatives must be alert and discerning to relate this experience to the positions they are trying to fill.

The second reason is that while many military candidates might be 85% “job ready” in matching the skill requirements of a particular position, companies are missing opportunities to help military candidates complete the gap training they need to match requirements 100%.

Gap training, in which a military candidate becomes an apprentice or enrolls in a short-term industry training program, is generally a modest investment of time and funding. Veterans can often use funding from their GI Bill Tuition Reimbursement. For Guard members that don’t have the GI Bill, many programs and companies offer scholarships.

There are literally tens of thousands, perhaps hundreds of thousands, of Guard members and veterans who have the potential to be highly effective employees. This is why we believe strongly that the men and women who have served or are serving in our military should be a significant factor in the hiring efforts of manufacturers. Hiring our Guard members and vets will be a win-win for everyone and go a long way toward both solving the skills shortage and demonstrating respect for the qualities our military service members have been putting to work on behalf of our country.

For more information about the American Jobs for America’s Heroes campaign and how to post jobs at no cost for National Guard members and veterans, please contact Steve Nowlan, [SNowlan@CenterForAmerica.org](mailto:SNowlan@CenterForAmerica.org) or (201) 513-0379.



## ERC REPORT EXPLAINS HOW RECORD-BREAKING DEMAND AFFECTS ELECTRICITY COSTS

ELECTRICITY DEMAND REACHED RECORD-BREAKING LEVELS  
IN JANUARY 2014

# APPI

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## ENERGY



Record-breaking levels of energy demand and consumption were recorded in January 2014. On January 7, PJM—a regional transmission organization (RTO) that coordinates the movement of electricity in 13 states—recorded its highest winter peak ever—141,396 megawatts. Eight of the 10 highest winter demand levels for electricity ever recorded by PJM occurred in January 2014. PJM called an emergency load response event on January 7, and again on January 23. In contrast, PJM called only one emergency load response event in all of 2013, and that event occurred in September during extreme heat. Four other RTOs also reported record-breaking winter peak demand in January 2014.

On January 6, 2014, temperatures in key consuming regions of the U.S.

dropped to an average of -10 °F, with a wind chill of -33 °F. On January 7, 2014, record-breaking temperatures in the PJM territory dropped to 4 °F in Philadelphia, 10 °F in Richmond, and -16 °F in Chicago.

During all of 2013, the average cost for PJM to ensure reliable power delivery was \$53/MWh; in January 2014, the average cost was \$150/MWh. Cold weather burdened all types of power generation, including gas, coal, and nuclear power plants. Some generators experienced extended run times, resulting in unplanned shutdowns. In the Electricity Reliability Council of Texas (ERCOT) territory, two power plants tripped offline on January 6, and wholesale prices reached \$5,000/megawatt hour (MWh) for the first time ever. Average electricity prices were greater than \$1,300/MWh in ERCOT territory, which is 40 times higher than average.

The Energy Research Council’s (ERC’s) report, “Polar vortex effect on

electricity prices,” discusses how peak demand led to increased ancillary costs, and describes how different “change-in-law” provisions are impacting customer electricity bills.

### ABOUT ENERGY RESEARCH COUNCIL

Sponsored by APPI Energy, ConEdison Solutions, Constellation, Direct Energy, Liberty Power, and Washington Gas Energy Services, the ERC provides facts-based thought leadership for the energy industry. The ERC conducts quarterly research to understand the energy needs, practices, and priorities of middle-market companies. Reaching members of more than 100 trade associations and the broader business community, the ERC equips customers to make smart energy decisions. For more information about the ERC, visit <http://www.energyresearchcouncil.com> or contact James Moore, ERC President, at 410-749-5519.



## EXHIBITING AT TRADE SHOWS

Whether you're a frequent trade show exhibitor, an occasional exhibitor, or a show organizer, you inevitably begin with a long list of "to-do's" when planning your exhibit or event. You've probably spent months carefully considering your booth design, literature, show floor strategy, and giveaways. But one thing is for certain, your plans all hinge on your show and conference materials arriving at your event – on time and in good condition! Here are some quick tips to consider:

- Use a transportation partner that has a dedicated trade show shipping department – Trade show shipping is a unique line of business in the freight transportation world, so pick a partner that specializes in getting to know the logistics of your event.
- Who's watching your shipment? – The success of your business can hinge on your success at a large trade show or event, so pick the partner that's going to track your shipment from the time it leaves your dock to the time it gets to the show.
- Money isn't everything, but... – You don't want to end up spending all of your hard-earned profits from the show on freight, but you want to make sure that you don't jump at the lowest offer if it's a carrier that you've never heard of. "Bob's Trucking" may be



### Your Shipping Connection

offering you the lowest shipping rate, but make sure you won't be charged additional fees that you didn't know about, such as "wait time" and "lift gate" fees.

Trade show shipping doesn't have to be confusing or difficult. Go to <http://ship.partnership.com/free-epaper-on-tradeshow-shipping/> to download an electronic white paper that has some good tips on trade show shipping.

This tip is brought to you by PartnerShip®, the company that manages the NTMA Shipping Program. For more information or to enroll, email [sales@PartnerShip.com](mailto:sales@PartnerShip.com) or call 800-599-2902.



## OBERG AWARDED SIX NEW APPRENTICESHIP TRAINING PROGRAMS

Oberg Industries, a full-service contract manufacturer of precision metal components and assemblies located in Freeport, PA, was awarded approval from the State of Pennsylvania for six new Apprenticeship Training Programs. These include two CNC programs for operators and setup programmers in each of the following areas: turning, milling, and mill/turn. All Apprentice Programs at Oberg are competency-based.

Oberg Industries has had Apprenticeship Training Programs since the company began with numerous courses ranging from CAD Die Designer, Precision EDM Operator, and Precision Stamping Press Operator, to Precision Machinist Specialist, CNC Machine Setup Operator, to Die Component Specialist. Each of these competency-based



programs is registered with the Department of Labor and the Veteran's Administration.

Oberg's Apprenticeship Training is an "earn while you learn" program that combines work-based learning with CBT (computer-based training) and related classroom instruction. There is no cost to the student. The company provides the materials, training, knowledge, facilities and equipment so that each apprentice can be successful and receive a Journey-worker certificate and NIMS (National Institute of Metalworking Skills) credentials in a specific skilled area of work providing they complete the program requirements.

For over 63 years, Oberg's training programs have successfully developed and

equipped hundreds of employees with the skills and knowledge to succeed in the metalworking job market of their day and the growing industries of tomorrow.

Oberg Industries is currently stepping up the development efforts of their people for succession planning and to guarantee continued success and enhance the company's performance and competitiveness. "Customers Rely On Us...We Rely On Our People" is the new branding and recruitment tag line being used to amplify the company's HR focus.

#### ABOUT OBERG INDUSTRIES

Headquartered just north of Pittsburgh, PA, Oberg Industries is a diversified manufacturer with over 800 employees worldwide spe-

cializing in the production of precision machined or stamped metal components and precision tooling. Oberg's global manufacturing footprint includes operations in Pennsylvania, Costa Rica and Mexico. Each manufacturing facility is ISO certified and operates under one or more of the following standards: ISO 9001:2008, ISO/TS 16949:2009, ISO 13485:2003 and AS 9100:2009 Rev. C. Oberg is a strategic contract manufacturing partner for numerous Fortune 500 companies in the Aerospace, Automotive, Consumer/Industrial Products, Defense, Energy, Housing, Medical Device, Metal Packaging and Munitions markets.

The company's website is [www.oberg.com](http://www.oberg.com)





## FLEXIBLE DISCS NON-LOADING ON ALUMINUM

A new line of Type 27 cotton fiber flexible abrasive wheels for blending and finishing aluminum in one-step without needing waxes or compounds has been introduced by Rex-Cut Abrasives of Fall River, Massachusetts.

Rex-Cut® Type 27 Max Flex Cotton Fiber Wheels feature multiple cotton fiber layers that are impregnated with aluminum oxide grains and then pressed and bonded together to constantly reveal fresh abrasives as they work. Capable of finishing aluminum in one-step without waxes or compounds, they are more flexible than conventional abrasive wheels, are non-loading, and provide smooth, chatter-free operation which helps reduce operator fatigue.

Providing a wide surface contact area for optimum blending and finishing control, Rex-Cut® Type 27 Max Flex Cotton Fiber Wheels produce a uniform finish and have a polishing affect because of their cotton bond. Ideally suited for aluminum fabrication such as tanks and vessels, horse trailers, marine fabrication, and more, available in 4-1/2", 5" and 7" sizes in A36 and A54 grits.

Rex-Cut® Type 27 Max Flex Cotton Fiber Wheels are priced according to size, grit, and quantity. Samples and price quotations are available on request.



## NTMA WEB MARKETING PARTNER OFFERS FREE INTERNET MARKETING EVALUATION TO NTMA MEMBERS – A \$500 VALUE

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- Where will you be today, tomorrow or even 5 years from now?



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- Custom Websites for NTMA Members
- Use of the New NTMA Labeled Marketing Portal
- Extensive Internet Marketing Products and Services Lead Generation, Tracking, Call Recording and More
- Measurable ROI and Quantified Leads



#### MEMBER TESTIMONIAL

"IN THE FIRST TWO MONTHS, I HAVE SEEN MY INTERNET TRAFFIC INCREASE BY 100%, AND I HAVE ATTRACTED SEVERAL NEW REFERRALS. YOUR PLATFORM HAS SURPASSED ANY ONLINE MARKETING SOLUTION I HAVE USED IN THE LAST FEW YEARS AND BUSINESS GAINED THROUGH WORD OF MOUTH. ONLINE MARKETING IS THE MOST IMPORTANT FORM OF ADVERTISING IN MY FIELD. BEING PLACED DIRECTLY ON SEARCH ENGINES - LIKE GOOGLE - HAS RESULTED IN ROUGHLY 10-15 CONSULTATIONS PER MONTH AND ABOUT 10 ADDITIONAL PROCEDURES FOR MY PRACTICE."

Plastic Surgeon, F.A.C.S., Louisiana

#### MEMBER TESTIMONIAL

"THE PROGRAM HAS BEEN SO SUCCESSFUL THAT WE HAVE EXPANDED IT TO OUR DEALER NETWORK AND BELIEVE IN THIS PROGRAM SO MUCH THAT WE EVEN CO-OP OUR DEALERS' SITES."

NTMA Member

# NTMA

# EDUCATION

## MEMBER BENEFITS

### NTMA U ON-LINE

The SMART WAY to TRAIN your WORKFORCE

ACHIEVE YOUR WORKFORCE DEVELOPMENT GOALS  
UNPARALLEL LEVELS OF TRAINING AND CONVENIENCE

**WORKFORCE DEVELOPMENT - APPRENTICESHIP TRAINING – COLLEGE CREDITS**

NTMA Member cost of \$449.00 and \$100 in textbooks (these textbooks will be used for two Semesters)

Non-NTMA Member cost: \$2,000.00 plus \$120 in textbooks.

Demo of NTMA-U can be found on the NTMA website at: [www.NTMA.org](http://www.NTMA.org)

We will work with your employees to insure that your Workforce Training requirements are achieved while they learn essential skills On-Line

We will be using over 300 Tooling-U Modules, Plus Hundreds of Learning Videos

We will offer One-on-One Instructor access, plus National Manufacturing Best Practices. Federal Bureau of Apprenticeship Training Approved

For More Information

Contact: NTMA Vice President

Ken McCreight: 216-264-2834

E-Mail: [Kmccreight@NTMA.ORG](mailto:Kmccreight@NTMA.ORG)



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- Machine Shop Math
- Verbal Skills for Manufacturing
- Mechanical Reasoning

### ONLINE EMPLOYEE APTITUDE TESTING SERVICE

NTMA offers a fee-based Employee Aptitude Testing Service that helps members make solid hiring decisions. This validated testing service evaluates technical aptitude, not achievement. It measures a person's readiness to learn and develop proficiency, and it attempts to predict future performance. Members can reduce training time and turnover, increase productivity and prevent legal problems.

- The only known screening device of its kind that has been validated for bias.
- Specifically developed for the Precision Custom Manufacturing Industry.
- Includes a manual explaining the 14 key points needed to make the best hiring decisions.
- Sample interviews with rating factor scales and examples of how to get evidence of job-related experience.

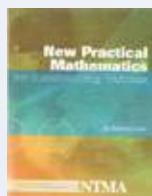
Testing Rates: Members: \$35/test Non-Members: \$150/test

### NTMA PUBLICATIONS STORE

We offer the following Major Titles below as well as a complete listing of titles for training machinists on our website store, [www.ntma.org](http://www.ntma.org)



New How to  
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New Practical  
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for  
Metalworking  
Trainees



Introduction  
to Geometric  
Dimensioning  
& Tolerancing



Modern  
Geometric  
Dimensioning  
& Tolerancing



Moldmaking  
& Die Cast  
Dies for  
Metalworking  
Trainees

For more information Contact  
Rich Basalla  
[rbasalla@ntma.org](mailto:rbasalla@ntma.org)  
216.264.2855



## The SMART WAY to TRAIN your WORKFORCE

ACHIEVE YOUR WORKFORCE DEVELOPMENT GOALS

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E-Mail: [KmcCreight@NTMA.ORG](mailto:KmcCreight@NTMA.ORG)

## THE SMART WAY TO TRAIN YOUR WORKFORCE

NATIONAL PRECISION MACHINING APPRENTICESHIP TRAINING (TOTAL 600 HOURS) 21 COLLEGE CREDITS AWARDED UPON COMPLETION

### SEMESTER 1 (100 HOURS) INTRODUCTION TO MACHINING / BASIC SHOP MATH / BASIC BLUEPRINT READING

A foundation for study of manufacturing methods, processes, related equipment, and tools of industry, shop safety practices, job planning, feeds and speeds, layout tools and procedures, hand tools and bench work, metal cutting saws, drilling machines, lathes, milling machines, jig bore and jig grinder, surface grinder, E.D.M, and abrasives. Blueprint Reading-related to the manufacture of a working part, lines, views, dimensioning, calculating cutting planes, fraction to decimal conversion, practical and applied basic shop math, constructing a sketch of an engineering drawing, auxiliary sections, symbols, and broken lines.

### SEMESTER 2 (100 HOURS) INTERMEDIATE MACHINING / INTERMEDIATE APPLIED SHOP MATH / INTERMEDIATE BLUEPRINT

Provides skills in layout techniques and operations, including calculating bolt hole circles, location of surfaces related by non-right angle triangles, and points of tangency and other related applied shop mathematics. Included is all learning outcomes that are necessary to successfully layout drawing by understanding the proper views from an actual part. Continues with a foundation for study of manufacturing methods, processes, related machining equipment, and tools of industry, requiring the student to understand shop safety practices, job planning, feeds and speeds, precision measuring and layout tools and procedures, hand tools and bench work, metal cutting saws, drilling machines, lathes, milling machines, jig bore and jig grinder, surface grinder, E.D.M, and abrasives.

### SEMESTER 3 (100 HOURS) INTRODUCTION TO CNC / ADVANCED APPLIED SHOP MATH / ADVANCED BLUEPRINT

Computer applications to machining processes. Engineering drawing analysis, using trigonometry to determine programming points; ascertaining implied part dimensions; determinations of machining parameters; calculation of speeds; feeds and tool offset; establishment of work zero and tool home positions. Manual programming of CNC machines using G-codes; tooling and set-up of CNC operations; verification of toolpaths by simulation. Program upload/download, proper collets and guide bushing setting and adjustment, turning tools setting, milling tools setting, ID tools setting, proof running, first part cutting techniques.

### SEMESTER 4 (100 HOURS) CNC OPERATIONS / SHOP MATH / BLUEPRINT READING/GDT

CNC machine controls, setting tools, programming and operations of CNC, and machine limits and capabilities. Fundamentals of work planes and the process of setting work planes, fixture offset, determining work offset shifts, input work offset shifts, writing a CNC mill program. Advantage of using canned cycles in CNC mill manual part programming. Codes and information required to program CNC mill canned cycles. Writing a simple CNC mill program using canned cycles, subprograms, the commands and rules for creating and processing subprograms. The advantages of using subprograms. Writing CNC mill programs using subprograms.

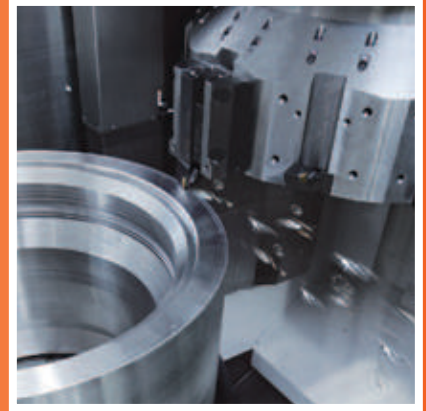
### SEMESTER 5 (100 HOURS) SPC / MFG PROCESSES

SPC- Quality tools used to solve problems determined by SPC data collection process, basic statistical parameters, interpret variables and attribute control charts, Interpret process capability, measurements of central tendency and variability, descriptive Analysis of Data, Control Charts for Variables Data and attributes. Job Planning and Control Mfg systems, job flow and decision making, specialty tooling and materials. Metallurgy and Composites. The basics of steel manufacturing, the elements used to create steel and steel alloys, the main types of ferrous materials and their properties, and the common tests used to measure metal properties

### SEMESTER 6 (100 HOURS) ADVANCED MANUFACTURING PRACTICES AND PROCEDURES

Additive Mfg, Specialty Steels, Advanced manufacturing technologies, processes, performance objectives in modern manufacturing, increased output and quality by integrating the right tools. Jig and Fixture building, CNC, PLC, automation, and software. Calculations of critical performance objectives. The 5S tool used for organizing and maintaining the workplace: Sort, Straighten, Shine, Standardize, and Sustain. properties, elements, and types of ferrous materials commonly employed in metal manufacturing.





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Vertical turning center with rotary tool milling for the heavy-duty cutting of large, challenging workpieces.



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# DID YOU KNOW?

GUIDE TO MEMBER SERVICES

## NTMA NOW OFFERS AN ONLINE PRE-EMPLOYMENT MECHANICAL APTITUDE ASSESSMENT

THE COST IS ONLY \$35.00 AND THE RESULTS ARE IMMEDIATE!

### THE PRE-EMPLOYMENT MECHANICAL APTITUDE ASSESSMENT IS...

- a validated employment test and assessment tool
- skills-based as opposed to the standard personality or profile testing
- comprised of four topics of mechanical aptitude testing in:
  - Applied Math
  - Basic Spatial Relations
  - Comprehension
  - Communication Skills

### THE PRE-EMPLOYMENT MECHANICAL APTITUDE ASSESSMENT CAN BE USED FOR...

- selecting the best training and development candidate
- reducing employee turnover
- screening employee applicants with a

more predictable outcome

- a non-bias supplement to filter out potential employees without the basic skills to be successful in the machine trades.

Structured interviews and/or behavioral interviewing are a very subjective process. By using validated employment tests and assessment tools, a company adds a much needed element of objectivity, especially regarding mechanical ability evaluations.

### FOR MORE INFORMATION:

- Contact Rich Basalla at NTMA headquarters ([rbasalla@ntma.org](mailto:rbasalla@ntma.org) or 216.264.2855).



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## CALENDAR OF EVENTS

### NTMA PURCHASING FAIR

June 3-4, 2014  
Chicago, IL

### NTMA CFO ROUNDTABLE

June 10, 2014  
Cleveland, OH

### NTMA FALL CONFERENCE

October 22-25, 2014  
New Orleans, LA



**Southwest Regional Conference**  
**AUGUST 1-3, 2014**

**"SAVE THE DATE" to join us for our 2nd Annual Regional Conference.**

We'll be headin' on over to Dallas for some Texas-sized networking and breakout sessions to assist you in growing your business.

Conference will be held at the Dallas Fort Worth Airport Marriott

Presented by the North Texas, Arizona, San Diego, Rocky Mountain, and Northern Utah Chapters of the NTMA.

Registration information coming soon!



# THE RECORD

NATIONAL TOOLING & MACHINING ASSOCIATION

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