

Technical Conference to Help Position Companies for the Future

PMA is hosting its first annual Technical Conference, April 26-28 in Cleveland, OH. Designed for all levels of technical personnel and management, the conference will address topics identified as key success factors for the metalforming industry—best practices, industry benchmarking, current technology and its applications, and future advancements.

The event kicks off on the afternoon of Sunday, April 26 with a general assembly session presentation titled “Surviving Economic Hard Times, Positioning for Good Times,” followed by a networking reception that evening.

On April 27-28, industry experts will pres-

ent on a variety of timely issues to help manufacturers survive and thrive. Topics range from tooling design and servo-controlled mechanical presses to justification of capital expenditures and business productivity. The conference also will feature more than 20 table-top exhibits.

In addition, participants will learn about the latest innovations in the metalforming industry when the winners of PMA’s 2009 Awards of Excellence in Metalforming are announced during a dinner reception on Monday, April 27. This event will highlight award-winning achievements in the areas of metalforming design, safety, training and

education, process control, quality, productivity and product development.

For more information about the Tech Conference, visit www.pma.org/annual-tech-conference or contact Deanna Nwosu at 216/901-8800 or dnwosu@pma.org.

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PMA Update is also available online at www.pma.org/about. *Update* is published by the Precision Metalforming Association as a service to its members.

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www.pma.org



Thank You to Our Sponsors!

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Technical Conference Exhibitors

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- Wintriss Controls of Honeywell

PMA and NTMA Introduce New Advocacy Website

PMA and the National Tooling and Machining Association (NTMA) recently combined their federal advocacy programs to create “One Voice” for the metalworking industry. Representing nearly 3000 metalworking member companies, NTMA/PMA One Voice is lobbying Congress and the Obama Administration to adopt a pro-manufacturing agenda.

As a result of this partnership, a new website—www.metalworkingadvocate.org—has been created. The site highlights key pieces of legislation affecting manufacturers, explains the actions PMA and NTMA are taking on behalf of the industry in Washington, offers metalworkers an easy way to contact Congress and the media, and allows them to see how members of Congress voted on important industry issues.

Visit www.metalworkingadvocate.org or contact Justin Ketchem at 216/901-8800 to find out how you can join One Voice and fight for a stronger future for America’s metalworking industry.

PMA Introduces Book on Die Protection for Lean Manufacturing

PUBLICATIONS
 PMA has introduced a new book titled *Die Protection for Lean Manufacturing—Error-proofing concepts for tool-makers and die designers*. Authored by long-time die-sensor expert Drew Stevens, the book shows readers step by step how to develop modern sensing technologies for the pressroom and apply them to a lean-manufacturing environment. “Slow stamping-press speeds and frequent die crashes are not acceptable,” writes Stevens, “and the manufacturers that choose to shift their thinking to new technologies will prevail in the world metalforming market.”

In this 112-page book, loaded with illustrations and photos, Stevens explores in detail how creating an autonomous die-protection expert in your organization can prevent unplanned downtime, save die-repair costs and prevent bad parts from getting to the customer. Chapters address sensor selection and installation; using sensors to avoid strip-feeding problems; proper feed detection; part-ejection issues; crash prevention; and design and development of a sensor test cart.

Stevens is a journeyman diemaker and developer of specialized

sensor-based die-protection training and application-assistance programs for metalforming companies. He also writes an error-proofing column for PMA’s monthly e-newsletter, *Tool & Die Authority*.

Automating the metalforming process while adopting lean-manufacturing concepts such as just-in-time and Kaizen has helped make the stamping process less expensive, faster and more efficient than ever. To learn how to protect those investments by applying sensors in your metalforming operation and support your lean-manufacturing directives, order a copy of Stevens’ *Die Protection for Lean Manufacturing*.

The price is \$49.95 for PMA members and \$59.95 for nonmembers. And, purchase five copies and get a sixth copy free. To order online, go to PMA’s Marketplace, <http://membernet.pma.org/mfmarket/store/index.asp>, or call 216/901-8800.



Speakers Sought for Educational Sessions at FABTECH, AWS Welding Show and METALFORM

TRADESHOW
 On November 15-18, 2009, in Chicago, the FABTECH International & AWS Welding Show including METALFORM will join together as North America’s largest metalforming, fabricating and welding event. The co-sponsors of the FABTECH Conference (PMA, FMA and

SME) invite interested speakers to present at the educational sessions to be held alongside the exposition. PMA is planning the stamping session this year.

Abstracts are being accepted in various topics, including: automation, cutting, fabrication/forming, lasers, lean/operations, man-

agement, materials/processes, stamping, and tube and pipe.

Benefits of Being a Conference Speaker:

- Share your technical knowledge
- Get personal exposure as an industry expert
- Network with industry peers
- Increase exposure for your booth
- Receive complimentary conference registration to all educational sessions at the event

The submission deadline is March 6. Learn more details about the conference and speaking opportunities by visiting www.metalform.com/chicago or by contacting Amy Primiano at 216/901-8800 or aprimiano@pma.org.

Highlights of FABTECH International & AWS Welding Show, including METALFORM:

- More than 1100 exhibiting companies from around the world
- An estimated 35,000 attendees
- Worldclass technology-focused education
- Unlimited networking opportunities
- Introduction to new markets



Plans Underway for Mexico Study Mission

INTERNATIONAL
 PMA’s International Committee has begun making plans for a study mission to Mexico, May 31-June 2, 2009, to be held in conjunction with the METALFORM Mexico tradeshow. The tentative schedule includes several plant tours in Monterrey and Saltillo, networking lunches and dinners with speakers who will discuss developing a customer base in Mexico, and visiting the exhibits at METALFORM Mexico.

Because of the tough economic circumstances, the cost of the study mission is being kept at a minimum. The study mission will be limited to the first 40 members who sign up to attend. For more information about this event, contact Mandy Basel at 216/901-8800 or mbasel@pma.org.

Mexico Study Mission Planning Subcommittee

- Chair: Bruce Walker, Walker Corp.
 Ashok Bhide, Wintriss Controls of Honeywell
 Jeff Clark, Waukesha Tool & Stamping
 Bob Clay, Pridgeon & Clay
 Tom Coperine, Wintriss Controls of Honeywell
 Jody Fledderman, Batesville Tool & Die
 Keith Leatherwood, Vibro/Dynamics
 Dick Wilkey, Fisher-Barton Inc.
 Jim Zawacki, GR Spring & Stamping

16th Annual Automotive Parts Suppliers Council Meeting

May 6-7, 2009 • Novi, MI

Join fellow automotive suppliers May 6-7 at the Sheraton Detroit Novi located in Novi, MI for the 16th annual Automotive Parts Suppliers' Council (APSC) meeting. For the first time ever, PMA plans to add a second day to increase value and attendee benefit to this ever-popular event.

On Wednesday, May 6 at 3:00 p.m., the association will offer a panel featuring buyers and procurement professionals from the automotive sector followed by a networking cocktail reception decorated with supplier exhibits. The classroom-style program on May 7 includes confirmed presentations



from Butzel Long, Plante and Moran, PLLC and CSM Worldwide on timely topics impacting the state of the automotive industry such as supplier solvency, supplying trends and business planning. The adjournment time for this day will be 3:00 p.m.

During this day-and-a-half event, automotive trends, new technologies and automation, forecasting and benchmarking against one's

competitors will be discussed. This is an ideal forum for chief executive officers, presidents, chief financial officers and other senior executives of companies serving the automotive market. Benefits of attending include cutting-edge and timely automotive industry trend analysis, production forecasts that can be used to develop marketing plans, the ability to network with fellow automotive suppliers, benchmarking, and discussion on strategic trends and changing conditions in the automotive market.

To register for this event or to receive more information, contact Allison Grealis at 216/901-8800 or agrealis@pma.org.

Advance the Metalworking Industry's Agenda in Washington, D.C.

Attend the NTMA/PMA Legislative Conference

Through the associations' new "One Voice" advocacy collaboration, PMA and the National Tooling and Machining Association (NTMA) invite members to attend the first annual NTMA/PMA Legislative Conference, May 12-13 in Washington, D.C.

The event will kick off on May 12 with lunch and a keynote address from Charlie Cook on the political landscape in Washington, D.C., and national political trends. Cook is publisher of *The Cook Political Report* and political analyst for the

National Journal Group, where he writes weekly for *National Journal* magazine and *CongressDailyAM*. Widely regarded as one of the nation's leading authorities on U.S. elections and political trends, Charlie has appeared on the ABC, CBS and NBC evening news programs, as well as on "Good Morning America," the "Today Show," "Nightline," "Meet the Press with Tim Russert" and "This Week..."

The conference also will include a series of insightful policy sessions on NTMA/PMA priority legislative issues. Taxes, health care,



card check and other labor/business issues will be among the topics discussed. A networking reception that evening will conclude the day's events.

On May 13, participants will head to Capitol Hill where they will meet with lawmakers and their staffs to urge them adoption of pro-manufacturing legislation.

Spouses are encouraged to attend the conference activities on May 12. On May 13, an optional spouse program will be held, which will include shopping in historic Old Town Alexandria, and lunch and a cruise along the Potomac River to view the monuments.

For more information about this event, contact Justin Ketchem at 216/901-8800 or jketchem@pma.org.

NTMA/PMA One Voice Legislative Conference Schedule

Monday, May 11

1:00 – 4:30 p.m. – Registration

Tuesday, May 12

- 8:00 a.m. – 5:00 p.m. – Registration
- 11:30 a.m. – Opening remarks and lunch
- 12:40 p.m. – Charlie Cook (keynote speaker)
- 2:00 – 2:50 p.m. – Member of Congress to speak on taxes and health care
- 3:00 – 3:50 p.m. – Member of Congress to speak on card check
- 4:00 – 4:50 p.m. – Issue briefing
- 5:30 – 7:00 p.m. – One Voice reception

Wednesday, May 13

- 8:00 – 9:00 a.m. – Group breakfast
- 8:15 – 8:30 a.m. – Member of Congress to address group
- 8:30 – 9:00 a.m. – Issue reviews, lobbyist briefing and Q&A
- 9:00 a.m. – 4:00 p.m. – Lobby on Capitol Hill
- 9:00 a.m. – 4:00 p.m. – Spouse program

PMA Supports North American Occupational Safety & Health Week

Once again, PMA has joined with the American Society of Safety Engineers (ASSE), the U.S. Occupational Safety and Health Administration (OSHA), the Canadian Society of Safety Engineering (CSSE) and more than 40 OSHA alliance program participants to support the North American Occupational Safety and Health (NAOSH) Week. The week is intended to raise awareness about occupational safety, health and the environment.

To be held May 3-9, 2009, the theme of this year's NAOSH Week is "Safety Means Always Coming Home." According to the Bureau of Labor Statistics, 5488 people died due to work-related injuries in 2007. In addition, the number of fatal falls rose to 835 deaths, representing a 39 percent increase

since 1992. Though transportation-related workplace deaths decreased in 2007, transportation incidents remain the number one cause of on-the-job deaths. Workplace homicides increased by 13 percent in 2007. Additionally, every year millions of people are injured at work and also sustain workplace illnesses. Many of these injuries and deaths are preventable.

NAOSH Week focuses on providing tools and information to employees, employers and businesses worldwide with a focus on prevention.

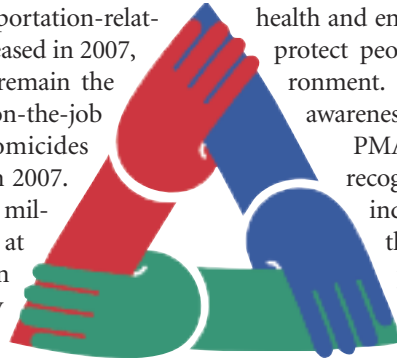
May 6 marks Occupational Safety and Health Professional Day, a time to recognize the ongoing efforts of occupational safety,

health and environmental professionals to protect people, property and the environment. It also aims to further raise awareness and pride in the profession.

PMA encourages companies to recognize NAOSH Week in their individual facilities. Ways to do this include hosting a safety picnic for your employees and their families, launching a recognition program for safety suggestions that are

put into use or enhance ongoing safety and health practices, conducting an open house that focuses on safety and health, or setting up safety demonstrations focused on safe work habits.

More information about NAOSH Week may be found at www.asse.org/newsroom/naosh09.



Integration of Yellow & Roadway Brings PMA Members More Benefits

The recent integration of Yellow Transportation and Roadway networks will bring PMA members the best transportation and logistics services in the industry. Established shared service centers will coordinate Yellow and Roadway shipments. Creating shared service centers will offer more direct service points, introduce new service solutions and improve efficiency. Among the many customer benefits to integration into a single network:

- Will serve about 21,000 more direct points through a unified network compared to the individual Yellow and Roadway networks.
- Reliability will improve on all lengths of haul, enabling more service commitments and unique solutions.
- Professional drivers will handle Roadway and Yellow shipments, simplifying your supply chain.
- Yellow and Roadway pickups and deliveries will be coordinated through one service center.
- Faster introduction of new solutions and services.
- Expanded customer service, allowing for quicker answers to your questions and resolution of any issues.



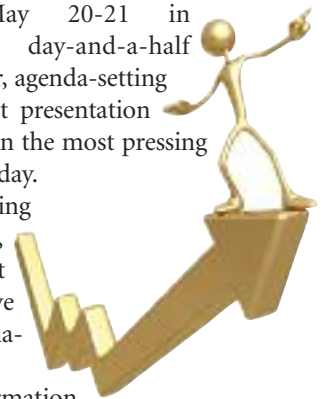
PMA members receive a 70 percent discount on qualifying less-than-truckload (LTL) shipments from YRC. Take advantage of the YRC discount today by contacting your association benefits coordinator at 800/647-3061 or associations@yrcw.com.

Annual Marketing and Sales Roundtable May 20-21 • Cleveland, OH

Make plans to attend PMA's annual Marketing and Sales Roundtable, May 20-21 in Cleveland. This day-and-a-half event will include a networking dinner, agenda-setting session, a business conditions forecast presentation and facilitated roundtable discussion on the most pressing issues facing your business and sales today.

Benefits of attending include learning from and networking with peers, addressing marketing issues that affect businesses, gaining ideas to improve business and accessing timely information on how to infiltrate new markets.

To register or receive more information, contact Allison Grealis at 216/901-8800 or agrealis@pma.org. Space is limited so please register early! The registration deadline for this event is May 18.



Additional Upcoming Roundtables

- May 27-28 – Safety
 - August 11-12 – CFO
 - September 10 – IT
 - September 23-24 – Quality
- Contact PMA at 216/901-8800 for details.

PMA Seminars and Events

Your source for quality educational programming in the metalforming industry

www.pma.org/seminars

PMA Members Can Take Advantage of Savings on Training

TRAINING In reaction to the current economic recession, many companies have reduced training budgets and enacted travel restrictions to reduce costs. Rising transportation costs and reduced staffing can make it difficult or impossible for many companies to train employees through public seminars.

The PMA Educational Foundation (PMAEF) offers cost-effective in-plant training seminars that allow companies to bring an instructor to their facility to teach an unlimited number of employees. These programs are customized to meet each plant's specific needs and will not only save travel costs, such as fuel, air transportation, hotel and meals, but also on the cost of the seminar itself. For the same price as a public program, a company can educate more than twice the number of staff.

PMA members can save more than 40 percent when contracting for PMAEF's in-plant training seminars, compared to the nonmem-

ber price. Companies can choose from five experienced and knowledgeable consultants to deliver a custom-built program for their staff at a reasonable cost, covering any of the following topics:

- Computer Simulation of Sheetmetal Forming
- Making Flat-Rolled Flat—So it Stays That Way
- Safety in the Pressroom
- Die Planning, Quoting and Sourcing
- Designing and Building Metal Stamping Dies
- Troubleshooting Formability Problems
- And more!

For more information on PMAEF's in-plant training seminars, visit www.workingsolutions4u.org/inplant/home, or contact Deanna Nwosu at dnwosu@pma.org or 216/901-8800.

PMA and NTMA Ramp up Card Check Campaign

GOVERNMENT Through the new NTMA/PMA One Voice advocacy alliance, the associations have introduced an educational video about the so-called Employee Free Choice Act, also known as card check. The video details the undemocratic nature of the bill and how it will take control away from employers. As of mid-February, it had been viewed more than 1500 times. Additional card check videos are in the works that will focus on educating employees about how card check will impact them.

Visit www.metalworkingadvocate.org to access the video and to send your members of Congress a message urging them to oppose card check.



EXAMPLES OF LEADERSHIP

Jeff Aznavorian has played an instrumental role in the development of PMA's Next Generation Leaders Division since the group's inception in 2005. He was



Aznavorian

vice chair of the division for two years, and now serves as chair and director, representing the Next Gen'ers on PMA's Board of Directors. As part of his leadership role within the division, Jeff has actively participated on the group's three

committees: membership, planning and program. In addition, he has served as a member of the division's nominating committee for two terms, reviewing and selecting candidates for leadership roles within the division.

Jeff also has been active at the local level, serving as the PMA East Michigan District's education chair since 2005.

His commitment to training and education is also evident by his company's sponsorship of one of PMA's Awards of Excellence in Metalforming, the Clips & Clamps Industries Educational Institution

In each issue of *Update*, PMA features a member who has contributed a tremendous amount of time and effort to the industry through volunteer service to the association. This month we are pleased to acknowledge **Jeff Aznavorian**, operations manager for Clips & Clamps Industries, Plymouth, MI.

Award. The award recognizes a public or private educational institution that provides exemplary training and education services to companies in the metalforming industry. The winning institution receives a \$1,500 cash prize to be used for support of educational programs addressing the needs of the industry.

In addition, Jeff has been an annual participant in the PMA Educational Foundation's Best Practices program since its inception three years ago.

He is also active in the association's 2009 membership drive, in which district

volunteers provide PMA staff with membership leads. In January, he won the monthly prize for converting leads into PMA members.

Jeff also participated as a member of the Safety and Environment Committee from 2003-2006.

A PMA member since 1986, Clips & Clamps Industries manufactures parts for the automotive, light- and heavy-duty truck, agricultural, construction, building products and consumer goods industries. PMA thanks Jeff Aznavorian for his volunteer service and leadership!

marketplace

Buy Online

www.pma.org/mfmarket

Economics...Making Dollars & Sense

This information series provides resources for metalforming companies to use to help current and future employees better understand the economic choices involved in the operation of their company and the employee's role in those choices.

Member: \$195
Nonmember: \$595

Design Guidelines
Hurry—offer ends March 31!

Design Guidelines Third Edition reflects today's best manufacturing practices and industry advancements. This edition focuses on practical advice and cost-effective solutions for professionals who design, specify and source precision stamped, fabricated and formed metal component parts.

Nearly every aspect of metalforming is covered in 19 information-filled chapters and a glossary of 500 common metalforming terms. Critical design concepts and techniques are illustrated with drawings, diagrams and photos. New fineblanking and water-jet cutting sections make this edition the most comprehensive yet.



SAVE 25% Member book: \$37.50
Nonmember book: \$52.50

SAVE 25% Member book & CD combo: \$74.25
Nonmember book & CD combo: \$96.75

SAVE 50% Member CD: \$37.50
Nonmember CD: \$47.50



www.pma.org/mfmarket

Visit Marketplace for a wide selection of technical materials, business and safety products, management books and professional services. Purchase at a discount when you use your MemberNet ID number. To obtain a number, contact Marianne Sichi at 800/540-1757 or mp@pma.org.

Webnettraining Offers Free Trial for Online OSHA-Compliant Safety Training

Through PMA's partnership with Webnettraining, members have access to general OSHA-compliant safety training over the Internet at discounted rates. **MEMBER BENEFITS** Webnettraining's unique web-based safety training offers more than just great OSHA-compliant safety training—it is an entire system that automatically documents and monitors for compliance.

The Webnettraining system removes up to 70 percent of the work required for general OSHA safety training, minimizing the need for time-consuming safety meetings. The easy-to-use and administer

www.webnettraining.com

Webnet system can save the average 100-employee company up to \$25,000 per year in the hidden cost of safety training.

Webnettraining gives PMA members a free password to test-drive the system and a 25% discount when it is purchased. A small one-time setup fee is required. Free trial offer ends April 30.

Contact Gregg Juster at Webnettraining at gregg@juster.com or 513/858-3000, or go to www.webnettraining.com.

NEW MEMBERS this month

PMA is pleased to welcome new member company **Ehrhardt Tool & Machine Co., Inc., Granite City, IL**. Founded in 1937, the company is a precision, contract, tool, die and special machine builder. Ehrhardt is a former PMA member company that rejoined the association to receive valuable training and statistical information.

Bazz Houston Co.
Garden Grove, CA
Rep: Javier Castro

Fort Dearborn Enterprises, Inc.
Bellwood, IL
Rep: Jeff Israel

Carrier Mexico, S.A. de C.V.
Mexico
Rep: Juan Jose Garza

Kenwal Steel Co.
Dearborn, MI
Rep: Michael Skilliter

Ehrhardt Tool & Machine Co., Inc.
Granite City, IL
Rep: Bob Roseman

Mayfran International
Cleveland, OH
Rep: Greg Strosaker

Estampados Monterrey S.A. de C.V.
Mexico
Real Sergio Garza Gutierrez

Precision Pressing Manufacturers
India
Rep: Shrivatsa Sinha

The following members have sponsored a new member company:
Ben Barnett, Principal Manufacturing
Jim Salmond, Kenwal Steel Co.

Find out how you can be rewarded for sponsoring new members under PMA's "3 and Free Program." Contact Janet Krall at 216/901-8800 or jkrall@pma.org for more information.

To ensure that you receive e-mails from PMA, please ask your network administrator to put PMA.org on your company's white list.

Foundation Seeks PowerPoint Contributions

Late last year, the PMA Educational Foundation developed a series of PowerPoint slides called "Tools of the Trade." These slides will provide teachers, instructors and trainers with additional resources to enhance, upgrade or supplement their current workforce development and educational programs. There are five PowerPoint sets available in Basic Safety, Metalforming Basics, Introduction to Quality, Measurement and Prints, and Communications and Teamwork.

PMAEF extends an invitation to all PMA members to contribute some of their learning resources by donating PowerPoints that either expand PMAEF's existing resources or open up new areas of subject matter learning. Of special interest are: Lean Manufacturing, Six Sigma, Just-in-Time, Supply Chain Management, the 5S's, TPM and

Preventive Maintenance, Formability and Circle Grid Analysis, SPC and specialty fabrication disciplines such as metal spinning, slide and roll forming, laser cutting, and pipe and tube bending.

If you have PowerPoint slides/presentations that have worked well for you and wish to share them with others, your donations would be appreciated. The PMA Educational Foundation reserves the right to modify, revise and brand these slides as part of the "Tools of the Trade" instructional resources program. PowerPoint contributions can be sent via e-mail to bbroman@pma.org. If you have any questions or wish to discuss how these materials are used, and who and what they are intended for, please contact Bruce Broman at 216/901-8800 or bbroman@pma.org. Thank you for sharing your successes with others for the benefit of all.



of the Trade

PMA Participates in Great Manufacturing Get Together

PMA, the Educational Foundation and the PMA Twin Cities District were well represented at the Great Manufacturing Get Together on January 27 at Hennepin Technical College, just north of Minneapolis, MN. The second annual event, featuring panel discussions, table-top exhibits and a manufacturing-theme "variety show," drew more than 700 participants.

PMAEF Executive Director Dave Sansone represented PMA on two panels. He participated with industry and association leaders in the opening program, "Adapting and Growing in Today's Economy," and facilitated a breakout session, "Industry and Education Best Practices," with Twin Cities District representatives. Sansone and district leaders also greeted representatives from metalforming companies at a joint PMA/District table discussing industry and company needs.



PMAEF Executive Director Dave Sansone speaks at the Great Manufacturing Get Together.

For more information, contact Dave Sansone at 216/901-8800 or dsansone@pma.org.

M-Powered Success in Twin Cities

The M-Powered Training Program, a collaboration among PMA's Twin Cities District, Hennepin Technical College and HIRED, a local Twin Cities provider of skills and employment training, was honored with the Recognition of Excellence Award from the U.S. Department of Labor for its success in "Leveraging the Power of Partnerships." M-Powered was partially funded by the PMA Educational Foundation.

The program, which has an impressive 94 percent

placement rate, also is gaining international recognition as representatives were invited to South Africa to assist in the replication of the program there. Jane Samargia, HIRED executive director, said, "M-Powered is a true success story...a shining example of the good that can come from collaboration."

For more information on M-Powered and other collaborations funded by the PMA Educational Foundation, contact Amy Thacker at 216/901-8800 or athacker@pma.org.

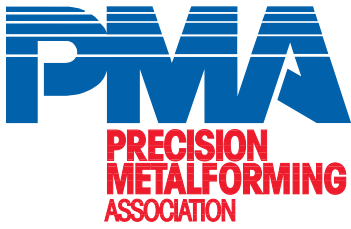


At Work

NEWS & NOTES

www.pmaef.org

Training & Education for the Metalforming Industry



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PMA's Mission:

To shape the environment of the metalforming industry, leading innovative member companies toward superior competitiveness and profitability.

PMA Calendar of Events

MARCH

March 5
Sensors and Control Systems Seminar
Grand Rapids, MI

March 5-6
Metal Spinning Division Meeting
Ft. Lauderdale, FL

March 10
HR Roundtable
Cleveland, OH

March 17
Punch and Die Seminar
Brownsville, TX

March 19
Emerging Innovation in Press Technology Seminar
Nashville, TN

APRIL

April 26-28
PMA Technical Conference
Cleveland, OH

MAY

May 6-7
16th Annual Automotive Parts Suppliers
Council Meeting
Detroit, MI

May 12-13
PMA-NTMA Legislative Conference
Washington, D.C.

May 20-21
Marketing and Sales Roundtable
Cleveland, OH

May 27
Pressroom Safety Seminar
Cleveland, OH

May 27-28
Safety Professionals Roundtable
Cleveland, OH

For more information on upcoming PMA events,
call 216/901-8800.

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