

Tradeshows' Success Demonstrates Manufacturing Industry Viability

The manufacturing industry is alive, well and optimistic about its future, based on the buzz, business and booth traffic at the just-concluded 2009 FABTECH International & AWS Welding Show, including METALFORM. Some 25,000 visitors from more than 90 countries visited McCormick Place in Chicago to discover, evaluate and purchase innovative manufacturing technologies and solutions.

Cosponsored by PMA, the American Welding Society (AWS), Fabricators & Manufacturers Association International (FMA), and Society of Manufacturing Engineers (SME), the annual event is the largest

tradeshow in North America dedicated to showcasing a full spectrum of metal forming, fabricating, stamping, tube and pipe, and welding equipment and technology.

Filling nearly 400,000 square feet of booth space, the four-day show included 1,083 exhibitors and more than 500 new products.

Throughout the event, thousands of buyers from welders and shop managers to metalforming CEOs and engineers packed the show halls. "When the doors opened at 11 a.m. on Sunday, we had customers waiting to see us, and we were busy ever since," said William Hildebrand, director of market development for Jancy Engineering. "We had three new products to introduce, and if we'd missed the exposure at this show, it would have taken us months to get the information to our customers. The leads we received were qualified, and now our challenge is to turn them into sales."

An attendee also shared a positive experience. "People are starting to spend money



now," said Steve Slawta of Midwest Imperial Steel Fabricators in Whitestown, IN. "We're looking to update, to see what we can do to better our shop, so we can remain competitive."

In addition to the exhibits, the show also included keynotes that addressed best practices for thriving in tough times and on trends in the surging wind and solar energy sectors; Solutions Showcase business improvement sessions; the 2009 Professional Welders Competition; and more than 100 conferences, seminars, professional programs and technical sessions.

The 2010 show, scheduled for November 2-4, will be held in Atlanta. For more information, visit www.fabtechexpo.com or contact Roger Judson at 800/541-5336 or rjudson@pma.org.

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

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PMA 2010 Committee Chairs Announced

At PMA's Annual Meeting, the Board of Directors elected chairs for the association's 2010 standing committees. Committee chairs facilitate committee meetings, drive agenda items, advance PMA's strategic plan and represent the interests of their peers.

- The 2010 committee chairs are:
- Government Affairs** – Jody Fledderman, Batesville Tool & Die
 - International** – Bruce Walker, Walker Corp.
 - Marketing and Sales** – Howard Burton, Ken-Tron Mfg., Inc.
 - Management Information** – Jim Doyle, Rose City Mfg.

- METALFORM Conference** – Brian Gillespie, Plex Systems, Inc.
- Quality** – Vince Vogler, Oneda Corp.
- Safety and Environment** – Dick Labelle, Wintriss Controls
- Technical Seminar** – Jim Meyers, D & H Industries, Inc.
- Training and Education** – Mike Subocz, MASS Precision, Inc.

Any person employed by a PMA member company may serve on a committee. Participation offers an outstanding opportunity to network with peers and develop leadership skills. For information about joining a PMA committee, contact Allison Grealis at 216/901-8800 or agrealis@pma.org.

Next Generation Leaders Network at FABTECH

On November 16, new and emerging metalforming industry leaders attended the third-annual Next Generation Leaders Day during the FABTECH International and AWS Welding Show including METALFORM. The day was filled with events that combined learning with networking opportunities.

The activities kicked off with a roundtable discussion where Next Gen'ers discussed how they have coped with the difficult economy. Gary Shunk, Loyola University Chicago Family Business Center, also gave a presentation on the dynamics of family-owned businesses.

Following the roundtable, participants hit the show floor where they visited the exhibitors who signed up to showcase new products for the Next Generation Innovation Awards. Award categories were Best New Equipment/Service, Best New Software/Machine Controls and Best New Materials. Following the judging, Division Chair Jeff Aznavorian of Clips and Clamps Industries and Vice Chair Rick Bachman of Feintool North America visited the booths of the Innovation Award recipients to present them with their award certificates.

The day's events concluded with the 2009 Awards of Excellence in Metalforming reception and ceremony. There, Next Gen'ers networked with current PMA leaders serving as board members or chairs of PMA commit-

tees, districts and divisions, as well as award winners and sponsors.

Planned division events in 2010 include a business conditions conference call, a leadership webinar, a legislative conference in Washington, D.C., special events at PMA's annual meeting, and the fourth annual Next Generation Leaders Day in conjunction with the 2010 FABTECH



show. Visit the [Next Generation Division](#) website or contact Mandy Basel at 216/901-8800 or mbasel@pma.org for more information.

Congratulations to the 2009 Next Generation Innovation Awards Winners!

Best new equipment/service: Magnetic Products Inc.

Micromag—a high-intensity magnetic filter, manufactured by Eclipse Magnetics Ltd., which significantly improves filtration efficiency. It uses high-power neodymium rare-earth magnets to remove ferrous and paramagnetic contamination from fluids and proves particularly effective with machine-tool oils, coolants and hydraulic-fluid machinery systems. The Micromag does not use any filter consumables. Removed contamination can be recycled, eliminating disposal costs. High filtration efficiency means lubricants and coolants last longer.

Best new software/machine controls: Wintriss Controls

LETS (Line Efficiency Tracking Software)—a flexible, scalable, state-of-the-art data collection package. The new release provides customers with more accurate calculations of overall equipment effectiveness (OEE) in applications where the speed of the job is limited by machine configuration. LETS Version 3.4 calculates OEE by applying an ideal rate for each part/machine combination.

Best new materials: Tower Oil & Technology Co.

Saf-T-Vanish—a synthetic, VOC-free stamping lubricant to replace typical vanishing oils. Saf-T-Vanish contains no hazardous ingredients, uses renewable resources and is totally biodegradable. Drying time is typically half that of solvent-based fluids. It does not contain typical extreme pressure additives, has a high lubricity factor and offers excellent corrosion protection.

PMA Member Hosts Plant Tour for Lieutenant Governor

On September 28, PMA member company Weiss-Aug, East Hanover, NJ, hosted a tour of its facility for Kim Guadagno, the newly elected lieutenant governor of New Jersey. Guadagno was in the midst of campaigning for Chris Christie, the state's new governor.

In visiting Weiss-Aug, Guadagno, along with Assemblyman Alex Decroce, saw the high level of engineering and technology that exemplify today's American manufacturing facilities. Weiss-Aug is a contract manufacturer for mostly medical and automotive OEMs. During the tour, given by Weiss-Aug president Dieter Weissenrieder, discussion centered on the many issues faced by New Jersey manufacturers.

Guadagno noted the high level of skill required by the tool and die makers, and the difficulties of finding qualified people locally also was discussed. On the manufacturing floor, shop cleanliness and the amount of automation and engineering were examined, which resulted in a discussion about the significant investments businesses need to make in both equipment, people and processes to compete in the global marketplace.

After the plant tour, Guadagno met with several employees to address concerns about shortages of skilled workers, high costs for doing busi-



Weiss-Aug president Dieter Weissenrieder gives New Jersey Lieutenant Governor Kim Guadagno a tour of his facility.

ness in New Jersey, incentive programs offered by other states to lure businesses out of New Jersey and the overall high cost of living in New Jersey. Guadagno mentioned many changes that she and Governor Christie would make that would positively affect New Jersey's businesses, and promised to visit the company again.

PMA encourages companies to host tours of their facilities for their elected officials as they are a great way to educate them about the challenges facing the industry. PMA can help arrange such visits for interested members. Contact Christie Carmigiano at 216/901-8800 or ccarmigiano@pma.org for more information.

2009 Awards of Excellence in Metalforming Winners Honored

The winners of PMA's 2009 Awards of Excellence in Metalforming were recognized for their achievements at a special ceremony held on November 16 during the FABTECH International and AWS Welding Show including METALFORM. Presented annually, the awards recognize the high standards of achievement set by the metalforming industry in the areas of design, safety, training and education, process control, quality, productivity and product development.

AWARDS

PMA applauds the achievements of the 2009 winners:

- **Zierick Mfg. Corp.**, Mount Kisco, NY, won the **Higgins-Caditz Design Award** for developing a metal-stamping-based system for connecting wires to surface-mount printed circuit boards.
- **Radar Industries**, Warren, MI, received the **Ulbrich Award for Competitive Excellence in Product Development** for developing a metal stamped shock clevis that is attached to the lower control arm and supports the shock tube in a vehicle.
- **Pridgeon & Clay, Inc.**, Grand Rapids, MI, won the **Link Systems Process Control Award** for employing an inline measurement gage to inspect parts for flatness around the mounting holes on a steering support bracket.
- **ART Technologies**, Hamilton, OH, received the **Zierick Manufacturing Corporation Productivity Award** for automating four machines across two operations to improve productivity and increase capacity.
- **Pridgeon & Clay, Inc.**, Grand Rapids, MI, received the **Parkview Metal Products Excellence in Quality Award** for its outstanding quality-management system, which has delivered impressive measurable results.
- **Trans-Matic Manufacturing Co.**, Holland, MI, received the **Pitcher Insurance Agency Safety Award** for applying simple, achievable, practical ideas to increase safety awareness, prevent injuries and save money.

Apply for a 2010 Award of Excellence!

PMA encourages companies that excel in the areas of quality, training, design, safety, process control, product development, productivity or education to submit an entry for the 2010 Awards of Excellence in Metalforming. The deadline for submissions is May 31, 2010.

Winners will be presented with a \$1,500 cash prize and a commemorative plaque and flag at the FABTECH tradeshow to be held in November 2010.

Additional benefits include:

- Your company being featured in the awards promotional display at the FABTECH tradeshow and PMA's Annual Meeting
- Prominent coverage in *MetalForming* magazine, reaching more than 55,000 readers in the metalforming industry
- Customized press releases to your key customers, suppliers and metalworking markets
- Key presence on PMA's website, visited by nearly 100,000 people annually
- Induction into the winners circle included in the next Awards of Excellence brochure

Visit www.pma.org/awards for details or contact Christie Carmigiano at 216/901-8800 or ccarmigiano@pma.org.



Winners and sponsors of PMA's 2009 Awards of Excellence in Metalforming were recognized on November 16 during the FABTECH International and AWS Welding Show including METALFORM.

- **The Minster Machine Co.**, Minster, OH, and **Pridgeon & Clay, Inc.**, Grand Rapids, MI, were named co-winners of the **A.R. Hedberg Training and Education Award**. The Minster Machine Co. was honored for its Future Workforce Development Initiative, created in response to the need for a higher-skilled workforce and the need to replace a retiring senior workforce. Pridgeon & Clay was recognized for developing a standardized training program for all existing and new automatic press operators.
- **William D. Ford Career-Technical Center**, Westland, MI, won the **Clips & Clamps Industries Educational Institution Award** for its outstanding machine tool operation/machine shop class. Additional details about each award-winning achievement are available at www.pma.org/awards.

Women in Metalforming Gather at FABTECH

Gretchen Zierick, president of Zierick Manufacturing and PMA 2010 Chair, led informal discussions about overcoming obstacles in the metalforming industry during the Women in Metalforming networking group's gathering during the FABTECH International and AWS Welding Show including METALFORM. The group met at Chicago's Tapas Valencia restaurant on November 17, where they discussed best practices and how their colleagues have coped with the difficult economy.

The women will continue conversation throughout the year through an online discussion group. This e-mail list is open to all women in the metalforming industry. If you would like to be added to the list or have questions about the networking group, please contact Mandy Basel at 216/901-8800 or mbasel@pma.org, or visit the [Women in Metalforming group's website](http://www.womeninmetalforming.com).



Manufacturing Workforce Development Leaders Meet in Washington

The 2009 Manufacturing Workforce Development Summit: Recruiting & Training a Globally Competitive Skilled Workforce, cosponsored and organized by the National Institute for Metalworking Skills (NIMS), attracted more than 200 people involved in workforce development in manufacturing to Washington, D.C., on October 27.

The program included presentations on workforce policy from Assistant Secretary Jane Oates, head of the U.S. Department of Labor Employment & Training Administration; Congressman Tom Petri (WI), Chairman of

the House Committee on Education & Labor; Kermit Kaleba, senior policy analyst of The Workforce Alliance; and Robert Lerman, senior fellow of The Urban Institute. Industry presenters included NIMS Chair Greg Chambers of Oberg Industries and Harry Moser of AgieCharmilles. The event also included panels on Best Practices in Recruiting, featuring industry leaders Ralph Hardt, president of Feintool North America; Ron Overton, president of Overton Industries; and Roy Sweatman, president of Southern Manufacturing Technologies, Inc.; and Best Practices in Training that included Montez King, Paul Myles and

Sharon Snow of Magna International; Ron Krueger of Eaton Hydraulics; John Ladd of the U.S. Department of Labor Office of Apprenticeship and Training; and James Reid of the International Association of Machinists and Aerospace Workers. In addition, the conference featured a presentation by the winners of the NTMA-NIMS Apprenticeship Competition, who had recently returned from a 10-day tour of Swiss manufacturing companies.

For more information on the conference, NIMS, workforce development and apprenticeships, please contact Bruce Broman at 216/901-8800 or bbroman@pma.org.

Trainers Are Learners at Roundtable

Trainers from PMA member companies met on October 21-22 at PMA for the 15th annual Trainers Roundtable.

The program began with an agenda-building session during a meet-and-greet dinner on October 21, where participants prioritized agenda items and identified “hot button” topics. The following morning they were treated to presentations from the co-winners of the 2009 A.R Hedberg Training and Education Award, one of eight PMA Awards of Excellence. Reyna Dickensheets and Bill Dee of Pridgeon and Clay Inc., Grand Rapids, MI, described the company’s standardized, comprehensive training program for its existing and new automatic press operators; and Dan Keller of The Minster Machine Co., Minster, OH, explained the com-

pany’s engineering trainee program and its OEM assembly apprenticeship.

During the roundtable discussion, participants shared knowledge about developing and implementing training for skilled trades, apprenticeships and pay-for-skills programs; training assessment and needs analysis; leadership training; training for the new economy; training for innovation; lean manufacturing and six sigma training; measuring ROI for training; and how to find funding sources. Participants have been added to PMA’s training professional e-mail discussion group for further information exchange.

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

EXAMPLES OF LEADERSHIP

Kevin Harberts is an active volunteer in PMA’s Metal Spinning Division and has been participating in division activities for the past 20 years. He previously served as the group’s vice chair in 2004-2005 before becoming chair and director in 2006-2007. One of Kevin’s accomplishments as chair was increasing the participation of next generation leaders at division events. He also hosted



Harberts

a tour of his facility for spinning members in 2007. In addition, Kevin represented the interests of the Metal Spinning Division as a member of PMA’s Board of Directors from 2006-2007.

Kevin also supports PMA’s efforts in to heighten the metalforming industry’s

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 **Kevin Harberts**, president/CEO of Iowa Metal Spinners, Inc., Cedar Falls, IA.

presence in Washington, D.C. by regularly donating to the association’s advocacy fund, which supports PMA’s day-to-day lobbying and public relations efforts. Kevin has invited elected officials into his plant to educate them about the needs of the industry as well.

A PMA member since 1987, Iowa Metal Spinners is a contract manufacturer of spun metal components for assemblers and fabricators of metal products throughout the United States. PMA thanks Kevin Harberts for his volunteer service and leadership!

PMA's 3&Free and Super 3&Free Programs Reward You!

PMA members who sponsor three new members to join the association will receive complimentary registration for two to attend PMA's Annual Meeting, October 7-9, 2010, in Amelia Island, FL, at the Amelia Island Plantation. This is, without a doubt, your industry's premier business and social event of the year.

Don't stop at three! With Super 3&Free the person sponsoring the most new members wins free airfare and hotel accommoda-



tions too! Contact PMA's membership staff for guidelines at 216/901-8800 or membership@pma.org.

These programs reward you personally and help grow your association at the same time. Mark your calendars to attend this great networking event!

NEW MEMBERS this month

PMA is pleased to welcome new member company **Mursix Corporation, Muncie, IN**. Mursix is a full-service manufacturer that provides engineering and product realization services to high-tech industries such as medical, communications, automotive and appliance. The company joined the association to take advantage of the many benefits that PMA offers its members.

Alviti Creations, Inc.
Attleboro, MA
Rep: Paula Alviti-Massemino

Novo Design Group, LLC
Pittstown, NJ
Rep: Michael Nordmeyer

Busch Precision, Inc.
Milwaukee, WI
Rep: Michael A. Mallwitz

Redall Industries, Inc.
Yale, MI
Rep: Jason M. Powell

Mursix Corporation
Muncie, IN
Rep: Todd A. Murray

Tool Planners, Inc.
Hendersonville, TN
Rep: Jeff Bennett

The following members have sponsored a new member company:
Robert Blood, M & M Mechanika • George Keremedjiev, Tecknow Education Services, Inc.
Dean Phillips, Link Systems • Dietra Rosenkoetter, Purdue University

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 jkral@pma.org for more information.

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Design Guidelines, Fourth Edition

Design Guidelines, Fourth Edition describes manufacturing processes so you may better understand the advantages and limitations of metalforming, emphasizing design considerations and values that will lead to realistic product expectations. This edition takes you step by step through the planning process.

The new edition contains nearly 200 pages, including photos, illustrations, charts, tables and schematics. *Design Guidelines, Fourth Edition* provides guidance in key areas of design and specification where general information is lacking. The guidelines represent good design best practices, utilizing current technology, to create cost-effective products appropriate for general usage. This is a must-have guide! Order yours today!

Member: \$55
Nonmember: \$95

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.

Buy five and receive sixth guide free!

Member: \$34.95
Nonmember: \$44.95



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.

PMA Educational Foundation Elects New Officers

Ron Lowry of Dayton Rogers, Minneapolis, MN, was elected PMA Educational Foundation (PMAEF) chair at its board meeting in Chicago on November 17. He succeeds Stewart Rariden of Stone City Products, Bedford, IN, who served as chair for the past two years. Also elected to continue in their current roles were Bill Gaskin, president and secretary, and Dave Sansone, executive director.



PMA 2010 Chair Gretchen Zierick presents a plaque to Stewart Rariden in recognition of his service as PMAEF Chair.

ommendations from the Finance and Distribution Committees to update its investment policy and plan grant giving for 2010. They also reviewed an advance copy of the new *Occupational Aptitude and Knowledge Assessment* and learned more about the foundation's role in designing and developing the new Department of Labor recognized apprenticeship programs for tool and die makers, stamping press operators and setup technicians, as well as other

NIMS occupations.

Also at the meeting, the board recapped the 2009 action plan, reviewed plans for 2010, and acted on rec-

Contact Dave Sansone at 216/901-8800 or dsansone@pma.org for more information.

Apprenticeship Validation Sites Needed

The National Institute for Metalworking Skills (NIMS) is accepting "applications to participate" from companies interested in serving as validation sites for the *21st Century Apprenticeship Program for Precision Manufacturing*. Over the next year, NIMS will develop competency-based apprenticeships for the following occupations: CNC machining operator, EDM operator, mold maker, precision assembler, tool and die maker, machinist and press setup/operator.

Validation sites review training designs and implementation materials as they are developed. No travel is required. An inhouse technical review committee consisting of 3 to 5 of your expert workers and working supervisors will assess materials as they are completed in draft versions and, as a group, provide comments and recommendations for material/resource improvement and validation. These implementation materials include: 1) the skill-based progression for the occupation selected; 2) the corresponding master

activity plan that documents the trainee's/apprentice's on-job learning and experiential performance; 3) a series of prep-checks (performance assessments) that have been woven into the fabric of the competency-based training design; and 4) the *RTI Resource Guide*, designed to assist employers in securing appropriate and required related technical instruction (knowledge-based learning).

This is a great opportunity to get in on the ground level of America's new apprenticeship system – the first such changes to the national registered apprenticeship system in 31 years! We invite you to be a pacesetter in building tomorrow's metalworking workforce. If you wish to participate in these developmental activities, please contact Bruce Broman at 216/901-8800 or bbroman@pma.org.

For additional information, you may also contact NIMS Executive Director Stephen C. Mandes at smandes@nims-skills.org or visit www.nims-skills.org.

Call for Presentations – Best Practices in Workforce Development

The PMA Educational Foundation is seeking individuals interested in making a presentation during the 2010 Best Practices Workshop to be held via webinar in the spring.

The Best Practices Workshop serves as a forum for district leaders to develop relationships with their local educators and to learn about innovative career awareness and education programs being implemented across the country. Previous workshop speakers have described educational initiatives developed to meet training and education challenges facing the industry.

If you have been part of an innovative program for metalworking education, contact Amy Thacker at 216/901-8800 or athacker@pma.org.



At Work

NEWS & NOTES

www.pmaef.org

Training & Education for the Metalforming Industry