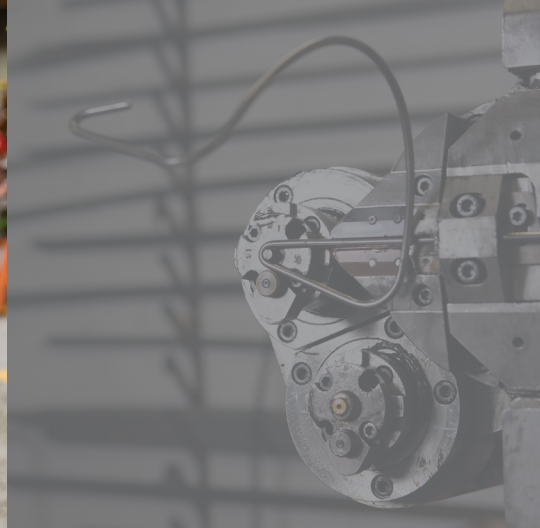
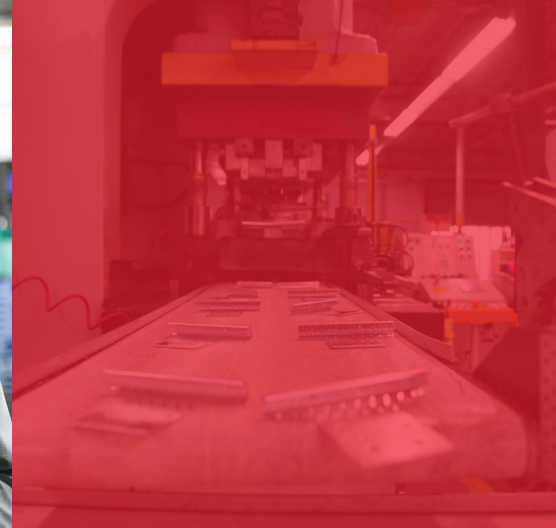
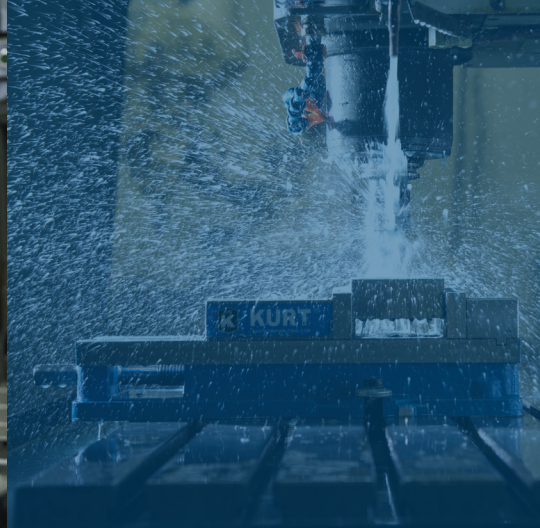


We  
are  
**PMA.**







## Dear Members,

As we look back on our 2016 fiscal year, we are pleased to have launched several new initiatives to address the critical issue of finding and retaining qualified employees, as well as developing the talent already within the industry. As your industry trade association, we are committed to continuing to promote growth within the metalforming community.

Our new Center for Metalforming Careers (C4MC) website was launched to highlight metalforming as a rewarding career option, and our Leadership and Mentoring Academy and MFG NXT initiatives were introduced to provide support for the next generation of industry leaders who are rising their company ranks.

During the year, PMA conducted three new technical seminars on key topics of press technology, punch and die technology, and transfer automation. In addition, 150 people participated in our inaugural Metal Stamping and Tool & Die Technology Conference. And, FABTECH 2016 was the largest Las Vegas show to date, exposing more than 31,000 industry professionals to the latest technology advancements displayed by 1,500 exhibitors.

Additionally, PMA's industry publications—*MetalForming*, *MetalForming* Spanish Edition, *Fabricating Product News* and *3D Metal Printing*—continued to provide expert commentaries, industry news and product updates. In 2016, we launched *3D Metal Printing* magazine and the 3D Metal Printing Experience and Tech Tour to keep industry professionals up-to-date on this exciting industry. In addition, *MetalForming* magazine and PMA hosted two successful Metalforming Mexico Technology conferences.

PMA also continued our active involvement in government advocacy in 2016, promoting policies to ensure a strong manufacturing sector in the United States. Many of our recent successes in this area are highlighted in this report.

PMA would not be the organization we are today, after 75 years, without our members. Member engagement in our local districts, technology divisions and throughout the entire association is an essential component of our association's success. Thank you for your investment in the industry!

Finally, I would like to offer a special thank you to Bill Gaskin, who retired as PMA president this past spring, for his 40 years of outstanding leadership and service to the association and the industry. I am excited to have joined PMA during our 75th anniversary, and I look forward to building on the excellent work done by Bill and leading the organization into the future.

Cordially,



**Roy Hardy**  
PMA President

**Throughout its 75-year history, the Precision Metalforming Association (PMA) has been serving the needs of those in metalforming companies with the mission of shaping the environment of the industry and leading innovative member companies toward superior competitiveness and profitability.**



## PMA by the Numbers:

# 800

MEMBER COMPANIES

# 80,000

INDIVIDUAL  
MEMBERS

# 37

STATES

# 101,035

UNIQUE PMA.ORG  
VISITORS

# 25

COUNTRIES

# 532,178

PMA.ORG  
PAGE VIEWS

# 10

WEBINARS

# 54

CONFERENCES,  
SEMINARS  
AND EVENTS

# 11

ONGOING  
STATISTICAL  
REPORTS

## Primary Markets Served by Members:



**23%** Automotive Tier 2



**15%** Commercial/Industrial Hardware



**14%** Electronics



**13%** Appliance



**11%** Consumer



**11%** Lawn and Garden



**11%** Medical/Instruments



**9%** Automotive Aftermarket



**9%** Automotive Tier 1



**8%** Aerospace



**8%** Defense



**8%** Off-Highway



**8%** Telecommunications



**7%** Computer/Business Machines



**3%** Produce Own End Product

## Primary Processes Performed:

Metal Stamping  
Metal Spinning

Metal Fabricating  
Roll Forming

Slide Forming  
Small Lot Stamping

Tool and Die

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LEAD.



## We are connected.

### SIGNATURE EVENTS

#### Forming Our Future: Leadership Conference and PMA Annual Meeting

225 Participants | 78 Companies

#### Automotive Parts Suppliers Conference

96 Participants | 74 Companies

#### Manufacturing Sales and Marketing Summit

68 Participants | 51 Companies

#### Sourcing Solutions

56 Suppliers | 46 Buyers

#### Metal Stamping and Tool & Die Conference

73 Participants | 45 Companies

### TECHNICAL SEMINARS

#### 13 Seminars

Total Participants: 517 | Total Companies: 291

#### Three New Technical Seminars

Press Technology Seminar

Punch & Die Technology Seminar

Transfer Automation Seminar

### ROUNDTABLES AND DIVISIONS

Throughout the year, PMA offers a series of roundtables and division meetings tailored specifically for different roles and specialties in the metalforming industry.

#### Four Roundtables

CFO

Quality

Sales and Marketing

Trainers/HR

### Five Divisions

Custom Roll Forming Institute

Metal Fabricating

Metal Spinning

Slide Forming

Tool and Die

Total Participants: 201 | Total Companies: 174

### LOCAL DISTRICTS

PMA's local districts offer a wide range of valuable activities and resources that take place right in your backyard. District meetings, industry events, suppliers' nights and exclusive plant tours at cutting-edge manufacturing companies also offer the ability to share ideas and gain insight into current industry trends.

#### 2016 Participation

15 Districts | 61 Meetings | 1,473 Attendees

#### 2016 Local Districts

California

Canada

Carolinas

Chicago

Cleveland

East Michigan

Eastern Pennsylvania

Indiana

New England

New York/New Jersey

Ohio Valley

Southern New England

Tennessee

Twin Cities

West Michigan

Wisconsin



## We are industry leaders.

### PUBLICATIONS

PMA's industry publications strive to serve the needs of the metalforming community. *MetalForming*, *MetalForming* Spanish Edition, *Fabricating Product News* and *3D Metal Printing* magazines provide engineers, technicians, managers, designers and others working in facilities with expert commentaries, industry news and state-of-the-art product updates.

#### ***MetalForming***

51,000 circulation

#### ***MetalForming* Spanish Edition**

20,000 circulation

#### ***Fabricating Product News***

30,000 circulation

#### ***3D Metal Printing***

21,000 circulation

### FABTECH

PMA is a proud co-sponsor of three major industry trade shows: FABTECH, FABTECH Canada and FABTECH Mexico. These high-visibility expositions provide platforms that showcase world-class suppliers and feature the latest industry products and developments.

In addition, the FABTECH tradeshow offers learning opportunities beyond the exhibits with educational sessions and expert-led presentations on the latest industry trends and technology in the metal forming, fabricating, welding and finishing industries.

#### **FABTECH 2016: Las Vegas**

575,000 net sq. ft. | 1,500 exhibiting companies  
31,110 attendees | 100 educational sessions

#### **METALFORM Pavilion (Las Vegas)**

51,500 net sq. ft. | 220 exhibiting companies

#### **FABTECH MEXICO 2016**

146,000 net sq. ft. | 550 exhibiting companies  
12,500 attendees

#### **FABTECH CANADA 2016**

85,000 net sq. ft. | 300 exhibiting companies  
7,400 attendees

### MANUFACTURING DAY

More than 60 PMA members participated in Manufacturing Day 2016, opening their facilities for tours, information sessions and other activities as part of a nationwide effort to showcase the high-tech world of today's American manufacturing sector.

### Key Accomplishments | Publications

*3D Metal Printing* magazine was launched in Spring 2016, along with an event: 3D Metal Printing Experience and Technology Tour

Metalforming Mexico Technology Conferences continue to experience growth: September 2016 and February 2017



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NETWORK.

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NETWORK.

LEARN.

LEAD.



## PMA is the voice of small and medium-sized metalforming companies, actively advocating on their behalf in Washington, D.C., for policies that strengthen manufacturing in America.

### FUNDS RAISED

**PMA Advocacy Fund:** \$80,250 | **PMAVIC:** \$61,050

The PMA Advocacy Fund supports lobbying and strategic communications efforts in Washington, D.C.

The PMA Voice of the Industry Committee (PMAVIC), the association's political action committee, supports pro-manufacturing candidates for Congress.

### PMAVIC SUCCESS

Supported 65 candidates for Congress in 2016 elections with a 94% success rate

### ONE VOICE LEGISLATIVE CONFERENCE

**PMA Participants:** 34 | **Congressional Offices Visited:** 150

#### Key Accomplishments | Advocacy

- Passed a law updating the Toxic Substance Control Act (TSCA) to create a uniform regulatory structure for the first time in 40 years across all 50 states;
- Helped promote Manufacturing Day and scheduled plant tours throughout the year;
- Helped delay EPA's elimination of chlorinated paraffins;
- Assisted in court victory suspending overtime threshold expansion effort;
- Assisted in court victory blocking EPA's Waters of the U.S. Rule;
- Assisted in lawsuit filed to prevent third-party walkthroughs;
- Assisted in agreement reached on final beryllium rule;
- Filed comments opposing lockout/tagout change – rule delayed;
- Helped convince IRS to exempt S-Corporations from 385 Rule to reclassify debt as equity for income tax purposes and include related companies/sister corporations in debt calculations;
- Successfully lobbied for Career and Technical Education/Perkins bill in House;
- Key member of coalition lawsuit that successfully blocked Labor Department persuader rule for union-organizing attempts;
- Filed comments opposing duties on steel imports of cut-to-length plate;
- Successfully lobbied as Congress passed resolution blocking Volks decision allowing OSHA to fine employers for five years' worth of recordkeeping violations;
- Successfully lobbied for suspension of the Clean Power Plan, which sought to increase price of electricity by 20-30% annually.

## In FY'16, PMA launched new opportunities for members to support the next generation of metalforming talent.

### C4MC

The **Center for Metalforming Careers (C4MC)**, powered by the PMA Educational Foundation, provides industry resources that highlight metalforming as an outstanding career option, as well as MFG Day resources to assist companies in hosting events to showcase the manufacturing industry.

### LMA


The inaugural class of the **Leadership and Mentoring Academy (LMA)** kicked off with 24 participants, with 12 seasoned industry professionals sharing their expertise with 12 mentees through individual mentoring sessions. Mentees in the program also benefited from a 2.5-day leadership-development workshop and four professional-development webinars.

### MFG NXT

**MFG NXT** is a support network for millennials and gen Xers who are in leadership roles or quickly rising in the manufacturing ranks. PMA provides programming to this group, so that members can share ideas and discuss challenges that they face as young leaders in the manufacturing industry.

### ONBOARDINGME

**OnboardingME™** (Onboarding Metalforming Employees) is a DVD training program that can be used as a first-day-on-the-job orientation resource for new hires and temporary workers. It highlights critical behaviors and practices that will maximize new-hire retention, provide safe access to the shop floor and expedite the path to high productivity.



**When networking  
is nested within  
the educational  
opportunities of  
PMA, it is a powerful  
influence toward  
future success.”**

**DAN KENDALL**

President, ABC Metals, Inc.





**PMA's member services  
have strengthened our  
core competencies and  
kept us competitive.  
By leveraging the  
opportunities that PMA  
membership has to offer,  
our team has become  
stronger than ever before.”**

**BILL AND RANDY BENNETT**

Co-Owners, Automation Tool and Die

*PMA Members since 2002*

## 2016 Board of Directors

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*Chairman/CEO, Dayton Rogers, Minneapolis, MN*

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*President, Pentaflex, Inc., Springfield, OH*

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*Vice President, S & S Hinge Co., Bloomington, IL*

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**Jeff Aznavorian**

*President, Clips & Clamps Industries, Plymouth, MI*

**Andrew Bader**

*Corporate Strategy, Ohio Gasket & Shim Company, Inc., Akron, OH*

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*General Manager – Media, Amada North America, Inc., Buena Park, CA*

**Tony Pascariello**

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*Chief Operation Manager, Brown Boggs Press Company, North York, ON*

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*Vice President, Zierick Manufacturing Corp., Mount Kisco, NY*

**Mike San Filippo**

*Sales and Marketing Manager, Reich Tool & Design Inc., Menomonee Falls, WI*

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*Chief Executive Officer, Termax Corp., Lake Zurich, IL*

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**Troy Turnbull**

*President, Industrial Innovations, Inc., Grandville, MI*

**Mark Ullstrup**

*VP of Sales & Marketing, Superior Die Set Corp., Oak Creek, WI*

**Mark Verhein**

*President, Church Metal Spinning Co., Milwaukee, WI*

**Dieter Weissenrieder**

*President, Weiss-Aug Company, Inc., East Hanover, NJ*

## **Precision Metalforming Association**

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**PMA.ORG**

