

NTMA MEMBERSHIP:

The Strength of a Winning Team

Inside this issue

NTMA 401(K):
Retirement Plan Services to
Fit YOUR Needs. pp.6-7

A 75 YEAR UNWAVERING COMMITMENT:
Training. pp. 14-15

MANUFACTURERS' INSURANCE:
NTMA-endorsed plans for the way you work. p.16

... and so much more



SERVING THE NEEDS OF MANUFACTURING COMPANIES FOR 75 YEARS

PMTS
2019

SAVE THE DATE!
APRIL 2-4, 2019
C L E V E L A N D

See you in
Cleveland!
2019

PRESENTED BY:



CO-PRESENTED BY:



TABLE OF CONTENTS

PRESIDENT'S UPDATE 4

NTMA NEWS

CHAPTER LEADERSHIP SUMMIT 2019	3
NTMA WELCOMES NEW MEMBERS	5
VALUE OF A NATIONAL ASSOCIATE MEMBER	11

CHAPTER NEWS

PITTSBURGH'S BOTSQ HOSTS TEACHER PROFESSIONAL DEVELOPMENT DAY	17
NORTHERN UTAH CHAPTER'S GOLF OUTING IS A WIN FOR MANUFACTURING	19
6TH ANNUAL NTMA SOUTHWEST CONFERENCE TO BE HELD IN COSTA MESA, CA.	19

MEMBER NEWS

ALLIED MACHINE OFFERS WOHLHAUPTER NOVITECH VIBRATION DAMPENED MODULES	20
VERTI-LIFT MANUAL TURNTABLES ENHANCE ERGONOMICS FOR PALLET LOADING OR UNLOADING	21
JAGUARS WELCOME FANUC AMERICA CORPORATION AS A PROUD PARTNER AND INTRODUCE FIVE FAN-FRIENDLY ROBOTS TO THE GAME DAY EXPERIENCE	22
SUPERIOR DIE SET CELEBRATES 95 YEARS	22
LIMITED TIME OFFER: CHOOSE BIG KAISER & RAISE FUNDS FOR THE NRL!	24
OVERTON INDUSTRIES CELEBRATES 50 YEARS OF AMERICAN MANUFACTURING	24
SAM GRIFFITH, JR. HAS BEEN PROMOTED TO VICE PRESIDENT OF NATIONAL JET COMPANY, INC.	26

FEATURES

MANAGING THE RISKS AND MAXIMIZING THE BENEFITS OF YOUR 401(K) PLAN	6-7
NTMA EVENTS: YOU'RE INVITED	8-9
THE IMPACT OF NATURAL DISASTERS ON FREIGHT SHIPPING	10-11
METALS & PLASTICS MANUFACTURING AND MACHINING: THE IMPORTANCE OF BROAD COVERAGE	12-13
COMMITTED TO TRAINING	14-15
THE 5 W'S OF THE NTMA MEMBERSHIP HEALTHCARE PLANS	16
A MEMBERSHIP BENEFIT THAT PUTS THE POWER IN YOUR HANDS	25



LOOK FOR THIS SYMBOL THROUGHOUT THE ISSUE FOR STORIES
RELATED TO THIS MONTH'S FEATURED TOPIC.

WELCOMES
NEW MEMBERS

CALIFORNIA EQUIPMENT SERVICES, INC.
San Francisco Bay Area Chapter
Ms. Vicki C. Alexander
1290 Memorex Drive
Santa Clara, CA 95050-2812

DKMM, LLC
Rocky Mountain Chapter
Mr. Luke Davidson
6025 E 76th Avenue, Ste E
Commerce City, CO 80022-
1377

LEESE & CO., INC.
Pittsburgh Chapter
Mr. Christian Klanica
768 Old Rt. 66
Greensburg, PA 15601

PARTS TOOL & DIE, INC.
Western Massachusetts Chapter
Mr. Larry Vincent
344 Shoemaker Lane
Agawam, MA 01001-3618

PENNSYLVANIA DRILLING COMPANY
Pittsburgh Chapter
Ms. Karen Altland
281 Route 30
Imperial, PA 15126-1240

PGI
New Mexico Chapter
Mr. Anthony Benavidez
8527 Calle Alameda Street NE
Albuquerque, NM 87113-1543

STANDARD LOCKNUT, LLC
Indiana Chapter
Mr. Robert Fulk
1045 E 169th Street
Westfield, IN 46074-9630

TETON MACHINE COMPANY
General
Mr. Andy Oyervides
1835 NE 10th Avenue
Payette, ID 83661-5516



CHAPTER
LEADERSHIP
SUMMIT

SAVE THE DATE

CHAPTER LEADERSHIP
SUMMIT 2019

January 30 - Feb 1, 2019
Nashville, TN





PRESIDENT'S UPDATE

DEAN BARTLES / NTMA PRESIDENT

75
YEARS
MADE
STRONG

Greetings from cold Cleveland! I woke up the other day to find freshly fallen snow on the ground and more coming down... the leaves have fallen, the skies are greying and "Winter is coming!" (I put that in for all of you Game of Thrones fans!) Although old man winter is just around the corner, remember, new life is coming! Spring 2019 will be here before you know it. After visiting about a dozen members' plants in my first 90 days, as

well as meeting and talking with many members at IMTS and the NTMA Fall Conference in Denver (which was awesome!), it has become blatantly obvious to me that we need to do a better job explaining the value proposition of being a member. So, as we get set to grow the Association in 2019 and beyond, this issue will focus on some of the things that are part of the value of membership with the NTMA. Look for future editions of The Record to focus on additional com-

ponents of the value proposition.

We all know that each year healthcare insurance selection can be a daunting task - from filling out paperwork to selecting plans. Let the NTMA help you tackle that challenge. In this issue of The Record, we are going to discuss the various insurance programs available to members; from the healthcare program with NFP to the property and casualty program through AIX. Read on to learn

SEE PRESIDENT'S UPDATE NEXT PAGE



THE RECORD

OPERATIONS & EDITORIAL

Dean Bartles, President

Molly West, Editor

NTMA EXECUTIVE COMMITTEE

Mark Vaughn, Chairman

Vaughn Manufacturing Co., Inc. - Nashville, TN

Mark Lashinske, Vice Chairman

Modern Industries Inc. - Phoenix, AZ

Samuel Griffith, Board Member

National Jet Company - Cumberland, Maryland

Herb Homeyer, Board Member

Homeyer Precision Manufacturing - St. Louis, MO

Alan Ortner, Board Member

Sirois Tool Co., Inc. - Berlin, CT

Tom Sothard, Board Member

Gillen Young, Board Member

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 jmayer@ntma.org for advertising, mwest@ntma.org for editorial content.

Layout by Z Graphics

dave@DaveZgraphics.com



NATIONAL TOOLING & MACHINING ASSOCIATION

1357 Rockside Road

Cleveland, OH 44134

1-800-248-6862

www.ntma.org

© Copyright 2018 NTMA

Volume 39 / No 11



NTMA NEWS

PRESIDENT'S UPDATE CONTINUED

about the benefits of each.

From events to advocacy to workforce development – NTMA has you covered. The association offers robust programs offering benefits to enhance every aspect of your business. We encourage you to take advantage of opportunities through our affinity partners and national associates that can provide value to you and your chapters. We will be ratcheting up our member support and chapter support at the national level to ensure that NTMA members have the best possible experience as a member and to ensure you are able to maximize the value of your membership. The NTMA's goal: to

help you take your company to the next level.

If you would like to discuss the value of your membership in the NTMA, or have any questions or comments, please feel free to reach out to me or any member of my staff at any time.

DEAN BARTLES / NTMA PRESIDENT

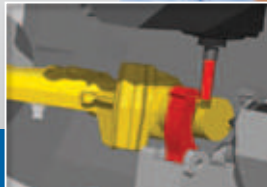


VERICUT[®] CNC Machine Simulation Software

Running your first part without VERICUT...



CRASH DETECTED!




- **Optimize** feed rates for faster cycle times
- **Test** alternative machining strategies virtually
- **Speed up** new CNC machine implementation
- **Reduce** collisions, scrapped parts & prove-outs

Right the first time. Every time.

9000 Research Dr, Irvine, California 92618
(949) 753-1050 • info@cgtech.com





MANAGING THE RISKS AND MAXIMIZING THE BENEFITS OF YOUR 401(K) PLAN

ED HINDERS, VICE PRESIDENT CBIZ
RETIREMENT PLAN SERVICES

What do you think of when you hear the words “precision, tolerances and quality control?” Of course, these are words that describe how NTMA members conduct their business on a daily basis. An eye towards manufacturing a product that is to specifications... and is of the highest quality. Why not apply the same concepts when thinking about your responsibilities as plan sponsor of your company’s 401(k) retirement plan?

How do you view your company retirement plan? Is it a part of your overall compensation package? Is it a recruiting and retention tool? Is it the savings vehicle that you and your employees have to secure a successful retirement?

The quality of your 401(k) offering can be a very significant factor for this important employee benefit. It is important to have the highest quality “best practices” when it comes to fiduciary governance, record-keeping, compliance, administration, investments, par-

ticipant education and reasonable fees and expenses. It is also important to understand the fiduciary responsibilities and oversight that is required to follow “best practices.” Fiduciary liability as defined by ERISA can create both corporate and personal liability for the decisions you make regarding your 401(k) plan. This is where similar “precision, tolerances and quality control” come into play regarding your 401(k) plan.

Recently, NTMA and CBIZ Retirement Plan Services (CBIZ RPS) began collaborating to offer retirement plan services and resources to all NTMA members. CBIZ RPS has developed a comprehensive and cost effective offering for plan sponsors in the precision manufacturing industry. Through our proprietary process, The CBIZ RPS Fiduciary Risk Manager™, we can help you mitigate the risks and maximize the benefits of your 401(k) plan. Here are some of the areas that CBIZ RPS can

assist you:

- Assistance with fiduciary governance to formalize and document your responsibilities as a plan sponsor;
- Recordkeeping with your current platform or from a preferred list of nationally recognized record-keepers;
- 3(38) outsourcing for the selection, monitoring and replacement of plan investments;
- Limited 3(16) outsourcing for administration of items such as loan processing, hardship approvals, Form 5500 preparation and filing, required minimum distributions, etc.;
- Full administration and compliance services such as plan documents, plan design, annual testing, etc.;
- Group and individual education meetings;
- 360 degree integration of payroll with selected payroll providers;
- Fee and expense negotiation to make sure that you and your employees are

receiving reasonable pricing from your service providers.

At CBIZ Retirement Plan Services, we understand the importance of dedicated employees. We have a team of over 400 professionals throughout the United States, who service over 6,000 clients nationally. Our team is comprised of specialists from across the actuarial, administration and advisory fields. CBIZ RPS is proud of the exceptional level of service we provide to our clients. Our ability to provide a robust suite of service to our clients separates us from our competition and has earned us industry recognition such as being named a Top 100 Retirement Plan Adviser by PLANADVISER Magazine every year since 2014¹. CBIZ RPS serves as an

investment advisor on more than \$17 billion² in plan assets. In addition, CBIZ RPS provides a broad range of consulting services to retirement plans and their participants with assets totaling approximately \$100 billion.

As a new NTMA member benefit... consider requesting a complimentary review and benchmarking analysis of

your current 401(k) platform. With some minimal information, our national team can conduct an assessment and provide ideas and strategies on how to improve your plan. We have local team members ready to assist you with your retirement needs and who can help you achieve the goals of your organization. You can request additional information at ehinders@cbiz.com or at 314-692-5822.

To learn more about CBIZ Retirement Plan Services please visit: www.cbiz.com/retirement



10-SECOND COLLET CHANGES PLUS....



Ultra-Precision Accuracy

- Chuck and collets guaranteed to 0.0002" TIR or better
- Total system accuracy guaranteed to 0.0004" TIR or better



Outstanding Grip Force

- Much greater than three-jaw chucks at high rpm
- Enables much more aggressive chip removal rates, resulting in shorter cycle times and increased throughput



Widest Gripping Range

- Full 0.062" grip range – 50% greater than the competition
- Parallel clamping collet segments remain in contact with the workpiece over their entire length for maximum holding power and accuracy
- Compensates for oversized or undersized bar stock



Most Compact Chucks in the Industry

- Ultra-compact lengths maximize z-axis capacity
- Super slim nose diameters provide outstanding tool clearance



Royal Quick Grip™ CNC Collet Chucks set a new standard featuring superior design, incredible accuracy, and easy, 10-second collet changes.



Check out the Royal Quick-Grip™ Video at: colletchucks.com

ROYAL
PRODUCTS
Optimize everything.

1-800-645-4174
www.royalprod.com

NTMA EVENTS: YOU'RE INVITED

BY BRITTANY BELKO, CMP, NTMA, EVENTS PLANNER

There are some benefits that are intrinsic to your NTMA membership. By simply committing to membership you'll benefit from advocacy efforts in Washington. You'll gain purchasing power with our National Associate Members. You'll have access to a host of resources available for workforce development and education. However, the benefits increase exponentially when you show up at one of the many NTMA events planned across the country throughout the year.

When you join us at an NTMA event in your home city, or anywhere across the nation, you'll meet members from around the country, and you'll likely re-connect with members and friends that perhaps, you haven't seen in a while. Often times, the day-to-day business of running a company keeps our members very busy. NTMA events offer the opportunity to build and maintain important relationships with fellow members - business relationships and friendships.

NTMA events also offer you the opportunity to take a break from work—and invest energy into improving your personal

skill sets. When you are always in the office or shop focusing on the next product or project, it's hard to spend time on personal growth. Attending a conference is the perfect time to focus on developing your knowledge and expertise so that you may be more productive when you return to the office. We design our events to help you invest not just in your company—but in yourself.

When we host a conference or meeting, we look for experts in the field to share their knowledge and experience with you.

You never know who might teach you a new tip or trick to make your job easier. Sometimes, a session that may not appear relevant to your particular situation can teach you something you've never even considered.

We encourage our members to travel to events when they get the opportunity. Never underestimate the value of simply stepping outside your comfort zone. Sometimes a change of scenery can spark new ideas for you and your company. We all need a change of venue from time to time.

CONTINUED NEXT PAGE



Above: Learning at a session of BHAG Conference. Below Right: Networking at Fall Conference. Below Left: panel presentation at this year's Emerging Leaders Conference. Left: Time out for cornhole at Fall Conference.





Above: Fall Conference plant tour

And while a change in venue can make a world of difference, so can surrounding yourself with people who are familiar with your world. When you attend an NTMA function, you'll find yourself with like-minded individuals – people that understand your industry—and likely have similar goals to your own. This is a great opportunity to share ideas or concerns. It's a great time to ask questions and connect.

Surround yourself with the energy to motivate you to your next personal or professional success.

Finally, take some time to have fun. NTMA events are a great opportunity to recharge, rejuvenate and refocus. Your next great idea may just be a fresh outlook away.



COMING IN 2019:

- Chapter Leadership Summit, January 30 – February 1, Nashville, TN
- MFG, March 6 – 9, Tucson, AZ
- European Tech Tour, March 31 – April 7, Munich and Milan
- Legislative Conference, April 8 – 10, Washington, DC
- Emerging Leaders Conference, April 29 – May 1, Louisville, KY
- Top Shops – February, May and August Dates TBA

G-series

Precision at the highest level



GROB SYSTEMS, INC.
Bluffton, Ohio, USA
www.grobgroup.com
info@us.grobgroup.com

A promising future with the G-series

GROB 5-axis universal machining centers stand out thanks to their absolute precision and reliability in the automotive, aerospace, medical and mechanical engineering as well as tool and mold industries. The proven 5-axis simultaneous technology with horizontal spindle position enables you to machine parts of various sizes and materials in a flexible and failure-free way while offering maximum stability of the machine. Fast chip-to-chip times and the innovative further development of our spindle technology guarantee a high economic efficiency and productivity.

The GROB G-series – for the most versatile machining possibilities.





THE IMPACT OF NATURAL DISASTERS ON FREIGHT SHIPPING

BY JERRY SPELIC, PARTNER\$HIP

Our economy relies on the reliable transportation of goods and materials to link suppliers with manufacturers, manufacturers with retailers, and retailers with consumers. When natural disasters happen, they can negatively impact your carriers, your lanes, your supply chain and your cost of moving freight.

The natural disasters that have the most profound impact on the movement of freight are floods, hurricanes, blizzards, earthquakes and ice storms. Each of these natural calamities produces dangerous road conditions that make driving hazardous, and in extreme cases, can wash away roads or make them completely impassable.

Here are six ways that natural disasters can impact your freight shipping operations.

RATES

Obviously, your freight shipping rates

will increase in a natural catastrophe. If roads become impassable, alternate routes will need to be taken, increasing fuel consumption and lengthening driver on-duty time, both of which are costs that will be passed along to you. Your freight rates will also increase due to tighter capacity with demand outstripping equipment or carriers refusing to travel to areas with impending, or predicted, severe weather. If you do find a driver and / or equipment willing to take the risk, you will pay for it.

CAPACITY

After a natural disaster, there is substantial competition for limited transportation resources and equipment. This limited capacity will naturally push costs up, but even if you can afford it, the capacity might be impossible to find.

TRANSIT TIME

If your regular Atlanta to New Jersey

lane is two days, it may stretch to three, four, five or more if a hurricane is bearing down on the east coast. The driver may need to wait it out inland until roads are passable, until the warehouse or factory is open again for business, or may just be caught in traffic. This will increase your transit time.

FUEL

Diesel prices always rise in the wake of a natural disaster, especially hurricanes, because refineries are frequently located near where hurricanes make landfall. This can close a refinery or damage it, making fuel more expensive. In 2017, Hurricane Harvey shut down about 17 percent of US oil refining capacity in Corpus Christi, Port Arthur, Lake Charles and Houston, Texas. The disruption to oil refining drives up fuel prices and the fuel surcharges carriers charge you for every load.



Even though your area might not be facing weather issues or a natural catastrophe, if your inbound freight is delayed due to facility shut-downs or power outages caused by severe weather, you will be affected.

and working with your existing carriers to map out alternate routes.

- Build slack into your supply chain. Just-in-time inventory control is easier when you manage the assets moving your freight but is much more difficult to control when you are relying on carriers which can be delayed to natural disasters.

- Leverage your freight spend. Giving more freight to fewer carriers can help you negotiate lower fuel surcharges.

- Plan your transportation to optimize transportation modes. For example, it might be less expensive to ship your freight as multiple LTL loads rather than full truckload. Or moving everything in one truck might be the better alternative.

Working with a freight broker can help you mitigate the service interruptions, capacity issues and increased costs associated with natural disasters and severe weather. Contact PartnerShip at 800-599-2902 or request a quote to see how we can help you ship smarter so you can stay competitive.

REFUSED LOADS

Many times, carriers will refuse to pick up or deliver freight in the event of a natural disaster. If your carriers refuse your loads, your supply chain will suffer. Your plants can go idle, waiting for materials or components; your customers' plants can go idle, waiting for you; retailers can run out of inventory; all of which result in opportunity and revenue lost.

INBOUND DELAYS

Your flight from Dallas to Los Angeles will be delayed if the inbound flight from Chicago is late due to weather. Inbound freight can be impacted in the same way.

Here are some suggestions to deal with the effects of natural disasters on your shipping:

- Two tactics to manage unexpected increases in your freight rates are: 1. accrue for contingencies in your annual freight budget and 2. shop around. Working with a broker that has access to thousands of carriers can help you move a load when your regular carriers cannot.

- To alleviate difficulties due to a lack of capacity, think through different transportation options before disaster strikes, such as lining up backup carriers for different regions of the country or shipping lanes,



NTMA NEWS

NATIONAL TOOLING AND MACHINING ASSOCIATION

VALUE OF A NATIONAL ASSOCIATE MEMBER

BY JAMES MAYER, NTMA, NATIONAL SALES MANAGER

Last month, we explored who the National Associate Members, or NAMs, are. This month, we will talk about the value that they receive as members, with next month's topic surrounding how you as a member can use them in your shop.

First and foremost, the greatest value for NTMA NAMs is the ability to connect with our membership in 30 chapters nationwide. This connection comes in many forms, but begins with connecting with the local chapter leadership and attending monthly meetings. This provides the NAM the opportunity to network - and potentially arrange a speaking engagement. When NAMs speak directly to a chapter, they have a great opportunity to share their expertise.

NAMs can also make those member connections at a national level.

Sponsoring, networking and presenting at the national NTMA events across the country that leads to increased brand recognition, as well as a chance for the National Associate to generate leads. national events place NAMs directly in front of a targeted audience. But not only will NAMs build brand recognition, nothing builds credibility and conveys passion like direct interaction.

Additionally, there is value in advertising with the NTMA through a variety of platforms. The NTMA has a social media presence on LinkedIn, Twitter, and Facebook. The NTMA loves the chance to highlight our NAM experts in their particular fields, or to promote products and services that would benefit the members. Print ads are also available in both the Annual Membership

Directory and the monthly print and online magazine, The Record. Finally, NAMs can utilize the NTMA to provide targeted email advertising sent to the members.

The business development team is always interested in hearing your ideas about how the National Associates may be utilized and opportunities to add value. If you have any feedback, please direct it to James Mayer jmayer@ntma.org.



METALS & PLASTICS MANUFACTURING AND MACHINING: THE IMPORTANCE OF BROAD COVERAGE

BY LISA CAMPBELL, SENIOR UNDERWRITER, RPS KDC

Are you a large manufacturing plant? A single-specialty CNC machine shop? Or a mid-size operation? Regardless of scale, it's vital that these organizations have a customized range of coverages to protect against industry-unique scenarios like service interruption, product recalls and more. For example, the NTMA-endorsed RPS Metals & Plastics Manufacturing and Machining Program includes property, auto, general liability-aircraft and grounding coverage, as well as manufacturing errors & omissions enhancements to the admitted Aix/Nova casualty policies.

Why is a specialized program so important for you? Well, for one, coverage like Business Interruption and Extra Expense can keep an entire company up and running in the wake of a fire or weather event, among other calamities. According to Trusted Choice, "This coverage is invaluable if you are forced to close your doors for a period

of time in order to make repairs. It pays for rent, employee salaries, lost income, relocation fees and more."

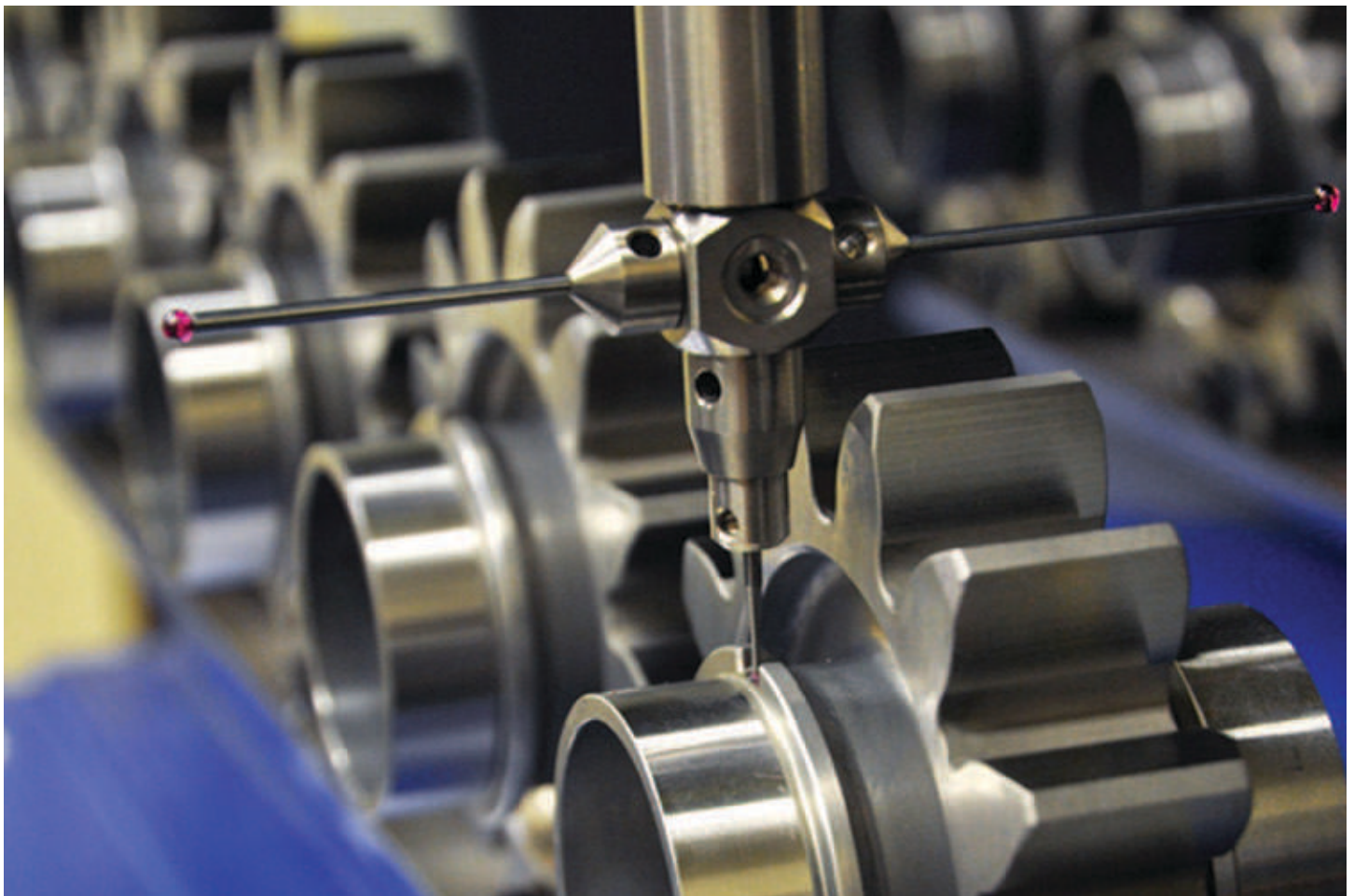
Are you still on the fence? Below are some carrier-reported metals & plastics manufacturing and machining policy claims:

CLAIM EXAMPLE 1:

A metal components manufacturer from the upper midwest, serving the agriculture, lawn and garden and construction industries, sustained a loss to a turbo blower in their bystronic laser. The damage was caused by the turbo blower seizing up. Coverage was afforded and the claim paid in the amount of \$26,353 for the damaged blower. Additionally, the insured sustained an extra expense loss since his employees had to work overtime to make up for lost production. The claimed amount of \$1,523 for extra expense related to overtime worked was also paid.

CLAIM EXAMPLE 2:

A western components manufacturer producing high-tolerance parts for its aerospace industry clients sustained a significant loss in their facility. A machine operator was running an aluminum part on a Mori Seiki DuraVertical 5100 Milling Machine. After roughing the profile, he needed to indicate in a datum to ensure accuracy on finish cuts. He did not have open access to the datum so he was putting a hardened 1-2-3 steel block against the part and indicating the 1-2-3 block for location. After setting Datum he failed to remove the 1-2-3 block from the machine. The next cutter used was a high velocity end mill running at fairly high speed (7000-8000 RPM). When the machine made contact with the 1-2-3 unsecured block, it pulled the block into the cutter jamming between the cutter and the part. Due to high speeds at the time the kinetic



energy was enough to scrape the part and also physically bend the spindle. The bend in the spindle caused the machine to vibrate enough to trigger an alarm on the spindle sensors and shut the machine off, rendering the machine unusable until the spindle was replaced. The loss was inspected and payment issued for \$18,584.

CLAIM EXAMPLE 3:

A western components manufacturer with clients in the aerospace, medical, oil & gas and alternative energy industries was operating a milling machine used for low-volume aerospace metals. A part in the machine came loose and sandwiched its way between the spindle and the bearings. It then shifted the bearings off kilter and damaged the spindle. Fortunately, no lost time was incurred while the machine was down and payment was made to the insured in the amount of \$22,209.

CLAIM EXAMPLE 4:

The insured specializes in the engineering of thin wall machined structures, complex, multi-axis parts and build to print valve manufacturing for their aerospace clients. A spindle on a manufacturing machine fractured and continued to spin due to an internal failure while in use. The machine was inspected and \$21,424 was issued for its repair along with overtime expense the insured incurred to maintain operations.

Quite literally, this specially designed insurance program serves as a template for those accounts that would holistically require a comprehensive product line offering. We have the opportunity as Managing General Agent (MGA) of this program to address the tough exposures faced by aerospace, government and manufacturer contract requirements imposed on these clients. Realistically, protection of your operations and business continuity can make the difference by one claim. By effective placement of risk management and mitigation strategies can be mitigated by proper evaluation, partnership with your retail partners.

ABOUT RPS:

Risk Placement Services (RPS) is a Managing General Agent/Underwriting Manager and nationally focused wholesale insurance broker. We have ranked in the top five in every insurance industry category and have been consistently ranked as the largest MGA in the country for several years. Headquartered in Rolling Meadows, Illinois, our organization has more than 80

branch office and satellite locations. We are comprised of four divisions, National Brokerage, MGA/Binding, Programs and Standard Lines; we also focus on the Environmental, Healthcare, Transportation and Executive Lines segments of the insurance marketplace. For each of our programs and products, we work only with top-rated admitted and non-admitted carriers.

ABOUT LISA CAMPBELL:

Lisa Campbell has become a proven leader, subject matter expert and mentor to her peers teaching client-centered insurance, underwriting and placement alternatives. She seeks to help clients both understand their insurance coverage options in everyday language, while empowering her clients to make effective risk management decisions.

In her 30 plus years in the industry, Lisa's experience has encompassed the areas of claims, sales and underwriting specialty lines. She handled two programs for both a broker and insurance carrier.

Currently, Lisa serves as the national Sr. Underwriter for RPS, Inc. (Risk Placement Services, Inc.), which serves as Program Administrator for the NTMA/ Aix Metals and Plastics Manufacturing and Machining Program.

In her spare time, she enjoys gardening, travel, and the exploring the Hatfield-McCoy Trail system with her husband.




HEIDENHAIN

Connected Machining – Efficient Processes through Customized Networking

The workpiece comes into being at the machine. Your knowledge and skill are crucial for efficient production, but you'll need to leverage your know-how and make use of all available information. Connected Machining from HEIDENHAIN makes this possible — turning your machine control into the hub of a process chain with a completely digital flow of information.

HEIDENHAIN CORPORATION, 333 East State Parkway, Schaumburg IL, 60173 847-490-1191 www.heidenhain.us

Angle Encoders + Linear Encoders + Contouring Controls + Subsequent Electronics + Length Gauges + Rotary Encoders



COMMITTED TO TRAINING

BY STACEY SCHROEDER, NTMA, DIRECTOR OF WORKFORCE DEVELOPMENT

As we celebrate the NTMA's 75th anniversary, it's a good time to reflect on what started this journey, and what continues to drive the association. A loss of skilled workers due to the war. A broader misunderstanding by those outside our industries of just how much time and practice it takes to become skilled. A need to continue supporting our economy and national security.

While some of the specific causes have changed over time, there is still a skills gap. The NTMA has developed several member benefits specifically focused on training and education. Earlier in our history, it was the Metalworking Training System. It was apprenticeship programs. It was regional and national conferences with industry-leading speakers and thought leaders. Then it was textbooks, instructors' guides and answer keys on the right topics, written to appeal to our talented and driven students – with the right exercises and practice opportuni-

ties. Then it was helping to found NIMS, and driving the Machining Levels I – III standards that are key to our industries.

More recently, it was the development of NTMA-U – a fully online training program, approved by the Federal Bureau of Apprenticeship Training and the Department of Labor as the related technical instruction for machining and tool and die apprenticeships. This program covers all the core topics for our industries, and is a product like none other in the marketplace. The program goes deep – in a conversational manner, and is paired with our textbooks. We've developed apprenticeship program templates, and have become a National Apprenticeship Program sponsor as well.

We just began re-investing in the NTMA-U program to modernize it. We're updating the look & feel, upgrading the narration and image quality, and enhanc-

ing the reading assignments, knowledge checks and graded exams. Technology and people's expectations don't stand still, so neither can our training! If you'd like to be a part of this process and/or help fund it, please contact us. This is a multi-year undertaking, and I can't thank our Education Team, Executive Committee, Board and Foundation enough for their encouragement, assistance and guidance.

We also rolled out our new Pre-Apprenticeship package at the Fall Conference! This program is based on amazing work done by our Education Team Leader, Scott Covert. Scott is the Training Coordinator at Penn United Technologies, but that title doesn't do him justice! The Pre-Apprenticeship package is a complete kit, designed for schools and companies. It includes all the relevant pages from our textbooks, and some new material that supports hands-on activities. It includes access



to four foundational NTMA-U courses – basic shop math, basic blueprint reading, precision machining technology and quality / SPC / inspection. As a bonus, it also includes some short ‘teaser’ videos about CNC machining! The most innovative parts of the package are the hands-on activities. The package comes with either a thumb drive with the 2D and 3D files needed to machine or 3D print the blueprint blocks and the part for the precision measuring exercises OR with the physical parts themselves. This entire package can also be used as the first year’s RTI for an apprenticeship program. Please stay tuned for webinars, eBlasts and other announcements about this program, and how to get it started at your company, or at your local schools.

The Education Team continues to listen to you, our members, about workforce development needs. We conducted a survey in mid-2017, and will begin developing and/or sourcing new content on interpersonal skills, leadership development, lean six sigma, business processes and so much more.

As always, we welcome your assistance – whether through membership on the Education Team, help with a specific training project or funding / help finding funding to continue to develop the right educational opportunities for you, and everyone else at your companies. Please contact me at sschroeder@ntma.org.



The 5 W's of the NTMA Membership Healthcare Plans



Healthcare and ancillary benefits are a huge part of the employee experience. As an employer, these programs, or lack thereof, can help or hurt your organization. The NTMA has taken proactive steps to leverage the collective power of its membership to build a platform of benefit options exclusively for its members. Through your association with the NTMA, review and compare your current benefits, rates and features with programs being offered to all NTMA members. Purchase new programs or replace existing benefits – whatever your needs may be.

We are currently in the data collection phase. Members who are interested are being encouraged to engage the NTMA. To help simplify the offerings, please refer to the 5 W's listed below: Who, What, When, Where and Why. We will also answer "How" you can get involved:

WHO:

All NTMA members may be considered assuming they meet the criteria for each program. Groups of two or more eligible employees may be considered for the program. Eligible employees are described as working 30+ hours per week. Employees who are currently electing COBRA should also be included in the benefit eligible count. All other employees are not eligible (part-time, seasonal, temporary, etc.).

NTMA MEDICAL coverage currently has nine (9) states approved: Arizona, California, Connecticut, Colorado, Indiana, Missouri, Ohio, Pennsylvania and Texas. More states are being added quickly as the program unfolds. Also, only groups that have current, in-force medical coverage are eligible through the NTMA. Initial indications suggest rates will be 3 to 5 percent better than market.

NTMA ANCILLARY coverage is approved and available in all 50 states as of January 1, 2018. This includes Dental, Vision, Life and Disability coverages. All member groups are eligible, regardless if they currently have in-force coverage

or not. Minimal eligibility/participation requirements need to be met for ancillary programs. Initial indications suggest rates will be 10 to 15 percent better than market.

WHAT:

Healthcare is being provided through Aetna. Currently, five (5) plan options are available to choose from. A two year commitment is required.

Guardian is the Ancillary provider (dental, vision, life, disability). A two year commitment is required. In addition to the coverage itself, your employees will benefit from several value-added features, such as Travel Aide, Will Prep & Legal Services and College Tuition Benefit Rider.

EaseCentral is an online Benefits Administration Management solution that manages employee benefits information from one central location. It is a platform that will improve human resources effectiveness, offer ACA tools, facilitate employee onboarding and enable a sleek enrollment experience. NTMA groups who purchase medical and/or ancillary coverage through the program will receive access to the EaseCentral site for free with little time required for implementation.

A company may select either Medical coverage, or Ancillary coverage, or both Medical and Ancillary. EaseCentral will be provided regardless of selection.

WHEN:

We are currently in the data collection phase as Aetna requires 250 employees in order to launch the plan, and ancillary coverage through Guardian began on January 1, 2018.

WHERE:

Reach out to the NTMA to discuss your current situation. The website www.ntma.org has a link ("NTMA Membership Health Care Plans" – top right, red box) that will describe the program and provide downloadable forms and census examples, as well as an FAQ regarding the program.

James Mayer from the NTMA is also available for questions. He can be reached at jmayer@ntma.org or 216-264-2847.

WHY:

The goal of the program is to build a long-term sustainable benefit offering that is considered an asset to the NTMA membership. As an employer, the cost of your benefit program should become more predictable and less costly over time. A strong benefit offering will increase employee retention and help attract talent to your organization. The collective group of the NTMA will allow your organization to be treated as a large group with the same level of benefits available to employers with greater scale.

HOW:

Engage the NTMA to begin the quoting process. Information needs to be submitted to determine eligibility, and that includes the NTMA proposal request form, census information, current plan designs for all lines of coverage, current rates for all lines and current experience for groups with 100+ enrolled (Medical, Dental and/or Short Term Disability).

Once it is determined that your group can proceed with the application process, FormFire status will be determined. FormFire applications are required for groups enrolling in Medical coverage that have 20 or fewer eligible employees. FormFire is an easy process of completing your healthcare application online. If your group currently has in-force medical coverage and 21 or more employees, FormFire is not required.

Contact the NTMA for specifics regarding your company. By answering a few of the eligibility questions, it can be determined rather easily if you qualify for medical or ancillary benefits through the NTMA.



PITTSBURGH'S BOTS IQ HOSTS TEACHER PROFESSIONAL DEVELOPMENT DAY

BY ASHLEY KIRSCH, SOUTHWESTERN PA
BOTS IQ



To kick off the 2018-2019 competition season, BotsIQ held its annual Teacher Professional Development Day on Friday, Sept. 28 at Community College of Allegheny County (CCAC) West Hills. Teachers and students spent the day in workshops designed to help prepare for this year's competition.

New BotsIQ teachers and students had the opportunity to learn from veteran teachers and volunteers introductory topics, such as how to build a bot and how to start and continue documentation. More advanced topics also were offered by industry professionals, such as how to use a CNC to manu-



facture your bot, using Solidworks to create great engineering documentation and introduction to material science and metallurgy. Throughout the day, participants were also able to tour CCAC West Hills Mechatronics Department and learn more about the opportunities CCAC has to offer.

New to every BotsIQ student is the opportunity to take related instruction through online manufacturing training curriculum, such as Tooling U-SME and Mastercam University. Representatives from Tooling U-SME introduced teachers and students to their platform and were available throughout the day to

answer questions.

During lunch, teachers and students were able to share best practices with each other and visit with several vendors and community organizations, such as the Society for Women Engineers, Haas Factory Outlet, TriMech Solutions, and Snap Raise.

BotsIQ is excited to begin our 14th season with 60 high schools from across southwestern Pennsylvania. Please join us for one of our spring 2019 competitions:

- Butler County Community College Preliminary Competition – March 7
- Westmoreland County Community College Preliminary Competition – March 15 and March 16
- BotsIQ Finals Competition at the Convocation Center at California University of Pennsylvania – April 26 and April 27



SAVE THE DATE FOR OUR
WINTER SHOWCASE

November 28-29, 2018
Charlotte NC

CONNECT ALL YOUR MACHINES. CHECK ALL YOUR BOXES.

Connect Plan lets you link all of your machines so you can analyze real-time data from your factory and improve the way you do business.



Okuma's OSP-P open-architecture platform is the only one of its kind in the industry. Among its many benefits, the OSP-P allows you to connect your machines—regardless of age or control builder—so you can monitor activity levels in your factory.

Okuma. Welcome to open possibilities.



www.okuma.com

CONTACT YOUR LOCAL
OKUMA DISTRIBUTOR

ARIZONA CNC EQUIPMENT
www.arizonacnc.com

EMEC MACHINE TOOLS, INC.
www.emecmt.com

HEMAQ
www.hemaq.com

GOSIGER
www.gosiger.com

MORRIS GROUP, INC.
www.morrisgroupinc.com

HARTWIG
www.hartwiginc.com

THOMAS SKINNER & SON
www.thomasskinner.com

NORTHERN UTAH CHAPTER'S GOLF OUTING IS A WIN FOR MANUFACTURING

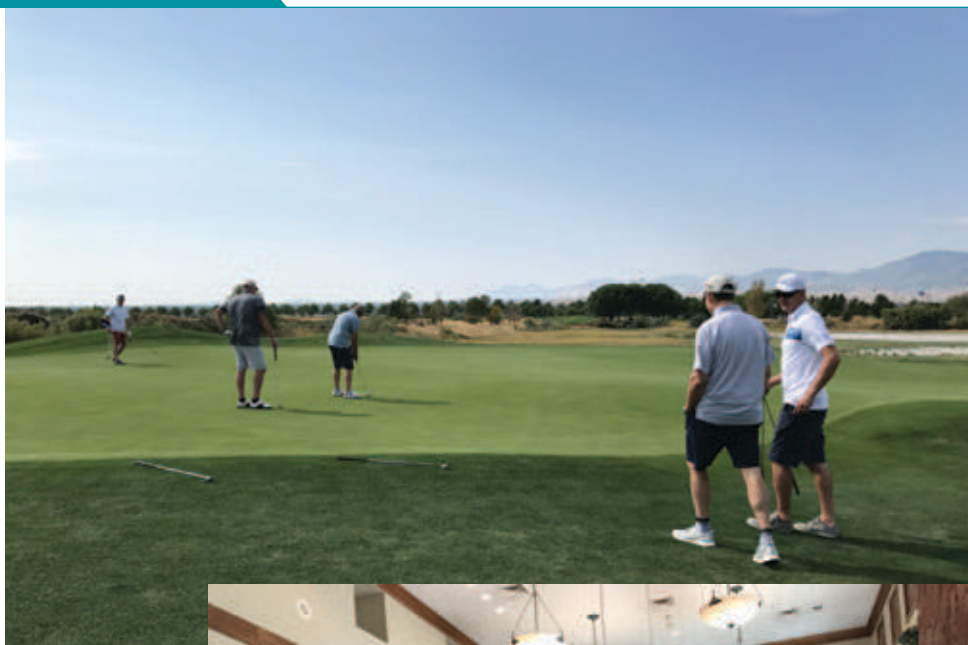
SUBMITTED BY MADDIE DAHL, NORTHERN UTAH CHAPTER, CHAPTER EXECUTIVE



A big thanks to everyone who came to the golf tournament this year, which was held on September 8 at Stonebridge Golf Club!

Awesome raffle prizes were won, delicious food was served, along with a beautiful day on the golf course. More than 130 golfers from 56 shops and sponsors represented.

A special thank you to Platinum Sponsors-MS C and JM Griskey, as well as the planning committee.



6TH ANNUAL NTMA SOUTHWEST CONFERENCE TO BE HELD IN COSTA MESA, CA

Nine chapters from Texas to California are firming up content for their industry regional conference to be held February 8-10 at the Crowne Plaza Costa Mesa in Orange County, California. The industry education will feature state of the art digital manufacturing, lean manufacturing, key updates on government regulations, programming skills, effective leadership and more. Keynotes include content by CultureShoc, Leadership Development, and Franklin Partnership, experts in government relations. There is an early Bird Discount that ends Nov. 30.

The chapters of the National Tooling & Machining Association participating in the event are: Los Angeles, North Texas,

Arizona, Houston, Rocky Mountain, San Fernando Valley, New Mexico and San Francisco. There are still sponsorship opportunities open for companies that would like to be reach our participants, the precision tooling & machining companies.

The three-day conference is slated to be a comprehensive review for tooling and machining businesses about what is vital in U.S. manufacturing today. Manufacturing in the southwest has enjoyed a strong resurgence over the last decade. The event's presenters will not only address technical subjects, but also the management skills owners and managers of firms need for efficient and profitable business.

Other sessions will cover handling of

stress for management personnel, filling the skills gap, eliminating waste, prospering in the new tax environment, minimizing litigation, scaling apprenticeships and more contemporary directions for good management.

Visit www.lantma.org to become a sponsor or to register as an attendee for the conference.



ALLIED MACHINE OFFERS WOHLHAUPTER NOVITECH VIBRATION DAMPENED MODULES

SUBMITTED BY DEBORAH BELEW, ALLIED MACHINE & ENGINEERING

Allied Machine & Engineering, a leading manufacturer of hole-making and finishing tooling systems, announces the availability of their new Wohlhaupter NOVITECH vibration dampened intermediate module, which increases boring operations productivity, surface quality, and process reliability while extending the insert and machine center's spindle life.

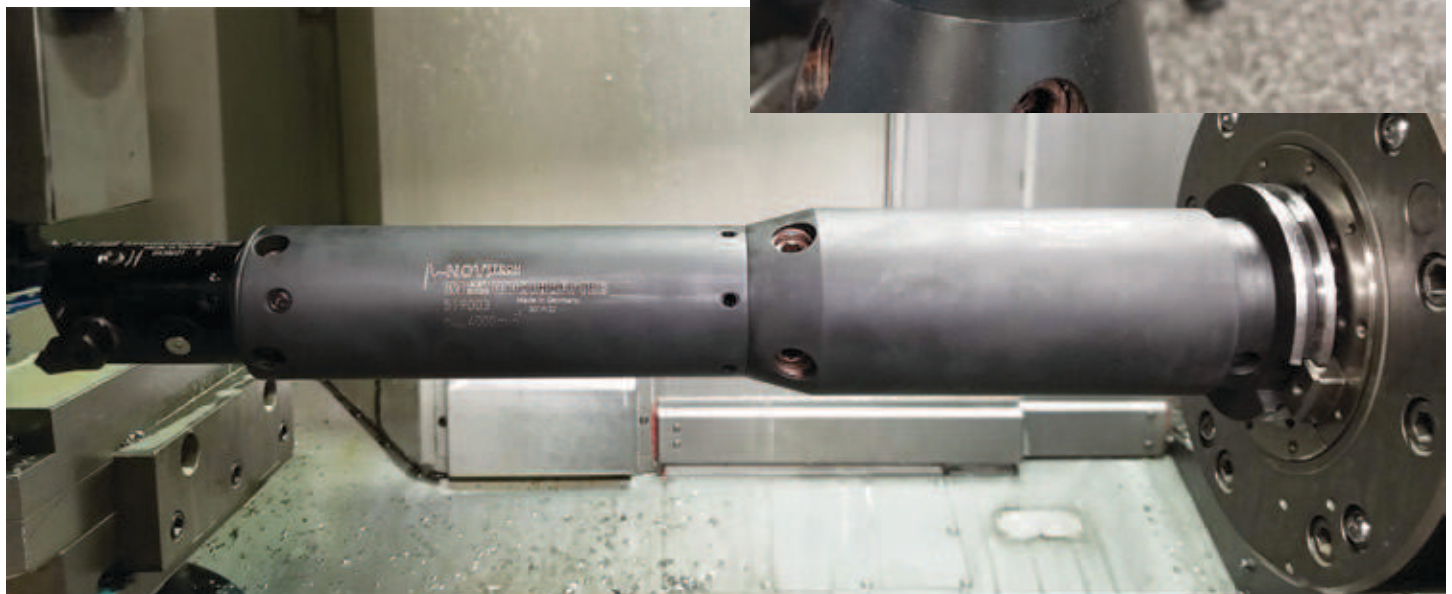
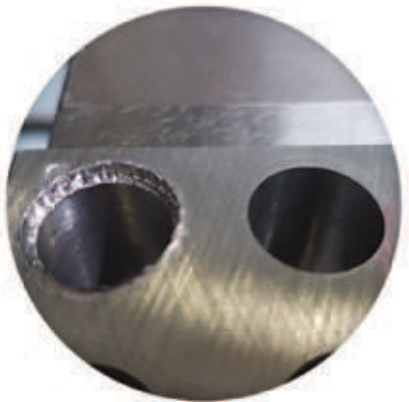
Mounted inside the patent-pending NOVITECH system, the viscoelastically mounted damper modules reduce vibrations during the machining of diameters ranging from 1.97" – 8.07" (50mm – 205mm), up to 10xD. The NOVITECH intermediate modules feature Wohlhaupter's MultiBore system (MVS), making it simple to use with existing Wohlhaupter components and is compatible with any machine spindle.

For more information on NOVITECH please visit www.alliedmachine.com or call 330-343-4283.



**ALLIED MACHINE
& ENGINEERING**

Holemaking Solutions for Today's Manufacturing



VERTI-LIFT MANUAL TURNTABLES ENHANCE ERGONOMICS FOR PALLET LOADING OR UNLOADING

Verti-Lift manual turntables enhance ergonomics and productivity by eliminating the need to walk around or reach across loads, especially during pallet loading or unloading. These heavy-duty, low-profile turntables have a ½" thick steel top turntable and boast a 4,000 lb. capacity. Optional conveyor-topped models are available for in-process workstations. Seven platform sizes, both square or round, from 24" x 24" to 60" x 60" suit most applications. Custom shapes and sizes are available. Detents can be added at 90-degrees and 180-degrees to further enhance operator efficiency. Lifetime lubricated king-pin bearings ensure a long service life with no maintenance. Verti-Lift manual turntables can be floor mounted, stand-mounted or on Verti-Lift hydrau-

lic or pneumatic scissor lifts, making them ideal for palletizing, de-palletizing, work station assembly and manufacturing of all kinds and in all industries.

Video demonstrations of Verti-

Lift manual turntables can be seen on YouTube (search Verti Lift). They are made in the USA and available from Material Handling Distributors nationwide.



EXPERIENCE THE ECONOMY OF QUALITY

Invest in world-class **BIG KAISER Boring Tools** to eliminate scrap, reduce cycle time and bore perfect holes every time.

BIG KAISER APP

LEARN MORE AT: bigkaiser.com/bkapp



BIG KAISER



Tool Holders | Boring Tools | Cutting Tools | Workholding | Tool Measuring | bigkaiser.com

JAGUARS WELCOME FANUC AMERICA CORPORATION AS A PROUD PARTNER AND INTRODUCE FIVE FAN-FRIENDLY ROBOTS TO THE GAME DAY EXPERIENCE

The Jacksonville Jaguars introduced FANUC America, a leading supplier of robotic automation, as a proud partner of the team and welcomed five new robots to TIAA Bank Field and the Jaguars family of game day staff during the team's victory over the New England Patriots earlier this season.

"We are excited for the opportunity to show FANUC robots to Jaguars fans," said Mike Cicco, president and CEO of FANUC. "Companies both large and small are implementing robots and automation to help them meet their productivity goals. Ultimately, we help companies solve production challenges and stay competitive. We hope our fun and interactive demonstrations encourage people to see what automation can do for them."

Fans visiting TIAA Bank Field on game day this season can interact with one of five new robots located throughout the stadium. They include:

- **Flow** – Thirsty fans visiting the Bud Light Party Zone will be served by Flow the robot who will be helping the bartenders pour Bud Light.



- **Lenny** – In the Lower US Assure Club West, fans can challenge Lenny the robot to a running back challenge by passing a handheld ring along a zigzagged route.



- **Cheer** – Later this season, when the Jaguars score, look for Cheer the robot on Camp Grunt Style as she hoists a Jaguars

flag to celebrate a touchdown.

- **Jax and Jill** – Always a robot team, Jax and Jill are waiting in the US Assure Club West lobby to welcome fans with a special message.



"We're excited to add another partner who supports our philosophy of bringing first-of-its-kind activations to the stadium experience," said Scott Massey, Jaguars senior vice president of corporate partnerships. "FANUC is a leader in automation and we're thrilled for FANUC robots to engage with Jaguars fans on game day, from serving fans Bud Lights, to competing against them in a fun skills challenge, to waving a Jaguars flag celebrating big moments on the field."



FANUC

SUPERIOR DIE SET CELEBRATES 95 YEAR

Founded in 1923 by Kasimir Janiszewski, Superior Die Set manufactures die sets, mold bases, pins/bushings, three platen presses, cut-and-ground machined plate, fabrications and forging products. Headquartered in Wisconsin with almost 500 world-wide employees the company is committed to the success of customers, industry and local communities. Still operated by the Janiszewski family – now in the 4th generation – Superior Die Set has multiple manufacturing facilities, warehouses and distribution centers with the capability to serve a global market.

Superior Dies Set celebrated 95 years in September.





2019 TOP SHOPS WORKSHOP

SEPTEMBER 9-11 | CINCINNATI, OH

BUILD YOUR MACHINING BUSINESS
Modern Machine Shop Top Shops Workshop is the place to build your business. The event connects the leaders in machining and metalworking – the top shops, the top suppliers, the top innovators.

SAVE THE DATE!



Gardner Business Media Metalworking Group

Modern
Machine
Shop

PM/PRODUCTION
Machining

MoldMaking
TECHNOLOGY

AM ADDITIVE
MANUFACTURING

D&P

TECHSPEX

TopShopsEvent.com

IN PARTNERSHIP WITH:



LIMITED TIME OFFER: CHOOSE BIG KAISER & RAISE FUNDS FOR THE NRL!

SUBMITTED BY GILLIAN COMPELL, BIG KAISER

Choose best-in-class cutting tools, tool holders and workholding products from BIG KAISER and support the National Robotics League at the same time. From November 1 to December 31, 2018, BIG KAISER will donate 2 percent of every order from an NTMA member company directly to the NRL.

"This is a way for us to support our customers and members in the NTMA, and to promote workforce development and STEM programs through the National Robotics League," explains Chris Kaiser, President/CEO of BIG KAISER.

THERE IS NO ORDER MINIMUM OR MAXIMUM, AND ONLY TWO REQUIREMENTS:

1. When you place your order through your local distributor, request "drop-ship from BIG KAISER."
2. Reference "BK-NRL" as a line item on your order so that every dollar counts toward the donation to NRL.

"We have helped many NTMA members reduce set ups and cycle times, improve part finishes, and reduce costs through longer tool life. We hope this year-end offer will encourage those who haven't tried our products yet," says Mr. Kaiser.

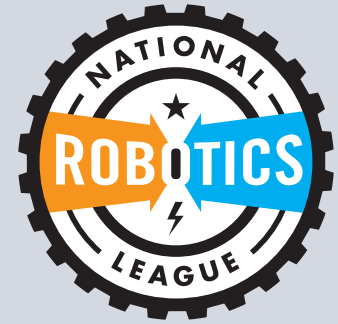
BIG Kaiser offer 9 products lines of precision tooling, workholding, and tool management systems aimed at reducing both the overall process time and the cost per part.

Popular products include face mill holders, end mill holders, collet chucks, angle heads and tapping adaptors. The world-leading KAISER Boring System, high performance Sphinx Drills and Unilock Workholding systems are also available, as are CAT, BT, HSK and Capto systems.

If your machine is equipped with a BIG-PLUS spindle, remember that BIG KAISER is the official licensed provider of BIG-PLUS tool holders in North America. Don't accept any substitute "dual contact" products on your valuable machines!

View or download the latest product guide, or find your local distributor, at <https://us.bigkaiser.com>. Be sure to place your order before December 31, 2018 to benefit the NRL!

For more information, contact BIG KAISER, Hoffman Estates, IL at 224-770-2999, e-mail bigkaiser@us.bigkaiser.com or visit www.us.bigkaiser.com.



BIG KAISER

VERTON INDUSTRIES CELEBRATES 50 YEARS OF AMERICAN MANUFACTURING

Overton Industries celebrated its 50th year in business with an open house event at its newly expanded Tube Forming Systems (TFS) division in Franklin, Indiana. An entourage of local businesses, customers and vendors attended as well as Franklin Mayor Steve Barnett and Indy Race Car Driver Ed Carpenter. Guests were able to tour the new 12,000 square foot addition which houses an updated machine build area. Guests were also able to view Overton's precision machining capabilities-- ranging from carbide turning and grinding, to tube forming machine builds and automation.

From the magnificent ice sculpture displaying the 50th anniversary logo, to the live music and festivities, family and friends celebrated the machining industry and the Overton employees that make it all possible.



Ron Overton, Rick Overton, Steve Barnett (Franklin, IN Mayor), & Steve Overton



Overton Industries™

MANUFACTURING IS COOL

MANUFACTURE YOUR FUTURE

DREAM IT. DO IT.

MFG DAY — OPEN DOORS. OPEN MINDS

A MEMBERSHIP BENEFIT THAT PUTS THE POWER IN YOUR HANDS

BY BILL PADNOS, NTMA, DIRECTOR OF YOUTH ENGAGEMENT

For the past 5 years, I have seen countless presentations, articles, white papers, web sites and conferences that all address the same issue: Closing the Skills Gap. Millions upon millions of dollars have been spent on countless numbers of programs that have been trying to perfect the message to promote manufacturing careers.

If you need an infographic to show the effect of the skill gap on industry based on a survey conducted by prestigious consulting firms, there are plenty to use.



If you need stats and figures about the benefits of a career in manufacturing to show parents, you can download all of that information from a quick Google search.

If you need a video that demonstrates that manufacturing is awesome to a student, then you can check out EdgeFactor.



PROBLEM SOLVING
Exciting Teamwork Building Robots
Manufacturing
Modern **CREATIVE**
Fun Engineering Mathematics
ADVANCED

If you desire to show a visualization that connects manufacturing to STEM, feel free to download one of hundreds of word clouds.

The country supports manufacturing. Ninety percent of U.S. citizens believe that manufacturing is critical to the US economy. Ninety-three percent of manufacturing companies have a positive outlook about the future of industry. Sixty-four percent of students that participated in an MFG Day program are more motivated to pursue a career in manufacturing. Yet, none of these good feelings or programs have the real power to close the skills gap.

In the end, the ultimate power in closing the skills gap is YOU!

Every NTMA member has the ability to engage manufacturing's next generation through full contact innovation and develop your own workforce talent pipeline through our National Robotics League program. NTMA members like Hamill Manufacturing, Kuhn Tool & Die or Fredon Corporation are immune to the skills gap because they are champions of the NRL program. These companies along with hundreds of other manufacturing companies are taking advantage of this NTMA membership benefit to secure the future of their businesses.

Are you actively working to close the skills gap, or waiting for someone else to do it for you? I have the ability to recruit teachers

who are interested in starting an NRL program at their schools, but I do not have the power to hire students who are inspired to become machinists because of their involvement in the program. That power is in your hands.

For more information about the NRL program and how to get involved, please contact Bill Padnos at bpadnos@ntma.org or visit gonrl.org.



MEMBER NEWS

NATIONAL TOOLING AND MACHINING ASSOCIATION



SAM GRIFFITH, JR. HAS BEEN PROMOTED TO VICE PRESIDENT OF NATIONAL JET COMPANY, INC.

National Jet Company has promoted Sam Griffith, Jr. to Vice President for his outstanding performance and contribution to the company. Griffith is a mechanical engineer and is a graduate of the University of Maryland and has been with National Jet Company as a special projects engineer for the past four years. National Jet Company is an international micro precision machine and tool company located in LaVale, Maryland. Sam and his wife, Kelsey, and daughter Lyla reside in Ridgely, West Virginia.



NEW**4TEX™***Indexable Carbide Drill*

NOVITECH™
Vibration Dampened Intermediate Module

4-sided indexable
 inserts reduce your
 cost-per-hole

Enlarged twisted coolant
 hole design allows for
 superior chip evacuation

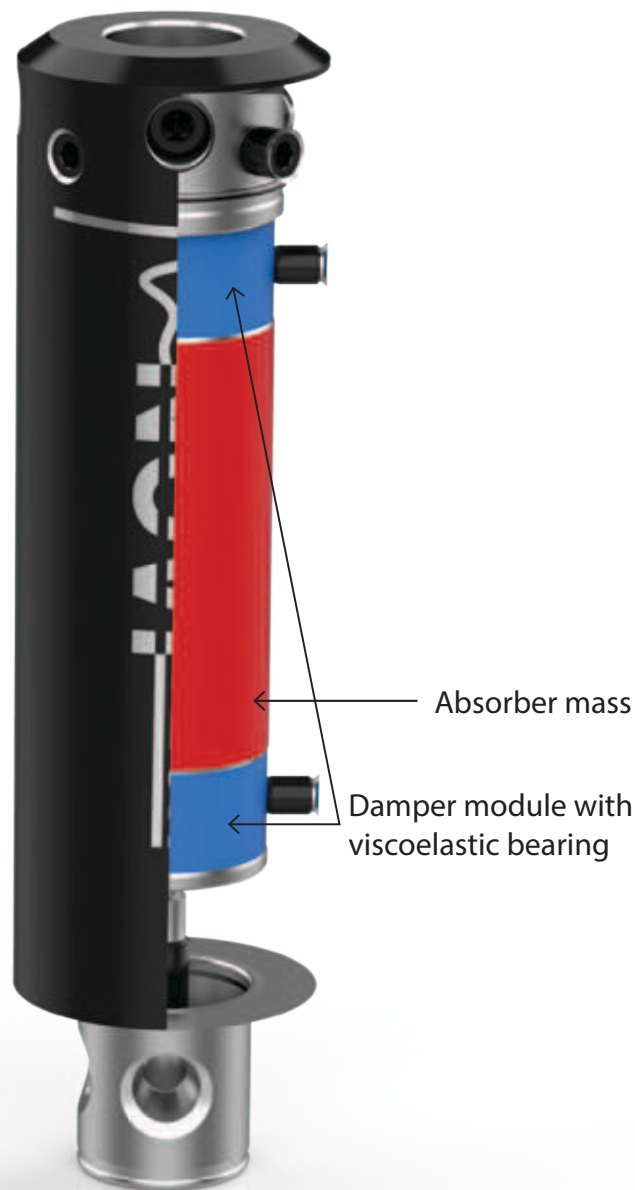
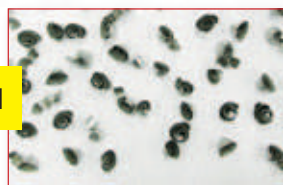
Holder rigidity is
 designed to improve
 hole size and straightness



Chips Formed in Stainless Steel Application

Competitor

4TEX™

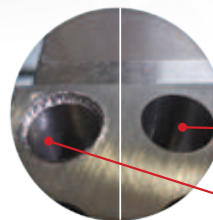
**M**

Absorber mass

Damper module with
 viscoelastic bearing

The surface quality tells it all

When machining alloy steel to 9xD, the NOVITECH provided reliable machining which achieved high surface quality ($R_a = 32$).



Precision boring head with
 Wohlhaupter® NOVITECH™
 intermediate module

Precision boring head with
 standard steel extensions

CONTACT US TODAY

Let us help you find the best solution to your
 most challenging holemaking applications.

www.alliedmachine.com | 330.343.4283



**ALLIED MACHINE
 & ENGINEERING**

Holemaking Solutions for Today's Manufacturing



MANUFACTURING AMERICA'S FUTURE

NTMA Membership Healthcare Plans

Medical, Dental, Vision, Life, Disability

Using the buying power of its members, the NTMA offers the NTMA Membership Healthcare Plans. The plans offer comprehensive healthcare coverage and ancillary programs to provide the best healthcare coverage at reasonable rates and renewals only for NTMA members. The NTMA plan helps American manufacturing stay strong by providing health and wellness opportunities for its members and their employees.

ENROLLMENTS FOR JANUARY STARTING NOW THROUGH THE NTMA



MEDICAL PLANS:

- Six (6) PPO plan options to choose from
- National Open Choice PPO network
- Savings potential for the employer and employee
- Teledoc and other value adds
- Composite Rating
- Calendar Year Deductible



ANCILLARY PLANS:

Dental, Vision, Life, Disability

- Multi-year rate guarantees
- No participation requirements
- Projected cost reduction to NTMA members



ONLINE BENEFITS ADMINISTRATION SYSTEM:

- Easy, online enrollment of benefits
- Increase employee engagement
- Manage the HR function

**Contact the
NTMA for more details:**

James Mayer
216-264-2847
jmayer@ntma.org

or
www.ntma.org to
request a quote

NTMA MEMBERSHIP HAS ITS BENEFITS -
CONTACT THE NTMA TODAY AT 216-264-2847 OR WWW.NTMA.ORG

