

Zierick Elected Chair of PMA

Gretchen Zierick, president of Zierick Manufacturing Corp., Mount Kisco, NY, was named PMA's 2010 chair of the board of directors at the association's annual meeting last month. She urges all who work in the metalforming industry to unite in support of her theme for the year: The Morality of Manufacturing.

"There is a moral code among manufacturers in this country," Zierick says, "based on the honesty and integrity that permeates our industry. In manufacturing we can't get away with the lying, stealing and cheating we've seen in the banking, financial services and other industries. Manufacturers take raw materials and convert them into finished products that customers can test, see and feel, to prove their

worth. To develop these products, you need an idea and an understanding of how to make it work. This to me is a moral endeavor, yet our industry often gets treated like the 'bad guy' by the media and by our politicians."

During her term as PMA chair and beyond, Zierick expects PMA's advocacy efforts to help ensure that government actions do not put manufacturers at a further competitive disadvantage. Of immediate concern: burdensome tax hikes, labor-law reform and cap-and-trade legislation. She supports the association's long-term commitment to lobbying politicians, to make them understand the impact that their legislation has on the industry and its ability to compete in the global market. She urges all that work in manufacturing to follow PMA's lead and support those politicians that support policies that encourage the growth of America's small to medium-sized manufacturing companies, by eliminating barriers to profitability.

In addition to advocacy, Zierick encourages

members to become involved with PMA's many networking opportunities. Besides sending employees to district meetings and roundtable events, Zierick herself belongs to two networking groups—the Naples CEO Group and the Women in Metalforming Group, which she was instrumental in forming. She recommends that members contact PMA to learn more about participating in these activities.

Zierick is a strong supporter of the PMA Educational Foundation (PMAEF) as well, which offers the industry a powerful platform from which it meets the continuing and evolving educational needs of the industry. She credits the many supporters of the foun-



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It's Not Too Late to Register for Industry's Largest Tradeshow

More than 1,000 exhibitors and 35,000 attendees are expected to participate in the first-ever **FABTECH International and AWS Welding Show** including **METALFORM** at Chicago's McCormick Place, November 15-18, 2009.

The combined tradeshows create a mega-event dubbed the largest of its kind in North America dedicated to showcasing metalforming, fabricating, stamping, welding and tube

and pipe technology.

Don't miss this event! Free registration is available in two ways: [register online](#) in advance or bring the [free registration pass](#) with you to the show. On-site registration is \$50.

Visit the [show website](#) for complete details, or contact Pam Pirogowicz at 216/901-8800 or ppirogowicz@pma.org with questions.



Show Dates and Hours

Sunday, November 15, 11 a.m.-4 p.m.
Monday, November 16, 9 a.m.-5 p.m.
Tuesday, November 17, 9 a.m.-5 p.m.
Wednesday, November 18, 9 a.m.-3 p.m.

Wii Want to See You at the PMA Booth #16112

Stop by the PMA booth (number 16112) at the FABTECH International and AWS Welding Show including METALFORM and try to win a Wii! At the booth, you will be able to test your skills at Wii Golf and at the end of each day of the show, the person with the best score will take home a Wii, compliments of PMA's 17 North American Districts.

The booth also will feature 15-minute training demonstrations from 10 a.m.-3 p.m., and attendees can take home free training demo DVDs. Following is the schedule for the training demonstrations:

- 10 a.m. – Stamping Press Operator
- 11 a.m. – Spanish Press Operator
- 12 p.m. – Press Brake Operator
- 1 p.m. – Turn to Metal Spinning
- 2 p.m. – Dimensional Variations in Flat Rolled Steel

3 p.m. – Safety First and Lockout/Tagout
In addition, OSHA experts will be at the booth November 16-18 to discuss the PMA-OSHA alliance and provide answers to your industry safety questions.
We hope to see you at the PMA booth!

Next Generation Leaders Day Set for November 16

PMA will host its third annual Next Generation Leaders Day on Monday, November 16, during the FABTECH International and AWS Welding Show including METALFORM. Activities will uncover methods to bridge generational differences within the workplace, interact with technology on the show floor and develop business relationships with fellow "Next Gen'ers" and PMA executive leaders.

The day kicks off with a roundtable session to share ideas and experiences. Then, members hit the show floor for the Next Gen Innovation Awards where they will determine which exhibiting companies have displayed the best new products and services in the METALFORM technology area. The day will conclude with the annual PMA Awards of Excellence



Reception, which honors innovators in the areas of productivity, design, safety, quality, product development, process control, and training and education. Following the awards reception, Next Gen'ers will head to a local hot spot to continue networking.

Up-and-coming leaders in the metalforming industry are encouraged to participate at Next Generation Leaders Day on November 16. There is no cost to attend—just let PMA know that you will be participating. For complete details and to RSVP, visit the [Next Generation Leaders Division website](#) or contact Mandy Basel at 216/901-8800 or mbasel@pma.org.

Stamping Technology Featured at Educational Conference

Take advantage of a wide range of employee training scheduled for the Stamping Track in the educational sessions to be held in conjunction with the FABTECH International & AWS Welding Show including METALFORM at McCormick Place in Chicago. Sessions will take place Monday, November 16, 8 a.m.-3:30 p.m.; Tuesday, November 17, 8 a.m.-12:30 p.m.; and Wednesday, November 18, 8 a.m.-12:30 p.m.

The stamping track was developed by PMA members on the METALFORM Conference Committee. The committee, chaired by Nick Tarkany, used member survey responses to plan sessions on topics such as stamping advanced high-strength steels, sensors and controls, tool steels for metalforming, lean principles for the pressroom, press technology, cleaning of stamped parts, lubricants and pressroom safety.

For more information or to register, visit www.fmafabtech.com/educational-programs.cfm. Look for the



Stamping Track sessions identified by registration codes beginning with "S." Use your company's PMA member number to save money by ordering at the member price. If you're unsure of your member number or if you have any questions about the educational sessions, contact Deanna Nwosu at 216/901-8800 or dnwosu@pma.org.

Zierick Elected Chair of PMA...continued

dation that allow it to continue to serve the industry at such a high level. "All of the services and products developed by PMAEF result from the generosity and support it receives from the industry it serves," she says.

Learn more about Zierick's goals during her term as chair by referencing the article written by editor Brad Kuvin in the

November issue of *MetalForming* magazine. The article will appear on the [magazine's website](#) later this month.

Bob Clay, Pridgeon & Clay, and P.J. Thompson, Trans-Matic Mfg. Co., join Zierick with leadership roles on the board of directors. Clay will serve as first vice chair and Thompson as second vice chair and treasurer.

Women in Metalforming Event to be Held November 17

TRADESHOW PMA 2010 Chair Gretchen Zierick, president of Zierick Manufacturing Corp., will lead discussions during an informal networking event of PMA's Women in Metalforming group, to be held during the FABTECH International and AWS Welding Show, including METALFORM. The group will meet at 5:30 p.m. on Tuesday, November 17, and carpool via taxis from McCormick Place to a nearby Chicago restaurant for appetizers and drinks. Participants will pay their own expenses (approximately \$40).

This event is a great opportunity for women in the industry to share experiences, discuss best practices, and learn how fellow colleagues in metalforming companies around the country have coped with the difficult economy. If you are interested in participating, contact Mandy Basel at 216/901-8800 or mbasel@pma.org.

Updated *Design Guidelines* a Must for Your Customers

PUBLICATIONS The completely updated and revised *Design Guidelines, Fourth Edition* is now available from PMA. *Design Guidelines* is the must-have reference for those specifying and buying precision sheetmetal components, so pass along copies to your customers today.

Design Guidelines, Fourth Edition, intended to assist designers, specifiers and buyers of precision sheetmetal components, enables the versatility, properties and economies of sheetmetal to be fully realized. Professionals from all facets of the metalforming industry have lent their expertise to provide this information-packed compilation, assisted by PMA's Design Guidelines Project Committee.

Nearly 200 pages, including, photos, illustrations, charts, tables and schematics, inform your customers in a straightforward and easy-to-understand manner how to ease the part-ordering process.

Design Guidelines, Fourth Edition provides guidance in key areas of design and specification where general information is lacking—areas that may cause misunderstanding between customers and you, their metalformed-parts suppliers. The guidelines provid-

ed here represent good design practices, using current technology, that can provide cost-effective products appropriate for general usage.

Manufacturing processes are described in order for readers to better understand the advantages and limitations of metalforming, with emphasis placed on design considerations and values that will lead to realistic product expectations. Readers of PMA's *Design Guidelines, Fourth Edition* will learn how to economically shorten lead time without sacrificing quality by properly designing and specifying metalformed parts.

Achieving an optimal product-development and production scenario requires careful planning, and *Design Guidelines, Fourth Edition* takes readers step by step through the planning process. Readers will find key aspects of stamping, welding and assembly, tooling and other metalforming tasks thoroughly explained.

Design Guidelines, Fourth Edition is available to PMA members for \$55 or \$95 for nonmembers. To order, visit www.pma.org or contact Marianne Sichi at 216/901-8800 or msichi@pma.org. Order by November 30 and receive a \$10 discount per book.

PMA Districts— Networking Close to Home

November Events **DISTRICTS**

CALIFORNIA, November 19
H/R Law with Gary Bethel
call: Tracy Fleming 714/735-5105

CAROLINAS, November 10
Plant Tour of Metal Works
call: Heather Moore 704/948-4439

INDIANA, November 11
INTMA Membership Meeting
call: Dietra Rosenkoetter 317/275-6812

LONE STAR, November 19
Joint meeting with Lone Star
District & NTMA
Hosted by CNC Precision
Manufacturing
call: Jody Harper 817/488-6547

NEW ENGLAND, November 17
Stamping Lubricants & Coolants
call: Rick Pezzullo 401/258-4099

**NEW YORK/NEW JERSEY,
November 11**
Solar Atmospheres – Vacuum
Heat Treating
Contact: Dana Mullen 732/302-0800
Ext. 202

OHIO VALLEY, November 4
Senior Managers Roundtable
call: Steve Heitbrink 937/325-5551
Ext. 119

TENNESSEE, November 10 and 11
Tool and Die Roundtable and Plant Tour
call: Jim Hyde 615/714-0766

WEST MICHIGAN, November 4
Advanced Die Component Solutions
November 24, CEO Roundtable
call: Barb Bott 616/820-2457

WISCONSIN, November 10
How to Obtain Federal Grants to
Retool Your Business
call: Lisa Rossman 262/251-1500

For the latest information on PMA networking opportunities close to home, visit www.pma.org/districts.

GADA Group Tours Boeing Facility

During the fall meeting of the GADA Group, one of PMA's two CEO-networking groups, participants enjoyed a VIP tour of Boeing's Everett, WA, facility, arranged by group member Wade Keats. **NETWORKING** Housed in the world's largest building by volume (472 million cubic feet), members saw airplanes being built for Boeing's worldwide base of airline customers. The facility is home to the 747, 767, 777 and 787 Dreamliner production lines.

Attendees also engaged in roundtable discussions on several key topics including material lead time and delivery issues, plans to deal with proposed changes coming from Washington, D.C., diversifying into new markets, vacation and sick-leave policies, and more.

During the event, GADA Group members also toured K2Sports and enjoyed two networking dinners.

For more information about the GADA Group or other networking groups available through PMA, contact Mandy Basel at 216/901-8800 or mbasel@pma.org.



GADA Group members and spouses stand in front of one of Boeing's newest jetliners.

2009 Annual Meeting a Great Networking Event

ANNUAL MEETING PMA members participating at the 2009 Annual Meeting networked with peers and shared strategies for surviving the difficult economic times. Held October 8-10 in Palm Desert, CA, the 150 attendees heard keynote

presentations focused on 2009 Chairman of the Board Wayne Boeckman's theme, "Expanding Opportunities."

Dr. Ken Mayland, PMA economist and president of ClearView Economics, LLC, provided a 2010 economic outlook; Michael Corcoran, a leadership, sales and management expert, discussed expanding business in a changing economy; and communications consultant Deborah Pearce, Pearce Communications Group, LLC, offered strategies for effective communication in the workplace.

covered a variety of subjects including preparing for the economic upturn, tough new OSHA enforcement, challenges and opportunities for manufacturers in Washington, and a steel/materials update. Special roundtables also were held specifically for next-generation leaders and members interested in learning more about PMA.

Members continued networking during several social events, including a Hollywood theme party, a Next Gen putting contest, annual golf tournament and the formal banquet.

Mark your calendar to attend the PMA 2010 Annual Meeting in Amelia Island, FL, October 7-9. For more information, contact Deanna Nwosu at 216/901-8800 or dnwosu@pma.org. We hope to see you and your family next year in Amelia Island!



PMA 2009 Chairman of the Board Wayne Boeckman addresses Annual Meeting attendees.

Executive roundtables

Next Generation Leadership Academy Presents Webinar on HR Fundamentals

DIVISIONS PMA's Next Generation Leadership Academy is pleased to offer a webinar on December 8 from 2:00-3:30 p.m. EST titled "Human Resources Fundamentals for Emerging Leaders in Metalforming Companies—What You Need to Know." Presenter Karen Spaulding, senior recruiter and trainer for Trans-Matic Manufacturing Co., will address the six main facets of human resources management in manufacturing companies.

Created through PMA's Next Generation Leaders Division, the Leadership Academy exposes members to various departments within a metalforming company in order to gain an understanding of overall company operation. The HR webinar is part of an ongoing series of face-to-face and online seminars and roundtable meetings where Next Gen Division members share their expertise with peers on

Next Generation Leadership Academy



a range of topics in an affordable and easy-to-understand format.

For more information about this webinar and other division events, visit the [Next Gen website](#) or contact Mandy Basel at 216/901-8800 or mbasel@pma.org.

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

International Leaders Gather in Boston

Association presidents and leaders from their member companies gathered in Boston October 3-5 for the 44th International Council of Sheet Metal Presswork Associations (ICOSPA) Presidents Council meeting. ICOSPA comprises metalforming trade associations from France, Germany, Japan, the Netherlands, United Kingdom and United States.

The meeting included reports from each association, discussions on the impact of the manufacturing recession and survival strategies, and special presentations from Les Payne and Romeo Gomez, metalforming association

representatives from Canada and Mexico. Preliminary information on the 2011 ICOSPA Congress also was reviewed. Hosted by Germany and the Netherlands, the event will take place September 18-21, 2011, in Aachen, Germany.

The Presidents Council meeting marked the final event chaired by PMA member Bruce Walker, Walker Corporation, who served as ICOSPA president from 2007-2009. PMA and ICOSPA thank Bruce for his outstanding leadership during the past three years. The meeting concluded with the election of a new president,



Gerhard Brüninghaus of Brüninghaus & Drissner GmbH, Hilden, Germany, who will serve in that role from 2010-2012. Mandy Basel, PMA's executive and international networking manager, was elected to continue serving as ICOSPA secretary.

Networking dinners and sightseeing tours rounded out the event. For more information, visit the [ICOSPA website](#) or contact Mandy Basel at 216/901-8800 or mbasel@pma.org.

PMA Member-Only Benefit—Installment Purchasing for Training Products

As business improves and members bring back employees or bring on new ones, PMA and PMAEF have a members-only offer to help you meet your workforce development challenges with minimal impact on cash flow. Training systems and curricula are available for purchase on an installment plan.

This offer is valid for members seeking any of the following training systems or resources: Coil and/or Manually Fed Stamping Press Operator and Die Setter Training System, Coil Fed Stamping Press Operator and Die Setter Training System in Spanish, Press Brake

Operator & Setup Training System, Dimensional Variations in Flat Rolled Metals Training System, Metal Spinning Machine Operator Training System, Economic Literacy...Making Dollars & Sense, Metalforming Level I Curriculum, Metal Stamping Level II Curriculum, Metal Stamping Level III Curriculum, and Occupational English for Metalforming Curriculum.

Don't let limited cash flow hold you back from offering the training needed to recover quickly. Contact Amy Thacker at 216/901-8800 or athacker@pma.org to prepare and respond quickly and effectively as business improves.

EXAMPLES OF LEADERSHIP

Rick Klann has been a volunteer across many areas of PMA for more than two decades. He is the current membership chair of the Cleveland District, a role in



Klann

which he has served since 2003. Rick's duties include working with PMA staff to identify prospective companies that are good candidates for PMA membership.

Rick also has been an active supporter of the METALFORM

tradeshow, serving on both the METALFORM Strategic Planning and Conference Committees in the past. He also has spoken at several educational sessions held during the tradeshow as well as at PMA's technical seminars.

Rick is a former member of the Board of

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

Rick Klann, sales agent for Press Masters, LLC.

Directors, and the Executive, Audit and Finance Committees.

In addition, he supports PMA's advocacy efforts by annually donating to PMA's Voice of the Industry Committee, the association's political action committee.

A PMA member since 1982, Press

Masters, LLC is one of the nation's largest industrial distributorships, offering a wide variety of mechanical and hydraulic forming presses enhanced with ancillary processes. PMA thanks Rick Klann for his volunteer service and leadership!

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Benchmarking Report for the Metalforming Industry

A powerful report tool for managers to assess their company's performance and compare its competitive strength in the industry, this report features in-depth analysis of key management, productivity, and quality performance measures. Information is organized by best in class, industry average and profitability. Supplements are available providing further breakdowns.

[View report sample](#)
[EBIT Supplement-Earnings Before Interest and Taxes](#)
[Operations Supplement](#)

Member Report: \$250
Supplements: \$75 each

Nonmember Report: \$750
Supplements: \$200 each

Supplements only available with purchase of the report. PMA members participating in the survey receive a FREE customized Benchmarking Report.

Financial Analysis Report

This assessment of the metalforming industry is designed and organized to help evaluate operational costs and profitability. In addition to the expense categories and profitability, common business ratios are reported, including sales per employee, value added per employee, accounts receivable as a percentage of sales, capital investment, return on assets and more. The report is organized into automotive, non-automotive, metal stamping and non-stamping categories for compelling comparisons.

[View report sample](#)

Member: \$250
Nonmember: \$750



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.

MetalForming Jobs – Connecting Job Seekers & Employers in the Metalforming Industry

The [MetalForming Job Center](#) was created in partnership with PMA and its Educational

MEMBER BENEFITS Foundation to connect job seekers with employers in the metal stamping, forming, fabricating, and tool and die industries.

The MetalForming Jobs Job Board is growing and changing every day. As people transition in their careers and new applicants enter the market, we give you access to these high-quality, qualified, industry-specific candidates.

The advertising options include a 30- or 60-day job posting, a pack of five or ten 30-day job postings, and an "Unlimited Package" that gives an employer unlimited job postings and resume purchases for one year.

MetalForming:JOBS

Job seekers in the industry can post their resume for free and can sign up to receive personalized job alerts by e-mail. And, employers and recruiters can easily manage and edit their own postings through the online interface.

[Job seekers](#), post your resume.

[Employers](#), post your job online today. Interview and hire tomorrow! PMA members save 20 percent. Contact Marianne Sichi at 216/901-8800 or msichi@pma.org for your PMA member discount code.

NEW MEMBERS this month

PMA is pleased to welcome new member company **Zapp Tooling Alloys, Inc., Summerville, SC**. The company, a carbon steels and alloys supplier, joined PMA to take advantage of the networking opportunities PMA offers its members.

Leifeld Metal Spinning GmbH
 Germany
 Rep: Andreas Drepper

Zapp Tooling Alloys, Inc.
 Summerville, SC
 Rep: Shawn Gilleran

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.

PMA's Preferred Partners

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New Trustees Named to Educational Foundation Board

FOUNDATION The PMA Educational Foundation re-elected four supporting trustees and PMA appointed two sustaining trustees to the foundation board at its Annual Meeting of Members on Thursday, October 8.

Elected to the board for three-year terms were Erick Ajax, Vice President, E.J. Ajax & Sons, Fridley, MN; Timothy Gleason, President, Tella Tool & Manufacturing Co., Lombard, IL; and Dietra Rosenkoetter, Purdue University Technical Assistance Program, Indianapolis, IN, and administrator of PMA's Indiana District. Charles Guiste, Executive Director of the Precision Manufacturing Institute, Meadville, PA, was elected to a two-year term. In addition, Jeffrey S. Clark, president of Waukesha Metal Products, Sussex, WI, was appointed to a three-year term and Robert Earl Clay, CEO of Pridgeon & Clay, Grand Rapids, MI, and PMA first vice chairman, will serve on the board for one year.

Continuing board members include Robert R.

Hurst, President, Specialty Washer Co., Bamberg, SC; Rich Kelly, Training & Business Development Director, Hennepin Technical College, Plymouth, MN; John Kovalchuck, Manufacturing Instructor, Lincoln Sr. HS, Warren, MI; Ron Lowry, President, Dayton Rogers, Minneapolis, MN; Jennifer McNelly, Vice President Education and the Workforce, The NAM Manufacturing Institute, Washington, D.C.; Stewart Rariden, President, Stone City Products, Bedford, IN; Frank J. Semcer, Jr., Director of Administration and Sales, Micro Stamping Corporation, Somerset, NJ; William R. Smith, President, Termax Corporation, Lake Zurich, IL; and Joseph J. Vrabely, Jr., President, Atlantic Steel & Processing, LLC, Waterbury, CT.

Ron Lowry, in his current role as PMAEF vice chairman, welcomed the new board and gave the foundation report to PMA and PMAEF members in attendance at the meeting. Contact Dave Sansone at 216/901-8800 or dsansone@pma.org for more information.

Introducing the Occupational Aptitude & Knowledge Assessment

FOUNDATION The PMA Educational Foundation's newly developed and validated assessment is designed to evaluate employment applicants that have no experience in metalworking. Modular in design, the 60-item, multiple-choice assessment covers mechanical and spatial aptitudes, mathematical reasoning and measurement, communications and information, and industry understanding and behaviors.

Occupational Aptitude and Knowledge Assessment is a predictor of an applicant's potential to learn the job and ability to function in today's precision manufacturing environment. The assessment is ideal for those entering into manufacturing training programs, apprenticeships or applying for job vacancies as equipment setup/operators, assemblers and entry-level maintenance technicians. Instructions, scoring templates, cut score recommendations and diagnostics are provided. Assessments are packaged in groups of 20 (versions A and B). The assessment is in English—a Spanish language package will be available at a later date.

HR managers should continue using the PMA *Metalworking Skills Assessment* for those job applicants with limited or prior experience in metalworking. However, not all applicants have metal-



working experience, so the *Occupational Aptitude and Knowledge Assessment* is an appropriate alternative. Let's grab those people who wish to transition or up-skill into a career in metalworking. Let's attract and assess interested job applicants currently employed in retail, 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's time to tap into it. For more information about the *Occupational Aptitude and Knowledge Assessment*, please contact Bruce Broman at 216/901-8800 or bbroman@pma.org.



Visit www.pma.org/pmauniversity—your one-stop resource for all of your company's workforce development needs.



At Work

NEWS & NOTES

www.pmaef.org

Training & Education for the Metalforming Industry