



THOUGHTS FROM THE EXECUTIVE BOARD

THERE IS A RENAISSANCE IN U.S. MANUFACTURING!!

Last week I, along with a few of your peers from TTMA, attended The Manufacturing For Growth Meeting. This was a meeting of four associations to focus on the future of manufacturing. The four are: National Tooling & Machining Association, Precision Metal Forming Association, Association for Manufacturing Technology, and American Machine Tool Distributors' Association. There were well over 700 attendees. **These four associations together represent over 4,000 U.S. manufacturing companies.** The hope is that by **working together we can help build a sustainable manufacturing economy.**

During the meeting we learned what I have always believed—that **U.S. Manufacturing is far from dead or dying.** The **U.S. Manufacturing economy is still by far the largest in the world.** A good portion of the jobs lost was due to the increase in technology that we all use to improve our businesses.

While the popular perception is that **China has permanently taken the lead** as the world's leading manufacturer, the reality is that **its aging population, combined with the long-term effects of its "one-child" policy will create a population trough that will negatively impact its ability to both compete with and support its own economy.** Meanwhile the U.S. is maintaining a positive birth rate.

The Reshoring Initiative is another area that is being used to convince larger companies and multinationals to bring jobs back to the U.S. Harry Moser, the chairman emeritus of Agie Charmilles, has spent the last two years developing a web site and volumes of information on this subject. You can look up reshoring on the internet (www.reshorennow.org) and get information and a calculator that will help to show your customers the true cost of ownership for parts produced outside the U.S.

In closing, I ask you to **join me and your peers from NTMA and PMA in D.C. for the Legislation Conference on April 5th and 6th.** We need to further convince our legislators that manufacturing is alive and well and needs their help. **Believe me** when I say that **your presence in Washington, D.C. does make a difference** and participation could not be easier because the preparation and appointments are already set up for you!

Ken Seilkop
Seilkop Industires

NTMA Gains a Seat at the Washington, D.C. Policymaking Table—One Voice Plans to Build on 2010 Advocacy Successes in 2011

The 2011 scorecard is in for One Voice, the joint Washington, D.C. advocacy effort funded by the National Tooling and Machining Association and the Precision Metalforming Association, and we are pleased to report the following:

Legislative and Policy Agenda in Washington, D.C.:

- Historic Small Business Access to Credit Bill Signed into Law
- Currency Manipulation Bill Passed House
- America COMPETES Act Reauthorized
- Tax Provisions Extended Including Section 179, Bonus Depreciation and Net Operating Loss
- AMERICA Works Act Extended
- Employee Free Choice Act Defeated for the 3rd Time
- Cap and Trade Manufacturing Tax Defeated
- Developed a National Manufacturing Policy
- Increased Job Training Funding for the 7th Year in a Row

One Voice Political Action Committee:

- Number of One Voice PAC-Endorsed Political Candidates: 59
- Number of One Voice PAC-Endorsed Political Candidates Victorious on Election Day: 57

These victories don't happen on their own or overnight—they are a result of the time, effort, and funding provided by many NTMA and MPA members and the work done on a daily basis by One Voice's team in Washington, The Franklin Partnership and Bracewell & Giuliani LLP.

Like it or not, the Federal Government has the single largest impact on your business in both the short and long term. As they say in our nation's Capital, "If you don't have a seat at the table, you're on the menu."

We now have a reserved seat at the policymaking table, but we need to ensure that we are not footing

the entire bill. There are plenty of challenges that we face in 2011, including:

- Extension of Tax Cuts
- Extension of R&D Tax Credit
- Workforce Recruitment and Training
- Trade, tax and regulatory reforms to address the 17% cost disadvantage U.S. manufacturers face compared to major trading partners
- EPA and OSHA efforts to legislate by regulation and new OSHA laws that can include criminal penalties.

The next two years are critical for the future of manufacturing in this country. Congress will determine whether the United States finally adopts policies to support manufacturing or continues to watch as our manufacturing sectors shrink while good paying jobs are sent overseas.

We need NTMA and TTMA members to support these Washington, D.C. efforts.

There are several ways members can get involved in this effort. Members can give corporate or individual contributions to the NTMA Government Affairs Administrative Fund. The Fund supports the efforts made on behalf of NTMA by One Voice lobbyists at The Franklin Partnership and the public relations activities of Bracewell & Giuliani. There are no limits on financial support through the Fund.

Members can also choose to support the NTMA Political Action Committee (PAC), the Committee for a Strong Economy (CFASE) that supports pro-manufacturing Congressional candidates. Pro-manufacturing policies are not possible without Members of Congress who support manufacturing. Members can make a difference. CFASE-supported pro-manufacturing candidates won 57 out of 59 Senate and House seats this past November. PAC contributions are subject to more restriction. These contributions must be personal donations and there is a maximum limit of \$5,000 per person, per year.

Finally, **get involved!** One Voice members have sent nearly 10,000 letters to this Congress asking them to support manufacturing in America. Respond to a One Voice Action Alert to contact your Member of Congress prior to a critical vote through the One Voice web site, www.metalworkingadvocate.org. Better yet, attend a One Voice **Legislative Conference in Washington, D.C.** and meet your Member of Congress and staff. There is not substitute for a face-to-face meeting with a Member of Congress or his or her staff member. The next

legislative conference is on April 5-6, 2011.
NTMA's successes in Washington, D.C. can only
continue with greater involvement from members.

Success depends on strength in numbers. We must
stand up in Washington to ensure that our voices are
heard.

Save the Date!
NTMA/PMA One Voice Legislative Conference
April 5-6, 2011

With the arrival in Washington of a new Congress, we have an opportunity to achieve legislative successes this year that will directly impact your business. Political analysts believe this Congress will be more business-friendly, but no Member of Congress is going to take on our issues unless they hear from us. This is why your participation in the upcoming One Voice Legislative Conference is so important!

The conference will feature Washington experts and insiders who will shine a light on the new political landscape and the key issues that impact the metalworking industry. There will also be a networking reception and a full day of visiting Congress—your opportunity to discuss the issues that matter most to you and your company directly with those who hold power in Washington.

Visit
www.metalworkingadvocate.org
for complete conference details and registration information

Reshoring—Bringing Manufacturing Back Home!

The Reshoring Initiative is a non-protectionist, efficient way to reduce our imports, increase our "net exports" and regain manufacturing jobs. Going local can reduce a company's TCO (Total Cost of Ownership) of purchased parts and tooling and offer a host of other benefits while bringing U.S. manufacturing jobs home.

The Initiative documents for large manufacturers the benefits of sourcing in the United States and helps suppliers convince their U.S. customers to source local. Archstone Consulting's 2009 survey showed that 60% of manufacturers use "rudimentary total cost models" and ignore 20% of the cost of offshoring. To help companies make better sourcing decisions the Reshoring Initiative, (www.reshorennow.org) provides:

- A free Total Cost of Ownership (TCO) software that helps them calculate the real offshoring impact on their P&L,
- Publicity to drive the reshoring trend,
- An online Library of 99 articles about successful reshoring, and
- Access to NTMA/PMA Contract Manufacturing Purchasing Fairs to help them find competitive U.S. sources.

Most job creation programs proposed by commentators, politicians and economists involve either increased government spending or reductions in employment or income taxes. These solutions involve borrowing money now, largely from China, or taking money from one group of citizens or a future generation to give to another. In contrast, reshoring takes jobs directly back from offshore, often from the LLCCs (Low Labor Cost Countries) that have grown so rapidly over the last decades at the expense of American workers, American manufacturing companies and the overall U.S. economy. Other programs call just for Chinese currency revaluation, which will help manufacturing but will increase consumer prices.

Reshoring breaks out of the waiting-for-policy-decisions problem, the economic zero-sum-game and the increases in consumer prices and assures that the pie grows, to the advantage of all Americans. Reshoring also focuses on the manufacturing sector which has suffered so many job losses for decades and the SMEs which offer the best potential for job growth.

The Initiative has received increasing visibility and influence: recognition by Industry Week magazine via its 2010 Manufacturing Hall of Fame, inclusion of the TCO concept in Cong. Wolf's (R VA) "Bring Jobs Back to America Act" (H.R.516); numerous webinars; dozens of industry articles; presentations in major industry and government policy conferences in Chicago and Washington, DC; and coverage by CBS, CNBC, WSJ, USATODAY and the Lean Nation radio show.

The Initiative is succeeding in changing OEMs' behavior. Companies have committed to reshore after reading Initiative articles. Fifty-seven representatives from large manufacturers and 113 custom U.S. manufacturers attended the May 12, 2010 NTMA/PMA Contract Manufacturing Purchasing Fair, where OEMs found competitive domestic suppliers to manufacture parts and tooling. Sixty-four percent of the OEMs brought at

The Reshoring Initiative (www.reshorenw.org) is supported by:

The Association for Manufacturing Technology (AMT) www.amtonline.org
Sescoi, www.sescoi.com
GF AgieCharmilles, www.gfac.com/us
The Association for Manufacturing Excellence (AME) www.AME.org
The National Tooling and Machining Association (NTMA) www.ntma.org
The Swiss Machine Tool Society (SMTS) www.smts.org

Additional information on the NTMA/PMA Purchasing Fairs can be found at www.purchasingfair.com.

Contact: **Harry Moser: (O) 847-726-2975**
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BWC Safety Requirement for Grouped Private Employers

The Bureau of Workers' Compensation requires that all policies in the July 1, 2010 Group Rating Program or Group Retrospective Rating Program who had a claim within the two preceding calendar years are required to attend two hours of safety training by June 30, 2011.

The Frank Gates Service Company is notifying all of their impacted clients. If your entity had one or more claims during calendar years 2008 or 2009, and your company participates in one of the July 1, 2010 Programs, the BWC has indicated that you must meet the safety training requirement. Below you will find multiple opportunities offered by Frank Gates/Avizent around the state to help fulfill the requirement by June 30th:

2 Hour Frank Gates Safety Sessions

March 15	Zanesville, Holiday Inn Express
June 14	Dublin, BMI Credit Union

Frank Gates University – Half Day Seminars

May 10	Columbus (Powell), Bridgewater Banquet Center
May 11	Cincinnati (Loveland), Oasis Golf Club & Conference Center
May 12	Dayton, Mandalay Banquet Center and Catering
May 17	Canton, Courtyard by Marriott
May 18	Cleveland (Strongsville), Holiday Inn Strongsville
May 19	Toledo (Perrysburg), Holiday Inn French Quarter

BWC Safety Requirement for Grouped Public Employers

The Bureau of Workers' Compensation requires that all policies in the January 1, 2011 Group Rating Program or Group Retrospective Rating Program who had a claim within the two preceding calendar years are required to attend two hours of safety training by December 31, 2011.

The Frank Gates Service Company will notify all impacted participants in the Programs administered by Frank Gates – when the list is released by the BWC. If your entity had one or more claims during calendar years 2009 or 2010, and your company participates in one of the January 1, 2011 Programs, the BWC has indicated that you must meet the safety training requirement. Below you will find multiple opportunities offered by Frank Gates/Avizent around the state to help fulfill the requirement:

2 Hour Frank Gates Safety Sessions for 2011

March 15	Zanesville, Holiday Inn Express
June 14	Dublin, BMI Credit Union
July 6	Toledo, Hampton Inn & Suites
August 16	Cleveland, West Shore Unitarian Universalist Church
September 13	Massillon, Jackson Township/Stark County
October 18	Cincinnati, Colerain Senior Center
December 13	Dublin, BMI Credit Union

Frank Gates University – Half Day Seminars

May 10	Columbus (Powell), Bridgewater Banquet Center
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May 17	Canton, Courtyard by Marriott
May 18	Cleveland (Strongsville), Holiday Inn Strongsville
May 19	Toledo (Perrysburg), Holiday Inn French Quarter

“Indoors or out , no one relaxes in March, that month of wind and taxes, the wind will presently disappear, the taxes last us all the year”

~ Ogden Nash ~

PROMOTE YOUR COMPANY: THE BOTS SPRING
COMPETITION WELCOMES NEW HOST – SCARLET OAKS –
CINCINNATI!!

Mark your calendars for the Spring 2011 Bots competition, Saturday April 16, 2011, being hosted for the first time at Scarlet Oaks Technical Career Development Center, 3254 East Kemper Road, Cincinnati, OH 45241.

This is a unique opportunity to reach a new audience in addition to the Bots “regulars.” With the competition being located in Cincinnati, we expect a lot of first-timers among the participants and audience, so if you’ve been sponsor in the past, you’ll certainly want to renew your support, and if you have not previously been a sponsor, now is a great chance to be a first-timer yourself.

Why my company? In addition to promoting your company, corporate sponsors have a vested interest in the Bots program. Not only does it help to create intelligent, bright, self-confident kids with a full palette of engineering and manufacturing skills, but also the program is creating our future innovators.

The Bots initiative is training a workforce that knows how to trouble shoot, problem solve and invent new technology...the exact kind of employee that companies want and that will keep companies thriving in the global economy.

Why Robots? Through the process of robot building, students’ imaginations are captured as they design, build, and compete with their own robotic creations; and through this hands-on effort, students gain practical knowledge of math, science, engineering, and manufacturing.

FOR MORE INFORMATION CONTACT BETHANY AT THE DTMA AT:

Email: Bethany@dtma.org

Phone: (937)512-3862

Fax: (937)512-3224

SAVE THE DATE!!

Monday, May 16, 2011

TTMA ANNUAL GOLF OUTING

Crooked Tree Golf Club

Check-In: 11:30 a.m. – 1:00 p.m.

Shotgun Start: 1:00 p.m.

COME TO THE MARCH MONTHLY MEETING

As you know, the TTMA is a huge supporter of initiatives that promote the manufacturing industry and specifically the area of metalworking. As another important component of the Workforce Development initiative, we are pleased to host **Monica Pfarr, Corporate Director, Solutions Opportunity Squad, American Welding Society Foundation, Inc.** as our featured speaker for the **March 21st** monthly meeting.

The AWS Foundation was established by the American Welding Society on September 13, 1989, to support programs that ensure the growth and development of the welding industry through strengthening research and educational opportunities in welding and related industries.

From giving children their first glimmer of excitement in learning about the natural sciences, to providing funding for welding engineering undergraduates and fellowships for welding research, the AWS Foundation supports the welding industry.

Led by a volunteer Board of Trustees, the Foundation is organized as a not-for-profit 501(c)(3) charitable organization. Administration, including program development, fundraising, public relations, marketing and financial management, is provided by a small development staff of the American Welding Society. Its operations are conducted from the Society's offices in Miami, Florida.

Monica will share the Foundation's strategy's to educate the public and motivate the next generation to choose welding as an important choice for a career path in manufacturing.

The meeting will be preceded by the **Operations Roundtable**, which will be **led by Gary Brunzman, Welding Instructor from Scarlet Oaks**, who may be joined by additional Oaks Weld instructors to discuss ways in which the TTMA and its members can collaborate with educators to attract young people to welding careers and maintain their interest in working in the industry.

Register by no later than Thursday, March 17, 2011 at 5:00 p.m. to ensure your dinner entrée choice



**Showcase your company in a 5 minute
Spotlight Presentation at a Monthly
Meeting!**

Contact Joy at ttma@fuse.net to schedule your Spotlight presentation

2011 TTMA Calendar of Scheduled Events

March 21, 2011	Monica Pfarr – American Weld Society
April 18, 2011	John Veatch – “Waste in the Business Process”
May 16, 2011	Annual TTMA Golf Outing – Crooked Tree Golf Club – Supports the Educational Fund
September 19, 2011	Grady Cope – Chairman, National Tooling & Machining Association (NTMA)
October 17, 2011	Federated Insurance – “Distracted Driving”
November 14, 2011	John Veatch – “Lean Manufacturing”
December 12, 2011	To Be Announced

Except where otherwise noted, meetings will be held in the Redwood Room at the Embassy Suites Hotel in Blue Ash:

4554 Lake Forest Drive
Cincinnati, OH
513/981-3763

Monthly Meetings are suspended from June through August and will resume in September, 2011

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The TTMA mission is to be the best metalworking and manufacturing trade association with comprehensive information resources for its members and interfacing with community partners.