

ICOSPA Launches International Internship Program

Would you like to host an international intern at your metalforming company, or send a person at the beginning of his metalforming career to another country to share perspectives? If so, participate in the new International Council of Sheetmetal Presswork Associations (ICOSPA) internship program.

The program helps match progressive companies with students and talented staff in France, Germany, United Kingdom, Japan, the Netherlands and the United States.

Benefits of participation include:

- Sharing perspectives and gaining new viewpoints from someone just beginning

his/her career in metalforming—make an impact by exposing a young person to the metalforming industry in different companies.

- Exposing interns to the metalforming business culture in countries around the world—share best practices from across the globe.

- Understanding how metalforming companies around the world differ, and creating global business relationships that may lead to future business.

- Gaining global perspective on operations, management, work style and business acumen.
- Contributing to the growth and health of the global metalforming community.

Internships are available for motivated



individuals with an interest in manufacturing careers, and are interested in hands-on experience with worldclass manufacturing companies around the world. Interns may be students, or at the beginning of their careers.

The exchange program typically lasts 6 weeks, paid or unpaid. Housing with a host family may be available.

Companies interested in hosting an international intern or sending a worker abroad may contact Mandy Basel at 216/901-8800 or mbasel@pma.org or visit www.icospa.com for more information.

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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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Register for the Annual Automotive Parts Suppliers Council Meeting

Join fellow automotive suppliers on May 4-5 at the Sheraton Detroit in Novi, MI for the 17th annual Automotive Parts Suppliers Council (APSC) meeting.

The event kicks off on Tuesday, May 4 at 3:00 p.m., with an Automotive Supply Chain Panel moderated by Dave Andrea, senior vice president of industry analysis and economics at OESA. A networking cocktail reception follows, decorated with supplier exhibits from Anchor Danly, AP&T North America and Plex Systems. Presentations on Wednesday, May 5, will address timely topics impacting the automotive industry such as planning for growth and legal strategies for riding out the storm. [View the official brochure](#) for this event.

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.

[Register online](#) or contact Allison Grealis at 216/901-8800 or agrealis@pma.org to register by phone or obtain more information on this event. Hotel accommodations are at the Sheraton Detroit Novi located at 21111 Haggerty Road in Novi, MI. Call 866/837-4180 for reservations. Meeting registration deadline is Friday, April 30.



Support North American Occupational Safety & Health Week

PMA once again 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. Held May 2-8, 2010, the week is intended to raise awareness about occupational safety, health and the environment.

May 5 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. Among the ways that manufacturers can promote and celebrate: hold extra safety classes and ergonomic-awareness events, distribute catastrophe-preparedness information, hold personal protective equipment (PPE) fashion shows as a way to make safety fun and interest-



ing to your employees, sponsor a poster contest related to occupational safety and health for your employees' children, or set up safety demonstrations focused on safe work habits.

More information about NAOSH Week may be found at www.asse.org/newsroom/naosh10.

Special Notice for Michigan Members

On May 5, MIOSHA offers employers an informal "check up" on their safety and health efforts without fear of fines or penalties. On its sixth annual "Take a Stand Day" for safety and health, more than 125 MIOSHA safety and health professionals including compliance staff, outreach consultants, managers and supervisors will provide special one-on-one consultations at no charge. Visit the MIOSHA website for more information.

Awards of Excellence Submission Deadline Approaching

The deadline to submit entries for PMA's 2010 Awards of Excellence in Metalforming is rapidly approaching. PMA encourages companies that excel in the areas of design, quality, training and education, safety, productivity, process control and product development to submit an entry by May 31.

Winners receive valuable recognition in *MetalForming* magazine, on PMA's website, and at PMA's Annual Meeting and FABTECH tradeshow; and are honored with a special plaque, commemorative flag and cash prize.

View the [award descriptions and submission requirements](#), and [enter to win!](#)

Contact Christie Carmigiano at 216/901-8800 or ccarmigiano@pma.org with questions.



Members Achieve Excellent Safety Records

Congratulations to the following member companies that had outstanding safety records in 2009! The companies, which experienced no incidents involving days away from work, days of restricted work activity or job transfer, will receive PMA safety award plaques in recognition of their achievement.

Accurate Specialties, Inc.
Anchor Fabricators, Inc.
ART Technologies, Inc.
Bachman Machine Company
Century Metal Products, Inc.
Clips & Clamps Industries
Cragin Metals LLC
Dayton Rogers of Ohio, Inc.
Demaich Industries, Inc.
E.J. Ajax & Sons
Eskay Metal Fabricating
Exact Tool & Die
F&G Tool & Die Co. (Dayton, OH)
F&G Tool & Die Co. (Franklin, OH)
Fisher Barton Blades, Inc.
GlobeTech, LLC
GMP Metal Products
Interlake Stamping of Ohio, Inc.

M.S. Willett
Metal-Era, Inc.
New Bremen Machine & Tool Co., Inc.
New England Industries, Inc.
Ohio Gasket and Shim
Pentaflex, Inc.
Precise Engineering Inc.
R&M Mfg., Inc.
Radiant Steel Products Company
Redall Industries
Reliable Metalcraft Corp.
Roll Forming Corporation - Sharon
Select Industries Corp.
Service Stampings Illinois Inc.
Thermal Spray Technologies, Inc.
Universal Die & Stampings

Women in Metalforming Business Conditions Call Set for April 14

In January, PMA's Women in Metalforming networking group held the first of an ongoing series of conference calls to discuss business conditions. The next call is scheduled for April 14 from 2:00-3:00 p.m. Eastern Time. Prior to the call, group members complete an online survey providing company information related to sales strategies, cash flow, personnel issues and general business conditions. The compiled data will be discussed by participants during the meeting.

The business conditions conference call and all other activities of the group are open to all women in the metalforming industry. If you are interested in participating on April 14 or would like to learn more about Women in Metalforming events, contact Mandy Basel at 216/901-8800 or mbasel@pma.org, or visit the [Women in Metalforming webpage](#).



Agenda Finalized for PMA's Marketing & Sales Conference

The inaugural Marketing & Sales Conference, August 26-27, 2010 in Cleveland, features an exciting program worth attending! Keynote presentations by marketing experts Paul Pease with The Pease Group, Michael Bleau from Industry Scope, and a closing session by program sponsor Miller Heiman will recharge attendees facing a diffi-

cult economic landscape.

The program also will include two concurrent educational tracks for management and sales-level executives. With topics including "Managing your



Sales Representatives" and "The Contemporary Procurement Process," there's sure to be something for everyone in your marketing and sales department to learn.

Sponsorships and table-top exhibits are available. Watch for more information to come soon or contact Deanna Nwosu at 216/901-8800 or dnwosu@pma.org with any questions.

PMA Districts—Networking Close to Home

April Events

DISTRICTS

CHICAGO, April 15

Bohler-Uddeholm Corp. Plant Tour
call: Laura Profita 630/690-6290

CLEVELAND, April 27

Suppliers' Night
call: Renee Neuendorf 440/871-5638

EAST MICHIGAN, April 22

TBD (Technical Seminar)
call: Judy Major 248/225-3989

LONE STAR, April 27

The Advantage of Integrated Press Controls
call: Courtney Moore 817/222-7271

NEW ENGLAND, April 20

Interplex Engineered Products Plant Tour
call: Rick Pezzullo 401/258-4099

SOUTHERN NEW ENGLAND, April 29

High-Performance Coatings for Stamping & Forming
call: Genevieve Patrissi 203/492-8491

TENNESSEE, April 15

Post Recession Roundtable: Success Strategies for 2010
call: Jim Hyde 615/714-0766

WISCONSIN, April 20

Tour of In-Sink-Erator, A Div. of Emerson Electric
call: Lisa Rossman 262/251-1500

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

Custom Roll Forming Division to Meet in Louisville

The Custom Roll Forming Institute Division meeting, scheduled for April 13-14 in Louisville, KY, will feature technical presentations and tours of Roll Forming Corp. facilities in Shelbyville, KY, and Jeffersonville, IN.

DIVISIONS

Presentations will include: *Inline Profile Inspection* by Jim Williams of Bytewise Measurement Systems, Columbus, GA; *Roll Design and FEA* by Chuck Summerhill of Roll-Kraft, Mentor, OH; and *Inline Laser Welding* by Christopher Dacks of Rofin Sinar, Plymouth, MI. The meeting also will feature an update from the Marketing Task Group formed at the last division meeting to pursue opportunities for marketing the custom roll forming industry to specifying engineers.

For further information, contact [Dave Sansone](mailto:Dave.Sansone@rollforming.com) or [Amy Thacker](mailto:Amy.Thacker@rollforming.com) at 216/901-8800.



CUSTOM ROLL FORMING INSTITUTE
A DIVISION OF PRECISION
METALFORMING ASSOCIATION

Last Chance to Register for METALFORM Mexico

METALFORM Mexico, scheduled for May 11-13, 2010, at Centro Banamex in Mexico City, will co-locate once again with AWS Weldmex, FABTECH Mexico and COATech. The four shows, considered Mexico's "Mega Event" for tool and die, stamping, forming, fabricating, tube and pipe, welding, assembly and finishing of sheetmetal component parts and assemblies, is the only event of its kind in Mexico.

Visit the METALFORM Mexico website, www.metalform.com/mexico, to register and view the growing list of exhibitors, floor plan, hotel and travel information, and more. Those interested in exhibiting at METALFORM Mexico also can find the



information they need at the exposition's website or may contact Roger Judson at 800/541-5336. The METALFORM Mexico exhibit floor is 90 percent filled.

METALFORM Mexico 2010 Exhibit Hours

Tuesday, May 11 2 p.m. – 8 p.m.
Wednesday, May 12 2 p.m. – 8 p.m.
Thursday, May 13 2 p.m. – 8 p.m.

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

Metal Spinning Division Meets in Florida

Metal spinning executives gathered in Clearwater Beach, FL, March 18-19 for the PMA Metal Spinning Division spring meeting. They enjoyed a presentation on how PMA members can save on electricity costs and received a legislative update from PMA's lobbyists. In addition, participants

DIVISIONS



engaged in roundtable discussions on machine guarding issues and other hot-button topics, and enjoyed a networking reception and dinner. For more information about this division and its upcoming events, contact Mandy Basel at 216/901-8800 or mbasel@pma.org or [visit the website](#).

downright cumbersome—FABTECH International & AWS Welding Show, including METALFORM. A change was definitely needed.



You'll notice that the FABTECH 2010 show promotional material (ads, brochures, website, etc.) carries a new look. Show partners, the Society of Manufacturing Engineers (SME), the Fabricators and Manufacturers Association International (FMA), the American Welding Society (AWS) and the Precision Metalforming Association (PMA), have shortened the show name to FABTECH and modernized the show logo.

Change is good!

For information on the FABTECH 2010 show, scheduled for November 2-4 in Atlanta, visit the [show's website](#).

Naples Group Networking Meeting

Members of the Naples Group, one PMA's two CEO-networking groups, met in Park City, UT, on March 4. This members-only group offers an outstanding opportunity for top-level executives to exchange best practices with

NETWORKING

peers. For more information about the Naples Group or other PMA executive networking opportunities, contact Mandy Basel at 216/901-8800 or mbasel@pma.org or [visit the website](#).



FABTECH Logo Gets a Facelift

The strategic alliance between the FABTECH/AWS Welding and METALFORM show organizers has produced many new and exciting benefits to the combined exhibition and the metalforming industry. The show name and logo was not one of them.

TRADESHOW

The show name and logo prior to the partnership was already lengthy. After the METALFORM show was added, they became

EXAMPLES OF LEADERSHIP

Lisa Habe has been an active PMA volunteer for many years and a leader within the Women in Metalforming group since its inception. During the group's first meeting in April 2008, Lisa served as a member of a panel discussion where she shared her experiences in the industry and offered advice to women just beginning their careers.



Habe

Lisa also has been actively participating in the Naples Group, one of PMA's CEO-networking groups, since 2003.

She has served as a member of the PMA Board of Directors since 2007 and is a member of the Training and Education Committee. She previously served on 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 **Lisa Habe**, president of Interlake Industries Inc., Willoughby, OH.

PMA Audit Committee, and serves as the chair this year.

In addition, Lisa is a strong supporter of PMA's advocacy efforts, participating in PMA Lobby Days on Capitol Hill and donating annually to the association's political action committee and advocacy fund. Lisa also speaks to the media on behalf of the industry, and she and Interlake

employees were featured on the CBS Evening News prior to the 2008 elections.

A PMA member since 1959, Interlake Industries Inc. is a short- to medium-run metal stamping company serving the aerospace, electronics and fall protection gear industries. PMA thanks Lisa Habe for her ongoing volunteer service and leadership!

Health Insurance Program for the Metalworking Manufacturing Industry

PMA, along with four other metalworking associations, have developed a health insurance program for the metalworking industry. Together these associations represent a unique alliance: the Metalworking Manufacturing Coalition (MMC). The MMC Trust Insurance Program offers a range of choices for participating member companies, including:

- PPO Plan
- Health Savings Accounts (HSAs)
- Prescription Drug Benefits
- Additional Coverage Benefits
 - Dental
 - Life
 - Accidental Death and Dismemberment
 - Disability

Every plan includes coverage benefits for routine physicals, well child care, physician and specialty office visits, hospitalization, ER,



lab diagnostic tests, extended care, home healthcare, mental health/chemical abuse, transplants and manipulation therapy. The program is available in the United States only.

The program is brought to members by Trustmark Affinity Markets, underwritten and administered by Trustmark Insurance Company, Lake Forest, IL. Trustmark has nearly 100 years of experience in the insurance industry and more than 50 years as a leader in servicing associations and other affiliated organizations.

For more information about this program visit Trustmark Affinity Markets or contact Henry Trevor at henryt@pro-source.com or 708/223-3338.

NEW MEMBERS this month

PMA is pleased to welcome new member company **Taber Bushnell, New Hope, MN**, and its sister company **Lake Air Metals, Coon Rapids, MN**. Taber Bushnell is a former member that rejoined PMA since the association is a good advocate for them in Washington, D.C. Taber Bushnell handles all the stamping, while Lake Air Metals does the fabricating and machining.

AB.L. Duke, Inc.
Chicago, IL
Rep: Marissa Nunez-Plucinski

Lane Steel Co., Inc.
Chagrin Falls, OH
Rep: Jay O'Neill

Taylor Press Products
Jarrell, TX
Rep: Hugh Taylor

Gudel
Mexico
Rep: Mariano Garcia

Mill Steel Co.
Grand Rapids, MI
Rep: Eric L. Lambert

The F.D. Johnson Company
Solon, OH
Rep: John S. Robson

Lake Air Metals
Coon Rapids, MN
Rep: Brad Severson

Stanek Tool Corp.
New Berlin, WI
Rep: Mary Wehrheim

VI-TRA/Vision y Trazabilidad
Mexico
Rep: Oscar Calvet Watty

Lane Steel Co., Inc.
McKees Rocks, PA
Rep: Paul D. Gedeon

Taber Bushnell
New Hope, MN
Rep: Laura Bernier

The following members have sponsored a new member company:
Richard Antonini, Plante & Moran, PLLC • Laura Bernier, Taber Bushnell
Rick Klann, Press Masters, LLC • Rich Sade, S&S Hinge Company

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.

marketplace

Buy Online

www.pma.org/mfmarket

Sales and Marketing Report

This 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.

[View report sample](#)

PMA Member: \$175

Nonmember: \$500

Wage & Benefit Report

A compilation of wages for more than 100 common job classifications organized by hourly and non-exempt employees effective June 1, 2009, this report is designed to assist manufacturers in evaluating prevailing wage rates and shift differentials, develop equitable benefit packages and establish a baseline for comparing the cost of health care.

[View report sample](#)

Supplements focusing on wages also are available:

[Geographic](#) - region of the country

[Type of Manufacturer](#)

[Company Size](#)

[Workforce](#) - union/non-union

Results of this report and all of PMA's statistical services are available to participating members FREE.

PMA 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.



AT WORK

NEWS & NOTES

www.pmaef.org

Training & Education for the Metalforming Industry

Installment Purchasing Available for Training Products

Finally, metalforming companies are slowly beginning to increase employment. Whether you are addressing renewed business opportunities by bringing back past employees, bringing on new ones or upskilling your current workforce, everyone is balancing the need to train with managing cash flow. In response, the PMA Educational Foundation (PMAEF) has an offer for you, making training systems and curricula available for purchase to PMA

members-only on an installment plan, designed to meet your needs.

If you're interested in purchasing any of the PMAEF video-based training systems or curricula, please contact Amy Thacker at 216/901-8800 or athacker@pma.org. Don't let limited cash flow caused by the poor economy hold you back from the training needed to recover quickly. Plan your training now to prepare and respond quickly and effectively as business improves.

Save the Date

Mark your calendar for the upcoming PMA 2010 Annual Meeting, October 7-9, in Amelia Island, FL. Hotel information can be found on the Amelia Island Plantation website. Additional information about the event will be available soon.

Upcoming PMAEF Seminars Address Metalforming Industry Training Needs


If you want to learn new skills that can make your business more productive, PMAEF is the place for you. Join the Educational Foundation on May 25 for the OSHA Compliance Seminar, where speakers will discuss the most frequent citations issued to metalforming companies and how to avoid them as

well as new standards being targeted by OSHA.

On June 23, the Higher-Strength Steels Seminar will address bending, stretching, cup drawing, spring-back and other topics related to high-strength steels.

For more information about these events, contact Deanna Nwosu at 216/901-8800 or dnwosu@pma.org, or visit www.pma.org/register.

Date	Seminar	Location
May 25	OSHA Compliance	Cleveland, OH
June 23	Higher-Strength Steels	Grand Rapids, MI



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www.pma.org/office



www.webnettraining.com