

# THE RECORD

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# NTMA-U, ON-LINE OUTPACES TRADITIONAL TRAINING

What does NTMA-U do differently from the traditional brick and mortar programs —p6

### SKILLED LABOR WORKFORCE CONFERENCE TO GATHER INTERNATIONAL AND REGIONAL BUSINESS LEADERS

The European-American Chamber of Commerce (EACC) will host its annual conference. —p10

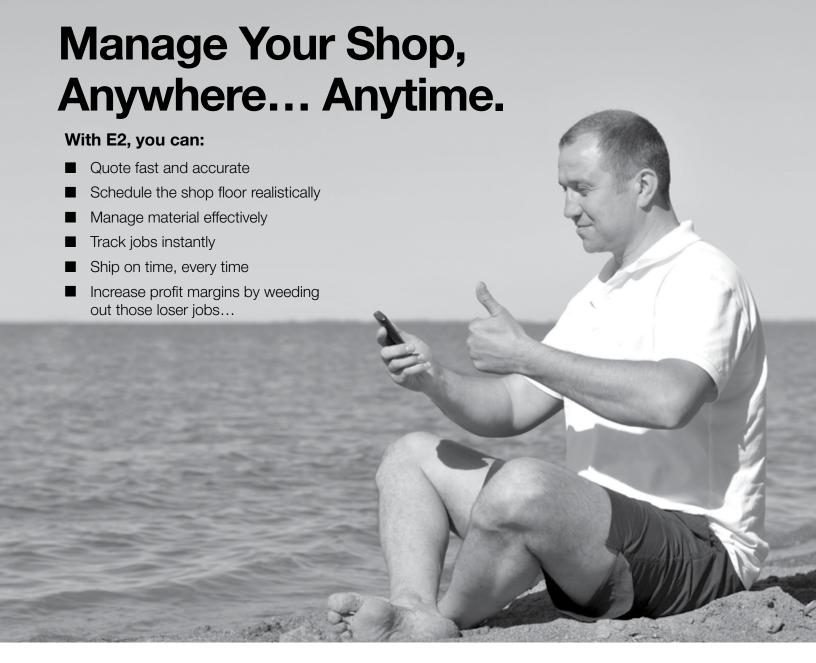
### MEMBER ROY SWEATMAN APPOINTED TO U.S. COMMERCE DEPARTMENT MANUFACTURING COUNCIL

Roy Sweatman, President of Southern Manufacturing Technologies (SMT) in Tampa, FL, was appointed today. —p16

# SECO ANNOUNCES SECOND QUARTER METAL CUTTING TRAINING SCHEDULE

Advancements in technology continuously redefine the manufacturing industry. —p15







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# The Authority on Shop Floor Control.





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# APRIL SHOWERS BRING...A MAY VISIT TO WASHINGTON BY ONE VOICE MEMBERS

The OneVoice team worked in April to organize the One Voice Legislative Conference in Washington, DC on May 8-9. This important event provided an opportunity for NTMA members, as well as members of the Precision Metalforming Association, to meet face to face with Members of Congress and their staffs to provide first-hand accounts of



how issues like tax policy, energy regulations and health care reform directly impact their business. More on the Legislative Conference will be included in next month's column.

NTMA members didn't wait for the Legislative Conference to actively involve themselves in efforts to shape manufacturing policy. NTMA was proud to congratulate long-time member and former NTMA Chairman Roy Sweatman for being named to the U.S. Commerce's Department Manufacturing Council. The Council provides advice to U.S. Commerce Secretary John Bryson on issues related to manufacturing sector competitiveness, as well as government policies and programs that affect the industry. Roy's presence on the Council will help ensure that small and medium-sized manufacturers have a voice in the design of national manufacturing policies.

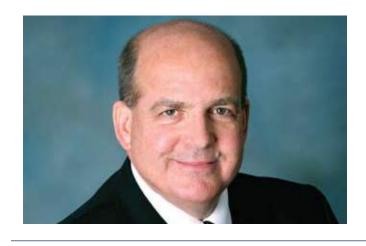
Also, NTMA members were mentioned prominently in the news media on workforce development issues. For example, NTMA members Tell Tool, O-D Tool & Cutter, The Custom Group and Boston Centerless were featured in the Boston Globe in a story on the shortage of skilled manufacturing workers.

There was good news on One Voice's efforts to fight several actions by the National Labor Relations Board (NLRB). In April, the Federal District Court for South Carolina ruled that the NLRB does not have the authority to require employers to post a notice informing employees of their rights to join unions. This is a major victory and adds another layer to this ongoing fight. In addition, the Federal Court for the District of Columbia ruled on another One Voice-supported case filed through the Coalition for a Democratic Workplace (CDW). The court said the NLRB could require employers to put up the poster but not posting it in of itself would not constitute an enforceable unfair labor practice. One Voice is also continuing to work with Congressional allies to block the NLRB ambush election rule by invoking the Congressional Review Act (CRA).

Manufacturers can make a difference in Washington, but only if they participate in the process. NTMA members can give unlimited corporate or individual contributions to the NTMA Government Affairs Administrative Fund which supports the work done by The Franklin Partnership and 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.

NTMA





## **CHAIRMAN'S CORNER**

ROGER ATKINS / NTMA CHAIRMAN OF THE BOARD

WOW, what an energizing start to being Chairman of a resurging industry group! Since the first of the year I have traveled from my Houston-area home base to Los Angeles, Cleveland, Orlando (twice), South Bend, and Tampa visiting chapters and member companies. The resounding message is "business is improving." The other encouraging news is that the improving business conditions seem to be over a wide range of different industries our members serve. Unfortunately another resounding message is the need for "skilled labor" - widely I hear that recruiting knowledgeable talent to fulfill our growth opportunities is in short supply.

It is encouraging to see and hear of the collaboration that is taking place between our NTMA Chapters and their local governments, colleges, high schools, and industry partners working together to meet these ongoing challenges to our industry and consequently to our nation. As I have shared numerous times, we are stronger as an industry united than we are as individuals. I believe that we can no longer go this marketplace alone and that we can raise our fortunes as a world competitor if we join together and work on the numerous challenges facing our industry - together.

As an association and as individual companies, we cannot take our eye off the ball during good business conditions. Our global competition is fierce. It is during these times we need to unite and strengthen our association and

companies so we create growth throughout economic cycles ahead for our companies.

If you missed the MFG Meeting 2012 in Orlando, let me report to you that this meeting was the true culmination of an industry coming together as one; with common purposes of promoting, uniting, and strengthening our industry through support from and to each interest represented there. From the Machine Tool Builders (AMT), to the Machine Tool Distributors (AMTDA), the Machine Tool users/manufacturers (NTMA & PMA) this joint meeting of 750 attendees helped highlight U.S. Manufacturing and its resurgence as the backbone of the U.S. economy. The combined energy could be felt throughout the conference from the general assembly speakers to the more specific breakout sessions and the lively interaction at every networking gathering.

One of the highlights of the conference was the announcement of AMT and AMTDA joining together as one association as the new AMT. It was a bold move, both organizations showing resolve together that joining forces would bring greater competitiveness to members and to our industry. Have we as an industry arrived? No, but if we will continue on this path and continue to work together as associations, then as one voice, we will be a leading force that helps lead our industry back to prominence, pride and leadership in our economy.

We NTMA have a lot to do to

fulfill our role in this effort. As previously stated, we are seeing our member companies' businesses improving. I believe that we must capitalize on this improving trend and invest for the future, now. My theme for this year; "Transforming for Competitiveness," means transforming at every level; our association, our chapters and our member companies. As an association we must grow our membership and improve our association's services to our members. Our Chapters must be the communication and execution link of these services and opportunities to our member companies. For our member companies; of which I am one, we must communicate our association's value deeper into our companies through our people to assure that we are leveraging the strength of combined association services available to our companies.

We are fortunate to have tremendous industry partners willing to play their role in assuring we are competitive in the market place. Our partners are seeing the same transformation happen within their companies as it is no longer just about the sale, but winning today is about working together with you/us the customer to help us be more competitive so that we remain a viable customer to them as they too have watched their customer base decline.

When speaking of industry partners, one needs to look no further for an example than NTMA's relationship with Grainger. Grainger is an indus-

industry and over the years has partnered with NTMA to not only give our members and their employees discounts, but to also give NTMA a rebate based on the combined business to move our agenda forward. In 2011, NTMA and our association partners did a combined \$23M in business with Grainger at an average of 19% savings that resulted in a rebate to NTMA of \$685,000. For the first time ever, NTMA was able give every NTMA Chapter a rebate check based on each Chapter member's usage total. On the national level these rebate monies are put back into NTMA to help grow and fund programming for our members, examples such as NTMA-U, our on-line training curriculum, as well as our exciting National Robotics League, which is attracting young people's interest into manufacturing. This is the fuel of change. Directing your company's industrial purchases to Grainger has multi-faceted results of discounts to your company, rebate to your chapter, and rebate to your association to support other such services. I encourage you to have those in your organization responsible for procurement to make themselves aware of the money saving partnerships your NTMA membership provides. You can find these on the NTMA website.

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I am pleased to announce that this year we will be providing a new webinar series focused on helping you "transform" your

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# THE RECORD

### **OPERATIONS & EDITORIAL**

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businesses. There will be four specific areas that these webinars will individually focus upon; Finance, Growth, Technology, and People. I encourage you to watch for the promotions of these upcoming webinars and to make sure to connect the right people in your company to these industry specific topics. NTMA is focused on partnering with industry specific partners that can help us improve our businesses and strengthen our industry.

To each of you my fellow NTMA friends and colleagues, I can confidently tell you that NTMA is prepared to be the industry leading association in the metal working industry. We must not focus on the past but rather prepare for the future. We must speak with one voice to our political leaders, unite together in train-

ing today's workers and educating and training the next generation of workers, and embrace the technology of tomorrow. It is time to "Transform for Competitiveness" which is my personal commitment to you. I ask each of you to join me in this quest; our association and our industry needs YOU!!!





# NTMA-U, ON-LINE OUTPACES TRADITIONAL TRAINING

What does NTMA-U do differently from the traditional brick and mortar programs when it comes to teaching apprentices to national certification standards? These secrets are not really secrets at all, but a way to "THINK OUTSIDE OF THE BOX" when it comes to improving your workforce knowledge base.

Two years ago the National Science Foundation (NSF) was asked to explore the advantages on On-Line Education. NSF found the following: "It's not the school that makes the difference, it's the way the course is taught. On the average, students in online learning conditions performed better than those receiving face-to-face instruction."

The report examined the comparative research on online versus traditional classroom teaching from 1996 to 2010. The comparative studies were held in colleges and adult continuing-education programs of various kinds, from medical training to the military.

Over the span of this study, the report found that on the average, students doing some or all of the course online would rank higher in tested performance, compared with the average classroom student scoring on an average of 9% lower. "The study's major significance lies in demonstrating that online learning today is not just better than nothing – it actually tends to be better than conventional instruction."

NTMA-U online education is not just an electronic version of the old-line correspondence courses. NTMA-U changes that concept with Web-based video, instant messaging, SKYPE, and collaboration

tools. Think about this: how do most of your employees get information on a day-to-day basis? Now ask yourself how do they communicate? When streaming news, instant messaging, Facebook, E-mail are a standard replacement for Newspapers, the phone, and the U.S. Mail, why would an employee find a slow or average paced traditional classroom a good learning environment?

NTMA-U is providing learning experiences that are more tailored to individual students than what is possible in classrooms. That enables more, "learning by doing, and learning at the individuals rate of ability," which many students find more engaging and useful.

NTMA-U is increasing among our NTMA membership because of the use of social networking technology. More and more of our NTMA-U students will help to teach each other. The technology of NTMA-U is used to create learning communities among our students in new ways, and it is being done on a national level of sharing information, instead of just a local educational experience.

NTMA-U students are able to complete coursework on their schedule, which means if they need to work overtime on some weeks, they do not need to worry about missing a week of school. NTMA-U is there 24/7 and it is flexible enough for students to complete the coursework on an extended semester without issue. What that means is NTMA-U is always open, and we do not end the course just because the teachers want to go on summer vacation. NTMA-U never has cancelled classes, there are not traffic jams trying to get into the campus, there is not a parking or fuel fee, and time is not lost in travel.

NTMA-U is the Smart Way to Train Your Workforce. For more information please call: NTMA – Vice President Ken McCreight at 216-264-2834.

NTMA









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industry partners on display:











































































# OHIO GOVERNOR JOHN KASICH SPEAKS AT NTMA AKRON CHAPTER EVENT

The NTMA Akron Chapter was proud to host Ohio Governor John Kasich as the keynote speaker at the chapter's April 12 luncheon. More than 120 owners and employees from NTMA's Ohiobased chapters and other area manufacturing companies attended to hear the Governor's vision and priorities for the industry.

Governor Kasich stressed how critical manufacturing is to jumpstarting the nation's economy and discussed how manufacturing is rebounding in the Buckeye State, home to more than 600,000 manufacturing jobs with thousands more currently open. He also highlighted the importance of promoting careers in manufacturing and discussed other issues of importance, including taxes, regulations and health care reform.

Governor Kasich has long been a strong supporter of manu-

facturing in Ohio, dating back to his days in the Ohio State Senate when, at age 26, he was the youngest person ever elected to that body. He was sworn in as Ohio's 69th governor in January 2011. He previously served in the U.S. House of Representatives and was chairman of the powerful House Budget Committee when the country faced a \$163 billion federal budget deficit. He delivered the first balanced budget in this country since 1969 and when he left Congress in 2001 Governor Kasich left behind a \$236 billion surplus.

The event concluded with Akron NTMA Chapter President Dave Sattler thanking the governor for his support of Ohio manufacturers and encouraging NTMA members to get in-

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# Misconception #15

# IT'S BETTER TO MEASURE TOOLS IN THE MACHINE TOOL SPINDLE TO REPLICATE CUTTING CONDITIONS

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volved in this critical election year. He commented that in the past there have been soccer moms and NASCAR dads, but that 2012 should be the year of the manufacturer. He also recognized the importance of NTMA's "One Voice" partnership with PMA and the impact it has had on federal legislation and programming. He encouraged everyone in attendance to participate in the May 2012 One Voice Legislative Conference.

NTMA

# SKILLED LABOR WORKFORCE **CONFERENCE TO GATHER** INTERNATIONAL AND REGIONAL **BUSINESS LEADERS**

EACC HOSTING REGIONAL EVENT TO FURTHER THE DIALOGUE ON SKILLED LABOR AND JOB CREATION

The European-American Chamber of Commerce (EACC) will host its annual conference, expo and gala on Wednesday, May 16, 2012, at the Hilton Netherland Plaza, Downtown Cincinnati. Conference content is focused on "Skilled Labor Workforce: U.S. and European Perspectives," and will explore best practices for recapitalizing the U.S.'s skilled labor workforce for economic prosperity and global competitiveness. Special guest His Excellency, João Vale de Almeida, Ambassador of the European Union to the United States, will provide opening remarks via live feed. Keynote addresses will be delivered by Karen Eizey, Director of the Skill for America's Future Program at The Aspen Institute and Mr. Joerg Ernst, Executive Vice President, Global Business at Siemens AG.

"With over 250 European companies employing 30,000 in our region, there is an opportunity to identify solutions that attract and retain important foreign direct investment seeking skilled labor to boost their U.S. production." EACC Executive Director Anne Cappel said. "While this conversation has been ongoing in our region, we are providing a platform for community stakeholders to connect and discuss how we can work to grow our skilled labor work force on both sides of the Atlantic." The May 16th conference will present a broad and unique transatlantic perspective on strategies to improve and increase a workforce with the right skills. Over 200 attendees representing the region are expected at the conference.

Speakers from the academic, public and private sectors, among others, include:

- · Martin von Walterskirchen, Minister, Regional Director Americas of Switzerland Trade and Investment Promotion
- LaVaughn Henry, Vice President and Senior Regional Officer of the Federal Reserve Bank of Cleveland
- Neil Hensley, Senior Director of Economic Development at Cincinnati USA Regional Partnership
- Sheila Wells, Assistant Manager, North American Production Support Center, Toyota Motor Engineering and Manufacturing North America
  - Janice Urbanik, Director Industry Partnership, Partners for a

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### Competitive Workforce

• Andrew Maciejewski, Executive Administrator, Ohio State Apprenticeship Council.

A networking reception will immediately follow the conference. The Gala Dinner, featuring Mr. Joerg Ernst, Executive Vice President, Global Business at Siemens AG will conclude the event.

For a full agenda of events and to register for events, please visit www.europe-cincinnati.com and click on the EACC 2012 Conference & Gala icon.

### EACC 2012 CONFERENCE, EXPO & GALA DINNER

Skilled Labor Workforce: U.S. & European Perspectives Recapitalizing U.S.' skilled Labor Workforce for Economic Prosperity and Global Competitiveness

### WHEN:

Wednesday, May 16th, 2012

### TIME:

8:00 a.m. to 5:00 p.m.: Conference/Expo

5:00 p.m. to 6:00 p.m.: Cocktail Networking Reception

6:00 p.m. to 8:30 p.m.: Gala Dinner

### LOCATION:

Hilton Netherland Plaza Hotel, 35 West Fifth Street, Cincinnati, OH 45202

### **CONFERENCE GOALS:**

- Establish a clear understanding of the urgent need to recapitalize the U.S.' skilled labor workforce for economic prosperity and global competitiveness.
- Create an opportunity for a transatlantic dialogue to learn about successful European educational models of apprenticeships for consideration in developing U.S./Greater Cincinnati/Northern Kentucky solutions.
- Identify and connect educational, trade, industry and community partners.
- Inspire partners and leaders to develop solutions for our region/nation

European-American Chamber of Commerce Links:

EACC Website: www.europe-cincinnati.com

Skilled Labor Workforce Conference Event registration page: http://www.europe-cincinnati.com/events/2012-eacc-skilled-labor-workforce-conference-gala/







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## HARDINGE MACHINE TECHNOLOGY SHOW 2012



Hardinge Machine Technology Show (HMTS) will take place on June 6th and 7th at Hardinge corporate headquarters and technology center in Elmira, NY. The show will feature the industry's leading brands that are part of the Hardinge Group including Hardinge CNC Lathes, Bridgeport Vertical Machining Centers, Kellenberger and Jones & Shipman Grinding Machines, Hardinge Workholding Solutions, Rotary Products and the Hardinge Turnkey Group. These machines and other products will be on display with Hardinge technicians ready to answer questions.

Technology Seminars will take place throughout each day focusing on a wide variety of metal-cutting topics. In addition, Hardinge technology partners and suppliers will feature displays of their latest products and be available to answer questions. Factory tours of the Hardinge production facility will be offered showing the latest manufacturing techniques and allowing customers to see recently updated areas. Food and beverages will be provided.

A company spokesperson noted, "Last year's event was an outstanding success and we look

forward to an even bigger and better show this year. We are proud of our facility, products and people and want to show our customers that continuous improvement is not just a slogan, it's how we do business here at Hardinge."

http://www.hardingeus.com/usr/pdf/ Marketing/HMTSSponsorFlyer2012.pdfWho: The Hardinge Group & Key Industry Partners

What: HMTS 2012 (Hardinge Machine Technology Show)

Where: Hardinge Inc., One Hardinge Dr. Elmira, NY 14902

When: June 6th & 7th, 2012

Why: View the latest Turning, Milling, Grinding, Workholding, Rotary and industry related products/technologies in one location. View the manufacturing process of Hardinge's SUPER-PRECISION Turning centers located in Elmira, NY. Join us for food and drinks during the lunch and learn seminars on many "hot topics."

### MACHINES ON DISPLAY:

CNC Lathes: T-42 SP, T-51 SP w/ automation, CHNC 42 SP, GT 27 SP, GT 27 w/ automation, GS 200/66 L, GS 150

Machining Centers: GX 710, GX 480 APC, GX 1000, GX 1000 OSP, GX 1600, GX 250 5AX

Grinding: Kel-Vista, Kel-Varia, Jones & Shipman Suprema, Jones & Shipman Techmaster

Hardinge Workholding & Rotary Products! SEMINAR GUEST SPEAKERS:

Hard Turning Made Easy - Sandvik Coromant

Survival of the Fittest – The Process Control Imperative – Renishaw

Optimum Grinding Parameters in Grinding of Tungsten Carbide – Dr. Jeffrey A. Badger

Milling Redefined – Ingersoll Cutting Tools The Benefits of SUPER-PRECISION from a user's perspective – Magnus Precision

MTC: Manufacturing Cycle Time – The Holy Grail – David Bassett, Hardinge Inc.

Workholding Solution- Richard Schonher, Hardinge Inc.

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# MEMBER ROY SWEATMAN APPOINTED TO U.S. COMMERCE DEPARTMENT MANUFACTURING COUNCIL



SWEATMAN TO PROVIDE VOICE FOR SMALL AND MEDIUM-SIZED MANUFACTURER

Roy Sweatman, President of Southern Manufacturing Technologies (SMT) in Tampa, FL, was appointed to serve on the Manufacturing Council. Sweatman, a member and former Chairman of the National Tooling and Machining Association (NTMA), joins 24 other U.S. manufacturing leaders as Council members. The Council provides advice to U.S. Commerce Secretary John Bryson on issues related to manufacturing sector competitiveness, as well as government policies and programs that affect the industry. Sweatman will help emphasize the necessity of designing policies that help small and medium U.S. manufacturing companies, which play a critical role in the industry.

"Small and medium manufacturers are this country's job creators and the backbone of our communities," said Sweatman. "As a Council member, my goal is to support policies that help small manufacturing businesses to flourish in the United States. Policymakers and business leaders must work together on issues ranging from the shortage of skilled manufacturing workers to tax reform to ensure that small businesses are able to continue to invest in the new technologies and hire the workers that allow us to stay competitive with businesses overseas."

Sweatman is also Vice Chairman of the National Institute for Metalworking Skills, Inc. (NIMS), an organization founded by metalworking trade associations to develop and maintain a globally competitive workforce. NIMS sets skills standards for the indus-

"Roy has been a leader in NTMA and in our industry for years. We have benefited from his leadership, ideas and commitment to strengthening manufacturing in America, qualities that he will now be able to share with policymakers in Washington, DC."

Roger Atkins, NTMA Chairman

try, certifies individual skills against the standards and accredits training programs that meet NIMS quality requirements. Sweatman's company, SMT, founded

in 1983, specializes in precision machined components and assemblies primarily for the aircraft, aerospace, defense industries. SMT was honored as the Tampa Small Business of the Year and in 2009 won the Business Excellence Award from the Tampa Bay Workforce Alliance.

"NTMA congratulates Roy for this tremendous honor," said NTMA Chairman Roger Atkins. "Roy has been a leader in NTMA and in our industry for years. We have benefited from his leadership, ideas and commitment to strengthening manufacturing in America, qualities that he will now be able to share with policymakers in Washington, DC."



## SECO ANNOUNCES SECOND QUARTER METAL CUTTING TRAINING SCHEDULE

STEP HIGHLIGHTS LATEST TOOLING SYSTEMS AND TECHNIQUES FOR MAXIMIZING MACHINING EFFORTS

Advancements in technology continuously redefine the manufacturing industry, and Seco understands its metal cutting partners need every advantage to stay competitive. The company eliminates technology gaps for its customers by hosting training courses as part of its Seco Technical Education Program, or STEP, that focus on metal cutting innovation and processes.

Throughout the year, Seco conducts its STEP classes both at its facility in Troy, Mich. and various off-site locations throughout the country, such as manufacturing facilities, trade shows, tech schools, hotel meeting rooms and retail locations. While on-site training is for Seco customers, off-site training is also open to the public. Seco offers four different levels of STEP courses to accommodate all skill sets, from beginners to experts. Seco will also tailor a course to focus on a unique manufacturing challenge.

For the second quarter of 2012, Seco will host STEP classes at these locations:

May 1 – 3: Seco Headquarters - 2805 Bellingham Dr., Troy, Mich.

May 14 – 18: DMG-Mori Seiki - 9890 S. Pioneer Blvd., Santa Fe Springs, Calif.

June 12 – 14: Seco Headquarters - 2805 Bellingham Dr., Troy, Mich.

All of the above dates reflect general training courses, except for the May 14 – 18 dates, which will focus on the aerospace industry. Overall, STEP attendees learn how to achieve substantial productivity increases, lower costs by eliminating tool waste, shorten machining times and boost competitiveness.

Please note classes fill up quickly, and the number of registrants is limited to ensure everyone receives adequate attention. Classes can run anywhere from one hour to three full days. To learn more about STEP and register for upcoming classes, please contact Koni Sarkisian at 248.528.5478 or ksarkisian@secotools.com.

### STEP IN DETAIL

STEP courses are non-commercial

and blend hands-on training and classroom discussions, providing students with both practical experience and technical knowledge. For example, participants will learn strategies on how to effectively move tools through a workpiece during the machining process, as well as how to use a microscope to analyze worn tools. Expert trainers who are at the top of their field and well versed in a particular tooling area conduct these classes.

CONTINUED ON - P18



"Our goal is to increase the competitiveness of all who attend," said Lisa Seidl, manager of marketing communications for Seco. "Our classes typically begin with a discussion that centers on keeping manufacturing jobs in the United States. We then move into topics that involve making proper choices in regards to the latest technologies as well as demonstrating how to reduce part costs and keep shops viable."

Seidl also noted that when students leave STEP training, they are immediately equipped to go back to work and begin implementing changes that will improve the manufacturing processes and overall productivity at their respective companies.

The four STEP education packages involve the following: Introduction, Metal Cutting, Technology Education, and Specific Education.

For more information, please contact Lisa Seidl, Seco Tools, 248-528-5444, lseidl@secotools.com, visit www.secotools.com/us or follow us on Twitter at @ SecoToolsUS.

NTMA

# **DID YOU KNOW?**

GUIDE TO MEMBER SERVICES

# THE NTMA IS DEDICATED TO THE POLITICAL ADVOCACY FOR THE METALWORKING INDUSTRY

NTMA OFFERS THE FOLLOWING TO ITS MEMBERS AND THE INDUSTRY AT LARGE:

- NTMA/PMA One-Voice: A legislative advocacy coalition formed between NTMA and Precision Metalforming Association (PMA) in order to speak with "One Voice" in Washington, DC.
- · One-Voice Advocacy Clips: Weekly compilations of relevant news articles from around the country on subjects that impact the metalworking industry.

One Voice Washington Wire: Bi-weekly e-newsletter providing information on the latest happenings in Washington, important to the metalworking industry.

- · Legislative Conferences: An annual conference held in Washington DC, allowing members to spend a full day on Capitol Hill lobbying Congress on the issues that affect their business (The next conference – May 7-9, 2012).
- Congressional Alert Letter Program: A program allowing members to download prewritten letters on specific legislation/topics onto personal letterhead to send to elected officials (state officials included); coordinated by NTMA's professional lobbying firm.

CONTINUED ON - P19

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



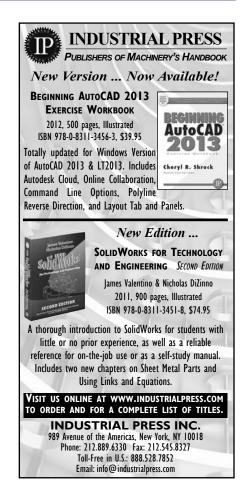
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GLOBAL SHOP



- · NTMA Washington Hotline: A tollfree number that provides members with the status of bills, with information on how a certain bill will impact their company, and with help contacting their Federally elected officials.
- Committee for a Strong Economy: The NTMA political action group that keeps the needs and concerns of the industry in front of elected officials.
- · Manufacturers for Fair Trade A coalition of trade organizations dedicated to educating elected officials on the impact of International trade laws/policy on our businesses, in which NTMA is a founding member.
- Metalworking Manufacturing Coalition: A coalition comprised of 8 metalworking trade organizations working together on common issues specific to metalworking manufacturers.

### MEMBER TESTIMONIAL

"I APPLIED FOR ONE OF THE TAX CREDITS THAT THE NTMA HELPED PASS. MY CFO HAD SAID WE DIDN'T QUALIFY. I GOT HIM TO TALK TO AN EXPERT I HEARD AT AN NTMA MEETING. WE APPLIED FOR IT AND GOT OVER \$50K BACK IN TAX CREDITS. THAT'S MY TAX MONEY I GOT BACK THANKS TO THE NTMA!".

Missouri Member

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For more information, please contact NTMA toll-free at 800-248-NTMA

# CALENDAR OF EVENTS

### NTMA/PMA LEGISLATIVE CONFERENCE

Westin Washington, D.C. City Center Hotel Washington, D.C. May 8-9, 2012

### NTMA CONTRACT MANUFACTURING PURCHASING FAIR

co-located with amerimold Suburban Collection Showplace Novi, MI June 13-14, 2012

#### PURCHASING FAIR

October 22-23, 2012 Nashville, TN

#### FALL CONFERENCE

October 24-28, 2012 Nashville, TN

NTMA

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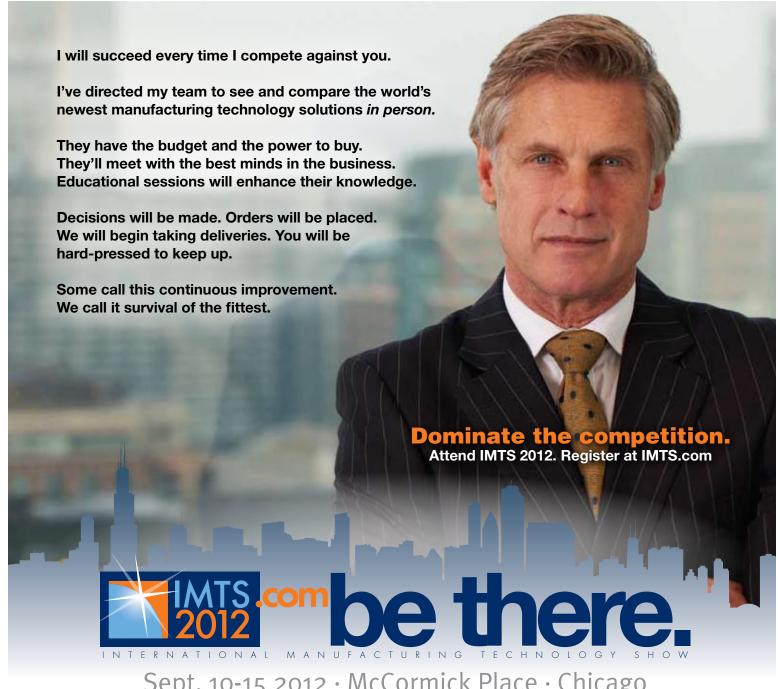


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