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# THE RECORD

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## FALL CONFERENCE SCHEDULE AND REGISTRATION

You can plan out your Fall Conference days. Don't miss Business Development Sessions and Technology Day! —p14-15

## MANUFACTURING DAY SUCCESS STARTS WITH YOUR SUPPORT

Sometimes the best way to get attention in Washington is to make so much noise outside of Washington that the people who work "inside the Beltway" can't help but take notice. —p19

## NTMA REGIONAL CHAPTER CONFERENCES

While many NTMA Chapters ramp down for the summer, members of several Chapters have opportunities to attend regional conferences. —p29

## 2015 NATIONAL MEMBERSHIP DIRECTORY OPPORTUNITIES

Reach the premier precision custom manufacturers in the U.S. - NTMA Members. —p31



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## 2014 FALL CONFERENCE

THIS YEAR'S FALL CONFERENCE HAS A NEW FORMAT, PROVIDING MORE VALUE FOCUSED ON MEMBERS' NEEDS TO HELP TAKE YOUR BUSINESSES TO THE NEXT LEVEL. SEE TED TOTH'S DESCRIPTION OF NEW FEATURES IN HIS CHAIRMAN'S CORNER (P4-7) AS WELL AS A DETAILED SCHEDULE AND REGISTRATION FORM (P14-15).

## 2014 FALL CONFERENCE

October 22-24, 2014

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# U.S. MANUFACTURING EXPANDS AGAIN IN JULY

PAUL WISEMAN, AP ECONOMICS WRITER

U.S. manufacturing expanded for the 14th straight month in July in a good sign for the overall economy.

The Institute for Supply Management, a trade group of purchasing managers, reported Friday that its manufacturing index rose to 57.1, highest level since April 2011 and up from 55.3 in June.

Anything above 50 signals that manufacturing is growing.

Paul Dales, senior U.S. economist at Capital Economics, wrote in a research note that the index was consistent with overall economic growth of 3.5 percent.

The U.S. economy already has been showing renewed strength. Economic growth clocked in an impressive 4 percent annual pace from April through June after getting off to a bad start the first three months of the year. And the Labor Department said Friday that employers added more than 200,000 jobs in July for the sixth straight month. Factories created 28,000 jobs in July, most since November. Over the past year, manufacturers have added 178,000 jobs, best 12-month stretch of hiring since November 2012.

Dales wrote that the ISM report “suggests that manufacturing payrolls may soon start to rise by close to 50,000 a month rather than July’s 28,000.”

American factories have been busy. The Commerce Department reported last week that orders for durable goods rose 0.7 percent in June, and a category seen as a proxy for business investment plans rose a healthy 1.4 percent.

The ISM reported that new orders, production and employment at factories rose. Exports declined last month. Seventeen of 18 industries covered by the survey showed growth last month. Only wood products contracted.



# CALENDAR OF EVENTS

## IMTS

September 8-13, 2014  
Chicago, IL

## MFG DAY

October 3, 2014  
Manufacturers across America

## NTMA FALL CONFERENCE

October 22-24, 2014  
New Orleans, LA

## MFG MEETING

March 4-7, 2015  
Orlando, FL



## CHAIRMAN'S CORNER

TED TOTH / NTMA CHAIRMAN OF THE BOARD

In this month's Chairman's Corner we will provide some more details about the upcoming 2014 Fall Conference in New Orleans as well as review the tools of the Emerging Leaders Team.

But first, I must convey my deepest sympathies to Jim Grosmann's wife, Kim and daughter, Julie. When anyone thinks of dedication and relentless support for our members and the NTMA, Jim always comes to mind. His tireless endeavor to make sure the NTMA and all that it stands for was always known to anyone who met Jim. His memory will remain with all of us and the NTMA for many years to come.



By now you have received the 2014 Fall Conference brochure in the mail. It's posted on the NTMA web site, where you can print out the registration form or link to online registration.

You will notice that we do not have keynote speakers or team meetings at this year's Fall Conference. We decided to try a different format this year – with the following highlights:

### **TRUSTEE ROUNDTABLE (WITH CHAPTER PRESIDENTS INVITED TO ATTEND).**

Our first trustee roundtable, held at this year's MFG Meeting was very well received, so it will be expanded at Fall Conference to include chapter presidents. Like many past roundtables, the agenda will be determined at the beginning of the roundtable by participants.

### **TEAM ROUNDTABLES.**

We are holding some team roundtables during breakfast and lunch. *Seating is limited so make sure you sign up for the lunches at onsite registration when you pick up your badges.*

Teams have been advised to do most of their standard business before the conference, so that members can have more time to learn about what the teams are working on and can participate in providing feedback to the teams.

### **GENERAL ASSEMBLY.**

After breakfast on the first day we will hold our General Assembly, which will include a NIMS presentation. NTMA is one of the founders of NIMS back in 1995 and supports them today. We have a permanent NIMS board seat and we also have four NTMA members who sit on the board. Their current Chairman is an NTMA member.

Working lunches will follow the general assembly.

### **BUSINESS AND STRATEGY TRACKS FOLLOW ON THE AFTERNOON OF THE FIRST DAY.**

Many member companies' challenges involve daily or long-term operational aspects of their businesses. It is important to make sure we offer business tracks at our conferences to provide training and information needed for growth. You will find value in the myriad of topics presented, from NTMA-U to Conflict Minerals/Materials to Lean and Manufacturing Metrics – there's something here for every member company.

### **A TRIP BACK IN TIME:**

Opening reception at the World War II Museum.

### **THE SECOND DAY**

Thursday starts with our Board of Trustees meeting, with some important business that we need to conduct.

### **TECHNOLOGY DAY**

The rest of the second day is our Technology Day. We decided to not hold competing tracks when it came to technol-

ogy. We feel even if you are not interested in a type of technology, you might pick up some piece of information that you normally would not have. The Technology day consists of six 45-minute tracks with 15 minutes in between for networking. We finish the second day with a Tech Reception.

### **FRIDAY**

Fall Conference Day #3 starts with a General Assembly followed by

### **INDUSTRY SECTOR ROUNDTABLES**

*Aerospace/Defense, Automotive, Fluid Power, Medical and Oil & Gas.* With in these new Industry Sector Roundtables, we are hoping members find ways NTMA can help with industry sector speakers, tradeshow support, trade missions, etc.

Industry Sector Roundtables continue after lunch, focusing on *Precision Machining and Tools, Dies & Molds.* These roundtables are traditionally among the most valued events at our conferences.

### **SILENT AUCTION & GALA**

We round out the day and the conference with a cocktail hour, Silent Auction & Gala, which will be a masquerade-themed event.

Why end your trip on Friday? Spend the weekend touring the town, with a round of golf or relax and enjoy New Orleans!

If you have attended other fall conferences you can see the new and exciting changes. If you have not attended one, we hope you will see the value and consider attending. We have some special rates and events for First Timers.

### **NTMA'S EMERGING LEADERS TEAM**

The Emerging Leaders Team used to be known as the Next Generation Team. With Zac Overton (Overton Industries, Mooresville, IN) as Team Leader, the team

CONTINUED ON – P5



# THE RECORD

## OPERATIONS & EDITORIAL

Dave Tilstone, President

Emily Lipovan, Managing Director and Editor

Sally Safranski, Associate Editor

## NTMA EXECUTIVE TEAM

Theodore O. Toth, Jr., Chairman

*Rosenberger-Toth – Pennsauken, NJ*

Herb Homeyer, Vice Chairman

*Homeyer Precision Manufacturing – St. Louis, MO*

Dave Sattler, Treasurer

*Sattler Companies – Sharon Center, OH*

Ken Seilkop, Secretary

*Seilkop Industries – Cincinnati, OH*

Robert Mosey, Past Chairman of the Board

*Moseys' Production Machinists Inc. –*

*Anaheim, CA*

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has not only been renamed – they have a new mission and vision. The Emerging Leaders Team is part of the Member Value Leadership Team, led by Paul Sapra from Upland Fab, Inc. (Ontario, CA).

## ZAC SHARES THE TEAM'S VISION:

At one point in your career, you were an emerging leader. From the time that you woke up every morning to when you went to bed at night, you were trying to forage for new information or knowledge that could help you move up the ladder, both personally and professionally. Perhaps you were a young engineer trying to glean any and all info from a senior engineer. Maybe you were a new salesperson trying to learn from the top breadwinner. Each of us have had men-

tors and key relationships that have guided us to the spot where we are today.

NTMA's newly minted Emerging Leaders Team is working to leverage this experience and harness it to develop our young (and not so young) workforce.

The group understands that we are all striving to be better, to work toward something more. The team is developing programming that will be designed to help all NTMA members foster development in their companies. With targeted topics, the team's content will be effectively training your next level of management – be it your next engineering manager, your operations manager or even the owner – in a host of ways. Through a mixture of online content,

CONTINUED ON – P6

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webinars and in-person workshops, programming will allow the Emerging Leaders Team to create a foundation of content upon which Emerging Leaders will grow to be the next generation of the NTMA and the manufacturing industry.

As you can see the team has great vision, direction and leadership. Over the course of the next few months you will see more information about the Emerging Leaders Team and how we are helping to prepare the next wave of manufacturing leadership. By partnering with industry leaders and knowledge experts, the team is ensuring that the future of manufacturing is strong.

Among the programs they will be working on are a Plant Manager's network. This was a successful program where managers visit other shops in their region to solve common problems. They are also looking into starting a Woman in Manufacturing sub-team, which will develop a mentoring type of program to assure growth and sup-

port of our future emerging female leaders.

If you want to be part of the team or just want to keep up on their activities, please email Zac Overton at [zac@overtonind.com](mailto:zac@overtonind.com).

Next month we will review some of the Team Roundtables for the Fall Conference in New Orleans and will recap IMTS 2014. And we'll review some of the most important and under-recognized workers – our Chapter Executives and the Star Chapter program.

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



## U.S. EQUIPMENT RENTAL REVENUE TO EXCEED \$51 BILLION IN 2018

BY ADRIENNE SELKO, NEW EQUIPMENT DIGEST

The equipment rental industry in the United States is expected to generate \$35.8 billion in revenue and outpace gross domestic product (GDP) by more than four times in 2014, according to the American Rental Association's latest forecast from ARA Rental Market Monitor are compiled by IHS Inc.

"The U.S. economy slowed more than expected in the first half of the year, but equipment rental demand has remained strong and rental growth will still handily outperform the overall economy," says Scott Hazelton, managing director with IHS Global Insight. "Looking forward, commercial construction and housing starts will contribute to growth in the construction and industrial and general tool segments."

In the U.S., total equipment rental revenue is forecast to grow 7.6% in 2014 to reach \$35.8 billion, 10.5% in 2015 to reach \$39.6 billion and another 10.2% in 2016 to reach \$43.6 billion, surpassing the previous industry record of \$36.9 billion in 2007.

The growth rate is expected to be 8.9%



in 2017 and 7.7% in 2018, with total rental revenue of \$51.2 billion.

"The U.S. economy slowed more than expected in the first half of the year, but equipment rental demand has remained strong and rental growth will still handily outperform the overall economy. Looking forward, commercial construction and housing starts will

contribute to growth in the construction and industrial and general tool segments," says Scott Hazelton, managing director with IHS Global Insight.

Over the next two years, the construction and industrial segment and the general tool segment will experience double-digit growth in U.S. rental revenue. In 2015, construction and industrial rental revenue is projected to increase 10.7% and general tool 11.7% and again in 2016 with increases of 10.4% and 11.6% respectively. The party and event segment is expected to continue its same steady growth, with revenue increasing 4.2% in the U.S. in 2014 to reach \$2.6 billion.



## BOB ROSEMAN RETIRES FROM EHRHARDT TOOL & MACHINE

After eight years as president of Ehrhardt Tool & Machine (Granite City, IL), Bob Roseman has retired effective



the end of August. During Bob's tenure at Ehrhardt, the company has doubled in sales and now employs over 150 people in an advanced machine shop that produces stamping dies, special machines, and machined and stamped parts for other manufacturers. The expansion of Ehrhardt continues as they will occupy an additional 18,000 square feet of manufacturing space in October to produce large assembly lines, special production machines and complete sheet metal fabrication lines.

Ehrhardt has been recognized by the Illinois Department of Commerce and Economic Opportunity for the company's growth and employee development. Ehrhardt employees have been the single largest supporter of the local Community Center for the last four years.

During Bob's career, he has produced similar results with three manufacturing companies in ownership and CEO positions. His formal career began with Ingersoll-Rand in the mid-70s following some early adventures in small businesses. Bob has addressed groups from local high schools to U.S. senators, promoting manufacturing and the value of the skilled trades and STEM based education. Ehrhardt funds scholarships at technical schools, provides training and apprenticeship programs and opens their shop to tours by high schools and political leaders to enhance the image of U.S. manufacturing.

Bob will continue with Ehrhardt as a board member and technical advisor starting in September. In addition, he will continue to actively support NTMA and PMA, offering his talents as a speaker and organizational leader to represent the industry and manufacturing. Bob will leave the St. Louis area and join his three children and their families in the Philadelphia area – as, he says "to be a granddad for those five grandkids."





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## EXECUTIVE TEAM VISITS MEMBERS IN PHOENIX

After meeting with the Board of our Arizona Chapter, NTMA Executive Team members Ted Toth, Chairman; Herb Homeyer, Vice Chairman and Dave Sattler, Treasurer, as well as NTMA President Dave Tilstone toured three Phoenix area members' companies.



Dave Sattler, Ted Toth, Mike Holmes from Cadence Aerospace and Herb Homeyer

The group's first stop was with Cadence Aerospace. CEO Mike Holmes has an extensive background in managing operations of various sizes, with a career dedicat-

ed to aerospace. Mike discussed their interest in NTMA-U and attending the Fall Conference. We also discussed NTMA's new IMTS Tech Tours that provide prearranged guided tours of some of the world's technology leaders and highlight the new technologies for precision manufacturing. The plant tour of Cadence reinforced the expertise and specialization technologies the company has developed for the aerospace industry from 5 axis machining to precision grinding and assembly.

The next stop was Layke Inc. and Layke Tactical, where we met Ernie Apodaca,



Dave Tilstone, Dan Schulze from Layke Inc., Dave Sattler, Ernie Apodaca from Layke Inc., Herb Homeyer and Ted Toth

owner of Layke Inc. and Dan Schulze who heads up their marketing and sales efforts and is also a partner in Layke Tactical. Ernie, who began his career at Layke when he was 18, gradually purchased shares from employees as they retired and is now the owner of Layke. His shop was dedicated to aerospace; however, with Dan's help it is now diversified into other industries. In

Ernie Apodaca from Layke Inc.



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Ernie's office you'll notice an issue of A2Z Magazine that showcases Layke Tactical, a specialized gun manufacturer of precision crafted AR-15 rifles. Ernie was approached a few years ago by a previous employee who was retiring and asked help auctioning his equipment that was used to manufacture uppers and lowers for AR-15 rifles. Wanting to further diversify his business, Ernie bought all the equipment and took it one step further by using materials and precision required by the aerospace industry to produce his own line of AR-15 rifles. Because of the aerospace materials and tighter tolerances, Layke Tactical rifles are more accurate and operate more smoothly for the marksman and hunter. It's remarkable what Ernie and his team have accomplished in three short years! So impressed with the AR-15 rifles, the ET asked Ernie to make a one-off AR-15 with the NTMA logo and Ted's theme of NTMA Toolbox as a live auction item for the Fall Conference.

The final stop was Modern Industries, where the team met Mark Lashinske. Many of you know Modern Industries because of Dan Yarhaus and his dedication and lead-



Herb Homeyer, Ted Toth, Mark Lashinske of Modern Industries, Dave Tilstone and Dave Sattler

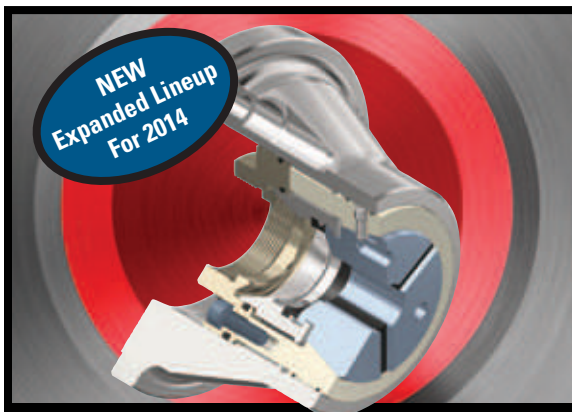
ership to the NTMA and our industry. His philosophy of doing what it takes to do it right is evident throughout the two facilities visited. From the well-organized shop with some of the best technology money can buy, to the largest pallet system in the U.S., to the clean rooms – every part of Modern Industries' shops are immaculate. Adoption of 6S permeates throughout. Perhaps the most obvious aspect of Modern is innovation from the improvements they have made to machine tools to

the fixtures they have designed to reduce set ups. Modern is one very impressive company!

With two primary markets, aerospace and semiconductor components, Modern provides, in many cases, complete assemblies to their customers through a vertically integrated series of processes from ion beam welding to final assembly in clean rooms. Mark, who is well-known within NTMA and the southwest region for his passion for education, is the champion of the local apprenticeship program, AZpMAP and is on the NIMS board of directors. When he gives a tour of Modern's facilities he beams

with enthusiasm as he points out the innovative ways they have stayed ahead of competition over the years and provided exceptional value to their customers.

Needless to say, these tours and the dedicated NTMA members who welcomed the Executive Team into their shops reinforces the pride and passion our members have for our association and industry. A better day could not be imagined!



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# The Land of Enchantment – Best Practices, NFL Linebackers and Prototyping – the connection?

## New Mexico NTMA Chapter

BY EMILY LIPOVAN, NTMA MANAGING DIRECTOR



Arriving in the land of enchantment on July 16 with our membership director, Jeff Walmsley, I was greeted with a warm welcome and evidence that something truly powerful was happening here. In March 2014 at the MFG Meeting, the Board of Trustees of the NTMA proudly welcomed the newest chapter into our association, New Mexico NTMA. The epicenter of this effort is the greater Albuquerque area; however, the reach is as far northwest as Farmington, New Mexico.

The visit began with meeting with the board of directors, led by President Mark Bogue of Bogue Machine. The board hosted Walmsley and I at a point of interest restaurant known as the Pinto Ranch. The conversation around the table was postponed momentarily due to a downpour that moved us closer to inside. The topic of conversation was “Are we doing enough? Are we successful? Is this meaningful to our local members?”

For a start up chapter, having all of the board members fully engaged in a dialogue about business development, public policy and advocacy, education, and breaking down the barriers thru networking was a positive affirmation that New Mexico NTMA Chapter is walking the walk and talking the talk. The board challenged national staff to support them in a strategic plan, retention visitation and to participate in their prospecting strategy which is led by two successful regional associate members, Jai Prasad and Rick Hellinghausen. Since their inception, 21 members have joined since September 2013. Jai and Rick have another 7 prospects in the pipeline and we know there are more to come. The evening ended with every board member voicing their priority for what they were putting into the chapter and what their priority was as a return on investment. Again, it was a positive affirmation that their charted course for growth and engagement is focused and



Front Row: Tony Benavidez, Cheryl Iverson, Mark Bogue, Rod Mitchell. Back Row: Jai Prasad, Milt Cumiford, Bill Tatum and Rick Hellinghausen

efficient.

July 17th brought visits to Backerworks Manufacturing, LLC where we met with owner Pete Shufelt, a welder with his wife, Gina Shufelt. The shop is impressive, the production of parts excellent and the process and organization was contagious. Pete proudly walked us around his company and told us the story of how he was introduced to manufacturing in high school and was really talented as a welder. His love of football got him to college and he later played for the NFL. Pete started Backerworks in 1998 from a backyard garage. Since then, his company has grown into a 22,000 square foot facility. His niche is that he offers CNC Machining, certified welding, waterjet cutting, fabrication, wire EDM, tool and die, inspection and quality assurance under one roof and is still growing.

Our day continued with visits with Jai and Steve and Ivan Clay of Clay-Groomer Machine Shop, who traveled with us on all of our prospect visits. The day took a pause when I facilitated the first phase of

strategic planning for the board an hour before the chapter's bi-monthly meeting. We were hosted at Central New Mexico Community College. To our wonderment, 55 people were in attendance for this meeting. For a brand new chapter, it was not only impressive and inspiring, but something to be noted as a best practice. Board members have decided to take turns running their chapter meeting which includes the mailing, calling, promotions, locations and logistics and speaker content. There is no chapter executive present at the New Mexico NTMA.

The chapter's speakers included someone from the state work force development department followed by NTMA's Emily Lipovan and Jeff Walmsley. The upside, Rick Hellinghausen and Jai Prasad coached us that we needed to be done within the time allotment. It is fair to say we were successful. A new member signed up on the spot at the meeting. The feedback the board of the New Mexico Chapter received was positive and affirming.

Continuing on the best practices, the associate members of the chapter are being organized by Rick Hellinghausen to focus on additional recruitment of manufacturing members and other associate members who would add value to the chapter's efforts.

Friday concluded with two more visits with prospective members and a request for a return visit in September, which I am more than happy to oblige.

What are the observations and take aways from this experience? The NTMA Brand locally and nationally has value. New Mexico as a region has a niche economic development opportunity to promote R&D and prototyping not only to

the national NTMA members, but globally. The great news is that they want to partner with their trade association and membership.

Please welcome your newest chapter members from New Mexico at the Fall Conference. They have promised they will be well-represented. A hearty thank you to the entire board of directors of the chapter and especially Mark Bogue, Ivan Clay, Jai Prasad and Rick Hellinghausen for their time, talent and dedication to making our trip a huge success. It is a pleasure working for your chapter.



Rick Hellinghausen, Emily Lipovan, Pete Shufelt, Jeff Walmsley and Ivan Clay



## NTMA BUSINESS CONDITIONS REPORT - WHAT'S TRENDING IN THE INDUSTRY?

JUNE 2014 NTMA BUSINESS CONDITIONS REPORT BASED ON RESPONSES FROM 175 NTMA MEMBER COMPANIES (14% OF MEMBERSHIP)

The NTMA Business Conditions Report covering the first half of 2014 is now available. This report also provides a projection for the second half of 2014 as well as geographical and industry segment "snapshots" of business trends and conditions within the industry.

Based on information from 175 NTMA member companies, the report indicates that overall business conditions during the six month period ending June 30, 2014 were Very Good to Excellent for 38% of respondents. This is a significant decline from the 67% who reported Very Good to Excellent business conditions at the end of 2013. There appears to be cautious optimism on the part of 49% of respondents that the next six months will show a moderate increase in business conditions, while 39% expect conditions to remain the same.

Geographically, business conditions tend to be strongest in the Central and Southeastern regions.

### KEY BUSINESS PRIORITIES REMAIN UNCHANGED FROM THE DECEMBER REPORT:

1. Increase Sales: Seek to identify new business, especially with strategic, long term contracts

2. Increase Productivity: Need productivity, including lean, cost reduc-

tions and improved output per person

3. Finding Skilled Employees. Limited by shortages of skilled machinists, programmers and processing engineers

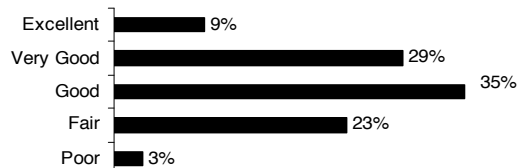
In response to NTMA members' number one priority to increase sales, NTMA held two Purchasing Fairs in the first half of 2014 (April 2 in Pittsburgh and June 3 in Northern Illinois). A Southern California Purchasing Fair is being planned for early 2015.

Average work week hours per employee remained unchanged from the previous report. Future work on the books increased from 14.9 weeks to 17 weeks. Average Sales per Employee declined to \$128,618 from \$140,267 in the December survey.

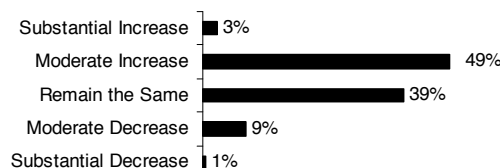
A special thanks to the 175 NTMA member companies that participated in the June 2014 NTMA Business Conditions Report. We appreciate your support of this important benchmarking survey. The full report is available to members only and can be downloaded from our website at [www.ntma.org](http://www.ntma.org). After logging in, click on Resources/Reports/Business Conditions Report.



### Current Business Conditions (All Segments & Regions)



### Projected Business Conditions Over Next 6 Months







Chicago / USA  
September 08 – 13, 2014  
South Hall, Booth S-8900

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## IN MEMORIAM - JIM GROSMANN

MAY 27, 1953 - AUGUST 4, 2014

Our hearts go out to the family of Jim Grosmann, who passed away Monday, Aug. 4. NTMA President Dave Tilstone noted: "Jim's been an inspiration to all of us because of his passion and love for the NTMA and our industry. His dedication as our advocate for all that we stand for will always be remembered." As current NTMA Chairman,

Ted Toth observed, "When anyone thinks of dedication and relentless support for our members and the NTMA, Jim always comes to mind. His tireless endeavor to make sure the NTMA and all that it stands for was always known to anyone who met Jim. His memory will remain with all of us and the NTMA for many years to come."

Jim was married to Kim Grosmann and father of Julie (James) Williams. He lived in Ballwin, Missouri, a suburb of St. Louis. Originally from Memphis, TN, Jim enlisted in the Air Force in 1971 on the day after his high school graduation. He served two tours of duty in Vietnam; upon his discharge in 1978, he went to Memphis State University, graduating with a degree in Criminal Justice. After marrying Kim, Jim left Memphis for Gary, Indiana where he worked at Gary Screw and Bolt and then Modform, Inc. (Moline, IL).

After his time in sales in these two manufacturing companies, Jim began his 22-year career with NTMA. We all know how proud he

was of his work and commitment to the NTMA. As an employee for 22 years, Jim was dedicated to the members, advocacy and United States manufacturing.

After visitation and both chapel and military funeral services, Jim was laid to rest at Jefferson Barracks National Cemetery.

Kim and Julie have noted their deep gratitude to the many NTMA friends who supported Jim during his illness and at the end of his life, especially those who visited and those who called and emailed Jim. A number of people from the NTMA community came to pay their respects - from Texas,

Indiana, Illinois and Missouri; countless others have supported the family and touched their lives. For each, they are truly grateful.

We will all miss a great human being. Our thoughts and prayers are with Jim's wife Kim and his family at this time. Memorial contributions to assist Kim with expenses would be welcome to cover funeral, medical and other expenses resulting from Jim's long illness.

Checks can be written to Grosmann Memorial Account, c/o Midwest BankCentre, 1007 Bowles Avenue, Fenton, MO 63026.



## MAY TECHNOLOGY & MFG., INC. CELEBRATES 50TH ANNIVERSARY



May Technology & Mfg., Inc. (Kansas City, MO) marks its 50th anniversary this year. MTM is a contract manufacturer offering precision CNC machining (up to full 5-axis contouring), precision tool and die, aircraft support equipment and complex assembly and testing. Founded in 1964 by Ernest and Theresia May in a back corner of his first customer's factory, the firm has grown to occupy over 65,000 SF of space with 120 employees and a new major expansion plan in the works. The founders' sons, Steve and Reno (pictured below), now lead the company and the third generation of the May family is working at the plant.

May Technology & Mfg. is ISO 9001 and AS 9100B Certified as well as ITAR registered and is an FAA approved repair station. MTM machines all types of materials, from exotic super alloys and non-ferrous alloys. MTM's milling capabilities are parts up to 200" long and turning up to 38" in diameter. Industries served include aerospace, defense, construction, agriculture, energy, automotive and general industry.

The assortment and breadth of the equip-

ment at May Technology and Mfg. is impressive. It has over 80 pieces of CNC equipment in the operation with eight 5-axis machining centers and 3 Wire EDMs with 16" thick capacity. "We believe in keeping up with technology," stated Steve May. "Our greatest strengths are our people and our attitude to perform and succeed."

As they considered the history of the company the May brothers commented, "We have always been known for our quality and precision," stated Steve. "Keeping a diversified customer base and being financially conservative are also big factors," observed Reno. Both brothers noted, "We are in a great industry in a great city! We have

been fortunate to work with world-class customers and professionals in the industry over the years. We think American manufacturing is going in the right direction, gaining momentum and attracting new high-quality individuals that will keep our industry going forward." May Technology & Mfg. can be contacted at (816) 923-6262; or [www.may-technology.com](http://www.may-technology.com). Story and photo credits: Mid-America Commerce & Industry.



# 2014 NTMA Fall Conference Schedule of Events

## Tuesday, October 21

2:00pm - 6:00pm	Registration
3:00pm - 5:00pm	Trustee & Chapter President Roundtable
5:00pm - 6:00pm	Trustee & Chapter President Reception

## Wednesday, October 22

8:00am - 7:00pm	Registration
8:00am - 9:00am	Continental Breakfast
8:00am - 9:00am	First Timers Breakfast *First Timers Only
8:00am - 9:00am	Chapter Executives Breakfast *Chapter Execs Only
9:00am - 11:15am	NTMA General Membership Assembly/ NIMS Presentation
11:30am - 1:15pm	GAT Team Meeting Lunch *Team Members Only
11:30am - 1:00pm	NTMF Board Meeting Lunch *Board Members Only
11:30am - 1:00pm	Tech Team Roundtable Lunch *First Come First Served—Limit 30 Lunches
11:30am - 1:00pm	Chapter Executives Lunch *Chapter Execs Only
1:30pm - 3:00pm	Business & Strategy Tracks: A. Lean Manufacturing B. Manufacturing Metrics C. NTMA-U D. Federal Regulations Impact Update
1:00pm - 3:30pm	<b>Optional Activity – Walking Ghost Tour</b>
3:00pm - 3:30pm	Break
3:30pm - 5:00pm	Business & Strategy Tracks: A. Conflict Minerals/Materials B. Additive Manufacturing C. Sales & Marketing D. Export Promotion
6:00pm - 7:30pm	Transportation
7:00pm - 10:00pm	Kennametal Event: World War II Museum

## Thursday, October 23

### \*\*\*\* Technology Day \*\*\*\*

8:00am - 5:00pm	Information Center
8:00am - 10:00am	Continental Breakfast WOW Breakfast - <b>Sponsored by Mazak</b>
8:00am - 10:00am	Board of Trustees Meeting w/ Breakfast
9:00am - 12:00pm	<b>Spouses Program – Mask Making</b>
10:15am - 11:00am	Tech Seminar 1 – <b>Sponsored by Big Kaiser</b> <b>Machine Interface Training</b>
11:15am - 12:00pm	Tech Seminar 2 – <b>Sponsored by Mazak</b> <b>Tool Handling and Management</b>
12:00pm - 1:15pm	Lunch/Social Media Seminar - <b>Sponsored by DMG Mori</b>

## Thursday, October 23 - continued

1:15pm - 2:00pm	Tech Seminar 3 – <b>Sponsored by DMG Mori</b> <b>Laser Tech Machine</b>
2:15pm - 3:00pm	Tech Seminar 4 – <b>Sponsored by Doosan</b> <b>Options for Shop Consumables</b>
3:00pm - 3:15pm	Break
3:15pm - 4:00pm	Tech Seminar 5 – <b>Sponsored by Epicor</b> <b>Quote Management</b>
4:15pm - 5:00pm	Tech Seminar 6 – <b>Sponsored by Okuma</b> <b>What's Next in Technology?</b>
5:00pm - 6:00pm	Tech Reception

## Friday, October 24

8:00am - 12:00pm	Information Center
8:00am - 9:00am	Continental Breakfast
8:00am - 9:00am	Team Leaders Breakfast Roundtable *Team Leaders Only
9:00am - 10:15am	NTMA General Membership Assembly • The Franklin Partnership Updates • Team Updates
10:15am - 10:30am	Break
10:30am - 12:30am	<b>INDUSTRY ROUNDTABLES</b> • Aerospace / Defense • Automotive • Fluid Power • Medical • Oil & Gas
12:30pm - 2:00pm	Past Chairman's Lunch *Past Chairmen & Spouses Only
12:30pm - 2:00pm	Emerging Leaders Lunch *Emerging Leaders Only
12:30pm - 2:00pm	Workforce Development Round Table Lunch *First Come First Served—Limit 40 Lunches
12:30pm - 2:00pm	Lunch (on own)
1:30pm - 4:30pm	<b>Optional Activity – Steamboat Jazz Cruise</b>
2:00pm - 4:00pm	<b>INDUSTRY ROUNDTABLES</b> • NTMA Tools, Dies & Molds Round Table • NTMA Precision Machining Round Table I • NTMA Precision Machining Round Table II • NTMA Precision Machining Round Table III
6:00pm - 7:00pm	Cocktail Hour
7:00pm - 10:00pm	Silent Auction/Gala

### Conversation Lounge – Sponsored by GF

You're invited to catch up, meet up or just relax in the Conversation Lounge.

- Open Wednesday, Thursday and Friday
- 8:00am to 5:00pm
- Located just outside the Waldorf Astoria Ballroom



## 2014 Fall Conference Registration

### Conference Registration Fees (per person)

#### Early Bird Discount (round 1)

**Before August 1st**

Members Only

- ☐ NTMA Member (1st company attendee) \$1195
- ☐ NTMA Member (add'l company attendee) \$750

**\*limited number (10) available**

- ☐ NTMA Member Spouse \$895
- ☐ First Time Attendees \$650

**\*You have not attended a National Event in 3 yrs.**

**\*limited number (20) available**

### Conference Registration Fees (per person)

#### Early Bird Discount (round 2)

**August 2nd to September 19th**

Members Only

- ☐ NTMA Member (1st company attendee) \$1195
- ☐ NTMA Member (add'l company attendee) \$995

**\*limited number (10) available**

- ☐ NTMA Member Spouse \$895

### Conference Registration Fees (per person)

#### Standard Registration

**After September 19th**

- ☐ NTMA Member (1st company attendee) \$1395
- ☐ NTMA Member (add'l company attendee) \$1195
- ☐ NTMA Member Spouse \$995
- ☐ Past Service Members \$995
- ☐ Affinity Partners \$995
- ☐ All persons 6 to 20 years of age not employed full-time by the company \$295
- ☐ Non-Members (first company attendee) \$1495
- ☐ Non-Member Spouse \$1095
- ☐ Non-Member (add'l company attendee) \$1395

### REGISTRANT INFORMATION

First Name \_\_\_\_\_

Email \_\_\_\_\_

Phone \_\_\_\_\_

Company Address \_\_\_\_\_

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

Home Address \_\_\_\_\_

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

Spouse/Guest \_\_\_\_\_

Children (w/ages) \_\_\_\_\_

Add'l Employee \_\_\_\_\_

Email \_\_\_\_\_

Phone \_\_\_\_\_

Home Address \_\_\_\_\_

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

Spouse/Guest \_\_\_\_\_

Children (w/ages) \_\_\_\_\_

### CHECK ALL THAT APPLY

\_\_\_\_ First Conference \_\_\_\_\_ Trustee

\_\_\_\_ Alt. Trustee \_\_\_\_\_ Chap. Exec

\_\_\_\_ Chapter President

\_\_\_\_ Past Service Member

\_\_\_\_ Emerging Leaders (formerly Next Gen)

### OPTIONAL ACTIVITIES

- ☐ Walking Ghost Tour—Wed. Oct. 22  
\$40 per person  
**\*limited number (50) available**
- ☐ Spouse Activity (Mask Making) - Thurs. Oct. 23  
No Charge  
**\*limited number (30) available**
- ☐ Steamboat Jazz Cruise—Fri. Oct. 24  
\$40 per person  
**\*limited number (50) available**

### PAYMENT INFORMATION

**CONFERENCE REGISTRATION TOTAL \$ \_\_\_\_\_**

- ☐ VISA ☐ MC ☐ American Express

Card # \_\_\_\_\_

Expiration Date \_\_\_\_\_

Signature \_\_\_\_\_

Check # \_\_\_\_\_

### SUBMISSION INFORMATION

Fax completed form to: 216-264-2840

Mail completed form to: NTMA

1357 Rockside Road  
Cleveland, OH 44134

For questions for registration assistance, please contact Brittany Belko at [bbelko@ntma.org](mailto:bbelko@ntma.org) or 216-264-2848.

**Register Online:**

<https://members.ntma.org/eweb/dynamicpage.aspx?webcode=eventregistration>



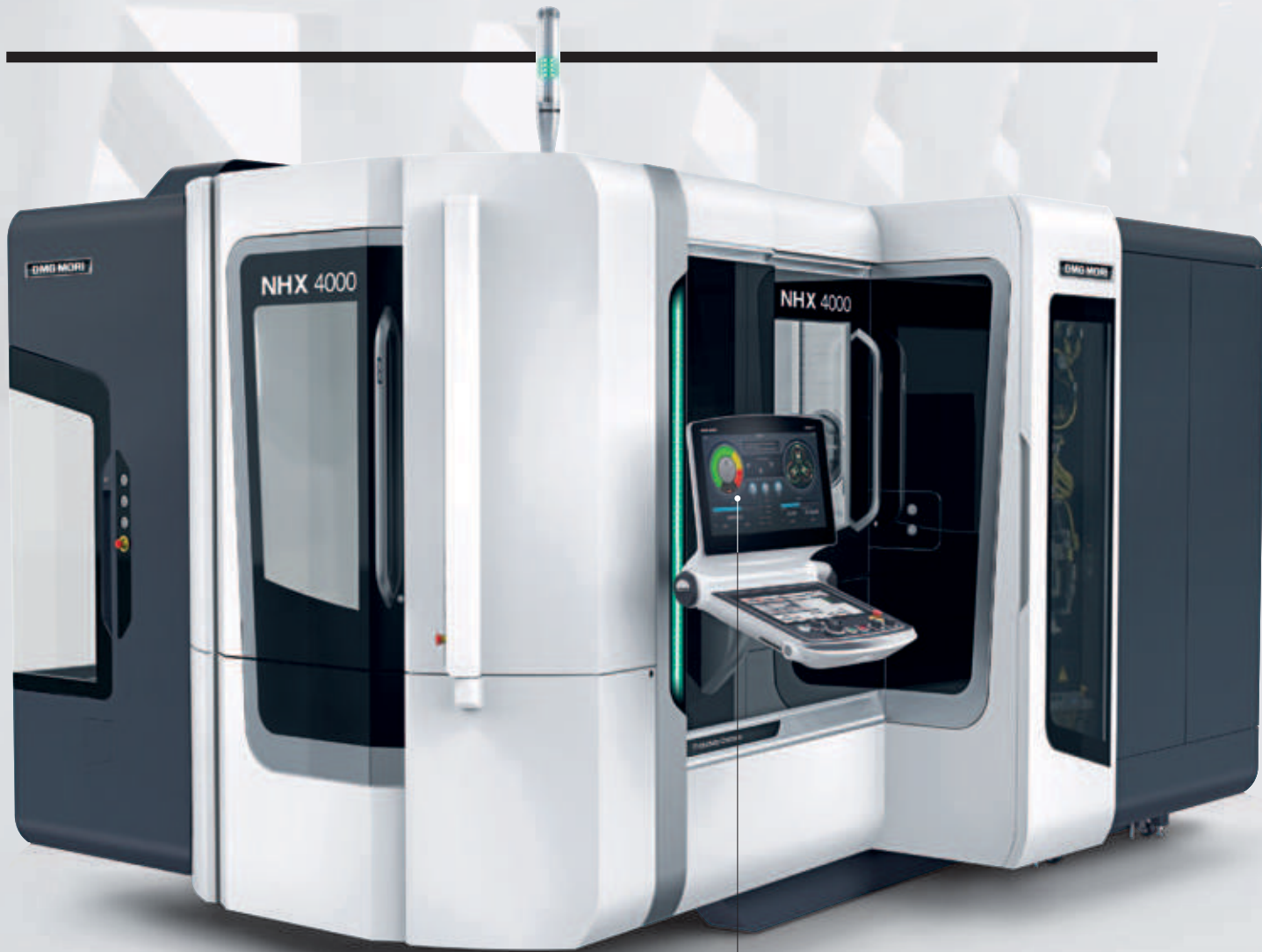
Payments to NTMA are not tax deductible as charitable contributions for federal income tax purposes.



Chicago / USA  
September 08 – 13, 2014  
South Hall, Booth S-8900

19 DMG MORI WORLD PREMIERES IN 2014

# 10 World Premieres in late 2014.

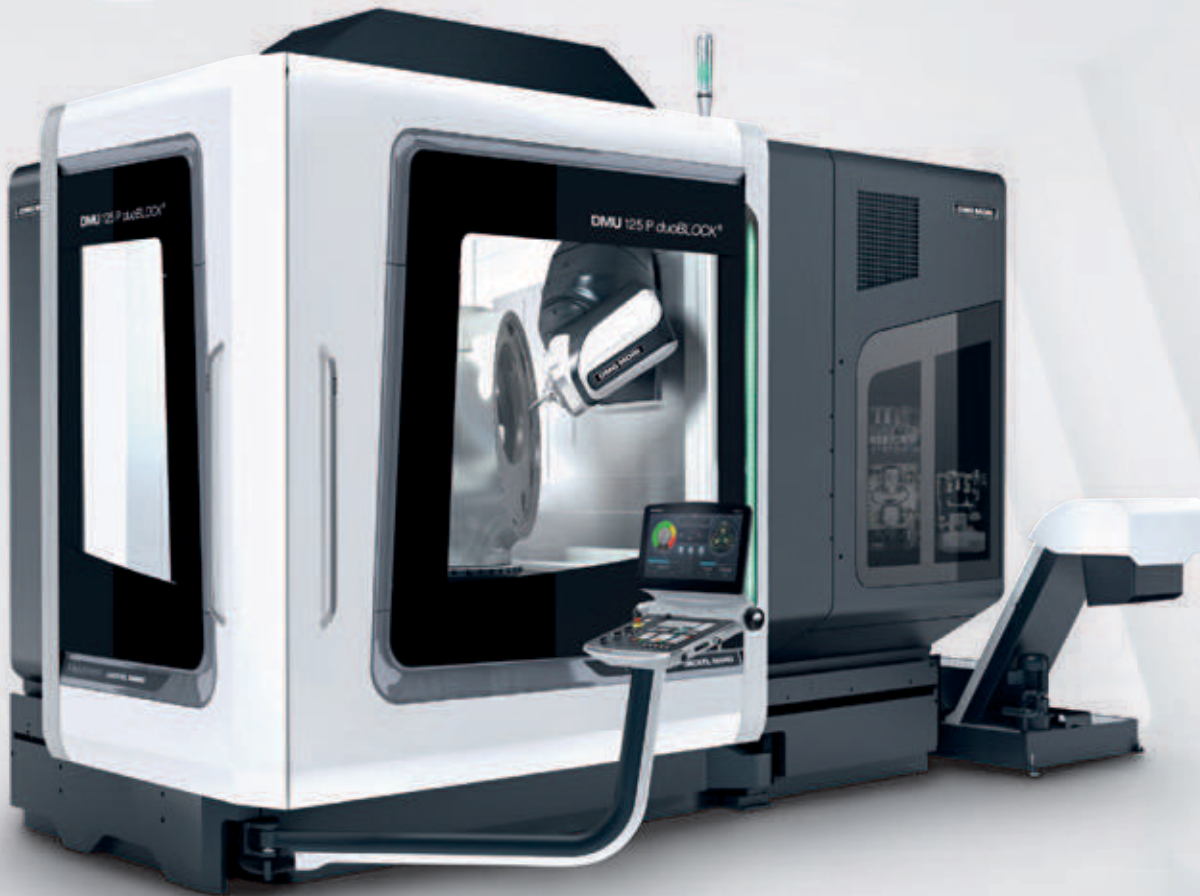


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- + **UNPARALLELED PRECISION** with the **Magnescale measuring system** in all axes
- + **IMPROVED RIGIDITY** through optimized machine components

### 2 DMU 125P duoBLOCK® 4<sup>TH</sup> GENERATION

- + **ENHANCED PERFORMANCE:** up to 30% greater rigidity for maximum cutting performance
- + **UNMATCHED EFFICIENCY:** up to 30% less energy use
- + **MORE FLEXIBILITY** and faster production with the **new B-axis** that boasts 20% more rigidity and an integrated cable carrier

### 3



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**“ SINCE INVESTING IN MAKINO  
EQUIPMENT, OUR REVENUE HAS  
GROWN MORE THAN 14 TIMES.”**

**“ TO SUM IT UP, WE’RE RUNNING  
MORE PARTS WITH BETTER QUALITY,  
FASTER THAN AT ANY OTHER POINT  
IN THE COMPANY’S HISTORY.”**

**“ [MAKINO] HAS GIVEN THE  
COMPANY A 200 PERCENT INCREASE  
IN SALES PER EMPLOYEE.”**



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# Manufacturing Day Success Starts with Your Support



Sometimes the best way to get attention in Washington is to make so much noise outside of Washington that the people who work “inside the Beltway” can’t help but take notice. Manufacturing Day is one of those opportunities.

The third annual Manufacturing Day – MFG Day 2014 – is coming up on October 3. A nationwide, grassroots effort launched by U.S. manufacturers to promote our sector and manufacturing careers, Manufacturing Day is strongly supported by the NTMA. As a proud sponsor of this year’s event, NTMA will join with other industry leaders and hundreds of individual manufacturing companies across the country to host students, teachers, parents, job seekers and other local community members at open houses designed to showcase modern manufacturing technology and careers.

Participation is the key. The more companies

that open their doors to community participants and future industry leaders, the bigger the impression that the sector makes overall – and the more attention the effort will generate. Any positive attention that the industry gets benefits us all given the ongoing need to attract a new generation of Americans to fill the tens of thousands of skilled manufacturing job openings that exist today.

It all starts with getting the message out that manufacturing in the U.S. is growing. Despite the sector’s steady growth and position as one of the few consistent economic bright spots in the U.S. economy over recent years, the industry’s success remains a story that is still unknown to many. Too few are aware, for example, that the sector currently supports more than 17.4 million American jobs and comprises nearly 12% of our GDP.

So what actually happens on Manufacturing Day? Individual companies will open their doors to give students, teachers and parents a first-hand look at the great careers that they have to offer. The reason that Manufacturing Day mat-

ters is that people need to see for themselves the new, modern, technologically advanced facilities that define manufacturing today. By reshaping people’s perception of the sector, we help move past the negative stereotypes of yesterday’s manufacturing, which is the goal behind this effort.

So stay tuned to the NTMA website for a list of member chapters who will be hosting special events on MFG Day, and get ready to help raise our industry’s visibility!

Manufacturers can make a difference in Washington, but only if they participate in the process. NTMA members can give unlimited corporate or individual contributions to the NTMA Government Affairs Administrative Fund which supports the work done by The Franklin Partnership and Policy Resolution Group at Bracewell & Giuliani LLP. Additionally, NTMA members can make limited personal donations to the Committee for a Strong Economy (CFASE) PAC, which supports pro-manufacturing Congressional candidates.



## MAZAK LAUNCHES NEW GLOBAL ONLINE INITIATIVE

NEW RESPONSIVE GLOBAL WEBSITES OFFER UNMATCHED USER EXPERIENCE



Japan-based Yamazaki Mazak Corporation and its global subsidiaries – leaders in the manufacture of highly productive machine tools, CNC technology and automation solutions – recently launched a new global online initiative comprised of fully responsive, multi-language websites to effectively support its metalworking customers around the world. These new websites are easily accessible via a unified global landing page at Mazak.com.

Visitors to Mazak.com can view the content in 10 languages – English, Japanese, Chinese (simplified and traditional), Korean, Thai, Vietnamese, French, German and Italian – and find the regional site that best serves their locations in two mouse clicks.

As part of the global online initiative, 18 new regional sites offer Mazak’s product, technology, support and company information in 17 languages. While these sites share the same look, features, functionality and rich content, each one has customized content to

meet the specific needs of the customers in the global region it serves.

“Mazak understands the changing landscape of the industry and recognizes the need to provide new and forward-thinking resources and tools via the web,” said Brian Papke, president of Mazak Corporation. “Today’s manufacturers are smarter, more agile and extremely discerning buyers, with ever more challenging applications – they need more and more information at their fingertips. Mazak’s new network of sites gives them the resources they need to make good decisions with the click of a mouse.”

New features available on these regional sites include but are not limited to unique comparative analysis tools that can optimize massive amounts of product and specification information. This results in manufacturers being able to easily evaluate and make decisions about the best machine for their specific needs.

New sharing tools allow users to easily interact in social media environments, watch videos as well as share information via email. News, videos, webinars and downloads are available on-demand. These regional sites also feature a powerful new search tool that comprehensively scans content and categorizes results into three categories, making it easy for users to locate and identify information of interest to them.

Mazak is the first machine tool builder to launch fully responsive websites on this scale. This flexible and adaptive form of web design allows for an optimal viewing experience, easy navigation and quick product searches across a wide range of devices, whether users are accessing these websites via a desktop computer, laptop, smartphone or tablet.

To experience Mazak’s new global online initiative, please visit Mazak.com.



# Enrollment now open for NTMA-U Module Training

FALL 2014 MODULES: SEPTEMBER 18-DECEMBER 18



NTMA members now have an opportunity to enroll employees into one, or several modules that will have a set start date and end date, thereby creating a program that will ensure that your employees learn the course material in a timely manner. The new format will also offer a unique training program that best suits the needs of your company – because you pick and

choose the courses that you want. Each module will have a registration fee of only \$199. What's even better is that the same employee can enroll into a total of three modules within the same semester at a discounted rate of \$449 (thus saving up to \$148).

NTMA-U is the only nationally recognized Federal Bureau of Apprenticeship and Training / DOL program in the United States. NTMA-U is also NIMS outcome tracked, meaning that the course materials teach to the requirements of NIMS Certification. The approximate

time to finish each module varies; completion of all modules takes between 32 and 48 contact hours. Apprentice/journeyman students will complete an average of 600 contact hours for FBAT certification.

NTMA-U has won several national awards for educational excellence. NTMA has been contacted by an overseas technical postgraduate college seeking licensure to use the content of our courses for their e-learning mechanical engineering programs. It is certainly getting attention and recognition in the industry, both nation-

CONTINUED ON – P21



## NTMA Fall Gala 50/50 Raffle

In support of the National Robotics League



To purchase your tickets, fill out the form below and return it to the NRL info table at Fall Conference, email it to Kristen Hrusch (khrusch@ntma.org) or fax it to (216) 264-2840. We'll contact you upon receipt of this form to collect payment information.

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Phone Number: \_\_\_\_\_

Email Address: \_\_\_\_\_

# of Tickets: \_\_\_\_\_

Total (\$100 per ticket): \_\_\_\_\_

Note: You do not need to be present, or even an NTMA member to win. We'll announce the winner at the Fall Conference Gala as well as on the NRL Facebook page. If the winner isn't present, we'll contact him or her after the conference and send a check with winnings.

Help us grow the National Robotics League and possibly your bank account by buying a ticket in our 50/50 raffle.

Half of what we collect will support this great program, and the other half will support a great holiday season for the lucky winner.

***Last year's winner took home \$11,000!***



NATIONAL ROBOTICS LEAGUE • GONRL.ORG • 800.248.6862

## 2014 FALL CONFERENCE GALA IN OCTOBER: AUCTION DONATIONS SOUGHT

*It's the time of year when your NTMA staff starts to work on fundraising activities for the Fall Conference in New Orleans, specifically the silent and live auction at the Friday evening gala. We are again looking for help from members to donate objects to be auctioned for two worthy causes:*

1. National Robotics League (NRL) - As many know this activity has taken off and we're reaching more kids to look at manufacturing as a career. We've added new teams, which in turn are becoming the launching ground for other teams. Our NRL national champions from MN came from one of our first NRL areas. The goal of NRL is to bring young people into manufacturing companies in order for them to see that manufacturing isn't dead, but alive and well.

2. NTMA Government Affairs Administrative Fund (GAAP) - This fund supports expenses generated by our advocacy efforts in DC. These costs include funding for One Voice, which helps inform government legislative and policy makers of NTMA members' interests and introduces NTMA members to members of Congress, helping to influence the direction Congress moves. You can see the many One Voice 2014 successes posted on the NTMA web site. This fund also helps pay for some of the travel of our DC team to chapters throughout the year, thus bringing the One Voice message out to the chapters.

*The auction's success depends on the generosity of members like you. Please send information about your donation to Emily Lipovan (elipovan@ntma.org) with details on how you wish to support the success of this important evening.*



**New**

**NTMA-U**  
**Announcing**  
**Web-Based Module Training**  
**Beginning September 18, 2014**

As an NTMA Member, **YOU** are licensed to enroll into the new NTMA-U Training Modules!!!!

Basic Math / Basic Blueprint / Basic Shop Technology / Manufacturing Applied Intermediate Math / Intermediate Blueprint Reading / Intermediate Shop Technology / Manufacturing Technology Skills / Manufacturing Technology / Specialty Materials / CNC- Programming Operations / Quality Control – SPC / Inspection / GDT / Advanced Manufacturing Technology / Advanced Manufacturing Processes / Diemaking / Moldmaking / Jig & Fixture / Workholding

Contact Ken McCreight (216) 264-2834 or [kmccreight@ntma.org](mailto:kmccreight@ntma.org)

ally and internationally.

The modules include: Basic Math / Basic Blueprint / Basic Shop Technology/ Manufacturing Applied Intermediate Math/ Intermediate Blueprint Reading / Intermediate Shop Technology / Manufacturing Technology Skills / Manufacturing Technology / Specialty Materials / CNC- Programming Operations / Quality Control – SPC / Inspection / GDT / Advanced Manufacturing Technology / Advanced Manufacturing Processes / Diemaking / Moldmaking / Jig and Fixture / Workholding.

For more information contact Ken McCreight (216) 264-2834 or email [kmccreight@ntma.org](mailto:kmccreight@ntma.org)



## INTERVIEW WITH BRIGADIER GENERAL (RET) MARIANNE E. WATSON

FORMER DIRECTOR, MANPOWER AND PERSONNEL, JOINT STAFF, NATIONAL GUARD BUREAU  
 VICE CHAIR, CAMPAIGN ADVISORY COUNCIL  
 AMERICAN JOBS FOR AMERICA'S HEROES



### TELL ME ABOUT YOUR DEPLOYMENT TO AFGHANISTAN?

I deployed in 2008 with a team of eight soldiers serving in the National Guard Affairs Office. It was an exciting deployment, and we were always very busy assisting National Guard units with personnel, logistic and operational requirements. I was there for about seven months, working under Major General Schloesser, 101st Airborne Division Commander. At the time I served, there were about 65,000 National Guard members in country.

The men and women whom served in Afghanistan were magnificent. They performed with a high level of excellence. They filled roles across a broad range of theater assignments. With the Guard's culture of adaptation and resourcefulness, Guard members were eager to hone their skills and accomplish their assigned mission while serving in Afghanistan.

### SUPPOSE I'M THE CEO OF A SMALL MANUFACTURING COMPANY. WHY SHOULD I TRY TO RECRUIT GUARD MEMBERS AS EMPLOYEES?

The men and women of the National Guard are quality people who come with many military and civilian skills. They operate in an environment where character counts; their lives depend on it. You'll find that they have the traits you look for: integrity, leadership, discipline, commitment to service, loyalty and teamwork, and, no tolerance for drugs. The National Guard provides 107 different job types, many of which correspond directly to civilian jobs.

### TELL ME MORE ABOUT THE "CONTINUAL LEARNING ETHIC" AND HOW THAT WORKS FOR NATIONAL GUARD?

It's a top priority for the Guard to make sure Guard members are receiving training in multiple disciplines over the entire course of their time in service. The government invests hundreds of thousands of dollars in this training which is an advantage most civilians don't receive. This ensures that every Guard member develops technical and professional skills that help both the Guard and their civilian employers.

### YOU ARE NOW A VOLUNTEER LEADER WITH AMERICAN JOBS FOR AMERICA'S HEROES HIRING CAMPAIGN. WHAT DO YOU SEE AS THE MAIN TASK FOR THE CAMPAIGN?

When I was Director of Manpower and Personnel at the National Guard Bureau, building bridges with the business community to increase Guard employment was a top priority and it still is for my successor. American Jobs for America's Heroes is directly involved in supporting the Army National Guard's efforts in every state to make it easy for employers to recruit Guard members and veterans. As a result of working with AJAH and its supporters, I wanted to continue being part of this campaign after retirement because employment is mission critical to the Guard and to employers dealing with the skills shortage. When I retired, I was honored to be asked to serve as Vice Chair and help continue to build additional opportunities to employ National Guard members.

### WHAT ARE THE TOP PRIORITIES WITH THE AMERICAN JOBS FOR AMERICA'S HEROES CAMPAIGN?

Our top priority is to get more employers to realize how easy it is for them to have their postings put in the hands of Guard employment counselors across the country who will



actively help to find matches to fill their jobs, and at no cost.

Think of it – it takes five minutes to register on our website. Then, you have our team of dedicated recruiters working with hundreds of military counselors in all the branches of service, focused on finding the best matches for your positions. They're reviewing thousands of military candidates to match them with you! This is a unique service that goes well beyond traditional job boards and all the services are free to employers and candidates.

We're thrilled to have 1,300 employers participating but there are so many more good candidates becoming available all the time. The AJAH campaign team is ready and eager to help you with your next job opening, so we hope you'll register today at [www.CenterForAmerica.org](http://www.CenterForAmerica.org).

You can watch a five-minute AJAH video featuring Brig. Gen. (ret) Marianne Watson here: <http://www.CenterForAmerica.org/video.html>

For More Information: Steve Nowlan, President, Center for America, [SNowlan@CenterForAmerica.org](mailto:SNowlan@CenterForAmerica.org) or 201-513-0379



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# NTMA WELCOMES NEW MEMBERS

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Mr. Ed Lafferty  
515 Ninth Street  
Bunnell, FL 32110

## ROKWEIL INDUSTRIES

St. Louis Chapter  
Mr. Kevin Ijames  
300 Ramsey Street  
Sullivan, MO 63080

## SCHROEDER INDUSTRIES, INC.

Pittsburgh Chapter  
Mr. James Wick  
580 West Park Road  
Leetsdale, PA 15056-1025

## MALONEY TOOL & MOLD

Northwestern Pennsylvania Chapter  
Mr. Barry Stainbrook  
10890 Mercer Pike  
Meadville, PA 16335

## WB INDUSTRIES

St. Louis Chapter  
Mr. Gary Bertolucci  
1270 West Terra Lane  
O'Fallon, MO 63366-0485

## HOLT SHEET METAL, INC.

New Mexico Chapter  
Mr. Chris Schmitt  
220 South Skylane Drive  
Durango, CO 81303

## INDUSTRIAL TOOL & DIE CORP.

General  
Mr. Charles Coughlin  
2201 Lexington Road  
Evansville, IN 47720

## PMS MANUFACTURED PRODUCTS, INC.

Boston Chapter  
Mr. Dayne Perruzzi  
10 Sadler Street Extension  
Gloucester, MA 01930

## US SYNTHETIC BEARINGS

Northern Utah Chapter  
Mr. Jair Gonzalez  
1260 South 1600 West  
Orem, UT 84058

## ROSS ENGINEERING & MACHINE, INC.

Michiana Chapter  
Mr. Eric D. Morris  
70100 Stephens Street  
Walkerton, IN 46574

## WHAT IS PEAK LOAD CONTRIBUTION?


Peak load contribution (PLC) is a controllable factor, meaning electricity customers potentially can reduce it. Electricity consumers can reduce their PLC by reducing energy consumption on the five days of the year when they suspect peak electricity demand on the grid could occur. Electric utilities will use the customer's energy consumption on these five days to calculate their average PLC, or "installed capacity tag," for the following year. Each utility bill is different, and each utility may call the PLC something else, such as "demand charge" or "billed load KW." In any case, customers should be able to review their bills and identify their PLCs at a glance.

Although utilities and customers can't predict on which five days the highest demand will occur, peak demand typically arises in afternoon hours during summer months. In the case of polar vortex weather events, exceptionally high peak demand was recorded in January 2014 in the PJM region, which transmits electricity to 13 states.


Many utilities notify local news outlets when peak demand is likely to occur, prompting the media to encourage consumers to reduce usage during peak demand hours. In some regions, customers can subscribe to alerts that notify them to reduce consumption during specific peak demand timeframes. Utility websites and local news websites are good resources to check for notifications, as well as grid system websites, such as PJM's webpage, [www.pjm.com/about-pjm/notifications.aspx](http://www.pjm.com/about-pjm/notifications.aspx).

# APPI ENERGY


Additionally, consumers can enroll in Demand Response programs to receive payments for agreeing to voluntarily reduce consumption when notified. Demand Response programs are beneficial because customers are alerted when the five peak demand days each year are likely to occur, enabling them to potentially reduce their PLC. Plus, participants receive payments. Usage can be reduced by dimming lighting, adjusting thermostat settings, shutting down equipment, using onsite power generators, or scheduling operations during nighttime hours.




### How to reduce capacity charge




Reduce energy consumption on the five days of the year when peak electricity demand could occur.



Subscribe to media alerts, or check local news resources, for peak demand notifications.



Enroll in Demand Response program.

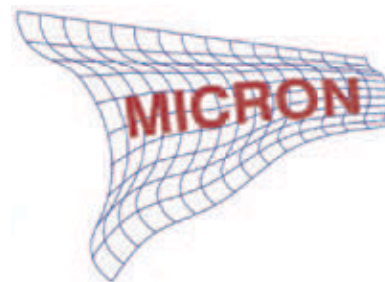


Negotiate an electricity supplier contract with fixed adders.

NTMA endorsed APPI Energy's procurement consulting services to reduce and manage energy costs for members. For more information about how to reduce PLC, contact NTMA's trusted energy consulting firm at 800-520-6685 or [info@appienergy.com](mailto:info@appienergy.com).



## MICRON APPLIED TECHNOLOGIES RECEIVES ISO CERTIFICATION



NTMA member Micron Applied Technologies, Inc. (Lewisville, TX) has achieved ISO 9001:2008 and AS9100C certification, applicable to Precision 3 and 5 axis CNC Milling for Commercial and Aerospace Industries. Congratulations to Micron owners Michelle and Ron Loudon and their team.





System 3R

+GF+

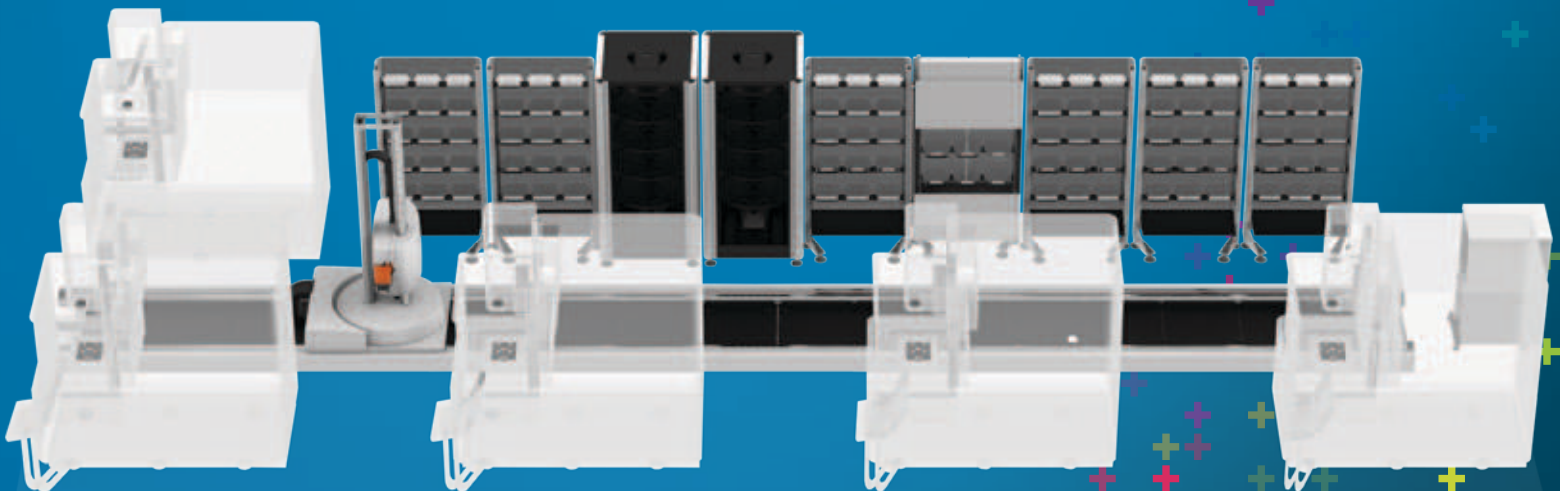
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With the current state of skilled labor, expanding your capacity can seem truly challenging. Adding a System 3R TRANSFORMER to your team will change your perspective. This modular automation system can be seamlessly integrated with anywhere from one to twelve machines. Its open architecture approach enables it to be used with a huge variety of types and brands of manufacturing equipment, from machining centers to EDMs to CMMs to cleaning stations. And the user-friendly software makes it easy to plan, execute and monitor your production. Free up your team to work where they can truly add value and let the TRANSFORMER get more out of your equipment.

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# Save the Date!



## 7<sup>th</sup> Annual NTMA/PMA One Voice Legislative Conference April 21-22, 2015 Marriott Wardman Park Hotel Washington, D.C.

### Have Your Voice Heard in Washington!

Manufacturers now have an opportunity to speak directly with the nation's leading lawmakers at the 7<sup>th</sup> Annual One Voice Legislative Conference. With tax reform looming on the horizon, Washington needs to hear from manufacturers now more than ever. Join together to speak with One Voice April 21-22, 2015.

#### Agenda

##### *Monday, April 20, 2015*

4:00p.m. – 5:30p.m. – Early Conference Registration  
5:30p.m. – 6:30p.m. – Optional Early Arrivals Reception

##### *Tuesday, April 21, 2015*

8:00a.m. – 11:30a.m. – Conference Registration  
11:30a.m. – 1:00p.m. – Conference Opening  
Remarks, Briefing, and Lunch  
2:00p.m. – 4:30p.m. – Capitol Hill Visits  
5:30p.m. – 6:30p.m. – Networking Reception

##### *Wednesday, April 22, 2015*

8:00a.m. – 9:30a.m. – Breakfast, Issues Presentation  
10:00a.m. – 4:00p.m. – Capitol Hill Visits

Additional information about registration is coming soon. For more information, visit [www.metalworkingadvocate.org](http://www.metalworkingadvocate.org) or contact [onevoice@metalworkingadvocate.org](mailto:onevoice@metalworkingadvocate.org) or call 202-393-8250.



# Building the National Robotics League, One Chapter at a Time

Steven Tamasi, CEO of Boston Centerless and leader of the NRL team, traveled to South Bend on July 24 to help the Michiana Chapter get started with the National Robotics League.



You know the National Robotics League is the NTMA's manufacturing and STEM career awareness program, but did you know the best parts of the program don't happen at the National Competition? The most important parts of the program happen (or could happen) in your backyard!

The NRL is made up of independently managed regional programs that work directly with regional schools, NTMA members and other manufacturing partners to help connect young people with the manufacturing community, all while teaching them hard and soft skills required for a successful career in manufacturing.

The National Robotics League has proven that its "wow!" factor attracts students to come "play" before they are ready to think about their life's work. Unlike other robotics programs, it is affordable, includes a strong focus on student/professional connections and encourages students to build machines that can withstand very hostile environments.

In order for the NRL to translate its success from isolated regional benefits to a large, nationwide impact the program needs to grow exponentially. NRL's ultimate goal: at least one regional program in each of the 48 contiguous states. We can't make that vision a reality without you, our members.

## What can my chapter do?

### INVITE US TO SPEAK AT A MEMBER MEETING

The first step to getting a regional program up and running is to get your chapter's members as well as teachers and school administrators in your area excited about the idea. We are happy to help you do that. If you schedule the meeting and invite the right participants, NRL Program Director Maureen Carruthers and/or Steven Tamasi, CEO of Boston Centerless and the NRL team leader are happy to give our presentation in person. If that's not possible, Maureen also can deliver a similar presentation via webinar. Contact Maureen for more details ([mcarruthers@ntma.org](mailto:mcarruthers@ntma.org)).

### PROVIDE ADMINISTRATIVE SUPPORT FOR A NEW OR EXISTING REGIONAL PROGRAM

Enthusiasm for the program is key, but in order to get a program off the ground, some administrative "pushing" is also required. If your chapter can provide even just 5 hours a week of administrative support for your new program, you'll find that your efforts take root much faster.



NRL's Maureen Carruthers' enthusiasm for all things NRL is contagious. She asks "Are you ready to do your part to create the future of our industry?"

## What can my company do?

### BE A COMPETITION SPONSOR ON THE REGIONAL AND/OR NATIONAL LEVEL

Regional and National competitions can be expensive to host; unlike other robotics education programs, we don't want to risk losing participation from low income school districts by pushing those expenses down to the individual teams. National or regional event sponsors help ensure every student has a place to compete with their robot. You also get to associate your company's name with the only robotics education program specifically focused on the value of the manufacturing industry.

### COMMIT TO BEING A TEAM MENTOR

The relationship between the students on a team and the people at the manufacturing company that supports their efforts is the most important (and most rewarding) element of this program. By

committing to mentoring a team in your region you not only ensure those 3-10 students have a positive manufacturing experience, you also have the opportunity to recruit the best and brightest of those students to your company before the competition even knows they exist.

## What can I do?

### VOLUNTEER

While the NRL does have some paid staff members on the national and regional level, this program is still very much a volunteer run program. From raising money for regional events, to inviting new schools to participate, all the way to designing and building an arena for the robots to fight in, and judging matches at the competitions – we can't do this without you. Let us know where your skills and passions lay, and we'll find a way for you to get involved. In addition to (or instead of) volunteering yourself, encourage your employees to get involved in the NRL. Whether it's helping out at a regional or national event, serving on the leadership committee for your regional program, or working directly with the students whom your company mentors, the experience will not only help ensure the success of the NRL, it will also help reinforce the sense of pride your best employees feel about their work and your company.

### DONATE

The NTMF Foundation has earmarked a fund for the NRL. If you have a personal passion for introducing our next generation to the benefits of a manufacturing career, or want to give back to the industry that has supported your own career advancement, a tax-deductible gift to the NTMF earmarked for the NRL helps us achieve your vision of the future.

Ready to do your part to create the future of our industry? E-mail Maureen Carruthers at [mcarruthers@ntma.org](mailto:mcarruthers@ntma.org) to get started.







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# NTMA Regional Chapter Conferences

REGIONAL  
CHAPTER

NTMA

While many NTMA Chapters ramp down for the summer, members of several Chapters have opportunities to attend regional conferences.

## St. Louis/Kansas City Joint Meeting in Branson, MO

"ACHIEVING OPERATIONAL EXCELLENCE"

The St. Louis and Kansas City continued a 30+ year tradition with a joint meeting in Branson, MO. Traditionally held the last weekend of July at a lake destination, the meeting is commonly called "The Lake Meeting" and combines high-impact speakers, an industry roundtable, networking and some time for recreation and relaxation.

This year's keynote speaker from The Great Game of Business shared one ele-



St. Louis Chapter President Nick Berilla, Ted Toth and Kansas City Chapter President Roger Gubbels



St. Louis and KC members in general session: The Great Game of Business

ment of his company's now-famous open book management process – creating games that identify goals or target performance, then creating a challenge or game that leads to changed behavior and measurable performance, with the final step: recognition of the achievement. The ideas were flowing around the room as those attending brainstormed and worked together to make plans to take back to their companies. The roundtable that followed



Ted Toth received a new tool for his NTMA Toolbox

allowed dialogue about more application. An evening speaker on Saturday shared some great insight on the economy in his typical casual, practical way that brought light and humor to a heavy topic. National Chair Ted Toth noted in his remarks that he had heard from past chairmen that the St. Louis/KC Joint Meeting is one of the highlights of their year – and he concurred.

In between conference sessions, attendees enjoyed organized activities: a Branson show, golf, a group sailing excursion and skeet shooting. Others enjoyed their own planned activities or simply chilled by the pool and enjoyed the perfect destination for a weekend away.



## Southwest Regional Conference in Dallas, TX

BOOTS & BUSINESS "KICKIN' AROUND PROBLEMS AND ROPIN' SOLUTIONS"

The Arizona, North Texas, Northern Utah, Rocky Mountain and San Diego Chapters came together to present the Southwest Regional Conference in Dallas on August 1-3, 2014. The conference featured breakout tracks focusing on Technology, Business, HR and Healthcare Management and Workforce Development.

Madisen Wardle of the Northern Utah Chapter comments on her experience: I had the wonderful opportunity of both attending and presenting at the conference. My breakout session was titled "Social Media and Manufacturing: Why Should

I Care?" Many of the participants in my session hadn't had much experience with social media and SEO, which enabled us to discuss the unique market for social media in the manufacturing industry. We covered topics such as how social media impacts SEO value, posting relevant content and how to respond to negative feedback.

I found the entire conference to be exceptionally enlightening and educational. Every attendee was engaged throughout the weekend, taking advantage of every opportunity to learn from and provide solutions to their fellow NTMA members.

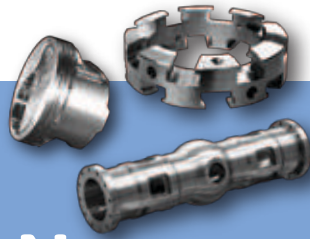


There was a perfect balance of networking opportunities and breakout sessions even in a consolidated conference such as this one. Every moment was accounted for. I would highly recommend a consolidated conference to anyone.





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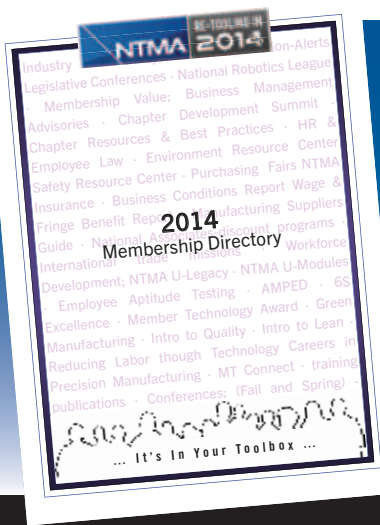
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