



VOICE OF THE \$40 BILLION CONTRACT METALWORKING INDUSTRY • [www.ntma.org](http://www.ntma.org)

## Contents

|   |    |
|---|----|
| Chairman's Corner.....  | 1  |
| Members in the News! .....  | 4  |
| Partners in THINC Welcomes<br>Command Tooling Systems,<br>LLC as New Partner .....                                  | 4  |
| Early Victories Inside the Beltway<br>and an Opportunity to Look<br>Your Elected Representative<br>in the Eye ..... | 6  |
| San Francisco Bay Area Chapter<br>Organization.....   | 7  |
| NCDMM Adds New Senior<br>Program Manager to Team.....   | 8  |
| 'Reshoring' Group Aims to<br>Bring Manufacturing<br>to Illinois .....   | 10 |
| Working the NTMA booth at the<br>Dallas DMG/Mori Seiki Holiday<br>Open House .....                                  | 10 |
| National Robotics League<br>is on the Move .....  | 12 |
| NIMS-Endorsed Precision<br>Machining Technology Textbook<br>Arrives!.....   | 12 |
| Meet Your Team Leaders! –<br>National Robotics League<br>(NRL) Team .....   | 13 |
| Calendar of Events.....   | 14 |
| Investing in NTMA .....   | 15 |

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

## Chairman's Corner

Grady Cope, NTMA Chairman of the Board



On April 5th and 6th we will be having our 3rd annual NTMA – PMA One Voice Legislative Conference in Washington, D.C. Many of you have never attended this conference. I'm sure the reasons for not attending are numerous and are well thought out. For example, I have to run my business; the things that Washington decides won't have any impact on my business, or if it does there is nothing I can do about it; I'm just one person, they will never listen to me. However, I think it might be time to rethink those decisions as we are at a major inflection point in our industry. This would be a positive inflection point!

You might have noticed something lately: U.S. manufacturing is starting to be mentioned more and more in the press. U.S. manufacturing is one of the drivers in returning our economy to growth. The Wall Street Journal recently reported "U.S. manufacturing, viewed as a lost cause by many Americans, has begun creating more jobs than it eliminates for the first time in more than a decade." Since our theme this year is Marketing Manufacturing to America it is nice to see that the press has already started helping us. As you read these positive articles on manufacturing you say to yourself, "I have known that for years" or "yes, that is clear to me." Please notice you said "I" or "me" or you might have said "us." Of course we get it and our friends get it. It is the American public and elected officials that are outside of our inner circle that don't get it and it is our fault!

Recently I was asked to be on a committee that selects the Youth of the Year for the Boys and Girls Clubs of Metro Denver. While interviewing one of the high school students, she mentioned that she was taking Chinese at the Community College. I asked her why she was taking Chinese and her response to me was "I think we all

need to learn Chinese since that is where everything is made." Ladies and gentlemen, I am here to tell you that's how the American public views U.S. manufacturing, and it is not their fault. We have spent years not telling our story, not showing the public what we do, and not letting our numbers out.

(continued on page 3)

PRESORTED  
FIRST-CLASS MAIL  
US POSTAGE PAID  
Willoughby, OH  
PERMIT NO. 58

The Record  
National Tooling & Machining Association  
6363 Oak Tree Blvd.  
Independence, OH 44131

# GOT E2?

## With E2, you can:

- Quote fast and accurate
- Schedule the shop floor realistically
- Manage material effectively
- Track jobs instantly
- Ship on time, every time
- Increase profit margins by weeding out those loser jobs...

Since 1984 the E2 Shop System has helped thousands of shops streamline their business and increase profit margins. Most people work hard but the key is working smarter through the use of the #1 shop management system on the market today.

Every day, over 20,000 shop people log into E2 to help manage their shop effectively. E2 equips you to see your shop like never before, and get the big picture on the best way to manage it. E2 creates efficiencies throughout your enterprise; streamlining business processes, empowering employees, increasing productivity and most importantly boosting profits.



A handwritten signature in black ink, reading 'Greg Ehemann'.

**Greg Ehemann**  
*Co-Founder and one of the  
E's of the E2 Shop System*



See why E2 is the #1 most widely used shop management system on the market today.  
Visit [www.shoptech.com](http://www.shoptech.com) or call 800-525-2143 for a free information packet.

## The Authority on Shop Floor Control.



Shoptech is American owned and operated

**shoptech**  
Software

(continued from page 1)

Jeff Threadgold, an economist who has spoken at NTMA conferences in the past, recently wrote and posted an article on U.S. manufacturing at his website ([www.threadgold.com](http://www.threadgold.com)). I would encourage you to go there and read it in its entirety – it will make you realize how important YOU are to the U.S. economy. In his article Jeff states, “It might surprise you that the U.S. continues to lead the world in manufacturing output. We produce more than the Chinese, the Japanese, the Germans, etc. U.S. output exceeds that of China by 40%. It might surprise you that the U.S. share of global manufacturing output, at 20%-25%, is essentially the same as it was 40 years ago. It might surprise you that output per U.S. worker is three times what it was in 1980 and twice as high as it was in 1990.”

We know these numbers are facts, yet we do nothing to let the American public know. NTMA is committed to getting this information out, but are you? It is time we all step up and promote our companies and industry to the public and our elected officials. Let them know we are a much stronger and healthier nation if we have more engineers and machinists employed at \$22.00 per hour then if we are a nation of \$11.00 per hour baristas working at coffee shops. The only way we can reshape the American public's view of manufacturing is to tell our story and show them how much we contribute to the greatest economy in the world.

NTMA needs your help in getting our story out; we need you in Washington on April 5th and 6th. It's time we show our elected officials that it's manufacturing that will return our nation to growth and prosperity. Let them know if they want to get rid of the deficit, manufacturing can do that for them. A country

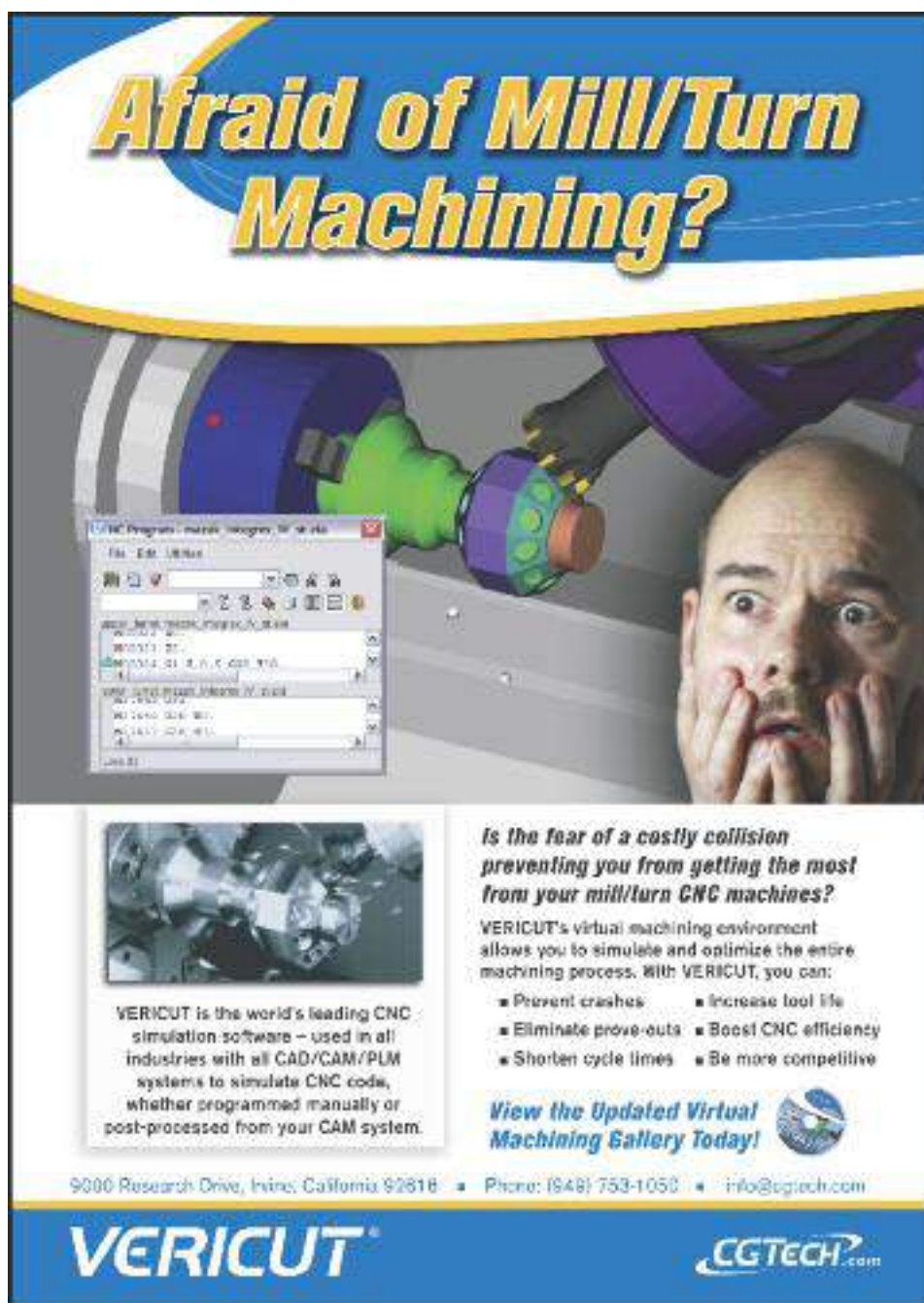
that “makes things” reinvests much more back into the economy than a country that is serviced based. We have to let them know that it's manufacturing that makes the fuel to drive the economy, not investment banking.

I ask you, no I implore you to attend this year's Legislative Conference and help us all get our manufacturing message to our elected officials, which will

enable us to reestablish ourselves as the drivers of the American economy. Without us, Wall Street doesn't exist.



Grady Cope  
Chairman



## Afraid of Mill/Turn Machining?

VERICUT is the world's leading CNC simulation software – used in all industries with all CAD/CAM/PLM systems to simulate CNC code, whether programmed manually or post-processed from your CAM system.

**Is the fear of a costly collision preventing you from getting the most from your mill/turn CNC machines?**

VERICUT's virtual machining environment allows you to simulate and optimize the entire machining process. With VERICUT, you can:

- Prevent crashes
- Increase tool life
- Eliminate prove-outs
- Boost CNC efficiency
- Shorten cycle times
- Be more competitive

**View the Updated Virtual Machining Gallery Today!**

9000 Research Drive, Irvine, California 92618 • Phone: (949) 753-1050 • [info@cgtech.com](mailto:info@cgtech.com)

**VERICUT**

**CGTECH**.com



## Members in the News!

One of NTMA's founding members, Ehrhardt Tool and Machine of the St. Louis Chapter made a splash on the Fox News on the day of the President's State of the Union address. Fox News ran the story at least twice on the same day.

Ehrhardt Tool and Machine CEO Bob Roseman was interviewed for the Fox News segment telling the President that the U.S. Government should be doing "less" and getting out of the way of U.S. manufacturing. Bob said, "The government is not here to create jobs. The government is here to make it possible for private industry to create jobs."

We want to congratulate Bob and his team at Ehrhardt for speaking up and getting the word out about how great U.S. manufacturing is. For those that missed it, you can use the following link to watch the video: <http://www.youtube.com/watch?v=EXuxeVnFoFQ>.

NTMA

## Partners in THINC Welcomes Command Tooling Systems, LLC as New Partner

Okuma America Corporation is pleased to announce that Command Tooling Systems LLC from Ramsey MN, has joined Partners in THINC. Command is an American manufacturer of Tooling Systems and the Global partner of EWS Germany. The partnership also includes EWS Korea which builds Turrets and tooling for the Asian market.

Nick Martin, Command's President, who is very familiar with the Okuma organization is excited to work with Okuma again through Partners in THINC. "As a Partner in THINC we can provide innovative tooling solutions for Milling Centers, Lathes and Multi-purpose machines," he said. Of course we offer the standard products but we also offer products like the Push Slotter (as seen at IMTS), Multi Form and Drill Star. And yes, we manufacture competitively in the USA right here in Ramsey Minnesota. We use e.g. an Okuma

LT300 which is fully automated and manufacture quality products consistently. We know Driven and Static tools and if customers require specials we design and make it for them within 6-8 weeks. Sure driven tools require some maintenance so we have factory trained personnel to service the tool(s), regardless of the brand name, and we get it done in the shortest time possible. This partnership is great; as it comes in a year where we celebrate our 30th anniversary and it will reinforce American and German ingenuity in the tooling solutions available for our industry."

Command/EWS products can be seen at the Partners in THINC facility in Charlotte, NC, at the Okuma Tech Centers in Chicago and Houston and at Davis Applied Technology College in Kaysville, UT. For more information or to schedule a visit, go to [www.partnersinthinc.com](http://www.partnersinthinc.com).

NTMA



### NTMA Executive Team

Grady Cope  
Chairman

Reata Engineering & Machine Works  
Englewood, Colo.

Roger Atkins  
Vice Chairman  
MIC Group  
Brenham, Texas

Robert Mosey  
Treasurer  
Moseys' Production Machinists Inc.  
Anaheim, Calif.

Theodore O. Toth, Jr.  
Secretary  
Toth Technologies  
Pennsauken, NJ

Ron Overton  
Past Chairman of the Board  
Overton Industries  
Mooresville, Ind.

### Operations & Editorial

Dave Tilstone  
President

Emily Lipovan  
Managing Editor

National Tooling &  
Machining Association  
6363 Oak Tree Blvd.  
Independence, OH 44131  
1-800-248-6862  
[www.ntma.org](http://www.ntma.org)

#### Advertising Inquiries

For advertising information on the Record, or for information on publishing your corporate newsletter or sales literature, contact MSI at 216-901-8800, ext. 2108 or [elipovan@msi-groups.com](mailto:elipovan@msi-groups.com)

© Copyright 2011 NTMA



beyond™

Beyond Blast™ technology uses low-pressure conditions to offer high-pressure performance

Through-channel coolant, delivered at the cutting edge, results in twice the tool life of standard inserts

Delivers superior performance on Titanium and high-temperature alloys, using either high- or low-pressure coolant systems

Effective thermal management results in reduced cutting temperatures, improved lubricity, superior chip control, and longer tool life

More than just the right tool — the ultimate solution.



That's Beyond Blast™. That's **Different Thinking.**

At Kennametal, innovation follows vision. Our revolutionary products are inspired by asking “what if?” The solutions that follow — like our Beyond Blast™ through-coolant inserts — deliver remarkable results in the world's most demanding machining environments.

A cutting-edge insert that delivers coolant precisely at the cutting edge. Now that's Different Thinking. That's Kennametal.

To learn more about your productivity gains using Beyond Blast™ technology, call 800.446.7738 or visit [www.kennametal.com](http://www.kennametal.com).





## Early Victories Inside the Beltway and an Opportunity to Look Your Elected Representative in the Eye

NTMA/PMA One Voice scored an early victory when, following pressure from One Voice and other manufacturing groups, the Occupational Safety and Health Administration (OSHA) on January 19 withdrew a proposed change in the interpretation of its noise standard that would have imposed billions of dollars in costs on U.S. manufacturers. One Voice members contacted Members of Congress and the Obama Administration strongly opposing the rule. OSHA's actions show how manufacturers, when they are unified and active, can make a difference in Washington.

In the words of NTMA President Dave Tilstone (issued in a media statement following OSHA's withdrawal of the rule), "regulations hit small businesses much harder than large corporations, which have the resources to reduce the burden on their productivity. Many of the guidance opinions issued by federal agencies are overly broad, encompassing production activity not even a focus of the regulation. The slightest 'interpretation' change can halt the production of a manufacturer and cost the employer thousands of dollars per day."

Another victory is at hand for One Voice. By the time this issue goes to print, Congress may have repealed the 1099 reporting rule included in that health care reform law, which would require businesses to file tax forms (beginning in 2012) for every vendor that sells them more than \$600 in goods, property or services. One Voice is actively opposing this burdensome aspect of the health care law. The Sen-

ate overwhelmingly voted to repeal the measure and we are working with the House to finalize its repeal as soon as possible. One Voice is also working with Members of Congress to identify the most egregious provisions of the law for repeal or modification, as well as deter-



mining what approaches, such as tax credits, help small businesses provide health care.

Efforts to stop currency manipulation by China were restarted in Congress recently with the introduction of the Currency Reform for Fair Trade Act of 2011. The legislation, based on a bill passed by the House of Representatives last year, aims to help U.S. businesses and workers by providing the government with new tools to deal with illegally manipulated foreign currencies. PMA and NTMA applauded the bill's introduction and called on Congress and the Administration to take action against countries like China that illegally manipulate their currencies. One Voice will keep pressing this issue until we see more results.

Politicians in Washington need to hear from manufacturers if they are going to support our industry. If you have not done so yet, we strongly urge you to register for the One Voice Legislative Conferences in Washington, D.C. on April 5-6, 2011. This is your

chance to look your elected representatives in the eye and ask them to support pro-manufacturing positions on our most important issues.

The April 5-6 events kick off with lunch and a presentation from Elizabeth Williamson, a veteran reporter with *The Wall Street Journal*, who will provide an overview of the political climate in Washington, including her observations on the Obama administration's relationship with the business community, and the debate over regulations and trade. Several members of Congress are also expected to speak at the conference, including those who are working to eliminate onerous regulations facing small businesses. The following day, NTMA and PMA members head to Capitol Hill for a full day of meetings with members of Congress and their staffs to rally support for policies that strengthen manufacturing in America. More information can be found at [www.metalworkingadvocate.org](http://www.metalworkingadvocate.org).

As a reminder, members can give unlimited corporate or individual contributions to the NTMA Government Affairs Administrative Fund which supports the work done on behalf of NTMA by lobbyists at The Franklin Partnership and public affairs practitioners at Bracewell & Giuliani LLP. Additionally, NTMA members can make limited personal donations to the Committee for a Sound Economy (CFASE) PAC which supports pro-manufacturing Congressional candidates. NTMA's strongest advocates are its members which we need to answer the call to action and participate in advocacy.

**NTMA**

## San Francisco Bay Area Chapter Organization

Several members in the San Francisco region of Northern California had made inquiries during the past five years asking when they might expect to see a new NTMA chapter in their area. The previous organization had fallen upon hard times earlier in the decade and had completely disbanded, leaving a training and networking void for those remaining members still looking to NTMA for assistance.

A strategic growth proposal was submitted to the Executive Team outlining how a proposed new chapter could be structured and organized in order to provide the framework for quick develop-

ment and growth. In early November the proposal was approved to move forward and develop an initial Board of Directors, as well as assemble a team of highly regarded local associates motivated to spread the word to as many of the area's Precision Custom Manufacturer's as possible that a new NTMA organization was in the early stages of being developed.

The results of these efforts culminated in the initial San Francisco Organizational Meeting held on January 20th, 2011 at partner Selway Machine Tool Company in Union City and were impressive: 53 Regular Members, past

members, prospects and educational partners were in attendance to hear plans for the new chapter, get to know the new Board Members & Officers, and understand how the new training model for apprenticeship and machinists and apprentices is being developed.

Utilizing a substantial training grant provided to the California Tooling & Machining Apprenticeship Association (CTMAA), Dan Sunia, its President, overviewed their upcoming strategic vision on how apprenticeship programs will be developed and supported by industry in the future. He also introduced his Machining Technology associates from Laney and DeAnza Colleges, who in turn familiarized those present

*(continued on page 8)*

[www.bigkaiser.com](http://www.bigkaiser.com)

Boring Tools • Tool Holders • Cutting Tools • Presetting • Workholding • Accessories

### Misconception #28

#### ALL HYDRAULIC CHUCKS OFFER THE SAME PRECISION AND REPEATABILITY

**The Truth Is:** Not all hydraulic chucks are created equal. In fact, depending on which hydraulic chuck you use, your runout could vary by several microns or worse, and repeatability can be compromised. The result? Inconsistent and inaccurate cuts, poor surface finish and reduced tool life. Our hydraulic chucks achieve runout of less than 3 microns at 4xD and stable clamping repeatability of less than 1.5 microns - guaranteed.

**Available immediately from stock** in inch sizes from 1/4 to 1 1/4 inches inclusive (1/4, 3/8, 1/2, 5/8, 3/4, 1, and 1 1/4 inches) or metric sizes from 6mm to 32mm inclusive (6, 8, 12, 14, 16, 18, 20, 25, 32mm).



Learn about more common misconceptions and productivity solutions at [www.bigkaiser.com/truth](http://www.bigkaiser.com/truth) or call 888-866-5776.

**We'll improve your most demanding applications or we'll take back our products - Guaranteed.**



**BIG KAISER®**  
PRECISION TOOLING INC.

A PROUD NATIONAL  
SPONSOR OF NTMA

(continued from page 7)

with their programs, number of students currently enrolled and immediate growth plans.

The keynote speaker for this event was new NTMA President Dave Tilstone, who provided the attendees with a highly comprehensive and thorough overview of our current programs, benefits and services available...several of which were new to even long time Bay Area members! You could see the excitement building during the meeting as members and prospects alike began to realize the value which had not been present for several years in the area.

Monthly Membership Meetings are presently scheduled to begin in February and continue throughout 2011, with programs ranging from government advocacy to Lean Manufacturing, and from doing business with the U.S. Government to new software products now available which increase metal removal rates. From comments made both during and after the meeting, it's anticipated that rapid growth for the new San Francisco Bay Area Chapter/NTMA will soon become a reality, bringing this important, and highly regarded, U.S. manufacturing western region back into the NTMA family organization.

NTMA

## NCDMM Adds New Senior Program Manager to Team

The National Center for Defense Manufacturing and Machining (NCDMM) is pleased to announce that Randy Gilmore has joined the NCDMM team as a Senior Program Manager, effective February 1, 2011.

"We are very excited to have Randy join the NCDMM Team," commented Gary Fleegle, NCDMM's Vice President and COO. "Randy's extensive background in nontraditional machining and government program management will significantly help the Center fulfill its mission."

As Senior Program Manager, Randy will be responsible for providing program management oversight for customer project initiatives. In addition he will promote the NCDMM mission with external stakeholders while identifying new business opportunities in associated program areas.

Prior to joining the NCDMM, Mr. Gilmore was Corporate Director of Technology at The Ex One Company. He most recently managed several programs including: a NAVAIR pro-



### Metal Finishing

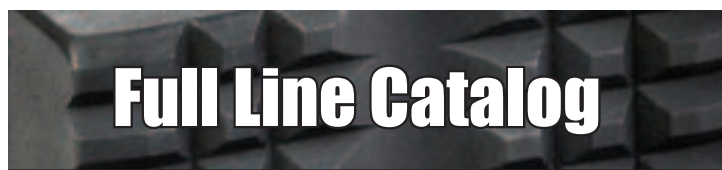
- Plating
- Anodizing
- Electropolish
- Conversion Coatings
- Vacuum Impregnation
- Dry Film Lubrication
- Black Coatings



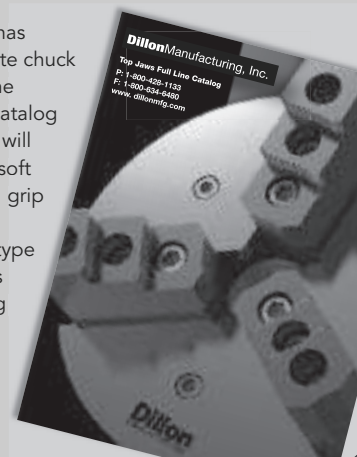
- Aerospace
- Defense
- Medical
- Mass Transit
- Electronics
- Precision Machine



www.anoplate.com • sales@anoplate.com • 315.471.6143



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



ISO 9000 Certified QMS

**Dillon Manufacturing, Inc.**

2115 Progress Drive | Springfield, Ohio 45505 | www.dillonmfg.com  
Phone: 1-800-428-1133 | Fax: 1-800-634-6480 | Email: sales4@dillonmfg.com





in military applications; another Army development program for light-weight structural metal castings and powder metal parts; and a Navy program to develop and implement Rapid Casting Technologies at Keyport Naval Undersea Warfare Center. The casting process utilized digital manufacture of sand molds and cores to produce castings representative of typical, low quantity DOD metal castings required during legacy defense systems refurbishment and repair.

Mr. Gilmore was educated at the University of North Carolina where he majored in Mathematics and Computer Science. He holds several patents and has numerous publications in his fields of expertise. He also has been an invited speaker at national and international symposiums on finishing and non-

gram to develop laser marking technologies for aerospace turbine engine ceramic matrix composite components; an Army Research Laboratory development program for short pulse laser systems

traditional machining and serves as an advisor to the National Science Foundation.

The National Center for Defense Manufacturing and Machining (NCDMM) delivers optimized manufacturing solutions that enhance the quality, affordability, maintainability, and rapid deployment of existing and yet-to-be developed defense systems. The Center collaborates with government, industrial, and academic organizations to promote the implementation of best practices to key stakeholders through the development and delivery of disciplined training, advanced technologies, and methodologies. For additional information, visit the NCDMM at <http://www.ncdmm.org>. **NTMA**

### NTMA Customer Value Proposition

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

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

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

**IP INDUSTRIAL PRESS**  
PUBLISHERS OF MACHINERY'S HANDBOOK  
**Essential Training Guides**

**INTERPRETATION OF GEOMETRIC DIMENSIONING AND TOLERANCING, 3RD EDITION**  
BASED ON ASME Y14.5-2009

Puncochar and Evans  
192 pages, Illustrated  
ISBN 3421-1, \$34.95

---

**LEARNING MASTERCAM X5 MILL 2D STEP BY STEP**  
Valentino & Goldenberg  
900 pages, X5 Demo Incl.  
Illustrated, ISBN 3423-5  
\$74.95

---

**CNC CONTROL SETUP FOR MILLING AND TURNING**  
MASTERING CNC CONTROL SYSTEMS  
Peter Smid  
312 pages, Illustrated  
ISBN 3350-4, \$59.95

VISIT US ONLINE AT [WWW.INDUSTRIALPRESS.COM](http://WWW.INDUSTRIALPRESS.COM)  
TO ORDER AND FOR A COMPLETE LIST OF TITLES.

**INDUSTRIAL PRESS INC.**  
989 Avenue of the Americas, New York, NY 10018  
Phone: 212.889.6330 Fax: 212.545.8327  
Toll-Free in U.S.: 888.528.7852  
Email: [info@industrialpress.com](mailto:info@industrialpress.com)

# Need Speed?

## Go with ceramic ball bearings!

Light weight in nature with superior Rockwell hardness, ceramic balls allow for higher speeds without sacrificing load carrying capacity. Alpine Bearing stocks ceramic bearings from as small as a 5mm bore up to 240mm, in light and medium preloads. These are available in ABEC 7, 7/9, and 9 precisions.

Cut faster, increase productivity, improve your bottom line.

East coast: 800.235.1354  
West coast: 800.160.9274  
[sales@alpinebearing.com](mailto:sales@alpinebearing.com)  
[alpinebearing.com](http://alpinebearing.com)

## 'Reshoring' Group Aims to Bring Manufacturing to Illinois

In his Jan 25, 2011 State of the Union address, President Obama focused on the need to create jobs, especially manufacturing and technical jobs, and the challenge of doing so in an increasingly competitive world. The Illinois Reshoring Initiative today announces its program to apply the principles of the national Reshoring Initiative to revitalize Illinois manufacturing by reshoring: bringing back many of the most desirable jobs that have been lost to decades of offshoring. Following an Illinois success, the program will be replicated in other states.

The Illinois Reshoring Initiative is an industry-led program intended to bring orders and jobs back to Illinois manufacturing companies. The Initiative will achieve this goal by helping manufacturers recognize that local production actually reduces their TCO (Total Cost of Ownership) of purchased parts and tooling,

improves their balance sheet and makes

product innovation more effective.

The Initiative is a five-step program that helps large manufacturers and their local suppliers recognize the total P&L impact of offshoring and the benefits that both will obtain from reshoring. The program also trains the suppliers how to more fully meet the expressed needs of their local customers and then brings the large companies and the local suppliers together to bring orders back. Finally, the actual work brought back will be measured.

The program launches with a March 16 conference "Rethinking the Total Cost of Offshoring." This program features keynote speakers, Peter M. Perez, Deputy Assistant Secretary for Manufacturing, U.S. Department of Commerce's International Trade Administration and Mr. Harry Moser, Founder of the national Reshoring Initiative and former President of AgieCharmilles, a Lincolnshire, IL based leading machine tool supplier.

Mr. Perez will discuss the Obama Administration's commitment to strengthening the U.S. economy and creating jobs by encouraging local manufacturers to innovate and to rethink their offshoring/reshoring strategies.



## PlanoMachine.com

AS9100 / API-Q1 / ISO 9001:2008

### PRECISION CNC MACHINING

*World Class Manufacturing since 1967*

55 man shop with 1,050 years of machining experience

**Let us quote your next project**

See complete capabilities at [www.planomachine.com](http://www.planomachine.com)

Email: [joe@planomachine.com](mailto:joe@planomachine.com)



**Plano Machine & Instrument, Inc.**  
2720 S. I-35, Gainesville, Texas 76240  
(60 miles north of Dallas at exit 494)

Phone: 940-665-2814

Fax: 940-665-5130

## Working the NTMA booth at the Dallas DMG/Mori Seiki Holiday Open House



(L-R) Todd Ellard, Manda Machine Co., Inc., NTMA Chapter President; Jeff Spencer, Clay Precision, LTD, NTMA Chapter Vice President; Baron Smith, R.W. Smith Co. Inc., NTMA Chapter Treasurer. National Tooling and Machining Association, North Texas Chapter.

Mr. Moser will unveil his proprietary software called the TCO (Total Cost of Ownership) Estimator. This software helps U.S. manufacturers compare the actual Total Cost of Ownership of local and offshore sources. Mr. Moser mentioned "In the past, manufacturing conferences have presented good ideas but offered few tools and no follow-up. The Illinois Reshoring Initiative's year-long program provides the TCO Estimator free to attendees and has 5 integrated steps that will assure that the good ideas are implemented and the results measured."

So far, 18 leading local and national manufacturing associations and economic development agencies are supporting the Illinois Initiative. We urge all Illinois manufacturers, especially those who now offshore or are considering offshoring, to attend the March 16 launch.

The Illinois Reshoring Initiative Conference will be held 7:45 a.m. to 11 a.m.,

March 16, at Wojcik Center, Harper College, 1200 W. Algonquin Road Palatine, IL 60067. Seating is limited. To register for the conference go to <http://illinoisreshore.eventbrite.com>. For more information on the national Reshoring Initiative please visit [www.reshorennow.org](http://www.reshorennow.org). **NTMA**

Founded in early 2010, the Reshoring Initiative promotes reshoring on a national basis. The company has developed a Total Cost of Ownership (TCO) Estimator. This software is free and was designed to help OEMs and manufacturers compare the TRUE Total Cost of Ownership.

## Helping manufacturers produce results.

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

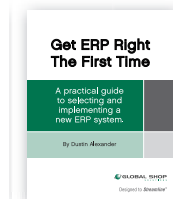
*"The busier we got, the more we needed a powerful ERP system up and running. Out here, there's no time for down time."*

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



"That's why we went with Global Shop Solutions. They were in, they were out, and we were seeing major new efficiencies—right from the start. What a tremendous difference their ERP system, and their people, made in accelerating our workflow, lowering overall costs, and setting the stage for unconstrained growth. Very powerful. Only regret is that we didn't go with them years ago."

For a **FREE** copy of "Get ERP Right The First Time™" call 1-800-364-5958 or visit [www.GlobalShopSolutions.com](http://www.GlobalShopSolutions.com).



Designed to **Streamline™**

**GLOBAL SHOP**  
SOLUTIONS  
©2011, Global Shop Solutions, Inc.



*Serving the needs of  
manufacturing  
companies for over  
60 years.*

**Has moved to:**  
**6363 Oak Tree Blvd.**  
**Independence, OH 44131**  
**Ph: 1-800-248-6862**  
**Fax: 216-901-9190**  
**Visit the NTMA**  
**Web site at**  
**[www.ntma.org](http://www.ntma.org)**



## OIL MIST & SMOKE IN YOUR SHOP?

[www.mistcollectors.com](http://www.mistcollectors.com)  
Tel: 1-800-645-4174



## National Robotics League is on the Move

NTMA's National Robotics League is on a fast track to be the premier organization to drive students to our industry by creating an interactive, fun, and challenging program that interlaces student education with real manufacturing experience. This program has the flexibility and the support to educate and inspire Parents, Students, and Educators to the opportunity that exists within the world of precision manufacturing.

By aligning manufacturing companies and schools with the program, the NRL plays an instrumental role in changing the negative perceptions that manufacturing has been made to endure for years

and provides opportunities for students to advance their skills and talents with an ends to a career in manufacturing.

A demonstration of this program and more information regarding how to become involved will be made available during the NTMA Annual Convention in Chandler Arizona on March 4.

The 2011 National Robotics Competition will be held in Indianapolis, Indiana May 20-22 and will be in cooperation with the Indiana Chapter of the NTMA and IVY Tech Community College. Here we expect over 100 teams to battle it out for their spot as National Champions: what a great opportunity to



scout for your next generation of skilled workers.

The National Robotics League is a trademarked program of the National Tooling & Machining Association; a 501(c)6 organization whose goal is to help precision manufacturing companies achieve business success.

For more information on the National Robotics League visit [www.GoNRL.org](http://www.GoNRL.org).

For more information on the National Tooling & Machining Association visit [www.ntma.org](http://www.ntma.org). **NTMA**

## NIMS-Endorsed Precision Machining Technology Textbook Arrives!

The highly anticipated, NIMS-endorsed Precision Machining Technology Textbook from Delmar Cengage has officially arrived and is on the market for secondary and post-secondary/adult metal-working training programs alike.

Beginning with the first section, "Introduction to Machining," the textbook builds its foundation on essential workplace skills and safety, then takes the reader through manual skills, before closing with more advanced CNC and Computer-Aided Design (CAD) and Computer-Aided Machining (CAM) skills.



The textbook, which is a first of its kind, covers all eleven skills areas of NIMS Machining Level I and includes NIMS Standards and Credentials to supplement manual and Computer Numerical Controlled (CNC) skills.

Those skill areas include: Measurement, Materials & Safety; Grinding Skills; Job Planning, Benchwork & Layout; CNC Milling Operator; Turning Skills: Turning Between Centers; CNC Turning Operator; Turning Skills: Chucking; CNC Milling: Programming & Setup Operations; Manual Milling Skills; CNC Turning: Programming &

Setup Operations and Drill Press Skills.

Special thanks to the four authors, all of whom have worked with and supported NIMS for years, for their outstanding contribution to the publication of this book and to the betterment of precision machining training in the United States: Peter J. Hoffman, Berks Career & Technology Center - West Campus (Leesport, PA), Eric S. Hopewell, Berks Career & Technology Center - West Campus (Leesport, PA), Brian Janes, Bowling Green Technical College (Bowling Green, KY), Kent M. Sharp, Jr., Radford High School (Radford, VA) & New River Community College (Dublin, VA).

For more information on the book, to request a desk copy, or to purchase one or more copies of this valuable learning tool, please visit the Delmar Cengage website, <http://www.cengage.com>. **NTMA**

## Meet Your Team Leaders! – National Robotics League (NRL) Team

We'd like everyone to know who the people are taking leadership roles within the organization. The people that step forward and volunteer time and energy to set goals and help your association do better for all.

This month we'd like all of the NTMA to meet the National Robotics League (NRL) team leader, Shannon Sweatman from member Southern Manufacturing Technologies of the Florida West Coast Chapter.

Shannon comes from a manufacturing family. Her dad, Roy, worked for companies in the Cleveland area for years and in 1983 bought a 5 person shop in Florida. At the time they had no CNC equipment but now employ almost 100 and have about 21 CNC machines with some of the most advanced equipment in the industry.

Shannon started working for the company part-time during high school doing data entry. Her full time job started as Systems Administrator when she got her degree in 2002.

The company's market is custom precision machining mostly in aerospace, aircraft and defense markets. The parts would fit in to a 12" cube, with many being on the smaller side. Shannon sees the company's future bright as long as they continue to creatively use emerging technologies and automation. They also must find and help to create a talented workforce for the future. It is one of the reasons she took on the NRL role. Many staff from SMT work hard in the local area working with training programs and pushing the entire industry to keep going in this arena.

The goal of the NRL is to bring to the attention of young people that there are careers in U.S. manufacturing. The NRL sets up teams of young people with mentoring manufacturing companies and educational institutions such as community colleges, high schools, technical centers and others. Young people learn needed skills such

*(continued on page 15)*



Shannon Sweatman



**September 7-8, 2011**

**Intercontinental Chicago  
O'Hare Airport Hotel**

5300 N. River Rd., Rosemont, IL 60018

**September 7 – Half-day value  
added Sales Session and  
Networking Reception**

**September 8 – Full-day Purchasing Fair**

### Face-to-Face, Business-to-Business, Cost-Effective Sales Networking

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

### Who Should Attend:

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

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

***There are two ways to get new business:  
Wait for it...or go out and get it!***



**For more information contact:**

**NTMA, [www.ntma.org](http://www.ntma.org) or call 800-248-6862**

**PMA, [www.pma.org](http://www.pma.org) or call 216-901-8800**



## Save the Date!

### NTMA/PMA One Voice Legislative Conference

**April 5-6, 2011**



***With the arrival in Washington of a new Congress, we have an opportunity to achieve legislative successes this year that will directly impact your business. Political analysts believe this Congress will be more business-friendly, but no Member of Congress is going to take on our issues unless they hear from us. This is why your participation in the upcoming One Voice Legislative Conference is so important!***

The conference will feature Washington experts and insiders who will shine a light on the new political landscape and the key issues that impact the metalworking industry. There will also be a networking reception and a full day of visiting Congress—your opportunity to discuss the issues that matter most to you and your company directly with those who hold power in Washington.

**Visit  
[www.metalworkingadvocate.org](http://www.metalworkingadvocate.org)  
for complete conference details  
and registration information.**

(continued from page 15)

as team building and problem solving.

Shannon became very active in the national efforts after her first national meeting in 2007. She said, “You get out of it what you put in! The more active I am, the more people I talk to then the more I learn.” She has developed relationships with members across the country, also becoming involved with one of the Plant Managers Networking Groups that gave her a chance to visit other shops across the country. She’s met others that are or have gone through generational transitions and she has been able to learn about new technologies that they’ve implemented back in Florida. Shannon served two years as the President of the Florida West Coast Chapter as well.

Shannon doesn’t work all the time. She’s an avid racing fan, mostly IRL (open wheel) and loves cooking. One of her favorite things to do is to be with her horse, Cheerful Slew.

We want to thank Shannon for all her time and effort and ask everyone to check out the NRL website ([www.gonrl.org](http://www.gonrl.org)) and see how she and others are working to bring a better trained workforce for all U.S. manufacturing. It’s people like Shannon that are the future of manufacturing!

**NTMA**

## Calendar of Events

### NTMA/PMA Legislative Conference

Washington, D.C.  
April 5-6, 2011

### NTMA-PMA Contract Manufacturing Purchasing Fair

InterContinental Chicago O’Hare  
September 7-8, 2011

### NTMA 2011 Fall Conference

The Broadmoor  
Colorado Springs, Colo.  
October 13-16, 2011

**[www.NTMA.org](http://www.NTMA.org)**



# Investing in



**Dear NTMA Member,**

On behalf of the National Tooling and Machining Association (NTMA), we want to first sincerely thank everyone that supported the association throughout the years. Second, we would like to ask for your support again this year for our Government Affairs Administrative Fund (GAAF) and our Educational Foundation (NTMF).

As you are aware, your Association works diligently on your behalf to support issues vital to our industry: Political Advocacy and Workforce Development. Contributions from members like you make it possible to continue to advance these issues and develop strategies to further our mission and vision.

Please use the form below to make a contribution to one or both of these strategic areas of focus. A small contribution from each of our members will go a long way to supporting our efforts and provide the resources necessary to continue our resurgence of manufacturing.

- ☐ **NTMA'S GOVERNMENT AFFAIRS ADMINISTRATIVE FUND (GAAF)** allows the association to undertake initiatives aimed at educating elected officials on tooling and machining and the industry's priority issues. It also permits us to support a variety of activities to inform and mobilize our members, as well as to protect and promote the industry with key lawmakers. Corporate OR personal funds can be donated to GAAF. Important Information for Contributors: Donations to the GAAF are not deductible as a charitable contribution, but may be deductible as an ordinary and necessary business expense.
- ☐ **NATIONAL TOOLING AND MACHINING FOUNDATION (NTMF)** NTMF directly supports our precision custom manufacturing industry through training and education. This will allow those who are interested, to receive proper, high-skill and standardized training, which is great for all concerned. Important Information for Contributors: Your gift is tax deductible to the fullest extent allowed by law.

Name \_\_\_\_\_ Company \_\_\_\_\_

Address \_\_\_\_\_ City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_ E-mail \_\_\_\_\_

**Contribution Amount:** ☐ \$25 ☐ \$50 ☐ \$100 ☐ \$250 ☐ \$500 ☐ \$1000 ☐ Other \$ \_\_\_\_\_

**Payment Method:** ☐ Check Enclosed (Payable to GAAF and/or NTMF)

☐ Master Card ☐ VISA ☐ American Express

Account # \_\_\_\_\_ Exp. Date \_\_\_\_\_

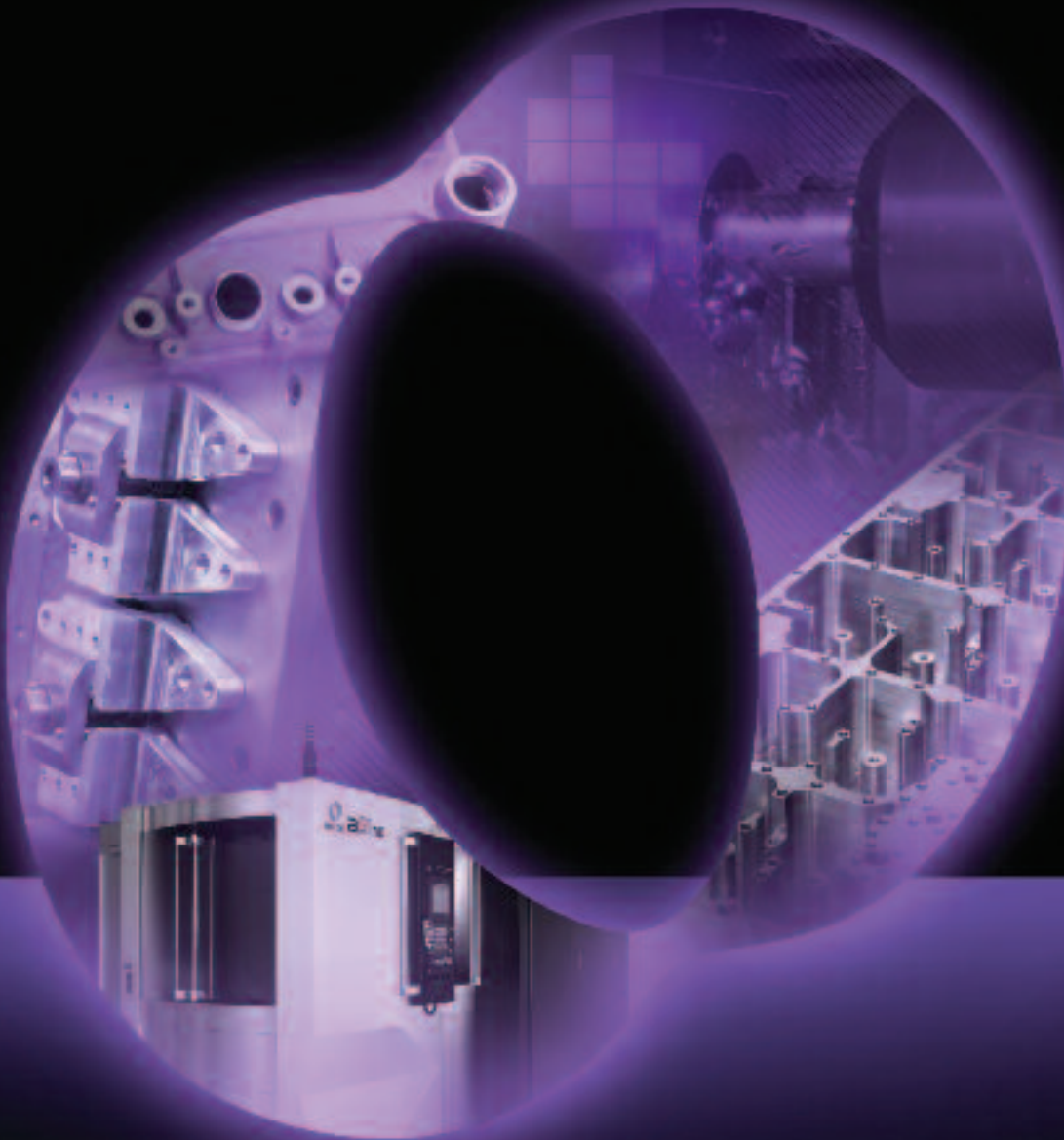
Name on Card \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_

**Please send a separate payment and form for each, if contributing to both strategic areas of focus.  
Mail or fax your contribution to: NTMA, 6363 Oak Tree Blvd, Independence, OH 44131/ Fax 216-901-9190**

# Makino

## Next-Generation a51nx



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

It expands the cutting envelope by 14%, boosts spindle torque 19%, and improves rigidity for higher metal-removal rates and reduced vibration. Its 1G linear axis acceleration and one-second 90-degree table indexing significantly reduce non-cut time. The reliability of the a51nx expands on the industry-leading performance of Makino's 1-Series. Most of all, the a51nx enables you to expand your ability to make lower-cost parts faster. See how at [makino.com/a51nx](http://makino.com/a51nx).

