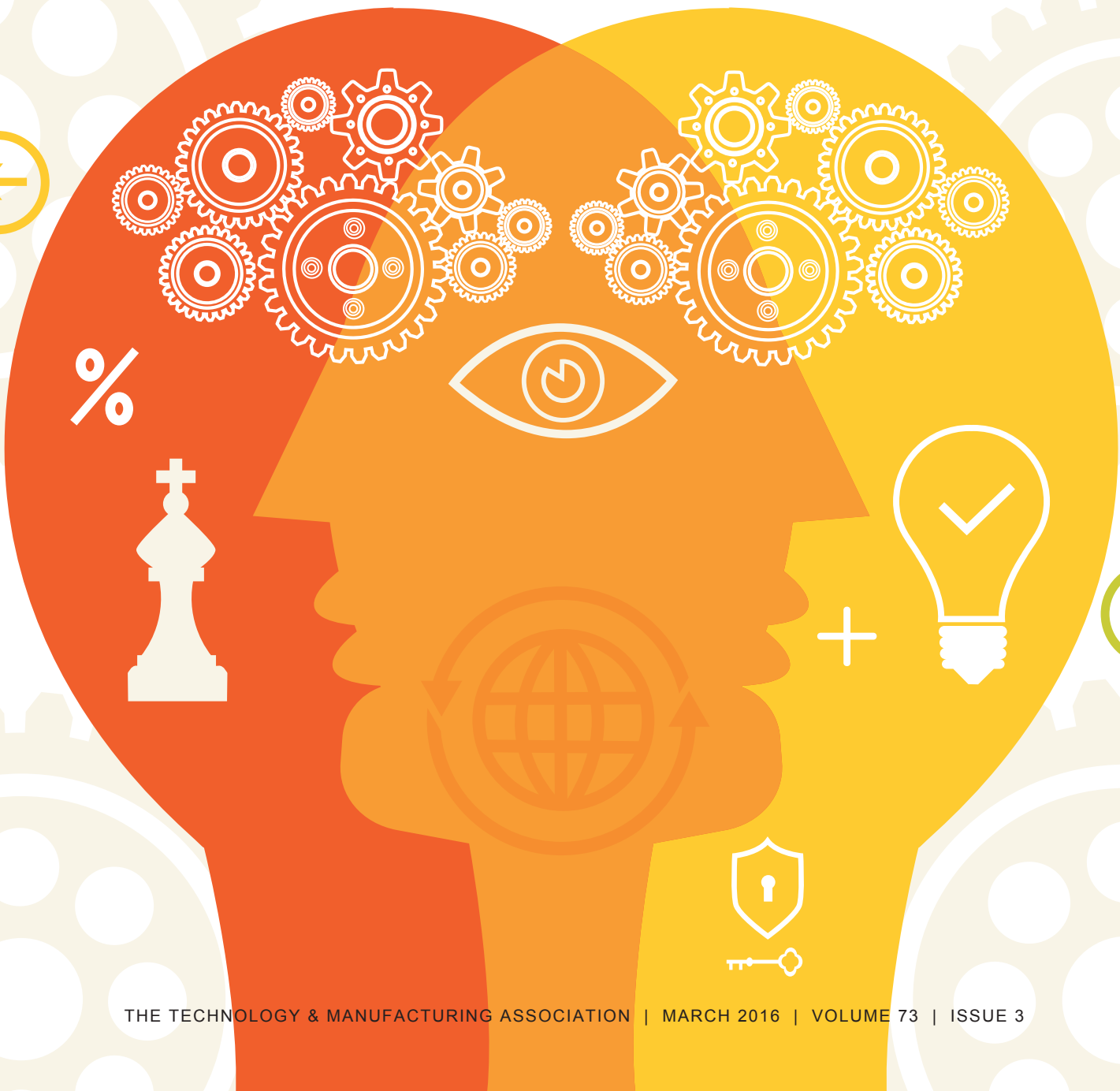




tma news bulletin

THE VOICE OF ILLINOIS MANUFACTURING

TECHNOLOGY & MANUFACTURING ASSOCIATION
PAST | PRESENT | FUTURE





tma news bulletin

- Chairman Jim Carr
- Vice Chairman Aaron Wiegel
- Treasurer Todd Beauchamp
- President Steve Rauschenberger
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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 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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message from the president



Dear TMA Friends,

The focus of this month's News Bulletin - TMA: Past, Present and Future - got me thinking about our Association and the elements of our shared goals.

PAST

Ninety years ago, a handful of Illinois manufacturers got up from their work benches, turned off their Bridgeports, closed up their tool room and took time from **working IN their business** in order to come together and determine how they could **collaborate ON their businesses** and for their industry. These pioneers realized that training tomorrow's workforce was a challenge best faced collectively.

It was 1925 -- just seven years after the Great War killed millions on the battlefields of Europe, six years since the Spanish Flu Pandemic killed 50,000,000 people worldwide, and four years before the Stock Market Crash would usher in the Great Depression. Indeed, these TMA founding fathers were examples of incredible determination. And the vision they had of an association of manufacturers working together to jointly train their employees has not only survived for nearly a century, it has flourished!

PRESENT

As president of TMA, I appreciate that we stand on the shoulders of our founding pioneers and are addressing many of the same challenges they identified nearly a century ago. To meet the current and future workforce needs of our members and our industry, TMA trains hundreds of students in both classrooms and our "hands on" training center. Each year we offer more than 40 courses to meet the needs of TMA members and engage in workforce development through training potential manufacturing employees from both the Safer Foundation and Bethel New Life organizations.

Today we also work to strengthen the core business of our members. We offer employee health insurance, property and casualty insurance, unemployment insurance management services, human resource services, jobs boards, employee recruiting and screening assistance, supply and shipping discount programs and more. TMA is focused on our members, and tries to help solve their problems and grow their enterprises.

FUTURE

Where can we take this 90-year-old heritage in the future? I can imagine a TMA in 10 years with 1,000 manufacturing members, a TMA that leads the Midwest in training and manufacturing workforce development. I think of an association that doesn't just meet the needs of an owner or CEO, but an association that helps develop the next generation of CEOs and owners, of managers, toolmakers, mold makers, foremen and machine operators.

So I think there is a crucial element to TMA's future. It is the same crucial element of 90 years ago, and of today. In the future, TMA needs members with the vision and courage to take some time and stop **working IN their business** in order to **work ON their businesses...together**.


Steve Rauschenberger



cover story

TMA: Past | Present | Future

PERSPECTIVES FROM PAST CHAIRMEN

TMA's FOUNDED FATHERS | LOWER ROW (L-R): Daniel Szantay, Christ Seheel, George Tuttle (Secretary), M.P. Heinze (President), Miles Irmis, Sam Swenson, Morey Bachner. TOP ROW (L-R): Franz King, Hill Laystrom, William Orth, Rudolph Krasberg, Irwin Berkman, Ted Barker

Throughout its 90 years, TMA's Board of Directors has been led by one visionary leader after another, each one knowledgeable and experienced in recognizing manufacturing trends, grasping industrial strengths and weaknesses, as well as projecting future needs.

They each bring to the organization's leadership their own brand of leadership and style in working with a multitude of

fellow manufacturing CEOs – all because they care about the organization's mission statement and its progress.

Six past chairmen took time to answer questions about their tenure as head of the Association.

Marvin Wortell (Chairman in 1979)

Marvin Wortell of Triton Industries, served as board chairman in 1979 – when TMA was still called the Tool & Die Institute.

When asked what he was particularly proud of during his chairmanship, Wortell answered: "I'm proud I still have all my marbles. ...No, obviously, I was very happy for all the help I was able to get from all my peers while being chairman."

During Mr. Wortell's inaugural speech on March 30, 1979, he shared his passion for reselling the merits of locating and doing contract manufacturing business in the Chicago area.

Three primary facts made Chicago the "greatest contract metalworking center in the world," said Wortell, "a below average level of labor problems, an above average number of skilled personnel training facilities, and a below average competition by the giant captive for the employees of contact plants."

Asked why TMA has been important to him, Wortell said: "TMA is a local organization, and as members, you're close to other members. It's different than being part of a national organization. The local organization is cognizant of our area's



Tool & Die Institute Apprenticeship Committee | 1958

problems, and it was wonderful to know all the people available to contact nearby.”

At 97 years old Marvin says it’s important to stay healthy and active when one gets older.

“My hobby now is woodworking, as a furniture and cabinetmaker. I’m physically active every day and I don’t use a walker.”

He attributes his long life to his wife.

“I am very fortunate that I’ve had a wife that was a health food nut 70 years ago. She’s a major factor why I’m doing so well at my age.”

Ed Brandt (Chairman in 1982)

Ed Brandt owned his own manufacturing company before selling it and using his expertise to develop Epic RP, an industrial real estate business.

When asked what made him especially proud of his chairmanship, Brandt recalled that before he became chairman of TMA, the organization was teaching apprentices in high schools like Prosser and Maine West.

“I saw we wanted to do something different. I felt that there’s either college or a trade and they’re equal. I pushed very hard to get into the colleges. We got into Triton College during my presidency, and taught college students – the people we wanted – those guys that were studying engineering. We wanted them to think of owning their own business.”

Asked why TMA is important to him, Brandt said the Association was and is important to him “because the whole future of our country is dependent on manufacturing. It’s so important. I ended up with 47 employees, and more than half of them were apprentices that I trained and taught the trade. I was very active with the apprentice program and very active with every committee in TMA.”

Brandt added: “I tell companies even today, ‘You have to be active in TMA. That’s my

network and that’s where my heart is.”

Asked what words of wisdom he had for current and future TMA Chairmen, Ed noted: “If you come on as a president or board member, you’re a part of an elite group. My license plate says once a Marine, always a Marine. I think of TMA that way. Once in TMA, I’ll always be a part of TMA.”



Governor Jim Thompson (center) at Legislative Dinner | circa 1983

Brandt continued: “What a chairman can do to encourage others into manufacturing is something to consider. I never went to college, but joined the Marine Corps. When I came back, I started an apprenticeship and did better than most doctors make. They spend hundreds of thousands of dollars for their careers. I did better owning my own business. ...I’ll always be a part of TMA.”

Paul T. Prikos (Chairman in 1986)

Paul Prikos, president of X-L Engineering Corporation, served as TMA’s chairman in 1986. When asked what TMA has meant to him over the years, Prikos explained how his introduction to the Tool & Die Institute was because of his dad’s guidance. “I started a business a little different than his, but he encouraged me to get involved in the Institute. ‘You should get on one of the committees over there,’ he told me.”

Prikos recalled: “I remember at one of the first meetings I attended, it was led by Phil Kaiser Sr. I couldn’t believe the openness of sharing – not so much about customers,

sales and things like that – but the sharing about things like unemployment insurance, which was a big concern at the time. He had knowledge of those things and shared it right away. I was impressed that they were not guarded, but were happy to share what they knew.”

“Our company also benefitted from the

training offered at the Institute,” noted Prikos. “Opportunities for our employees and our managers and executive level employees – all helped our business. Some of our employees are now instructing and they enjoy the association as well.”

When asked what made him most proud about his chairmanship, Prikos said: “My year was not as significant as the two years before when we made a move from Busse Highway to Dee Road in Park Ridge. There was some concern about the finances in making that move, so during the year I was chairman, my job was to steady the organization’s financial boat.”

“We didn’t lose any members, we successfully navigated that challenge, and it prepared us for the move TMA just made. There’s a lot of disruption when those changes are made, but my major contribution was keeping it steady. During that phase, we really saw the strength of the association, and it came through and performed well.”

continued on page 12



member profile TMA's 2016 Chairman Jim Carr

CARR Machine & Tool

By Fran Eaton

“If you want something done, ask a busy person,” Founding Father Ben Franklin once said.

Whether intentional or not, the TMA Board of Directors followed Franklin’s sage advice when they tapped Jim Carr to be their 2016 Board Chairman.

Carr is the second generation CEO and President of CARR Machine & Tool, and he’s the co-host of “ MakingChips,” the popular weekly podcast about manufacturing. He serves on Harper College and High School District 211 advisory board promoting the industry, in addition to Elk Grove Village’s Business Leaders Forum.

Old Ben was right. Despite his array of activities, Jim Carr fully intends on getting things done while he’s chairman of TMA’s Board of Directors.

Not only does he plan to make the American public more aware of manufacturing and

its inestimable impact on their lives, he wants to attract more young people to manufacturing careers.

In other words, Carr is focused on “marketing manufacturing” during his year leading the TMA Board.

“My mantra for the year is that I’m going to reach out and engage with manufacturing members, especially the under 25-employee manufacturing member,” Carr said in a recent interview for the News Bulletin.

“I’ve already scheduled nine regional meetings – breakfasts, lunches and happy hours – throughout the Chicagoland region. They will be round table discussions with regular member leaders to talk about what’s on their plates.”

Carr said he hopes to encourage discussion and ideas on how TMA can help.

“I’d really like to focus on smaller companies, which make up a considerable

part of the association,” he said.

Carr’s family business joined TMA over four decades ago. The precision machining company specializes in CNC machining for aviation, medical, oil and energy, as well as automated equipment industries.

Carr’s father started CARR Machine & Tool, Inc. in the family garage and in late 1972, he quit his fulltime job at Circle Tool & Manufacturing Company to devote his time and energy to building the family business.

Carr remembers helping his dad early on. His father would set up drill fixtures on gray cast iron parts, and as a 12 year old, Jim says he would help out by using a milling machine to drill holes.

“I remember like it was yesterday,” Carr chuckled.

At 16, Carr took advantage of his high school’s work co-op program, so he left class at noon and worked the rest of the day at CARR Machine. It was a dream job for a teenager, driving around parts for the family business.

When Carr graduated high school in June of 1978, his parents said they would send him to college or he could go into the family business.

“There I was at 18,” he said. “I remember thinking long and hard. If I fast forward my life 20 years, what path would I take? Where would I achieve my most success?”

Most successful people own businesses, he thought, so he joined his family business. However, being involved in the family business didn’t guarantee a happy ending.

airman of the Board

"I knew if I worked hard, I could have success in this industry," he said.

CARR Machine, like other manufacturers, has had its share of good years and not as good years – most often reflecting the nation's economy. Last year sales were up 20 percent, and like any successful business, CARR Machine has adjusted services and work to reflect changing demands.

"In order to survive the recessions we've been through over the past several decades, we survived by minimizing debt, developing a diverse customer base and being careful not to grow too fast," he said.

Small business owners seldom realize all they have to do to build successful businesses today.

"I think that in my father's era in the 60s, 70s and 80s, they had great mechanical ability, a lot of drive and a little luck along the way," Carr said. "Those three things were good and enough to be successful

two or three decades ago. But now the Internet and technology has completely changed the way we go to market and buy things.

"Now you not only have to have mechanical aptitude, drive and a little luck, you have to be a great marketing person, you've got to have charisma and leadership skills," he said. "You've got to have all those things in order to build a successful manufacturing company now."

Having been a manufacturer with all those pressures and expectations, Carr says he hopes to share his experience with others going through the same thing.

"Getting the new customer, quoting the job, once awarded the job, making it profitable – that is the key thing – then getting the product through the quality control department, and then retention – how do you retain those customers?" are just a part of what manufacturers must handle, he said.

Those are the challenges in a nutshell, he said. It's all about "risk versus reward."

That's the message TMA members will be hearing from Carr over the next 12 months – a mantra from a true believer in American manufacturing and an optimist about the future.

"We've got a lot of great plans for 2016. We have a beautiful new marketing plan, we've got a world class training facility, we've got outreach, we've got government relations, we've got all kinds of great opportunities for our members and prospective members as well," Carr said.

Listening to Carr brings to mind another Ben Franklin quote: "All mankind is divided into three classes: those that are immovable, those that are movable, and those that move."

It's pretty evident which one of those TMA's new chairman is. ●



2016 Chairman of the Board, Jim Carr, speaking at TMA's 90th Annual Dinner



TMA 2016 Annual Meeting

March 3, 2016 | Schaumburg

SCHAUMBURG – “I want all of you, my fellow TMA members and manufacturers to know how proud I am of this association of volunteers who for 90 years, through thick and thin, boom and recession, have continued to keep the association strong,” outgoing Chairman of the Board Fernando Ortiz said at TMA’s annual business meeting on March 3, 2016.

Held at TMA headquarters in Schaumburg, Chairman Ortiz reviewed the organization’s

accomplishments over the past year, and concluded by saying TMA was an important association of wealth builders that come together to share their time, talent and treasure to make manufacturing stronger.

After Chairman Ortiz’s address, TMA President Steve Rauschenberger administered the oath of office to Jim Carr, of CARR Machine & Tool, who was sworn in as TMA’s 79th chairman of the board.

Three members rotated off the TMA Board of Directors – Stacey Bales, Brian Panek and Paul Prikos – and three new members joined the board - Bill Downey, Rich Hoster and Jason Zenger.

The members of the 2016-2017 Executive Committee are Steve Rauschenberger as secretary and president, Todd Beauchamp as treasurer, Aaron Wiegel as vice chairman and Jim Carr as chairman.



Jim Carr accepted his new position by congratulating TMA for a job well done in the past year, and encouraging even better results in the coming year.

TMA is excelling in hands-on training, Carr emphasized.

"In collaboration with the Safer and Bethel Foundations, we are graduating 100 new potential manufacturing employees with two NIMS credentials," he reported to the membership.

TMA is also working to reactivate members that have disengaged.

"For the last 18 months, our membership staff has reached out to inactive members to help bring them back into our events and programming. Staff has made more than 350 member visits in the last year," Carr said.

TMA's benefit programs are growing, and they are now serving over 2,300 manufacturing employees. In addition, the association hosted over 80 events in the past year to provide support and networking opportunities for fellow manufacturers.

TMA's outreach to lawmakers at the local, state and national levels is growing in its impact – something that will hopefully end in making TMA members' lives easier.

"Here's to a robust 2016," Chairman Carr said.

President Rauschenberger tied together TMA's annual report with three key points: "You are members of the best association in the Midwest," he told the members. "No one is doing more for our industry, manufacturing, or more for America's economy than you are as members and manufacturers."

And finally, just before adjourning the Association's 90th annual business meeting, Rauschenberger said, "Being a member of TMA doesn't cost, it pays." ●



TMA 2016 Annual Meeting Dinner

March 5, 2016 | Chicago

CHICAGO - On Saturday, March 5th, over 280 TMA members gathered for a celebration at the Sofitel Hotel in Chicago Water Towers.

After dinner, the annual Rose Mott Leadership in Manufacturing Award was given to Francine Petrucci, President of BA Die Mold Inc. in Aurora.

The first Young Leaders award was given

to Stacey Bales, who became president of Bales Metal Surface Solutions after the sudden death of her father.

The 43rd Winzeler Award was given to Jim Hommer of Hommer Tool & Manufacturing, Inc. Mr. Hommer got into manufacturing by attending classes at TMA. Several years into his career, he returned to teach TMA classes for seven years, before joining TMA's Board of Directors and becoming

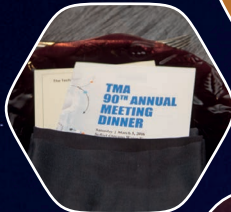
chairman in 2001.

After hearing from former TMA Chairman Fernando Ortiz, incoming Chairman Jim Carr and President Steve Rauschenberger, the dinner celebration was adjourned and followed by a rockin' after-party hosted by TMA's Young Leaders. ●

Photos from the dinner event are on the following pages.

2016 ANNUAL MEETING DINNER

MARCH 5, 2016 | SOFITEL CHICAGO WATER TOWER





continued from page 5

TMA: Past | Present | Future PERSPECTIVES FROM PAST CHAIRMEN

Asked what advice he'd give future chairmen, Prikos responded: "That there's a lot of support for you – you're not going alone. You've got a great staff here at the association and Steve Rauschenberger has been a welcome addition, bringing a new perspective to the association."

There's a willingness to help – the staff puts their shoulder into it, and they pick up their shovel and are willing to work. They don't run out of energy, and have enough in the afternoons to make contributions to the discussion."

Said Prikos, "I got a lot more out of being a chairman than I put into it."

Egon Jaeggin (Chairman in 1989)

Egon Jaeggin, founder of Numerical Precision Inc., was chairman in 1989, and was invited to the White House during his time leading TMA.

Asked how important TMA was to him and his work, Egon said: "Today, I still encourage every shop owner to join a trade association. Deep down inside, I say I never would have made it without the support of TMA. It was like going to Harvard with the seminars that were put on. I went back to the shop and implemented what I learned."

It was a big benefit for me."

Egon continued, "Through the network, everyone involved learns about cooperation, efficiency, productivity and new technology. They offer those opportunities for all machine shops."

When asked what he was especially proud of during his time as Chairman, Jaeggin noted: "The proudest moment for me was when the president of the United States George H.W. Bush congratulated us for starting the Education Foundation. Ultimately, he invited me to the White House. However, I don't want to take the honor away from Norbert Stengel (TMA) who initiated the Foundation."

"Another proud moment during that year was going over our Foundation fundraising goal of \$1 million to raise \$1.3 million," said Egon. "I was proud to be a part of the Foundation."

"I had a dream that one day we would have our own tech center, and 25 years later here we do – with the new, fantastic training center at the TMA headquarters in Schaumburg."

Regarding what words of wisdom he has for current and future chairmen, Egon says "It was an enormous benefit as chairman of the board to learn to work with a board of directors and a strong staff. It is important to show leadership and provide guidance. I took that experience as chairman back to

my shop. It was an enormous benefit."

Paul Ziegenhorn (Chairman in 2011)

Paul Ziegenhorn, founder of Matrix Tooling Company, was chairman in 2011, and was especially involved in reviving TMA's training program after a 10 year slowdown – something he is especially proud of.

"For the ten years before I became TMA chairman," says Ziegenhorn, "there was a slowdown in training. Apprentice training is near and dear to me. Every business should be looking at the average age of their staff. It's not good for your business – and toxic for your future – if the average age on your shop floor is 55."

"TMA lost a lot of training base and we made a push to change that while I was chairman. Now we see a lot more investing in TMA apprenticeship programs."

Asked how the Association has helped manufacturing and his own work, Paul says "TMA has done an outstanding job of taking that training to new levels. They've expanded the training offerings to go from the highest levels of corporate suites down to levels of apprenticeships. The average person wants his employer to invest in him."

"Now the economy has changed things," says Ziegenhorn. "Manufacturing jobs are now on the table as viable careers."

"We're seeing in some high schools that



TMA Apprenticeship Class | 1985



TMA Instructor Jack Krikorian showing students a machine in the Association's state-of-the-art training center | Manufacturing Day 2015

they have manufacturing programs, STEM programs, Project Lead the Way, and others, and they're full. In our company, that I co-founded 38 years ago, we have been putting in place the next generation with TMA's help. Our hope is that TMA will help keep that going for the generations to come. We want our company to continue ... forever."

When asked as a former chairman what counsel he would give future leaders at TMA, Ziegenhorn said: "I would say get used to the fact that during your time on the board, you're going to run into at least one exceptionally difficult and stressful period where there will be difficult changes within TMA - personnel, business, planning. You need to realize that you have people in the same boat as you. You need to tap them for their expertise and see how they can help you. It will be valuable."

Steve Kase (Chairman in 2012)

Steve Kase, of ASK Power, served in 2012 as Chairman of the Board, and was proud of ending a challenging year with a budget in the black – the dream of any organizational head.

Kase is especially proud of the fact that TMA got involved in hands-on CNC training

during his chairmanship.

"We transitioned our 90 years of apprenticeship into the modern digital world," says Kase. "We took a risk as a board and invested money. It's turned out so successfully for us it's become a real profit center – a source of our internal growth and improvement of our employers and employees, in terms of training and capabilities."

Kase notes that it "was a real highlight of 2012. That – and we made a lot of money as an association after some tough years."

To Kase, the importance of TMA is in its education component.

"One of the most exciting things in my time since being chairman of the association in relation to education outreach is how well regarded TMA is for its training activities, how much the region looks to us as an example of how to invest in our employees and how to support our employers' growth," says Kase. "Whether it be World Business Chicago, state grants, whether it be the process of training people in and around the TMA locations. Everyone looks to TMA as the premiere trainer in this state, and that's something to very proud of."

"Chicago is the number three manufacturing

site in the U.S., but it is a city that has been hurt more since the recession than many others," notes the former chairman. "TMA has been a leader in training because our people are very involved in advanced manufacturing developments. When the recession occurred and we had literally hundreds of members go out of existence, the members got involved in advanced manufacturing skills training and marketing, and I'm very proud of what we accomplished in that sense."

Asked what wisdom he might impart to future chairmen, Kase counselled: "Enjoy the time."

"Know that everyone wants a blessing when they meet you. And know that there's a lot of momentum going in the right direction. Follow your heart because all the chairmen I know - both past and present - recognize we have a very good thing going. We just have to make sure we keep our hearts and our minds in that same direction." ●



DISCOVER MORE WITH MAZAK™

Mazak's 2016 Midwest Technology Center Event
in Schaumburg, IL

Machinery Systems invites you to **Discover More with Mazak™**. At this exclusive event, you'll discover more than 20 of Mazak's latest machine tools (several featuring the new SMOOTH TECHNOLOGY platform), innovative iSMART Factory concept (featuring Mazak's SmartBox) and gain valuable industry insight through interactive learning with Mazak's VIP's (Value Inspired Partners).

Follow us on Twitter @MachSys for all the latest event news.

What: Discover More with Mazak™ Midwest 2016
Mazak's Annual Midwest Technology Center Event

When: April 19 - 21, 2016
9 a.m. - 6 p.m.
(Lunch provided daily)

Where: Mazak Corporation
Midwest Technology Center
300 East Commerce Drive
Schaumburg, IL 60173

Register: mazakusa.com/moremidwest
Call 847.490.7924



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"We made a go at implementing EOS on our own with less than satisfactory results. Since working with Clark we have been posting record results and our team has gelled as never before and morale is sky high! My wife can't believe that I'm working shorter days yet accomplishing much more than I did pre-EOS. Working with Clark has proven to be a great move." - Jason Surber, ATF-Inc



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TMA Member



tma | events

MARCH 24

IT Peer Group

Join fellow IT professionals to discuss issues being confronted, and develop solutions and best practices. The group will meet at motherG in Itasca.

TIME: 11:30am - 1:30pm

COST: Free

LOCATION: Itasca

MARCH 24

Operations/Plant Managers Peer Group

Join fellow operations and plant managers to discuss issues being confronted, and develop solutions and best practices. The group will meet at Savage Bros. Co. in Elk Grove Village.

TIME: 11:30am - 1:30pm

COST: Free

LOCATION: Elk Grove Village

MARCH 24

Millennials, Wages and the Economy

The second in a three-part series on millennials and manufacturing, this event features William Strauss, Senior Economist and Economic Advisor for the Federal Reserve Bank of Chicago.

TIME: 4:30pm - 7:00pm

COST: \$20

LOCATION: Hoffman Estates

MARCH 30

New Member Breakfast

We invite all 2016 new members to join TMA for breakfast and a tour of our facility. Come meet your TMA staff and check out the resources available to you as a member.

TIME: 7:30am - 9:00am

COST: Free

LOCATION: Schaumburg

APRIL 7

TMA Manufacturing Career Fair

In partnership with Township High School District 214, TMA is hosting a career fair featuring manufacturing technology students from Wheeling, Rolling Meadows, and Elk Grove High Schools.

TIME: 12:00pm - 2:00pm

COST: \$25

LOCATION: Schaumburg

APRIL 13

Amada/TMA Manufacturing Career Fair

TMA members interested in hiring high school students and soon-to-be graduates for full-time summer jobs and internships should participate by contacting Greta Salamando at TMA.

TIME: 3:00pm - 6:00pm

COST: Free

LOCATION: Schaumburg

APRIL 14

Lunch & Tour: Fluid-Aire Dynamics

Fluid-Aire Dynamics is an industry leading partner for compressed air equipment, parts and service. Guest speakers include Ryan Wiegel of Wiegel Tool Works, and Tony Jaswal of General Energy.

TIME: 11:30am - 1:30pm

COST: \$35

LOCATION: Schaumburg

MAY 12

Lunch & Tour: Pneu-Fast

Pneu-Fast Co. manufactures collated nails and staples for use in name brand pneumatic tools. Originally founded as Chester Brothers Mfg., Pneu-Fast now operates from its 40,000 sq. ft. plant in Evanston, Illinois.

TIME: 11:30am - 1:30pm

COST: \$35

LOCATION: Evanston

tma | new members

Adage Technologies

Chicago, IL

www.adagetech.com

American Precision Assemblers, Inc.

Hampshire, IL

www.apaconnects.com

Bank Financial

Schaumburg, IL

www.bankfinancial.com

FANUC

Hoffman Estates, IL

www.fanucamerica.com

Greenway Metal Recycling

Chicago, IL

www.greenwaymetalrecycling.com

Nation Pizza & Foods

Schaumburg, IL

www.nationpizza.com

Skill Scout, Inc.

Chicago, IL

www.skillscout.com

tma | march calendar sponsor



TMA Benefit Services, Inc. (TMA-BSI) is the only insurance agency in Illinois that is owned by the manufacturing community. A full service insurance agency, TMA-BSI can meet the unique needs of manufacturers.

To find out more, contact Brian Wohlfeil at bwohlfeil@tmailinois.org or 847.993.2122.

COMING SOON INTRO TO C&Y AXIS + SUB SPINDLE



This course will introduce the concepts and capabilities of multi-axis CNC turning centers. Emphasis is placed on Y-axis program application, C-axis indexing, and live tooling. Upon completion, students will be able to write a basic turning center G code program which will include X, Y, Z, and C axis of motion. Course content includes:

LIVE TOOLING

- Tool set up
- Plane selection

C AXIS PROGRAMMING

- M functions for programming C axis
- C axis coordinate system
- Feed rate calculations for C axis

SPINDLE CONTROL

- M codes related to part transfer
- Synchronized spindle rotation
- Workpiece transfer
- Machining toward sub spindle

Y AXIS CONCEPT

- Y axis milling & drilling

PROGRAMMING EXAMPLES

- C axis drilling on Z axis face & X axis diameter
- Polar coordinate interpolation

DATES: T/Th, 4/19 – 5/12

TIME: 6:00pm – 9:00pm

REGISTER: education@tmaillinois.org
or 847-825-1120

APRIL 2016

3D Milling

4/2, 4/9, & 4/16 | 8:00am – 3:00pm

This 21-hour course will focus on transitioning from G code to CAM programming. Students will use Mastercam to program and machine new projects varying in degrees of complexity.

Basic Blueprint Reading

4/30 & 5/7 | 8:00am – 4:00pm

This 16-hour introductory program explains the importance of engineering drawings in manufacturing and describes how drawings are portrayed and information communicated.

MAY 2016

Introductory CNC Training (Level 1)

Mondays & Wednesdays, 5/2 – 8/24 | 6:00pm – 9:00pm

This NIMS-accredited program combines theory and hands-on training in setup, operation, and programming of a CNC mill and CNC lathe.

Intro to Manual Machining

Mondays & Wednesdays, 5/2 – 8/24 | 6:00pm – 9:00pm

This course will introduce the concepts and capabilities of a manual lathe, mill, grinder, and drill press. Students will understand and develop the fundamental machining skills needed for industry.

Intermediate Swiss CNC

Mondays & Wednesdays, 5/2 – 6/27 | 6:00pm – 9:00pm

This new course will focus on more advanced concepts related to Swiss-type machining. Students will learn complete part processing in this hands-on, project-based class.

Comprehensive GD&T

5/7, 5/14 & 5/21 | 8:00am – 3:00pm

This course will bring all participants to an operational level of understanding of all GD&T concepts, applications, and inspection. It will focus on actual industry drawings utilizing GD&T concepts.

HAAS Mill Seminar

Saturdays, 5/7 – 6/11 | 8:00am – 2:00pm

This course combines theory and hands-on training in setup, operation, and programming of a HAAS CNC mill. This course features a specialized curriculum and new part drawings.



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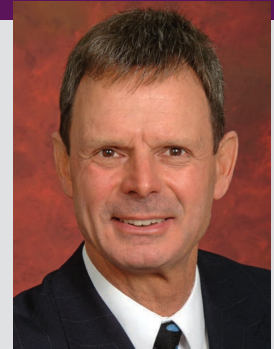


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TMA MEMBER



NAM Outlook: Gloomy, with a Chance of General Dread

NAM: “In spite of improved overall economic data of late, the manufacturing sector remains challenged. With discouraging data, it’s no wonder manufacturers remain anxious.”

By Matt LaWell

The National Association of Manufacturers released quarterly results for its 2016 Manufacturers’ Outlook Survey, and the results are ... rather glum.

Just 56.6% of the 348 manufacturers of varying sizes who responded from all around the country are positive in the outlook of their own company, down from 59.6% in the fourth quarter of 2015. Large manufacturers the least optimistic at 51.1% (down from 56.5%), with medium and small manufacturers slightly cheerier (at 57.9% and 60.3%, up from 54.7% and down from 60.3%, respectively).

The over manufacturing outlook index? That’s down, too, to 38.6 from 40.7.

“In spite of improved overall economic data of late, the manufacturing sector remains challenged,” NAM chief economist Chad Moutray said. “With discouraging data — from declining manufacturing production to a downshift in demand and shipments — it’s no wonder manufacturers remain anxious.

“Our challenges are far from over, and this survey’s data make it clear that global headwinds and inaction in Washington on pro-manufacturing policies continue to hamper manufacturers’ outlook.”

Other numbers and facts worth knowing from the quarterly survey:

The 56.6% of all manufacturers who said they were positive or very positive about their own business’ current outlook are part of a shrinking number. That figure has dropped now in six straight quarters, starting in the fourth quarter of 2014, from 91.2%, to 88.5%, then plummeting the rest of 2015 to 76.3%, 67.3% and 59.6%.

Sales expectations have dropped significantly, too. Fifteen months ago, manufacturers said they expected sales to grow 4.5% over the next year. This time around, they expect them to grow just 0.4%, and 30.4% said they expect sales to drop during the same stretch. (Just three months ago, only 20.3% thought they would drop.)

Health insurance costs were cited as the top business challenge by almost three-

quarters of all respondents (73.9%), with costs climbing 7.6% over the next year. A similar 73.0% said tax and regulatory concerns remain top of mind, and they’re “frustrated with the lack of comprehensive tax reform and with a perceived regulatory assault on their businesses.”

Manufacturers are strongly against any rate increases from the Federal Reserve, with 70.2% responding that the economy is still generally weak enough to hold off on hikes and 20.1% saying the Fed should continue its normalization process.

Oh, and along the same lines, a whopping 85.6% said the country is headed “on the wrong track”, up from 81.5% three months ago. Just 3.7% said they feel like the U.S. is headed in the right direction.

A few other challenges listed by manufacturers: Depressed energy prices and low oil prices ... excess steel in the marketplace ... growing governmental intrusion into business ... the stronger U.S. dollar, which is making offshore sourcing more attractive to customers ... and a general lack of confidence and anxiety stemming from current presidential campaigns and threat of terrorism.

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MEMBER APPROVED

Since 2012, we've been honored to provide our services and expertise to a variety of TMA members — all with their own unique business model and set of challenges.

OUR CLIENTS



WORKING WITH THE D&H TEAM

COVERAGE



panekprecision.com

Challenge: Panek Precision is extremely loyal to vendors and had been doing business with its prior insurance provider for over 25 years. But after thorough review, we uncovered a major error in its existing policy that would have left the company uninsured for over \$1,000,000 in part of its operation.

Solution: Panek Precision switched over to us. We reduced its premiums by over 25% after correcting the coverage. Panek Precision now has better coverage at a lower cost.



ergoseal.com

Challenge: Ergoseal expanded its business by purchasing two other manufacturing companies. During this time, ownership felt it was necessary to reevaluate the insurance program.

Solution: After meeting with us, Ergoseal noticed severe gaps in coverage that could cause financial hardship or even threaten the survival of the business. We corrected the coverage, and to help pay for the increased cost, we reduced Ergoseal's existing program by 29%.

SERVICES



abet-industries.com

Challenge: 21 days after writing its insurance program, Abet suffered a \$1,500,000 fire and smoke loss.

Solution: Immediately, we dispatched a smoke remediation crew to begin cleaning the premises. In the first week, we issued a \$100,000 advance check to the insured to cover immediate expenses. We contracted, coordinated, and paid for the rebuilding, so Abet could concentrate on restoring its manufacturing operations. In addition, our agency negotiated an additional \$90,000 on the replacement of two machines and lost business income.



abhmf.com

Challenge: ABH takes safety very seriously. It was crucial to update its safety program including ongoing OSHA training for its employees, but time to do so was a major factor.

Solution: As part of our standard services, we provide our clients with safety and OSHA consulting at no extra cost. Today working with us, ABH is completely up to date with its safety program and all necessary training.

COST REDUCTION



kinneyelectric.com

Challenge: The current program pricing was not competitive in a challenging marketplace.

Solution: With a wide variety of insurance carriers, we wrote Kinney's insurance program and provided a 27% savings, and still provided this member broader coverages than its prior plan. Kinney Electrical also utilized our safety services to enhance a safe working environment for its employees.

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INSURANCE AND RISK MANAGEMENT

2015 Best Plants Winner: Bringing out the Best in Good Workers at Camcraft

The manufacturer of precision parts has always valued communication and teamwork, but its intentions crystallized in 2011, when it began its lean journey.

By Laura Putre

Making precision parts like brake assemblies and fuel injector and valve bodies for the Toyotas and Cummins of the world is a sophisticated, expensive proposition. You've got to be up on the latest and best equipment, and you've got to be willing to invest in good employees—paying them well for their skills, giving them opportunities for training, and keeping the lines of communication flowing so good ideas quickly see the light of day.

Camcraft, a manufacturer of precision parts in Hanover Park, Ill., has long put a premium on communication and teamwork. Steve Olsen, vice president of operations, remembers what sold him on the company almost 20 years ago, during his first visit there. He walked into CEO Michael Bertsche's office and saw all the company's metrics tacked to the wall, where anyone could see them.

"I liked the fact that they were open with their results and where they were headed and how they were doing, whether it was good news or bad news," he recalls. "This shocked me after working at places that gave the public more information than they gave their own their own employees."

That communication became a "cadence that connects every part of the company" in 2011, when Camcraft began its lean journey. Management benchmarked several plants around the country—including U.S. Synthetic and Barnes Aerospace—collecting best practices, and then set about laying out a more ordered way of doing things.

Now, every meeting, from shop floor

confabs to executive retreats, is tied into the bigger picture. Each fall Camcraft leadership drafts a sales plan for the coming year, then a capital plan where it decides where it will invest 10% of sales from the year before (much of it goes to keeping automation state-of-the-art). Next, 60 key employees from different areas of the plant meet for a fall leadership meeting, where participants hash out a business plan that is then distributed to all employees. The plan is executed at different levels through quick daily meetings—production meetings for supervisors and huddles for operators—and weekly action plan reviews that address bigger issues.

To encourage idea-sharing, Camcraft's 270 employees are expected to come up with and implement one continuous improvement idea per month, from a simple idea like blending in a sharp corner on a work station to coming up with a hack for an tool. "We really don't care how complicated it is; we just want everyone involved," says Olsen.

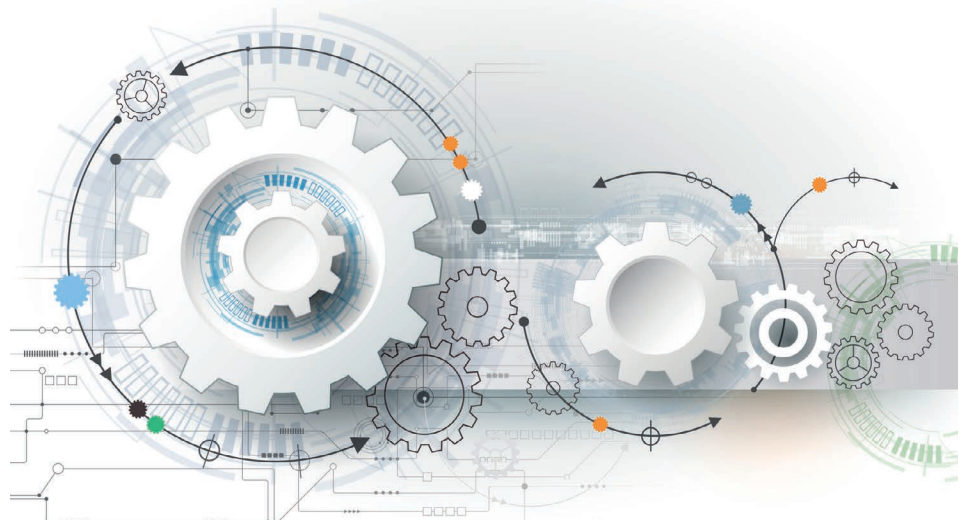
Employees also receive regular training. Camcraft has an in-house training center run by all-around machine guy Don Slawinski, who has 49 years of experience in the trades.

Promising new employees are fast-tracked for apprenticeships, done while they're on the clock, that cover a panoply of shop-floor skills in 2 ½ to four years: understanding blueprints, metrology (measuring instruments), machining.

Before they can learn CNC machining, Slawinski puts the recruits through their paces on the old-warhorse mills. "Too many people get out here on the new machines and start pushing buttons and they don't know how metal cuts, how it feels and why we have all the tooling and the angles," he says. "There are a lot of technical terms, and I'm a stickler for that."

Camcraft refined its client base about 15 years ago with customers' demands for increasingly sophisticated components, and a push to invest in top-of-the-line automation. It's a push that has paid off in 22.6% growth in gross profit over three years, and productivity up 24.6%, with a dream list of clients: Caterpillar, TRW, Denso, Bosch, Honda and Ford. ●

From IndustryWeek.com. Used with permission.



TMA Hosts Roundtable with State Sen. Van Pelt at Freedman Seating

CHICAGO - On Monday, February 22nd, TMA hosted state Senator Patricia Van Pelt (D-5th District) for a roundtable discussion about manufacturing issues at Freedman Seating Company on Chicago's West Side.

"I'd like to thank Senator Van Pelt for taking time out of her busy schedule to sit with us and discuss issues of importance to the manufacturing community," said TMA Government Relations Committee Chairman Zach Mottl. "It is critical for our elected leaders to understand the key initiatives we support in Springfield, such as workers' compensation reform. Other issues pale in comparison to Illinois manufacturing's need for workers' comp reform."

Senator Van Pelt, who represents a wide swath of Chicago's North and West sides, said, "I want to see manufacturers succeed,

and Freedman Seating is a prime example of a great local success story. I know that workers' comp reform has been discussed for some time in Springfield, and I hope to add my views to that ongoing discussion."

Freedman Seating is a 120-year-old Chicago company that manufactures seats and seating-related products for many different uses. Product lines include bus, rail marine, delivery truck, specialty and commercial vehicle seating. They employ over 700 in Chicago.

"Employers have an obligation to take care of injuries caused on the job. However, it is fraudulent claims that degrade the commitment we've made to our employees and their families," Freedman Seating President Craig Freedman said. "We need serious workers' comp reform as the current system is failing small and mid-size



companies, employees and taxpayers."

TMA's roundtable with Senator Van Pelt was the first in a series of briefings TMA plans to host with members and state lawmakers throughout 2016. TMA will also host their annual Mayors for Manufacturing Conference on May 10th at Prairie State College in Chicago Heights. ●

TMA Meets with Congressman Roskam at Kreis Tool & Manufacturing

ELGIN - Illinois Congressman Peter Roskam toured Kreis Tool & Manufacturing Company in Elgin, Illinois on March 8th, 2016, along with TMA President Steve Rauschenberger.

Kreis, which focuses much of its work in ground support equipment for aerospace companies like Boeing and Northrup, also makes medical devices.

Five-term Congressman Roskam opened a roundtable discussion with questions as to the challenges Kreis Tool & Manufacturing is facing.

Kreis representatives reported ongoing

efforts to regain work lost over the years to China. They told the Congressman what a challenge it is to compete with manufacturers overseas, and to offer comparable products at comparable prices.

"Because of required specs, along with labor and production costs, it's very difficult to compete with the Chinese," one discussion participant said. "Our costs are often five times theirs."

The 6th district is one of the most conflicted districts in the country on China, Roskam told the group.

"There are some people that look at China



as this malevolent operation, and there's a lot of evidence to that," he said. "There

continued on next page



are other people that say they want to sell rubber gloves to China, so they want to lower the barriers to sell their products. We've got a lot of sorting out to do – including addressing the national debt.”

Along with the challenges of dealing with overseas competitors, TMA President Rauschenberger shared with the congressman an array of on-site challenges manufacturers in the 6th CD face.

“We’re working on educating state lawmakers more than Congress members on this, but the property tax system in Illinois is a real problem for Illinois manufacturers. We’re in the heart of six or seven zip codes that are the strongest tool and die, molding zip codes in America, yet we have a predatory property tax that charges manufacturers excess property taxes, and in Cook County, extraordinarily high ones in the collar counties.

Not only do we have the Mexico and China questions, we have a struggle to get Springfield to understand what we’re facing. Manufacturers have to control their government expenditures because costs like property taxes affect competition with other providers nationally and internationally.

“The second big challenge is the skills gap,” Rauschenberger said.

As more and more skilled workers retire, there is a big disconnect between the K-12 education system, community colleges and universities and employability. Too many of the students coming out of the education system need remediation, he told Congressman Roskam.

There is some progress being made at the local level in reaching out to high schools and higher education, but definitely not enough to fill the manufacturing openings.

The third piece is the fundamental income

tax problem, using the back tax system. Tax system reform is needed.

“Our area manufacturers are carrying the burden more than the rest of the nation has to carry,” Rauschenberger said.

“There’s no reason to walk away from the industry where wealth is made,” he said. “Give us some public policy that doesn’t discourage us.”

After the discussion, John Kreis, grandson of the company’s founder, and Tom Hay, material manager, showed Rep. Roskam and TMA President Rauschenberger around Kreis’ shop floor. ●



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