

PMA Member Testifies Before Congress on Climate Change Proposals

PMA Second Vice Chair and Treasurer Bob Clay, CEO and chairman of Grand Rapids, Michigan-based Pridgeon & Clay, Inc., testified on March 24 at a hearing held by the U.S. House of Representatives Committee on Ways and Means Subcommittee on Trade regarding the “Trade Aspects of Climate Change Legislation.”

Clay offered the perspective of an independent, middle-market manufacturer of metal parts and assemblies that will be directly affected by climate change proposals under

consideration by Congress, including a potential cap and trade system or import tariffs on goods from countries that do not implement climate change policies.

“I believe that addressing environmental concerns is critical to our future, but I am concerned that while the current climate change proposals are well intentioned, they risk jeopardizing the 60 years of hard work that went into building our company,



and especially the future of our employees and their families,” testified Clay.

“Pridgeon & Clay is a highly automated, efficient company, but we are also energy intensive...Even a slight increase in energy prices could make us vulnerable to competition from abroad, and the fact that a cap and trade system will increase costs for consumers of energy is beyond dispute. If the U.S. is not joined in a cap and trade system by the rest of the world—especially by low-cost countries like China and India—then more U.S. manufacturing jobs will be lost.”

For a full copy of the written testimony, visit www.metalworkingadvocate.org/pdf/clay-testimony.pdf.

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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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New Service Provides PMA Members with Key Economic Information

MEMBER BENEFITS

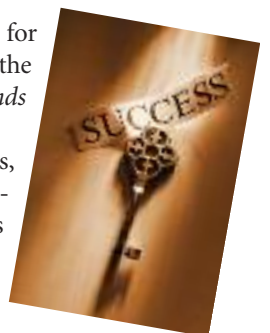
PMA recently introduced two new reports for members that offer information and insight into the current economic situation—*Economic Quarterly* and *Economic Trends Monthly*.

Prepared by Dr. Ken Mayland, president of ClearView Economics, LLC, *Economic Quarterly* contains a one-page summary of key economic indicators and approximately 20 pages of charts. Key indicators include measures of economic momentum, industrial demand, price and inflation trends, foreign exchange rates and international prices and interest rate trends.

In *Economic Trends Monthly*, Dr. Mayland provides a series of timely commentaries on economic indicators as they are released on a monthly basis with analysis of their importance to manufacturing industries.

Dr. Mayland has spent more than 30 years studying the business cycle and providing economic analyses to a variety of constituencies. He was named *BusinessWeek’s* #1 most accurate forecaster in 2006, and received the Lawrence R. Klein award for Blue Chip Economic Indicators forecast accuracy in 2007.

The *Economic Quarterly* and *Economic Trends Monthly* are being sent via e-mail directly to members. If you have not received the report for the first quarter of 2009 and one monthly update, contact Cindy Minn at 216/901-8800 or cminn@pma.org.



Capital Spending Report Reveals Significant Reduction in Equipment Purchases

PMA's 2009 Capital Spending Report shows that metalformers expect to spend an average of \$491,755 on equipment in 2009, compared to actual spending of \$807,070 in 2008—a projected decrease of 40 percent.

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This annual report, sampling 69 companies, provides a forecast of manufacturers' plans for capital investment in 2009, along with perspective on specific areas of equipment and technology where they expect to invest.

The report also reveals that half of the respondents project that their 2009 capital expenditures will be lower than their actual 2008 expenditures. Another 28 percent report that their 2009 budgets remain unchanged from their actual 2008 expenditures, while only 16 percent indicate that their capital spending budgets will increase in 2009.

While metalformers are forecasting less purchases this year, investments in automation, CNC machining centers, controls, forklifts/cranes, hydraulic and mechanical presses, quick-die-change systems and welding equipment remain the strongest categories.

The Capital Spending Report is one of 11 business reports offered by PMA to help manufacturers reliably manage, plan and forecast their businesses. PMA members who participated in the survey received a free report, while non-participating PMA members can order reports a la carte at low prices and nonmembers may purchase this report through a business report subscription. Visit www.pma.org/business-reports or contact Cindy Minn at 216/901-8800 or cminn@pma.org for more information.

NTMA/PMA One Voice Disappointed in Administration's Failure to Cite China as Currency Manipulator

On April 16, the Treasury Department failed to cite China as an illegal currency manipulator in its semi-annual "Report to Congress on International Economic and Exchange Rate Policies." The report reverses the Obama Administration's past stance on this issue. During the campaign, President Obama stated that he believed China manipulates its currency and criticized the previous administration for not addressing this issue. Treasury Secretary Timothy Geithner also made similar comments during his confir-

GOVERNMENT

mation hearings.

"Currency manipulation hurts small, middle-market manufacturing businesses and their employees," said PMA President Bill Gaskin. "It is a significant contributor to the global competitive disadvantage faced by our members. We have long called on our government to take action, and will keep pressing until we see the results we were promised."

"We hope that President Obama will soon fulfill his campaign pledge to change past



Administration policies and support U.S. manufacturers by taking a more forceful approach against countries like China that illegally manipulate their currencies," said NTMA Chief Operating Officer Rob Akers.

NTMA and PMA will continue to work with the Obama Administration and Congress to address illegal currency manipulation. For more information on NTMA/PMA One Voice advocacy efforts, visit www.metalworkingadvocate.org.

MetalForming:JOBS

Adds New Features

MetalForming Jobs, the online job center for the metalforming industry launched by PMA and *MetalForming* magazine last fall, has newly added features for both employers and job seekers:

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• **The Guaranteed Package:** includes a 60-day featured job posting and a print recruitment ad in the classifieds section of *MetalForming* (500 character maximum). An employer's job posting receives an additional 30 days online for free if the initial advertisements do not produce results. Total value: \$1480, PMA member cost: \$760

- **3-Pack of 30-Day Job Postings:** Total value: \$900, PMA member cost: \$600
- **New Resume System:** allows job seekers to easily transfer and post their resume from an existing document and allows recruiters to more easily search for relevant job candidates
- **Featured Resume Upgrade:** job seekers have the option of posting their resume and having it featured at the top of search results with a preferred candidate icon for 90 days. Cost: \$25

Go to www.metalformingjobs.com to learn more. Employers also can get an



overview of MetalForming Jobs by viewing the 2009 MetalForming Jobs Recruiters' Guide. Questions or comments about the job board can be directed to Marianne Sichi at 216/901-8800 or msichi@pma.org.

Save the Date

PMA/NTMA Purchasing Fair in Indianapolis

PMA once again will partner with the National Tooling and Machining Association (NTMA) to offer a Contract Manufacturing Purchasing Fair, on Wednesday, October 7, 2009, at the Westin Indianapolis. At this event, contract manufacturers can meet with qualified buyers and specifiers directly involved in the purchasing of special tooling or assemblies/subassemblies, precision sheetmetal stampings and fabricated components. Register by August 21 to save \$100 off the cost of registration and to have your company's contract manufacturing capabilities included in a booklet given to buyers and engineers prior to the fair! To register or obtain additional information, contact Allison Grealis at 216/901-8800 or agrealis@pma.org.



INDUSTRY

New Metal Fabrication and Sensor Labs Opening in Twin Cities

The PMA Twin Cities District and Anoka Technical College, Anoka, MN, have collaborated to create a new metal fabrication lab for incumbent- and prospective-employee training. Nearly \$1 million of fabrication equipment has been donated, and Twin Cities District members serve on the program's Advisory Committee and assisted in curriculum development and funding equipment installation. The lab, which includes an Amada brake press, laser and turret, is the only one of its kind in Minnesota.

Anoka Technical College is putting the finishing touches on the lab so that it will be ready for the fall semester. Because of the partnership between the district and the school, discounted tuition is available for PMA members in the Twin Cities.

This program will complement PMA's continued efforts with the Punch Press M-Powered Program at Hennepin Technical



From left: Nick Graff, Anoka Technical College; Stu Peterson, Paradise Press Equipment; and Kent Djubek, E.J. Ajax & Sons; visit the new fabrication lab.

College, Brooklyn Park, MN, which provides stamping-skills training for the Twin Cities District. In addition, the college is embarking on a sensor-training program with state-of-the-art Smart Pacs donated by Wintriss Controls.

DISTRICTS

Receive Special Discounts on Regional Shipping

PMA members receive a 70 percent discount on qualifying less-than-truckload (LTL) shipments with New Penn, Holland and Reddaway. These regional companies are leaders in next-day delivery, quality handling and on-time performance. Their comprehensive, best-in-class services include regional, expedited, guaranteed, consolidation and distribution, and cross-border shipping.

Enrollment in the YRC Regional Transportation Program is free. To enroll, simply contact your association benefits coordinator at 800/647-3061.



MEMBER BENEFITS

PMA Joins Coalition to Ensure Long-Term Viability of Tooling Sector

PMA, along with the National Tooling and Machining Association (NTMA), the Canadian Tooling and Machining Association (CTMA), the American Mold Builders Association (AMBA) and a group of independent tooling manufacturers, have joined together to form the North American Automotive Tooling Coalition.

The coalition has been meeting with legis-

lators, officials of President Obama's Auto Task Force, other officials from the U.S. and Canadian governments, and OEMs and Tier 1 representatives in an effort to raise awareness of the importance of the tool and machining sector in the automotive supply chain, and to educate policymakers on the issues that currently threaten continued viability of the tooling sector.

The group will focus on protecting com-

panies in this sector, preserving jobs and creating new opportunities to support an economic recovery, as well as improving the relationship and trust among the parties in the automotive supply chain. Of immediate concern is the implication of an OEM bankruptcy.

PMA will keep members updated on the activities of the coalition.

PMA 2009 Annual Meeting
Mark Your Calendar

October 8-10, 2009

Desert Springs JW Marriott
Resort & Spa

Palm Desert, CA

More information coming soon!



Marketing and Sales Roundtable Set for May 20-21

PMA's annual Marketing and Sales Roundtable, to be held May 20-21 in Cleveland, will include a net-
ROUNDTABLES working dinner, agenda-setting session, a business conditions forecast presentation and facilitated roundtable discussion.

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.

The registration deadline is May 18. To register or receive more information, contact Allison Grealis at 216/901-8800 or agrealis@pma.org.



EXAMPLES OF LEADERSHIP

Bob Wilson has been a key volunteer in PMA's Custom Roll Forming Institute Division (CRFID) since 1997. He has served in various leadership positions including



Wilson

vice chair, chair and director, and he continues to be active in division activities today. As a CRFID volunteer, Bob helps drive the activities of the division, which include networking meetings that feature programs designed by division members.

Every two years, the division hosts a raw material suppliers panel where top marketing and technical executives of raw material suppliers keep members assessed of both market trends and technological advancements.

Bob also is a strong supporter of PMA's efforts in Washington, D.C. He regularly attends PMA fly-ins to lobby members of Congress in support of legislation that benefits manufacturing and has hosted several congressional plant tours to educate his representatives about the

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 **Bob Wilson**, executive director of sales and marketing for Roll Forming Corp. The company has plants in Kentucky, Indiana and Pennsylvania.

industry. He is an annual donor to PMA's advocacy fund and political action committee as well.

In addition, Bob is a current member of PMA's Board of Directors and Finance Committee.

A PMA member since 1992, Roll Forming

Corporation specializes in custom tooled and manufactured roll formed components and assemblies for the aerospace, agriculture, transportation and office furniture industries. PMA thanks Bob Wilson for his volunteer service and leadership!

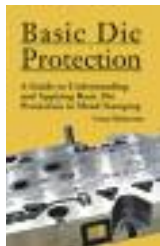
marketplace

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Basic Die Protection

A Guide to Understanding and Applying Basic Die Protection in Metal Stamping



By Greg Dickerson
An easy-to-understand guide on modern die protection is essential to all stamping facilities. *Basic Die Protection* explains modern terminology and procedures that will help stampers

reduce tooling repair costs and improve every other department in the organization.

Provide your toolmakers and engineers with this essential guide to modern die protection.

Buy five and receive sixth guide free!
Member \$34.95
Nonmember \$44.95

Sales and Marketing Report



This electronic report provides insight into developing a sales plan and assembling the latest marketing campaigns to improve your company's future. It is a great tool for marketing and sales professionals to generate a stronger sales team and a marketing strategy that will better manage resources and win more business.

Member \$175
Nonmember \$500



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.

Low-Cost Training Options Available

The PMA Educational Foundation (PMAEF) announces new cost-effective training opportunities for the metalforming industry.

PMA members now may download PowerPoint presentations from some of PMA's top seminars for just \$35. Topics include die building and maintenance, die design, safety, sensors, and short-run stamping/prototyping. Nonmembers may purchase the presentations for \$50. Visit www.pma.org/tech-library for a complete list of topics.

PMAEF also has scheduled several live webinars to allow metalforming industry

employees to be trained without the cost of travel and time away from the office. Upcoming webinars include:

- May 12—Quick Changeover Simplified
- May 19—Designing and Building for HSS
- May 28—Sensor Applications for Die Protection
- June 12—Sourcing Industrial Business via Internet

The webinars are available to PMA members for \$75 and to nonmembers for \$100. Visit www.pma.org/webinars for frequent updates.

For more information, contact Deanna Nwosu at 216/901-8800 or dnwosu@pma.org.

PMAEF Announces Reduced Rates for In-Plant Training

In an effort to help meet the industry's training needs during these tough economic times, the PMA Educational Foundation (PMAEF) has reduced the cost of customized in-plant seminars. Now is the time to train your staff, in preparation for the eventual economic resurgence. And for the cost of sending several staff to a public seminar including registration fees and travel, you can train an unlimited number of employees in your facility.

Members save 50 percent when contracting for PMAEF's in-plant training seminars, compared to the nonmember price. Companies can choose from five experienced and knowledgeable consultants to deliver a

custom-built program for their staff, 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.

Contact Deanna Nwosu at 216/901-8800 or dnwosu@pma.org for more information.

PMA's Preferred Partners

 www.yrc.com	 www.pma.org/health
 www.appienergy.com	 www.pma.org/office
 www.webnettraining.com	
 www.pma.org/office	

New

Aptitude Assessment Available in June

In June, the PMA Educational Foundation will release a newly validated assessment designed to evaluate the potential of employment applicants and new hires that have no experience in metalworking. Titled the Occupational Aptitude and Knowledge Assessment, it covers mechanical aptitudes, special reasoning, mathematical applications, basic measurements, communications and information, and industry understanding and behaviors.

The Occupational Aptitude and Knowledge Assessment is designed to be a predictor of an applicant's potential to learn the job for applicants that have no prior experience in metalworking. The assessment is ideal for press/equipment operator, setup and maintenance applicants. There are 60 multiple-choice, best answer questions. Instructions, scoring templates, cut scores and diagnostics are provided. Assessments will be packaged in groups of ten. There will be an additional version (B) available soon. The assessment will be in English—a Spanish version will be considered at a later date.

HR managers should continue using PMA's Metalworking Skills Assessment for those job applicants with prior experience in metalworking. However, not all applicants will have metalworking experience, so the Occupational Aptitude and

Knowledge Assessment should be used instead. Let's grab those people who wish to transition into a career in metalworking. Let's attract and assess interested job applicants currently employed at Wal-Mart or Target, in warehouses or distribution centers, at fast food restaurants, in auto repair shops, as landscapers or construction workers, and in other industries. The current "talent pool" of job applicants and new hires is broad-based, very diverse and extensive, and it is time to tap into it.

Although not a perfect science, testing is commonplace in our society. We test the products we buy, the parts we make, the materials we use, the water we drink, the air we breathe, emissions from our cars and the machines we operate. We also test people in order to drive a car, operate certain machinery, fly an airplane, get into a school, and get a job or advance within a profession. From certified public accountants to licensed electricians, the testing of people is everywhere and necessary when deciding what "proof" or predictor is needed that a person can perform to required standards and do so in a safe and efficient manner. For more information about the Occupational Aptitude and Knowledge Assessment, please contact Bruce Broman at 216/901-8800 or bbroman@pma.org. The June issue of *Update* will formally announce this new assessment tool for you to use.

PMA Educational Foundation Board Meets with NAM

The PMA Educational Foundation Board of Trustees meeting on April 15 near Chicago featured lively discussion with representatives of NAM's National Center for the American Workforce and the Society for Manufacturing Engineers Educational Foundation. The meeting was hosted by board member Bill Smith of Termax Corporation.

Jennifer McNelly, senior vice president of The Manufacturing Institute at NAM and a member of the PMAEF board, described the NAM-Endorsed Skills Certification System. The purpose of this system is to produce a high-performance manufacturing workforce through aligning education to credentials generated by certification-writing partners including the National Institute for Metalworking

Skills, American Welding Society, Manufacturing Skill Standards Council, Society of Manufacturing Engineers and ACT. Bart Aslin, foundation director of the SME Educational Foundation, described some exciting things it is doing through several programs to engage junior high and high school students into technology, engineering and manufacturing careers. Both presentations led to preliminary discussions by the board on how PMAEF can partner with and support these endeavors.

Also at the meeting, the board heard a report on grant-funded projects including progress on the sensor-training curriculum being developed by the Indiana District. For more information, contact Dave Sansone at 216/901-8800 or dsansone@pma.org.



At Work

NEWS & NOTES

www.pmaef.org

Training & Education for the Metalforming Industry



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