The Precision Metalforming Association (PMA) is the full-service trade association representing the $137-billion metalforming industry of North America.

Our mission is to shape the environment of the metalforming industry, leading innovative member companies toward superior competitiveness and profitability.

A PMA membership will provide you and your company with a range of valuable industry resources that are designed to help you become more connected, more informed, more efficient, more competitive and ultimately, more profitable.
## PMA by the Numbers: 2018

<table>
<thead>
<tr>
<th>Category</th>
<th>Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Member Companies</td>
<td>800</td>
</tr>
<tr>
<td>Individual Members</td>
<td>80,000</td>
</tr>
<tr>
<td>Unique PMA.Org Visitors</td>
<td>84,641</td>
</tr>
<tr>
<td>PMA.Org Page Views</td>
<td>512,178</td>
</tr>
<tr>
<td>Conferences, Seminars and Events</td>
<td>73</td>
</tr>
<tr>
<td>Ongoing Statistical Reports</td>
<td>9</td>
</tr>
</tbody>
</table>

## Primary Markets Served by Members:

<table>
<thead>
<tr>
<th>Market</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Automotive Tier 2</td>
<td>23%</td>
</tr>
<tr>
<td>Commercial/Industrial Hardware</td>
<td>15%</td>
</tr>
<tr>
<td>Electronics</td>
<td>14%</td>
</tr>
<tr>
<td>Appliance</td>
<td>13%</td>
</tr>
<tr>
<td>Consumer</td>
<td>11%</td>
</tr>
<tr>
<td>Lawn and Garden</td>
<td>11%</td>
</tr>
<tr>
<td>Medical/Instruments</td>
<td>11%</td>
</tr>
<tr>
<td>Automotive Aftermarket</td>
<td>9%</td>
</tr>
<tr>
<td>Automotive Tier 1</td>
<td>9%</td>
</tr>
<tr>
<td>Aerospace</td>
<td>8%</td>
</tr>
<tr>
<td>Defense</td>
<td>8%</td>
</tr>
<tr>
<td>Off-Highway</td>
<td>8%</td>
</tr>
<tr>
<td>Telecommunications</td>
<td>8%</td>
</tr>
<tr>
<td>Computer/Business Machines</td>
<td>7%</td>
</tr>
<tr>
<td>Produce Own End Product</td>
<td>3%</td>
</tr>
</tbody>
</table>

## Primary Processes Performed:

- Metal Fabricating
- Metal Spinning
- Metal Stamping
- Roll Forming
- Slide Forming
- Small Lot Stamping
- Tool and Die
CONNECT WITH INDUSTRY PEERS

Connecting with industry peers is a valuable benefit of membership and one of the most frequently cited reasons that companies join and stay members of PMA. The association offers a variety of ways for members to develop powerful relationships with colleagues, suppliers and customers.

- **Division Meetings** - address key topics and issues in specific metalforming processes. Network with your industry peers, while exploring the latest trends and technologies in your specific area.
  + Metal fabricating & small lot stamping
  + Metal spinning
  + Metal stamping
  + Slide forming
  + Custom roll forming
  + Tool and die

- **Local District Events** - engage in your local metalforming community with networking and educational events throughout the year. From golf outings to technical talks to plant tours, you’ll develop relationships with local like-minded leaders.

- **National Programming** - attend PMA’s annual, large-scale programs that offer industry-leading intelligence for metalforming leaders looking to hone their skills and gain invaluable insight into industry trends.
  + Automotive Parts Suppliers Conference
  + Forming Our Future Leadership Conference
  + Sales & Marketing Summit
  + Metal Stamping and Tool & Die Conference
  + One Voice Legislative Conference

- **Roundtables** - participate in intimate and unique forums that allow members to share best practices and resolve challenges their companies are facing.
  + Sales and marketing
  + Human resources
  + Quality
  + Finance

- **Executive Networking** - participate in member-exclusive executive level networking groups to create valuable partnerships with your peers across the country.

- **Member Directory** - showcase your company’s capabilities online in the membership directory. With the added exposure, your company will benefit from an increased search-engine ranking to help prospective customers find you.

“THROUGH MY MEMBERSHIP WITH PMA, MY STAFF AND I ARE ABLE TO CONNECT AND ALIGN WITH OTHERS LEADING THE WAY IN METALFORMING.”

Jeff Aznavorian
President
Clips and Clamps Industries
MEMBER SINCE 1986

A female starting a business was quite the rarity in 1950s America. The fact that this business was a metal-stamping operation made such a pursuit even more unique. But that’s exactly what Jeff Aznavorian’s grandmother did when she founded Clips & Clamps Industries. To call her a pioneer is an understatement.

Now, more than 60 years later, Jeff carries on his grandmother’s pioneering spirit by remaining on the cutting edge of his industry, which he sees as essential to the growth and success of Clips & Clamps.

Through his membership with PMA, Jeff and his staff are able to align with others leading the way in metalforming. By connecting with PMA’s member companies, learning about new technologies and participating in educational programs, Clips & Clamps remains competitive and stays at the forefront of its industry.

For 75 years, PMA has served as a platform for pioneering leaders and their companies in the metalforming industry to connect, share ideas and grow their businesses. Contact Diana Novak, membership sales director, at 216-901-8800 or visit www.pma.org to find out how PMA can help you position your company and your employees for success today, and over the next 75 years.
LOCAL NETWORKING

PMA districts are strategically located in key areas across the continent to provide our members with access to education, social events and industry networks. Each district offers activities and programming that are unique to the needs of the local area served.

PMA district members come together multiple times per year to problem solve, share knowledge and experiences, develop lifelong friendships, and give back to their communities.

LOCAL DISTRICTS

1 CALIFORNIA
2 CANADA
3 CHICAGO
4 CLEVELAND
5 EAST MICHIGAN
6 INDIANA
7 LONE STAR
8 MEXICO
9 NEW ENGLAND
10 NEW YORK/NEW JERSEY
11 OHIO VALLEY
12 SOUTHEAST
13 SOUTHERN NEW ENGLAND
14 TENNESSEE
15 TWIN CITIES
16 WEST MICHIGAN
17 WISCONSIN
Through PMA’s executive-level events and training programs, we are able to **SHARE BEST PRACTICES** and learn about emerging industry technologies. The events offered by PMA address a full range of current topics that we can use to enhance OUR BUSINESS AND WORKFORCE.”

**Elisabeth Weissenrieder-Bennis**  
*Director of Strategic Planning and Marketing*  
Weiss-Aug Company, Inc.

**MEMBER SINCE 1982**
LEARN.
LEARN.

MEETING YOUR TRAINING NEEDS

PMA consistently strives to close the manufacturing skills gap by producing workforce-development programs and resources that meet your training needs from the shop floor to your leadership team.

Investing in your most valuable resource—your employees—puts your company at a competitive advantage. PMA has the assessments, programs and resources to help you attract, train, upskill and retain top talent.

**METALFORM EDU**
Unleash your workforce’s true potential with METALFORM EDU. This program is designed specifically for the metalforming industry and includes 37 PMA-exclusive courses and more than 550 courses in precision measurement, blueprint reading, SPC, CNC, Six Sigma, lean manufacturing, safety and more. New in 2019—32 Spanish courses.

**Management Development Academy (MDA)**
Create the next leaders of your company. MDA helps department supervisors, team leaders and mid-level managers grow their business and leadership acumen through a three-session cohort program.

**In-Plant Training**
Do you have difficulty getting groups of employees to off-site training, or have a unique training challenge? PMA offers training solutions tailored to your needs.

**Assessments**
Evaluate the aptitude of candidates and current employees with our metalworking skills assessment and occupational aptitude and knowledge assessment.

**Technical Seminars and Functional Roundtables**
Give your workers the tools necessary for success. Offered year-round, the training seminars are specifically designed for metalformers to sharpen their skills or learn new techniques.

**Webinars**
PMA delivers virtual learning opportunities each month that cover a wide range of topics related to industry statistics and benchmarking, professional development, legal and regulatory updates, technical training and more.

These sessions are hosted by knowledge experts who have extensive experience in their related fields and have been carefully selected to supply you with timely, thorough and thought-provoking information specifically related to the manufacturing industry.

“FOR ME, BEING PART OF PMA, HAS BEEN BETTER THAN GETTING AN MBA BECAUSE I HAVE HAD ALL THAT KNOWLEDGE AVAILABLE TO ME AND IT’S ALL-INDUSTRY SPECIFIC.”

Gretchen Zierick
President
Zierick Manufacturing

MEMBER SINCE 1985
Established in 1996, the PMA Educational Foundation’s mission is: “To enhance the supply of skilled workers by supporting and developing training and education programs and by improving the public image and awareness of careers in metalforming.”

PMAEF has been an integral part of the metalforming industry by:

- Creating relationships between PMA local districts and schools for workforce development needs
- Developing national skills standards through the National Institute for Metalworking Skills (NIMS)
- Funding the Center for Metalforming Careers (C4MC)
- Providing funding to launch METALFORM EDU

**World-Class Training**

METALFORM EDU is a comprehensive online training system specifically designed for the metalforming industry. METALFORM EDU provides a range of courses from foundational skills in basic math, writing, communications and personal development, to industry-related skills in blueprint reading, manufacturing technology, quality assurance, CNC and OSHA safety. PMA-developed courses have been created to align with the NIMS skills standards.

**Best-In-Class, Modern Training for Today’s Workforce**

- More than 550 skills-based courses, including 37 metalforming-specific courses NOT offered anywhere else. 32 are available in Spanish.
- 30 learning paths available for common roles and skill sets, as well as a license calculator and other helpful resources.
- Interactive courses with full narration, drag and drop and other knowledge checks, simulations, study guide and a graded final assessment.
METALFORM EDU’s content is not only industry-specific, but covers many different subject matters. Everything from onboarding, press operation, die setting, leadership, hydraulics and pneumatics... I COULD GO ON AND ON.”

Bill Jordan
*Human Resources Manager*
Larson Tool & Stamping

MEMBER SINCE 1943
LEAD.
LEAD.

RESOURCES TO POSITION YOUR COMPANY AS AN INDUSTRY LEADER

With the resources provided through your membership, you can continue to thrive as a leader in the industry.

- **Dynamic Data** - capitalize on the data provided through PMA’s highly acclaimed business reports. These reports provide members with key industry data to optimize company operational and strategic performance.
  
  + Executive Compensation
  + Benchmarking
  + Safety
  + Wage & Benefit
  + Financial Analysis
  + Sales & Marketing

- **FABTECH** - North America’s largest metal forming, fabricating, welding and finishing event. PMA is a proud show-partner for FABTECH, FABTECH Canada and FABTECH Mexico. These high-visibility trade-shows provide platforms that showcase world-class suppliers, the latest industry products and developments.

- **Publications** - PMA’s official publications produce the industry’s leading editorial package that combines staff-written and contributed feature articles, expert commentaries, industry news and state-of-the-art product updates to keep you informed of the latest news and technologies in the industry.
  
  + MetalForming magazine
  + 3D Metal Printing magazine

- **Advocacy** - through the One Voice advocacy program, PMA gives our members a voice in Washington, D.C. Through our team in Washington, D.C., members have a partner working on policies that support and grow manufacturing in the United States.

“WITH THE SUPPORT OF ADVOCACY EFFORTS ORGANIZED THROUGH PMA, I CAN BE PROACTIVE AND INFLUENCE STATUTES THAT IMPACT MY BUSINESS. WHETHER I’M FOCUSED ON LEARNING MORE ABOUT WHAT’S NEW IN WASHINGTON OR THE LATEST INDUSTRY TRENDS, I RELY ON PMA TO KEEP MY SIGHTS SET ON CONTINUED SUCCESS.”

Brian Swanson  
Chief Financial Officer  
E&E Manufacturing  
MEMBER SINCE 1996
TOP MEMBER BENEFITS

DISCOUNTS. COMPLIMENTARY RESOURCES. EXCLUSIVE ACCESS.

- **DISCOUNTS**
  - Metalforming-specific training resources, such as METALFORM EDU
  - Registration at seminars, conferences and roundtables
  - Online advertising for job openings on the Metalforming Career Board
  - Enrollment into PMA’s Member Savings Programs featuring industry-tailored services

- **COMPLIMENTARY RESOURCES**
  - Three free hours of legal consultation, annually
  - Access to monthly webinars featuring industry-related topics and subject matter experts
  - Access to Dynamic Benchmarking (member participation required)*
  - Subscriptions to *MetalForming* magazine and *3D Metal Printing* magazine as well as access to association and publication industry e-newsletters

- **EXCLUSIVE ACCESS**
  - Access to online member forums designed for groups such as Human Resources, CFO, Sales & Marketing, and Safety professionals
  - Access to member-only executive networking groups*
  - Opportunity to serve on a local district board and/or PMA’s national board
  - First consideration for speaking opportunities and press release features
  - Sponsorship opportunities of PMA events, conferences and webinars

*Denotes Manufacturers only benefit
ACCESS TO DISCOUNTS ON INDUSTRY-TAILORED SERVICES

**APPI ENERGY**
Reduce and manage electricity and natural gas supply costs through APPI Energy.

**APPI ENERGY**

**EHLKE LAW OFFICES**
Receive three FREE hours of legal phone consultation each year and reduced legal services rates thereafter.

**EHLKE LAW OFFICES**

**FEDERATED INSURANCE**
Receive tailored insurance protection from a highly trained, local representative who understands the metalforming industry.

**FEDERATED INSURANCE**

**GRAINGER**
Save substantially on MRO products and services, and take advantage of free standard shipping on all online orders.

**GRAINGER**

**HARBOUR RESULTS, INC.**
Take part in a two-day strategy assessment that takes an in-depth look at your entire operation to identify specific areas of strength and potential gaps; results are provided in one comprehensive report.

**HARBOUR RESULTS, INC.**

**OFFICE DEPOT**
Receive discounts on more than 30,000 office supplies and enjoy free shipping on orders of more than $50.

**OFFICE DEPOT**

**SCHOOLEY MITCHELL**
Take advantage of discounted telecommunications and credit-card processing consulting services.

**SCHOOLEY MITCHELL**

**UPS**
Enjoy discounts as substantial as 70% on all of your shipping needs from small packages to palletized freight, with no fees or minimum shipping requirement.

**UPS**

**YRC FREIGHT**
Take advantage of member-exclusive rates on LTL services in the United States and Canada, along with cross-border solutions.

**YRC FREIGHT**
WE ARE HERE TO HELP

For more than 75 years, PMA has been offering resources for the metalforming workforce to gain the skills, knowledge and confidence to increase visibility, improve productivity and optimize their bottom lines.

Contact your territory manager to explore all the benefits that PMA membership has to offer.

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