

METALFORM Mexico Exhibitors Report Highest Show Sales Ever

For the second consecutive year, METALFORM Mexico successfully organized and launched its co-location with the AWS Weldmex, FABTECH Mexico and COATech tradeshow. Quickly dubbed Mexico's "Mega Event," it is now the largest manufacturing event in Latin America for tool and die, forming, fabricating, tube and pipe, welding, assembly and finishing of sheet metal component parts and assemblies.

Held at Centro Banamex in Mexico City, May 11-13, the co-located shows broke exhibit-space and attendance records from the previous year. Exhibit space grew 29 percent and attendance reached nearly 8,000 visitors—a

34 percent increase over the 2009 show. Participation from international exhibitors more than tripled, with companies from Canada, China, Korea, Japan, Turkey, Italy, Germany, Spain, India, France and the United Kingdom in attendance—branding the combined shows a truly international event.

Attendee companies from automotive, aerospace, appliance, construction and contract manufacturing markets brought a buying influence of more than \$800 million (U.S.) to the event. Jim Landowski, president, Press Technology Division for Komatsu America Industries, can attest to this. After selling three presses on the show floor, one of them on the first day of the show, and taking orders for four more, he was more than satisfied with results from the show. "Selling three machines off the floor...I haven't done that in a long time," said Landowski. "This is one of the greatest shows that we've had. There's a demand for equipment and newer technol-



gy here—no doubt about it."

Andrew Chase, director, sales and marketing, SEYI Presses, couldn't agree more. "In baseball terms, the show was a grand slam," Chase exclaimed. "We sold two machines on display and generated more leads at this show than we had in the past three Mexico shows combined."

The shows will come together once again at Cintermex in Monterrey, Mexico, May 11-13, 2011. With 11 months before the next show, the METALFORM Mexico floor is already 47 percent filled. Those interested in exhibiting may contact Roger Judson at 800/541-5336 or rjudson@pma.org, or visit www.metalform.com/mexico.

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PMA Releases 2010 Safety Report

PMA has released its 2010 Safety Report for the metalforming industry. Conducted annually, the report profiles the workplace injury and illness rates of more than 100 PMA manufacturing member companies.

The report reveals that the PMA member incidence rate for recordable injuries in 2009 was 5.7, a decrease from the 2008 rate of 7.2. This marks the fourth consecutive year that the rate has declined.

Information in the Safety Report allows companies to compare their safety performance to the industry using data reported by the Bureau of Labor Statistics, as well as to PMA members with similar manufacturing operations. Injuries involving days away from work, days of restricted work or temporary reassignment of duties, and the types and incidence of work-related illnesses are presented.

Members who participated in the Safety Survey received free results. Non-participating PMA members and nonmembers may [purchase the report](#).

Visit [PMA's Center for Business Analysis](#) to learn more about the many surveys and reports PMA offers its members to help reliably manage, plan and forecast their business decisions. Contact Cindy Minn at 216/901-8800 or cminn@pma.org with questions.

Successful PMA/NTMA Purchasing Fair Focused on Re-Shoring

PMA and NTMA hosted their fifth annual joint Contract Manufacturing Purchasing Fair, May 12 in Irvine, CA. Re-shoring to return manufacturing jobs to the United States was a focus of this year's event.

The fair provided a one-stop shop for larger U.S. manufacturers (OEMs) to find competitive domestic suppliers to manufacture parts and tooling. More than 45 representatives from large manufacturing companies attended and learned about domestic sourcing opportunities from 113 custom U.S. manufacturers. Sixty-four percent of the OEMs that participated in the fair brought at least some work back to the United States



that was previously off-shored, while other companies brought new domestic sourcing opportunities to participants.

The fair is part of a larger PMA and NTMA initiative to educate manufacturers about the benefits of sourcing in the United States. The move to re-shore production has grown increasingly popular over the last few years in

the face of higher transportation and fuel costs, higher wage rates and reject rates in developing countries. Companies can re-shore to:

- Reduce pipeline and surge inventory impacts on JIT operations
- Improve the quality and consistency of inputs
- Localize manufacturing operations near R&D facilities
- Reduce IP and regulatory compliance risk
- Minimize carbon footprint

The next NTMA/PMA Purchasing Fair will take place on October 29, 2010, at the MGM Grand/Foxwoods in Mashantucket, CT. For more information, contact Allison Grealis at 216/901-8800 or agrealis@pma.org.

EPA's Form R Due on July 1

All metalforming companies that have 10 or more full-time employees and use, process or manufacture products using any one of more than 600 listed chemicals and chemical categories may be required to file Form R reports with state and federal environmental agencies. These reports are due July 1, 2010.

Does Your Company Need to File a Form R?

Several chemicals commonly used in metalforming companies are considered toxic and require Form R reporting if "used" or "processed" in amounts exceeding threshold quantities. For example:

- Short-chain chlorinated alkanes (C10-C13), commonly found in extreme-pressure lubricants and used for processes such as drawing;
- Degreasers, such as 1,1,1 trichloroethane, tetrachloroethylene (perc) and trichloroethylene;
- Certain components of metalworking fluids;
- Certain metals and their compounds including copper, nickel, chromium and beryllium; and,
- Other substances used in metalforming companies, such as hydrochloric acid, some paints and certain plating compounds.

If any of these, or other listed toxic chemicals, were used or processed by your company during 2009 you must determine whether they were used in quantities large enough to trigger release reporting. Here are the guidelines:

Chemicals that are part of, or incorporated into, a final product are considered to be "processed." Metals, paint and plating solutions fall into this category. If your company "processed" more than 25,000 lb. of a listed chemical in 2009 you must calculate the amount of toxic chemical released and report it.

Substances used to assist or aid manufacturing processes have a 10,000-lb. reporting threshold. Degreasers and lubricants and metalworking fluids could fall into this category, known as "otherwise used." If your company "used" more than 10,000 lb. of a listed chemical in 2009 you must calculate the amount of toxic chemical released and report it.

Therefore, toxic chemicals found in sheet metals should not trigger

release reporting unless they were processed in quantities exceeding 25,000 lb. in 2009.

To determine whether your company must file a Form R report, compare the [2009 chemical list](#) with the substances your company uses and/or processes. Then determine whether your company processed or used chemicals in quantities that trigger reporting. Information on each chemical in your plant can be found in your Material Safety Data Sheet (MSDS) binder, which is required by OSHA's Hazard Communication Standard.

Lead Reporting Requirements

The reporting threshold for lead and lead compounds is 100 lb. Therefore, if your company "processed" or "otherwise used" 100 lb. or more of lead in 2009, you are subject to reporting requirements. This lower reporting threshold applies to lead and all lead compounds except for lead contained in stainless steel, brass and bronze alloys. If your company "processed" or "otherwise used" lead in these materials, the reporting thresholds remain at 25,000 lb. and 10,000 lb., respectively.

Please note that changes were made to the law in 2009 that now require all reports on persistent, bioaccumulative and toxic (PBT) chemicals be submitted on Form R, the more detailed form. The shorter form, Form A, is no longer allowed to be used to report PBT chemicals.

Alternate Threshold Option

Alternate Threshold Reporting (Form A) is designed to minimize the reporting burden for companies that release little waste. Some PMA members may qualify for the Form A, which is a simplified submittal that would replace Form R.

More Information

Please visit the [EPA's TRI website](#) for additional information. To answer your Form R reporting questions, EPA also has specialists available from 9:00 a.m.-5:00 p.m. ET on Monday-Friday. Call EPA's Hotline Service at 800/424-9346 and select #3 on your phone for information about Form R. You may also call PMA's regulatory hotline at 800/735-1878.

Still Time to Arrange Summer Interns through International Internship Program

INTERNATIONAL The International Council of Sheetmetal Presswork Associations (ICOSPA) internship program matches progressive companies with students and talented staff in France, Germany, Japan, the Netherlands, the United Kingdom and the United States. It is not too late to participate in this exciting new program, as there are interns from overseas who hope to be based in the United States this summer. There also are European companies willing to host U.S. interns.

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 for those looking for hands-on experience with worldclass manufacturing companies around the world. Interns may be students or just beginning 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.

Registration Open for Inaugural Marketing & Sales Conference

SEMINARS Join your peers at PMA's inaugural Marketing & Sales Conference, August 26-27, 2010, in Chicago. This is must-attend event for professionals making pivotal marketing and sales decisions at your company! Two concurrent educational tracks will be offered that are designed to meet the unique needs of those in sales and management capacities. This event will provide timely and tangible tools that you and your fellow executives can take back to the office and put into action.

Keynote Sessions and Case Study

Bucking the Trend: How to Differentiate Your Business through Sales and Marketing

Paul Pease, president, The Pease Group

What Customers Will Pay For (sponsored by Miller Heiman)

Tom Snyder, independent sales consultant, Miller Heiman

The Future of Marketing and Sales

Michael Bleau, Industry Scope

Stamping Industry Case Study

"We tried that once, and it didn't work" – Overcoming Complacency in Sales

Rob Stohlman, Service Stampings, Inc. (PMA member)

Conference Sessions

Management Track

- *Methods for Managing your Sales Representatives*
MANA
- *Mutual Action Planning*
Peter Zafir, The Pease Group
- *How to Add Value to Your Brand*
Tom Traynor, Breehl, Traynor & Zehe

Sales Track

- *Strategies without Execution are Pipedreams: How to Create and Execute a Winning Marketing Plan*
Clark Neuhoff, president, The Sextant Company
- *Spontaneous Combustion: Discovering the Customers' Problems, Passions and Priorities*
Kordell Norton
- *The Contemporary Procurement Process*
Todd Beller, Commodity Manager, Acciona

Registration for this event is now open. Member registration is at an affordable \$325 rate per member attendee. [Register today!](#)

Limited sponsorships and table-top exhibits are still available. Contact Allison Grealis at 216/901-8800 or agrealis@pma.org with questions. Visit www.pma.org/marketingandsales for more information.



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.



PMA on Display at PowerPlex 2010 User Conference

On May 17-18, PMA participated as an exhibiting sponsor at the Plex Systems' Ninth Annual User Conference, PowerPlex 2010. The conference set record-attendance as more than 450 guests attended the three-day event, held in Dearborn, MI. For PMA, it was an opportunity to support its strong relationships with PMA member Plex Systems and the many PMA members in attendance.

Nearly 25 PMA manufacturing member companies sent teams of CFOs, IT managers and company staff to the event, allowing

PMA to introduce association benefits and new developments to middle management members and others who may fully utilize their member benefits.

"This was truly a unique opportunity to gain exposure and understand how advanced our members are in integrating their operations," said Randy Kish, PMA marketing manager. "Throughout the event, we discovered the impact that our members have had in helping Plex Systems evolve and succeed. Five of the nine manufacturing companies that sit on the Plex Systems Customer

Advisory Board are PMA members, and time and time again, members were recognized as contributors to Plex."

While at the event, PMA contributed to Plex charity efforts for The Humane Society of Monroe County and the Cystic Fibrosis Foundation and also donated a \$200 Best Buy gift certificate for a sponsors' raffle. Weber Metals was the lucky winner. PMA thanks Plex Systems' Brian Gillespie, Mark Symonds and the entire Plex Systems team for the opportunity to participate.

GADA Group Tours Ford Stamping Plant

The GADA Group, one of PMA's two CEO-networking groups, held its latest meeting May 21-22 in Detroit, MI. During the event, members enjoyed a VIP tour of the Ford Dearborn Stamping Plant, where they spent time with upper management and associates who highlighted Ford's innovations and commitment to quality and shared their mutual passion for manufacturing.

In addition to the tour, participants attended a networking dinner at the GM building and engaged in roundtable discussions on such timely topics as social media, Toyota's A3 process of problem solving, recent OSHA experiences and other hot-button issues determined by attendees.



GADA Group members meet in Detroit during their recent networking event.

The group will hold its next meeting September 16-17 in Kohler, WI. To learn more about the GADA Group and other PMA executive networking opportunities, contact Mandy Basel at 216/901-8800 or mbasel@pma.org.

EXAMPLES OF LEADERSHIP

Mike Mehwald has been heavily involved in PMA activities for more than 20 years.



Mehwald

He has been an active member of the PMA Services, Inc. (PSI) Board of Directors since 2004 and served as chair of the group in 2006-2007. In his role on the board, he helps to oversee the activities of PSI, PMA's for-profit corporation, which includes the operation of *MetalForming* magazine.

Mike also is a member of PMA's Board of Directors, serving several terms on the board over the years. He previously participated on the PMA Finance, Planning and Executive Committees as well as the Steering Committee that planned the successful International Council of Sheet Metal Presswork Associations (ICOSPA) Congress that took place in Grand Rapids in 2008.

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 **Mike Mehwald**, Executive Vice President of Atlantic Tool & Die Company, Strongsville, OH.

In addition, Mike is a strong supporter of PMA's government affairs efforts, regularly participating in PMA lobby days in Washington, D.C., and annually supporting the association's advocacy fund and political action committee.

A PMA member since 1972, Atlantic Tool

& Die serves the automotive industry through its eight manufacturing facilities in Ohio, Alabama, Texas, Mexico and China. The company is a generous sponsor of the PMA Annual Meeting. PMA thanks Mike Mehwald for his ongoing volunteer service and leadership!

Winner of *myPMA* Giveaway Announced

Last month, PMA launched its new website, including the addition of its members-only section called *myPMA*. As part of the launch, and to encourage sign-ups and feedback on the *myPMA* section, a Flip HD video camera was up for grabs to anyone that successfully completed and submitted a *myPMA* user survey.

PMA congratulates Diane Jordan, sales administration coordinator of Komatsu America, for being the lucky prize-drawing winner. Nearly 40 surveys were submitted with positive responses and ideas for future enhancements. Though the contest is over, *myPMA* continues to evolve and PMA is always looking for new ideas to increase usability and value. If you haven't already set up your *myPMA* account, visit www.pma.org and click on "go to *myPMA*" at the top of the page to get started. Contact Marianne Sichi at 216/901-8800 or msichi@pma.org with questions.



NEW MEMBERS this Month

PMA is pleased to welcome new member **Martinrea, Corydon, IN**. The company, which serves the automotive industry and other industrial sectors, is a global leader in the production of quality metal parts, assemblies and modules, and fluid management systems. It has 32 divisions in Canada, the United States, Mexico and Europe. Martinrea joined PMA to take advantage of its training opportunities.

American Mil-Spec Services Crowley TX Rep: Wayne J. Boeckman	AmeriStar Laser Cutting Inc. Minneapolis, MN Rep: John Sacco	Intemec S.A. de C.V. Mexico Rep: Carlos Ricardo Martinez	Martinrea Corydon, IN Rep: Lynn Wright
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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.

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Design Guidelines for Precision Metal Forming

Metal Stamping, Fabrication, Metal Spinning, Roll Forming, Secondary Operations and Related Subjects, 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!](#)

PMA Member: \$55
Nonmember: \$95

Occupational Aptitude & Knowledge Assessment

The 60-item, multiple-choice test assesses mechanical aptitude, spatial and mathematical reasoning, measurement, use of communications and information, and the understanding of basic industry knowledge and behaviors of applicants for either entry-level training programs or job vacancies. Instructions, scoring templates, cut score recommendations, diagnostics and security practices are provided for two assessment versions.

[Get More Information](#)

PMA Member: \$125
Nonmember: \$195

www.pma.org/marketplace

Visit Marketplace for a wide selection of technical materials, business and safety products, management books and professional services. For more information contact Marianne Sichi at 800/540-1757 or msichi@pma.org.



AT WORK

NEWS & NOTES

www.pmaef.org

Training & Education for the Metalforming Industry

Back in Hiring Mode? PMA Can Help Meet Your Training Needs

As business improves, the industry will be facing workforce issues that relate to growth, hiring and orienting new and returning employees, and upskilling and broadening the capabilities of current employees. It's time to dust off the training procedures, bring them up to date and renew the process.

PMA is here to help with its signature training products—self-paced, video-based learning systems. These well-regarded all-in-one systems cover

stamping press setup and operation, dimensional variation of flat-rolled material, press brake setup and operation, and other skills. And now, as a special member-only benefit, you can purchase these products on an installment plan, designed to meet your needs.

View details about [PMA's video training systems](#), or contact Amy Thacker at 216/901-8800 or athacker@pma.org with questions.

Metalforming Conference at FABTECH Taking Shape

While planning your trip to the FABTECH show in Atlanta, GA, November 2-4, keep in mind the premier educational learning opportunities available at the FABTECH Conference. PMA's Conference Committee has organized an outstanding array of speakers and topics to add maximum value to your show experience.

Tracks have been developed covering meaningful, timely topics facing metalformers. They include value-added stamping technologies, optimizing die design, stamping efficiently, competitive strategies, tooling technologies, sensors for error-proof metalforming, optimizing stamping fluids, forming simulation, and cost-effective environmental strategies.

You'll want to review the program carefully when you receive it in a few weeks. For more information or to be put on a preferred mailing list, contact Deanna Nwosu at 216/901-8800 or dnwosu@pma.org.



Foundation Best Practices Workshop Scheduled for August 3

The PMA Educational Foundation's (PMAEF) annual Best Practices Workshop will be held once again in conjunction with PMA's annual District Leadership Conference at PMA headquarters in Cleveland, OH.

The Best Practices Workshop brings together industry and education representatives from PMA districts to learn about innovative career awareness and education programs being implemented throughout the country that can be



used as models for local workforce development efforts. It will begin at 12:00 p.m. on Tuesday, August 3, leading up to the start of the Leadership Conference later than afternoon. Participants will have the option of participating in person or via webinar.

Speakers and topics are now being confirmed, so be on the lookout for additional information. Contact Amy Thacker at 216/901-8800 or athacker@pma.org for more information.



Support PMAEF's "Putt for the Future" Event

Help the metalforming industry meet its workforce development needs by becoming a prize sponsor for the PMA Educational Foundation's "Putt for the Future" fundraiser at FABTECH 2010. Prize sponsorships are available from \$100-\$300. Contact Amy Thacker at 216/901-8800 or athacker@pma.org for more information on participating in this exciting event.