



tma news bulletin

THE VOICE OF ILLINOIS MANUFACTURING





tma news bulletin

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technology & manufacturing association

The Technology & Manufacturing Association (TMA) was founded in 1925 by eight small manufacturing companies who believed they could better themselves by associating with one another. Through the years, members established programs and services that would help their businesses grow and prosper, train their employees, and provide medical and retirement benefits. As a result of these efforts, TMA has grown into a not-for-profit organization of precision manufacturing and supplier companies in the greater Chicago area.

TMA is governed by a Board of Directors, composed of executives from member firms. A full-time professional staff works closely with the Board, its committees and trust.

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Happy
Holidays

May your days be filled
with peace, hope, and joy
this holiday season.

The staff of TMA

message from the president

2016 YEAR END WRAP UP



Dear TMA Members,

As we wrap up 2016, I find myself reflecting on the rich history of our Association, and recalling the collective investment of time, talent and treasure that you, our members, have made in the industry.

I've also been contemplating the future - how TMA can better help you grow your businesses and develop your workforce. How we can connect you with your peers and provide you the resources you need to succeed; and how we can offer unique value to each of our 800+ manufacturing members and to their nearly 30,000 employees.

For example, in the last several months, TMA has:

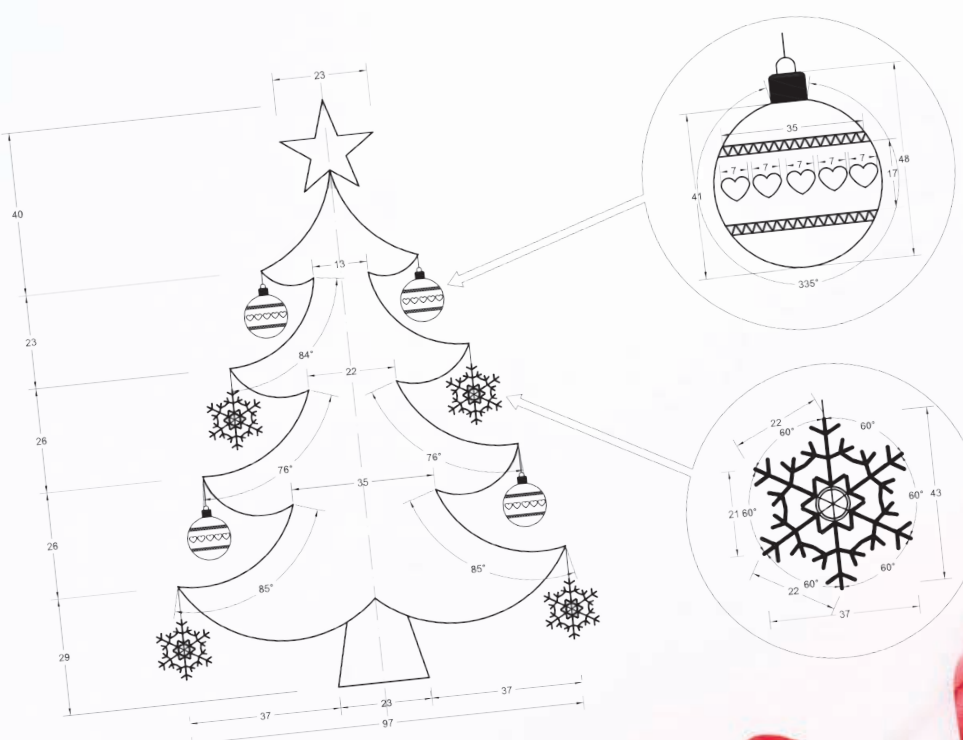
- Visited over 300 member locations
- Doubled participation in Peer Groups
- Organized and staffed over 116 industry-specific events
- Restructured the TMA 401K Trust to now provide a Fortune 1000 product for TMA members
- Refocused and re-staffed our health insurance services for members
- Quadrupled our property/casualty program with Daniel & Henry.
- Hosted 2 Illinois Governors, 1 U.S. Senator, 2 Congressmen and numerous state legislators at TMA
- Trained over 200 job seekers in CNC
- Graduated 120 new Apprentices over the last 36 months; with 137 students currently in the Apprentice track.

These are just a few examples. As you can see, it has been a busy and productive time. All this activity and service has been made possible by TMA's dedicated officers, along with a committed Board of Directors, and more than 50 TMA volunteer members.

I could write much more about the exciting and exceptional things going on at and around TMA, but let me end by saying, I have never worked for an organization I was more proud of, I have never worked with a staff that was more professional, and I have never done work that was more important. We should all be proud to be a part of American manufacturing.

Happy Holidays,


Steve Rauschenberger



A man with short brown hair, wearing a blue polo shirt, is sitting at a desk in an office. He is smiling and looking towards the camera. The background shows office shelves with various items, including a brown suitcase, stacks of papers, and a small globe on a desk.

BUILDING A BUSINESS ON VALUES & TRANSPARENCY

Jason Zenger, President of ZENGER'S INC.

By Fran Eaton

For Jason Zenger, values and transparency are central to building a good business.

When he and his sister Lisa assumed leadership of ZENGER'S, INC almost three years ago, they continued transforming the hardware store their grandparents started in 1951 to a more specialized supplier for manufacturers.

"My grandparents lived behind and above the store here in Melrose Park, and when my dad and uncle took it over, they adapted to the needs of local companies and became an industrial supplier," Zenger recently told TMA's News Bulletin.

A graduate of Washington University in St. Louis with an MBA from Kellogg School of Management, Jason stepped in as ZENGER'S president in February 2014 with more ideas that would reflect their clients' evolving demands.

It was crucial that ZENGER'S customers be able to trust their supply recommendations as being based on client value-add rather than distributor profit, Jason said. So, with one eye on ethical dealings and the other on being open and honest with ZENGER'S clients, he came up with a uniquely transparent pricing plan.

"We're selling to our clients products at our cost, and then charging them a transparent service fee," he said. "That lets the client know we're not biased in the products we promote to them, making our service more simple and transparent."

In addition to the unique pricing plan, ZENGER'S has developed a tool crib management vending system for clients to distribute and keep track of their in-house tools for metalworking. It also collects and uses data to report on tool usage.

"We help reduce manufacturers' costs by installing the tool vending systems. Then users at each company can see what tools they want to use, who took it, and for what job," Jason said.

ZENGER'S is now headquartered in a brick-and-mortar storefront on Grand Avenue in Melrose Park, but like all other industries, their clients are turning more to online catalogues for ordering supplies.

These days ZENGER'S Melrose Park showroom produces only three to five percent of the business, so as their clients' needs change, so are ZENGER'S services.

"Our clients can't leave their offices like they used to," Jason said. "We have eighteen teammates in the field providing various services for manufacturing companies."

The biggest challenge ZENGER'S faces is not uncommon – working more efficiently and getting the right people in the right places.

"We're a people-intensive business, and our customers demand that our people are good at what they do and understand the products they sell," he said.

Time is especially precious to Jason because in addition to leading ZENGER'S, he's busy as a husband and father of three young children in addition to an array of passions he's involved in: his neighborhood church ministry, the popular podcast "Making Chips," TMA's Board of Directors and TMA's Christians in Manufacturing group.

For Jason, where and how he spends his time is all about perspective. He says if he weren't leading ZENGER'S, he'd be doing more to make Chicago a better community.

For him, life doesn't revolve around accumulating possessions, wealth or power... it's about enriching lives.

Jason's worldview reflects in the way he runs his business.

"There are four key values stressed at ZENGER'S: Do the right thing, be dependable, go above and beyond, and life is great," he said.

(These values are affectionately referred to among the ZENGER'S Team as "DO-BE-GO-LIFE!")

"Those are values that we try to instill, and we hire and fire with them in mind. As an example, 'Do The Right Thing' goes to the Golden Rule of loving your neighbor and your co-worker, your customer and your suppliers."

Jason says he enjoys spending time co-hosting the "Making Chips" podcasts with TMA Board Chairman Jim Carr and learning from industry experts how their fields are changing and about their experiences in manufacturing.

"Making Chips is all about elevating manufacturing leadership," he said.

Jason is also optimistic about the future of TMA as he works with fellow board members he says have valuable vision and insight. He's also delighted with how the TMA's Christians in Manufacturing committee is expanding its impact on the community.

"Five years ago, CIM hosted only a prayer breakfast – a legacy that had been going on for 40 years. I want to honor God in all I do, and as chairman of Christians in Manufacturing, I thought the group could attract people by opening itself to service projects," he said. "That's the vision that I cast, and it was great that everyone was on board."

This year, under the leadership of Jason's successor Amy Arend, the group volunteered at the Northern Illinois Food Bank – the first step in implementing Jason's idea.

As if all that wasn't enough to keep him busy, Jason and his wife, Amanda, recently completed a major acquisition of Black Industrial and Safety Supply in Hammond, IN. The new addition will increase ZENGER'S size to 50 teammates.

As Jason has stated on Making Chips, he tries not to use the term "employee" because it insinuates an undesirable division in the value of individuals working together.

The idea of making values and transparency central to business and life is a good one. It's obviously working well for the team at ZENGER'S.





TECHNOLOGY & MANUFACTURING ASSOCIATION

BOARD OF DIRECTORS NOMINATING COMMITTEE

TMA's Board of Directors Nominating Committee will be meeting on January 5, 2017 at 4:00pm at the Technology & Manufacturing Association (TMA) located at 1651 Wilkening Road, Schaumburg, IL 60173.

This year's committee members are Steve Kase (Committee Chair), Stacey Bales, Tim Merrigan, Tom Simeone, and Craig Zoberis.

Any member that wishes to submit names for consideration for service on the TMA Board of Directors may contact:

John Rauschenberger
General Manager, TMA
jkr@tmailinois.org
847.825.1120 ext. 1314



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MAKING THE WORLD A BETTER PLACE

Amy Arend of United Scrap Metal

By Fran Eaton

When Amy Arend started at United Scrap Metal in Cicero after graduating from the University of Missouri, she had no idea what an exceptionally good fit her new job in manufacturing would be for her.

“United Scrap was everything I was looking for – a career in sales, selling something I am passionate about, that works to make the world a better place,” the 25-year-old told TMA News Bulletin.

On the surface, that may sound like a typical sales pitch, but under Amy’s heartfelt comments lurk contradictions that make her long term goals all the more stunning.

Amy’s a woman in a rough, male-dominated industry. She’s young and optimistic about the future in a decades-old business that has fought a shrinking trend to expand over the past few years. As a senior recycling consultant, she’s interested in making the world more environmentally-friendly and bringing transparency to an industry that bears a reputation for being corrupt and deceptive.

Indeed, the first day Amy Arend joined United Scrap Metal in 2013, the company’s founder Marsha Serlin told her three things she needed to do to be successful in the scrap metal industry:

1. Pick up when you say you’re going to
2. Pay what you say you’re going to pay
3. Never steal from anyone

“Sounds simple, doesn’t it? Those three things are something United Scrap Metal does that the industry as a whole doesn’t always do. It’s gotten a bad reputation for that,” Arend said.

But Arend didn’t choose United solely because she was fascinated with the metals, she says. It was more because of the way United Scrap Metal leadership ran their business.

“I believed in what the company wanted to achieve, and United’s morals aligned with mine,” she said.

Arend was raised in a family where church attendance and morals were important. She’s continued that tradition living in the city where she is active at Willow Creek Community Church’s Chicago branch.

As a teen, Arend says she experienced a spiritual awakening in a youth program called Young Life that changed her worldview – one that affects today how she sees her work and tries to live her personal life, and drew her to TMA’s Christians in Manufacturing Committee.

“Part of my job is engaging with industry associations. So three years ago, I was browsing through TMA’s event calendar and the

annual prayer breakfast popped up. I thought that it could be a rare chance to proclaim my faith in a secular environment, and when I went to the breakfast I saw another side of the industry I really loved,” she said.

Since that first breakfast, Arend discovered that manufacturers were not only open about what they’re doing in their work, but that they are open about their faith, too.

Two years after Arend started attending TMA’s Christians in Manufacturing committee meetings, previous Chairman Jason Zenger stepped down to join TMA’s Board of Directors. Longtime committee members supported Arend unanimously to step in as the group’s new Chair.

“I love this committee. I have no agenda to be on it, except to honor Christ with my work,” she said.

Arend said it was important to her that Christians in Manufacturing offer TMA members opportunities to serve the needy in their community. That is why she was thrilled when the committee decided to plan a volunteer event at the Northern Illinois Food Bank this year for the first time.

While TMA response was less than the committee hoped for this year, the point, Arend says, is that they set the idea into motion. “That itself is success. Next year, I hope we’ll see more TMA members offer their help, and many more put their faith into action in the years ahead,” she said.

When asked where Arend sees herself in five years, she said, “I don’t know what my life will look like in five years, but I know who I want to be more than what I want to be.

“I want to be someone that is living an authentic Christian life, that is intellectually curious, kind, generous and hard-working. What role that will be, I don’t know – but my focus is really on the inner workings of the heart and mind.”

In the meantime, Arend says she plans to continue learning from her mentors and co-workers at United Scrap, moving 18 million tons of scrap metal per month and expanding the company’s recycling outreach.

“When I think of work, the verse that moves me is Colossians 3:23,” she said. “Whatever you do, work at it with all your heart, as working for the Lord, not for men.”

Such a work motto will serve Amy Arend well as she pursues her dream of making the world a better place.

She can be reached at: aarend@unitedscrap.com | 708-774-5506.





PUTTING FAITH INTO ACTION

TMA'S CHRISTIANS IN MANUFACTURING INVEST IN COMMUNITY

Members of TMA not only connect with fellow manufacturers based on the work they do and the challenging projects they take on, a growing number have found common worldviews – such as those involved in TMA's 41-year-old Christians in Manufacturing (CIM) committee.

Currently led by United Scrap Metal associate Amy Arend and former Chairman and TMA Board member Jason Zenger, Christians in Manufacturing held their annual prayer breakfast in early November after they put their faith into action in late October.

“We thought helping at a food bank would be good to start by launching an annual charitable project for the community,” Arend told News Bulletin. “We are happy with the ones that offered help this year, and hope next year we can build on that number.”

For the first time ever, CIM members volunteered two different shifts at the Northern Illinois Food Bank to label donated canned goods for distribution to food pantries for the needy.

Within just a few hours, the groups packed 4,100 pounds of food providing 3,417 meals for hungry neighbors in northern Illinois.

In early November, the group hosted their 41st annual prayer breakfast and shared concerns for individual needs within the TMA community.

Anthony and Michelle Johnson, special guest speakers from Harambee Chicago, explained how they teach tuckpointing skills in some of Chicago's poorest neighborhoods. The group – whose name comes from the Swahili word for

“Let’s pull together” – provides job training to youth that then use their skills to rebuild and restore buildings in their own neighborhoods.

“The process is especially redemptive for older neighbors who gain new hope for their community as they see a new generation bring restoration,” Executive Director Michelle Johnson told the attendees.

Johnson and her husband shared encouraging firsthand experiences and asked for financial help to expand the Harambee Chicago ministry.

“One of the most beautiful things about Harambee is that not only do Chicago youth experience God’s restoration in their lives through the dignity and hope that work offers, our youth bring restoration to their own neighborhood through their community service,” the Johnsons explained.

“When young people, bent on doing wrong bring destruction to their neighborhoods, homeowners, especially seniors can feel trapped and hopeless. In contrast, when young people unite to restore their neighborhood, and take special care of seniors and low-income homeowners, they fuel a hope that is powerful.”

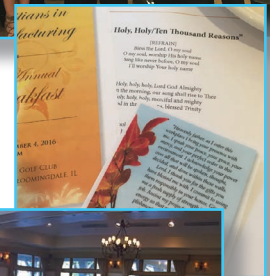
The Christians in Manufacturing’s next annual prayer breakfast is planned for the first Thursday of November 2017.

For more information on the TMA-sponsored group contact aarend@unitedscrap.com. ●

NORTHERN ILLINOIS FOOD BANK



41ST ANNUAL PRAYER BREAKFAST & HARAMBEE MINISTRY





WOMEN IN TMA | ANNUAL LUNCHEON

EXPANDING PROFESSIONAL NETWORKS



Meeting new people and developing relationships are basic elements of expanding professional circles and business opportunities – and were the topic of the Women of TMA’s annual luncheon in October.

“How to Work a Room” author Susan RoAne told the crowd of 190 that in order for a business person to network successfully, a rule parents teach their children has to be challenged.

“How many of you have been told ‘Don’t talk to strangers?’” RoAne asked.

Talking to strangers is a learned skill, and one that gets easier as it is put into practice, RoAne said. So how does one talk to strangers?

“When you enter a room, think this: How can I make the people in this room more comfortable with me, rather than think how can I make myself more comfortable with them?” she asked.

Other ideas RoAne shared included:

- Work to find commonality with those to whom you’re talking.
- When you RSVP for an event – show up.
- Introduce yourself, instead of waiting for someone to intro you.
- Follow up after meeting via personal note or email.

Women in TMA Committee Chair Stacia Hobson led the committee’s planning of this year’s annual luncheon. For more information on Women in TMA’s efforts, contact Amanda Cortese at acortese@tmailinois.org.



tma | events

december calendar sponsor



JANUARY 12

Sales & Marketing Peer Group

Join your peers to discuss the challenges and strategies of sales and marketing in a manufacturing environment.

TIME: 11:30am - 1:30pm

COST: Free

LOCATION: Downers Grove, IL

JANUARY 18

Bringing Manufacturing Back Home

The TMA Young Leaders are hosting a luncheon with Harry Moser, who founded the Reshoring Initiative to bring manufacturing jobs back to the U.S. Prior to the initiative, Moser was President and Chairman Emeritus of GF Machining Solutions.

TIME: 11:30am - 1:30pm

COST: \$65/person | \$475 for table of 8

LOCATION: Hoffman Estates, IL

FEBRUARY 1

IT Peer Group

Join your peers in discussing relevant IT issues. This month's topic: Identifying weaknesses of industrial control systems in manufacturing.

TIME: 11:30am - 1:30pm

COST: Free

LOCATION: TMA Schaumburg

FEBRUARY 8

Operations/Plant Managers Peer Group

Join your peers in discussing relevant operations and plant management issues. This meeting to take place at TMA member: Sko-Die, in Morton Grove.

TIME: 11:30am - 1:30pm

COST: Free

LOCATION: Morton Grove, IL

FEBRUARY 8

Roundtable with TMA Chair Jim Carr

Join other manufacturers in the Chicago area for a reception and a group discussion around relevant issues for smaller manufacturers in Illinois.

TIME: 5:30pm - 7:00pm

COST: Free

LOCATION: Lombard, IL

FEBRUARY 9

Lunch & Tour: Grundfos

Grundfos supplies complete pumping systems and solutions for buildings, industry and every aspect of water use. The company produces more than 16 million pump units in addition to standard and submersible motors and state-of-the-art electronics for monitoring and controlling pumps.

TIME: 11:30am - 1:30pm

COST: \$35 (includes lunch)

LOCATION: Aurora, IL

tma | new members

Extractor Corporation

South Elgin, IL

www.suitmate.com

KMS Industries, LLC

Addison, IL

www.kmsindustriesllc.com

Olin Brass

East Alton, IL

www.olinbrass.com

Rockfon LLC

Chicago, IL

www.rockfon.com

Tektac, Inc.

Broadview, IL

www.tektacinc.com

Tuf-Tite Corp.

Lake Zurich, IL

www.tuf-tite.com

West Suburban Bank

Bloomington, IL

www.westsuburbanbank.com

Xclutel Communications

Rolling Meadows, IL

www.xclutel.com

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To find out more, call Jessica Pierce at: 847.993.2130 or email: jpierce@tmailinois.org



MANUFACTURING DAY 2016



STUDENTS EXPLORE CAREERS AT TMA MEMBER SMITH & RICHARDSON, INC.

Manufacturing is one of Illinois' top economic contributors, and the industry's \$100 billion annual contribution to the state and nation's economy was recognized at TMA member Smith & Richardson, Inc. on Manufacturing Day 2016.

Oswego High School vocational ed students toured the Geneva facility with teachers and several dignitaries, which encouraged the students to consider advanced manufacturing as their careers.

"Manufacturing is a centerpiece of Illinois," State Rep. Keith Wheeler (R-Oswego) told the group. "It will be big in the next decade, and if it is one of your career options, stick with it and follow it. As technology and manufacturing merges more and more, it's hard to imagine what is possible in the years to come."

"Like you, I'm here to learn," said State Senator Jim Oberweis (R-Aurora), who also produces popular dairy products. "All I know how to manufacture is ice cream."

During the plant tour, the students and officials viewed firsthand the evolution of machinery, starting with basic mechanical machines and finishing up with modern, state-of-the-art apparatus.

Along with its Shanghai China plant, Smith & Richardson produces foundry chaplets, contract stampings and wire forms.

Small businesses like Smith & Richardson with 51 to 200 employees make up ninety percent of Illinois manufacturing. Rich Hoster has been the company's president for 30 years.





BRINGING MANUFACTURING BACK HOME

Learn how 250,000 manufacturing jobs have been brought back to the U.S. and how President-Elect Trump plans to accelerate this trend.



Harry Moser, founder and president of the Reshoring Initiative, helped a local manufacturer save a \$60M order by quantifying the hidden costs of sourcing to China. Prior to starting the initiative, Moser was President and Chairman Emeritus of GF Machining Solutions, formerly known as GF AgieCharmiles.

Hosted by the TMA Young Leaders Committee

DATE January 18, 2017

TIME 11:30am - 1:30pm

LOCATION Stonegate Conference Center
2401 W. Higgins Road
Hoffman Estates, IL 60169

PRICE \$65 per person
\$475 per table of 8

REGISTER tmaillinois.org/events

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OKTOBERFEST 2016

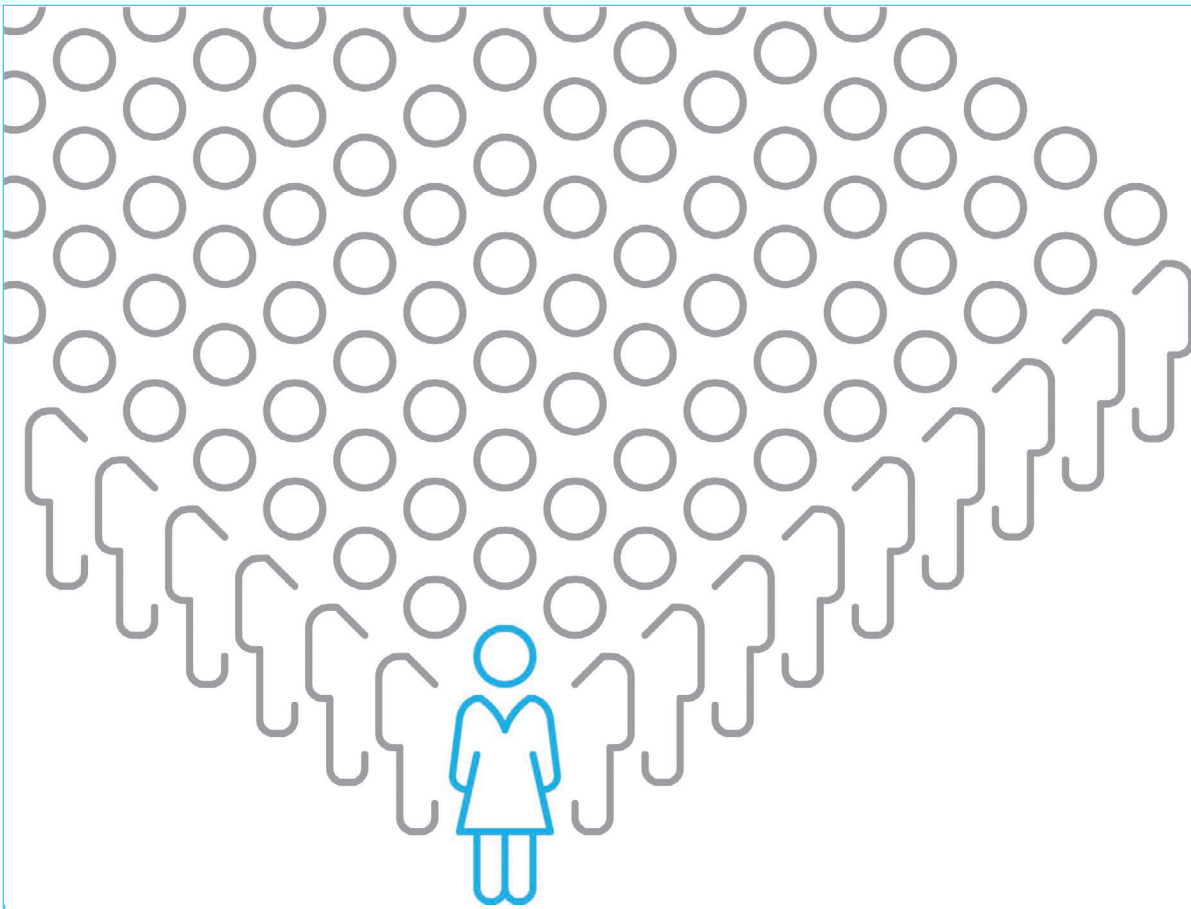
TMA CELEBRATES WITH SOUTH SUBURBAN MEMBERS

In an effort to expand services to more Chicagoland south suburban manufacturers, TMA toasted members and prospects at an Oktoberfest celebration in Frankfort's local German treasure Chef Klaus' Bier Stube.

TMA President Steve Rauschenberger and TMA Membership Director Ben Pyzdrowski welcomed guests and extended invitations to them to learn more about TMA's array of services, from advanced manufacturing training to health care insurance plans, 401(k) fund participation and government relations.

"We appreciate each of you being involved in TMA, and welcome you to learn more about what we do to serve manufacturers in the Chicago area," President Rauschenberger told the guests.





2017 Rose Mottl **Leadership in Manufacturing Award**

The Rose Mottl Leadership in Manufacturing Award recognizes women who have worked to advance the manufacturing industry and whose efforts serve as an inspiration to current and future generations of women.

**If you know someone like this, please recognize her.
Obtain a nomination application by emailing
Amanda Cortese at: acortese@tmaillinois.org.**

Submit by January 15, 2017.



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