



# tma news bulletin

THE VOICE OF ILLINOIS MANUFACTURING

**UP IN SMOKE?**  
THE IMPACT LEGALIZED  
MARIJUANA COULD HAVE  
ON YOUR BUSINESS





# tma news bulletin

- Chairman **Aaron Wiegel**  
Wiegel Tool Works, Inc.
- Vice Chairman **Todd Beauchamp**  
ASK Power
- Treasurer **Rich Hoster**  
Smith & Richardson, Inc.
- President **Steve Rauschenberger**  
TMA
- Directors **Ben Barnett**  
Principal Manufacturing Corp.
- Jim Carr**  
CARR Machine & Tool, Inc.
- Bill Downey**  
Hi-Grade, LLC
- Tom Hacker**  
C & L Supreme
- Tom Hilaris**  
Sieber Tool Engineering L.P.
- Wade Keats**  
Keats Manufacturing Co.
- Patricia Miller**  
MATRIX 4
- Rocco Palmi**  
RAMCEL Precision Stamping, LLC
- Jeff Pope**  
WS Hampshire, Inc.
- Jason Zenger**  
ZENGERS Industrial
- Managing Editor **Dennis LaComb**
- Editor **Fran Eaton**
- Contributors **Steve Rauschenberger**

TMA News Bulletin is published regularly by the  
Technology & Manufacturing Association  
1651 Wilkening Road | Schaumburg, IL 60173  
www.tmaillinois.org

## technology & manufacturing association

Founded in 1925, the Technology & Manufacturing Association (TMA) represents and supports manufacturers in the Chicago metropolitan area and surrounding counties in northern Illinois, northern Indiana, and southern Wisconsin. TMA has almost 1,000 members representing over 32,000 employees and nearly 26 million square feet of manufacturing plant.

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.

# table of contents



## Legalized Marijuana and the Impact on Your Business

Page 4



## Illinois Launches New Attempt at Paid Family Leave

Page 6



## Member Profile: Nicole Wolter of HM Manufacturing

Page 8



## News Clips About Marijuana Controversy

Page 10



## Affiliate Focus: Brian Kern of M&M Bank

Page 11



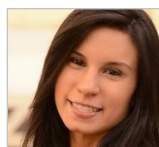
## Manufacturers Support Infrastructure Investment

Page 14



## Manufacturing at Highest Level Since 2005

Page 15



## Meet the TMA Staff: Amanda Cortese

Page 15

## tma | new members

Welcome to the newest members of the  
Technology & Manufacturing Association

### **Advanced Machine & Engineering**

Rockford, IL  
www.ame.com

### **B & R Grinding, Inc.**

Franklin Park, IL  
www.brgrinding.com

### **Busey Bank**

Burr Ridge, IL  
www.busey.com

### **Creative Resource Personnel, Inc.**

Elgin, IL  
www.crpinc1.com

### **Hoffer Plastics Corporation**

South Elgin  
www.hofferplastics.com

### **Precision Punch Corp.**

Berlin, Ct.  
www.ppunch.com

### **Rockford Area Economic Development Council**

Rockford, IL  
www.rockfordil.com

### **Selden Fox Ltd.**

Oak Brook, IL  
www.seldenfox.com

### **Slidematic Products**

Chicago, IL  
773/545-4213

### **Tungaloy America, Inc.**

Arlington Heights, IL  
www.tungaloyamerica.com



## message from the president



### **TMA Members & Friends,**

Buckle up employers. The next few years look like they will continue to be challenging.

When I left the State Senate 2007, you could count me among those who believed that the “War on Drugs” was less than a success. I was concerned at the time that nearly 50% of Illinois inmates in our prison system were incarcerated for non-violent drug offenses. These “guests” of the state were costing taxpayers around \$18,000 per year each. At the time, I favored decriminalization of drug possession (though not of drug dealing).

Decriminalization is one thing, legalization of recreational use is a very different thing. Two years after defying federal law and legalizing the medical use of marijuana Illinois seems on track to seriously consider the legalization of the recreational of pot. Whew!

There are some serious questions for employers raised by both medical use and recreational use, among them are:

**a) Testing.** Available tests for marijuana use cannot pinpoint recency (or when the drug was last used). Are you willing to lose a great employee for weekend use of pot? How will you be able to ascertain that an employee is not under the influence at the job?

**b) Medically related use.** If an employee has a doctor’s prescription for pot use, are they protected under the American’s with Disability Act (ADA)? Or will they be in the future?

**c) Zero Tolerance.** If a drug is illegal, a “Zero Tolerance” (ZT) employer policy makes pretty good sense. But in these times of skilled employee shortages, does ZT make sense if marijuana is legalized?

**d) OSHA.** If pot is legalized, how long before we can expect OSHA and our liability insurance safety experts to weigh in with their requirements and perspective. And what will it cost to comply?

Like it or not, forewarned is forearmed. TMA member companies need to start preparing for a different kind of future.

A handwritten signature in black ink that reads "Steve Rauschenberger".  
**Steve Rauschenberger**

---

# UP IN SMOKE?

## THE IMPACT LEGALIZED MARIJUANA COULD HAVE ON YOUR BUSINESS

Suppose a company has federal contracts to make precision parts requiring consistent accuracy. The slightest mistake or failure in quality could mean a lost contract, fines, or worse.

Now suppose one of the company's employees, who is involved in the manufacturing of those parts, is impaired by marijuana in his or her system.

How does a manufacturer handle a situation like that?

Some argue that it's no big deal; that's what quality control is for. Others warn that it is a serious, and growing, threat that impacts the safety of the employee, their colleagues, and the company.

Either way, the push to legalize marijuana is making its way to center stage in the Illinois General Assembly. Should the Land of Lincoln become the first state in the Midwest to legalize recreational use of marijuana? If it does, how will that impact workplace employment, safety, and productivity?

### EMPLOYMENT

#### 50% of job applicants fail required drug tests.

Maintaining and growing a reliable, qualified workforce is at the top of every manufacturer's list. While it is hard enough to engage the "next generation" in pursuing careers in manufacturing, drug use is another obstacle to overcome.

A recent study published in *The New York Times* showed that up to half of good-paying factory job applicants in the upper Midwest fail required drug tests. Drug use and abuse is draining the talent pool - not only from increasing use of marijuana, but also abuse of prescription opioids and alcohol.

In states like Illinois with exceptionally high workers' compensation insurance rates, accidents involving staff under the influence of drugs could financially devastate a company.

"Due to the high accident rates in the manufacturing industry, it is vital for management to take necessary steps to implement programs and procedures that will increase manufacturing safety and worker productivity," the drug testing service Confirm Biosciences reports.

On the other hand, Illinois' current medical marijuana law prohibits employers from discriminating if an applicant or employee is a registered medical marijuana patient.

### SAFETY

#### Relaxing drug policies isn't option for some

Allowing a worker to handle heavy or life-endangering equipment or machinery while under the influence of medical marijuana, opioids or even alcohol could result in serious injuries.

"The lightest product we make is 1,500 pounds, and they go up to 250,000 pounds," one Ohio manufacturer concerned about the use of drugs in his plant said. Workers there pull steel containers from a high temperature forge with sparks flying in all directions.

"If something goes wrong, it won't hurt our workers. It'll kill them — and that's why we can't take any risks with drugs," he said.

Even as many states decriminalize recreational marijuana use or allow access by prescriptions, "relaxing drug policies isn't an option for manufacturers in terms of insurance and liability," Edmond C. O'Neal of the non-profit Northeast Indiana Works told *The New York Times*.

And loosening drug policy restrictions often translates into more public acceptance of once-illicit drug use, studies show, and with that, the next generation tends to experiment more often.

#### Legalization and the Illinois General Assembly

The dilemma of what to do with drug-impaired workers is likely to intensify for Illinois manufacturers as the decision whether or not to legalize recreational marijuana is expected to soon come before the Illinois General Assembly.

State Rep. Allen Skillicorn (R-East Dundee) announced that he would be one of the first socially-conservative state lawmakers to urge the recreational legalization of marijuana in Illinois. However, he says, while the change in drug policy would broaden access to marijuana, the policy should not preclude business owners from taking action if an employee's work is affected.

"Manufacturers would still be able to legally test for drugs and if they have a set policy, they would be able to terminate for medical or recreational usage. There's nothing wrong with that," Skillicorn said.

## PRODUCTIVITY

### Manufacturers need to prepare for policy changes

TMA's Government Relations Committee Chairman Zach Mottl of Atlas Tool tends to agree with Skillicorn's position, suggesting the determining factor about a shop's stated policy should be whether the presence of marijuana in an employee's system is resulting in any quality defect.

"Manufacturers, like any employer, do not have much control over what employees do on their own time and what health conditions they have," Mottl told *TMA News Bulletin*. "This includes alcohol, marijuana, prescription drugs (both prescribed or illicit), diabetes, heart conditions, arthritis, cancer and chemotherapy, lack of sleep, stress at home, etc.

"There are so many factors that might affect how an employee performs a function like this. That is why the employer, who is responsible for the mission critical part, must always be vigilant in testing and verification of parts before shipment," Mottl, who is Chief Alignment Officer at Atlas Tool & Die Works, said.

"I do not think marijuana in someone's system is a disqualifier, just like any of these other factors are not disqualifiers by themselves. However, if the employee appears to be intoxicated or is otherwise unsuitable for work, that needs to be dealt with immediately, regardless of the reason," he said.

If an employee is not exhibiting signs of intoxication and their work quality and safety procedures are all there, then the presence of drugs in the system doesn't really matter, Mottl said.

A contractor is ultimately responsible to verify the quality of the work and suitably test the parts just in case any factor, not just the possibility of pot usage, starts impacting quality, he said.

## PREPARATION

### Time to update employee handbooks

Human resource advisors say companies must include an updated section in their employee handbooks about alcohol and drug use – explaining clearly what the companies will and will not allow.

Since Illinois is facing financial shortages and legalized marijuana promises a new substantial revenue stream, manufacturers need to prepare for the possibility that Illinois may become the 10th state to legalize recreational marijuana. Cook County is already asking voters their views on the topic in an upcoming ballot measure.

"In light of these realities, Illinois employers would be wise to secure more legal protections against workplace intoxication of all types, in exchange for their support of legalized marijuana," GRC Chairman Mottl said.

He noted that whether high, drunk, or on prescription pills, people should not be working in those conditions. Employers should have strong protections that include allowing employers full discretion when it comes to the burden of proof.

"I think it's a pragmatic approach that can result in win-win scenario while also moving the industry away from gangs and drug dealers and into a regulated environment where it's safer, controlled, and where the people selling pot legally aren't pushing harder drugs either," Mottl said.

For or against, pro or con, the issue of legalizing recreational marijuana is one that employers cannot shove under a rug. It's an issue that Illinois manufacturers will face – sooner rather than later.



# ILLINOIS LAUNCHES NEW ATTEMPT AT PAID FAMILY LEAVE

A member of the Illinois General Assembly is urging Congress to establish a no-cost federal paid parental leave benefit to ensure new moms and dads the opportunity to bond with their new babies for the first few months after birth.

“Parents need time with their new babies, and we can make that possible for every mom and dad in the country with this no-cost Social Security proposal,” said State Rep. Peter Breen (R-Lombard).

Breen’s HR 798 would adopt a model allowing new parents a completely voluntary option to collect Social Security benefits early, for twelve weeks, in exchange for delaying the collection of those Social Security benefits by a much smaller period, approximately six weeks, at retirement age. It is envisioned that the new benefits would be offered in addition to any existing employer-paid parental leave policies.

“Today, approximately 60% of new parents in the United States lack access to paid parental leave. The main impediment to the implementation of a federal paid parental leave policy has been cost, and this proposal would have a zero net cost associated with it,” Breen said. “The length of the deferment of Social Security benefits would be calculated to offset the cost of providing the parental benefit. Preliminary estimates suggest that in order to provide 12 weeks of paid parental leave, new parents would only need to defer their benefits upon retirement by six weeks.”

When asked if his proposal could be viewed as the first step towards government-mandated paid family leave and whether the proposal would cost businesses that would be forced to hire and train temporaries to fill in those taking parental leave for an extended length of time, Breen said since parents will be using their own Social Security benefits, there would be no tax increase.

“This proposal is a truly conservative approach to parental leave, allowing parents the ability to use their own Social Security benefits as they see fit, without increasing taxes and without putting any new mandates on employers,” Breen said.

“This proposal is entirely pro-business, because it shows, yet again, that we don’t need more government mandates on job-creators to provide benefits to working people. Because this program is an entirely optional benefit for an employee, fully funded through our existing Social Security program, there are no additional costs—not one penny—on our small businesses.

“If anything,” Breen said, “the positive economic, social, and health effects of increased parental involvement in children’s lives will improve every aspect of our society, including our business and jobs climate.

In his statement, Breen did not address the costs of businesses filling vacancies while staff takes time off.

According to Breen, the United States is the only industrialized nation in the world that does not mandate or subsidize some form of paid parental leave.

“Studies from McGill University and the University of California in Los Angeles show that paid parental leave is associated with lower infant mortality rates, increased childhood vaccination rates, high school graduation rates, and higher average lifetime earnings for the child,” Breen added.

“The Social Security Administration already administers programs under which workers may choose to defer their benefits, so this program could be readily administrated by existing infrastructure. This is a no-cost solution that would provide priceless time between baby and parents during those important first months after birth.”

Breen’s resolution is viewable at the Illinois General Assembly website ([ilga.gov](http://ilga.gov)).



# Growth

We project good things  
when you partner with us.

**Every business has its share of hurdles.** Sometimes it's simply managing gaps in your cash flow and other times it's about meeting expansion needs. When you make *BankFinancial* your primary banking partner you'll have access to credit solutions designed to provide you with the flexibility to meet your growing business needs. Options include:

- ▶ **Equipment Financing Loans**
- ▶ **Working Capital Lines of Credit**
- ▶ **Asset-Based Line of Credit**
- ▶ **Term Loans**
- ▶ **Letters of Credit, and more!**

Contact me today to learn more!

**BankFinancial**<sup>SM</sup>  
Commercial Lending

James Spanola  
Vice President  
847-279-9414  
[jspanola@bankfinancial.com](mailto:jspanola@bankfinancial.com)

# PERSEVERANCE IN THE FACE OF CHALLENGES SPELLS SUCCESS:

## HM MANUFACTURING'S NICOLE WOLTER

**By Fran Eaton**

Nicole Wolter has a huge challenge facing her and HM Manufacturing - the business she and her father Ken Wolter now own as partners.

That current test is similar to those business owners face every day: how to fulfill a customer's latest demands.

Nicole Wolter is finding a way to nearly double the speed and efficiency of the multi-national company's food processing machines in order to meet their customer demands.

It's a good challenge, Wolter says. One she plans to meet.

"We've been expanding our customer base, going from just the automotive industry into food and beverage processing, packaging, aerospace, marine and medical," she said. "That means more shafts, more gearboxes, more demands, and more business."

Wolter's vision for HM Manufacturing to expand and reach new production levels is even more inspiring considering all the company's been through in the last nine years.

HM faced bankruptcy in 2011, after the Wolters discovered several of their longtime employees were using company materials and machinery to establish a competing entity.

"I came to HM when my dad asked me to join him in 2009," the 32-year-old told News Bulletin.

Wolter had worked a year after college at a commodities firm at her dad's suggestion and was ready for a job change. Wolter joined her father at HM, started doing shipping and secretarial work - which led to quoting job costs and time estimates. When jobs failed to meet deadlines she promised customers, she began asking questions.

"I found materials and packaging missing, and delays that couldn't be explained," she said. "I kept hearing about a competitor. Customers would say they just ordered from a competitor that beat us by a couple of cents - by pennies - and in a slightly shorter time."

Losing one job after another led Wolter to a private investigator that found what was going on. He found that HM's new competitor was working out of HM Manufacturing early in the morning, before Nicole or her father arrived.

"They were chipping away at our business, using our materials, packaging, tooling and customer list," she said.

2011 was one of toughest for the power transmission components business her father founded in 1979. Besides the automotive industry going through hard times, HM had only three months of capital to survive. All that HM had left working was office staff and the shipping clerk.

The situation called for hard work and sacrifice on the part of the Wolters.

"My father and I would come in at 5 in the morning and stay until midnight, going through machine manuals, reviewing how to code them to get those jobs we had done. I was tasked with calling customers and getting them back. I was helping my father salvage the company and learning the industry at the same time," she said.

It became clear that the automotive industry's gears and shaft work was beginning to taper off, so the Wolters looked for the next big industry they could serve.

"We decided we would go into food processing machine parts - everything is processed these days," Wolter said.

The hard work and investment paid off. In the past seven years since those dark days and nights, things dramatically changed. HM's business grew from \$80,000 in 2011 to \$3 million in 2017. They now have 20 employees.

Now HM is challenged to find skilled people to run their new machines. "We need two machinists right now, today," Wolter said.

During those rebuilding days, Wolter herself took classes to learn precision machining, Autocad and SolidWorks. Now she sends employees to TMA to improve their skills and grow the company's services. She's also invested in



promoting manufacturing education at local high schools and through TMA's Education Foundation Board.

"Germany provides a good support system for those going into the trade," she said. "We need more of that here in America – and we need more girls to pursue STEM careers."

Wolter, now HM's president and CEO, says her five-year plan includes adding a subsidiary to build fully assembled units.

"We'd like to mill, turn, hob and produce more gear boxes, then ship them the way customers need them," she said.

Wolter's father Ken stepped away at the beginning of 2017 from his daily work at HM to launch a research and development phase product line for quicker hobbing and turning machine changeovers.

Wolter's father, the company founder, emphasized to News Bulletin the company survived those tough times due to "perseverance" and his daughter, Nicole.

Not only was she crucial in saving the company he founded, he said, "She is my partner."

HM Manufacturing is located at 1200 Henri Drive in Wauconda, IL, and features a new e-commerce section on their website at [HMManufacturing.com](http://HMManufacturing.com).



# NEWS CLIPS FROM AROUND THE NATION ON MARIJUANA CONTROVERSY



## NEWS

### **Economy Needs Workers, but Drug Tests Take a Toll**

*The New York Times.* July 24, 2017

“Indeed, the opioid epidemic and, to some extent, wider marijuana use are hitting businesses and the economy in ways that are beginning to be acknowledged by policy makers and other experts.... Were it not for the drug issue, said Mr. Krueger, who served as chairman of the Council of Economic Advisers under President Barack Obama, workers trapped in low-wage jobs might be able to secure better-paying, skilled blue-collar positions and a toehold in the middle class.”

### **Marijuana trends force employers to rethink drug testing policies**

*Business Insurance.* June 5, 2017

“In saliva testing, positive marijuana tests increased nearly 75% to 8.9% of the general U.S. workforce in 2016 from 5.1% in 2013. Positive marijuana tests also increased in both urine testing — 2.5% in 2016 vs. 2.4% in 2015 — and hair testing — 7.3% in 2016 compared to 7% in 2015 — in the same population. Dr. Barry Sample, Seneca, South Carolina-based senior director of science and technology for Quest Diagnostics Employer Solutions, said the numbers were no surprise.

“We have been tracking increased use of marijuana,” he said, adding that states such as Colorado and Washington, where marijuana has been legal for recreational use for several years, saw some of the biggest leaps for workers in safety-sensitive jobs.

In that category, Colorado’s numbers jumped 27% from 2015 to 2016 and Washington state’s rose 19%. “We’ve been seeing increases in self-reported use; increases in our workforce data,” said Dr. Sample.”

### **Employers have ‘grave concerns’ over ability to detect, enforce marijuana in workplace: lawyers.**

*Financial Post.* June 8, 2017

“A number of employers have expressed grave concerns about potential spillover effects of legal marijuana in the workplace, a labour lawyer said at a panel for employers on cannabis use Wednesday... [Attorney Darryl] Hiscocks [of Torys LLP] believes that legalization will remove the stigma associated with pot use and ‘employees are going to be much more open and in your face about it,’ he said.”

### **High employees mean higher costs when pot legalized, oilpatch CEOs warn.**

*The Toronto Star.* May 1, 2017

“Precision Drilling CEO Kevin Neveu, whose Calgary-based firm operates in both Canada and the United States, says his opposition to legalization is supported by his company’s experiences in Colorado after that state legalized the drug in 2014.

“He said costs there have increased for employees who need drug counseling or for those who fail drug tests and must be sent home under Precision’s ‘zero tolerance’ drug and alcohol policy said costs there have increased for employees who need drug counseling or for those who fail drug tests and must be sent home under Precision’s “zero tolerance” drug and alcohol policy.

And it’s more difficult to find new recruits, typically young men, who can pass pre-employment drug tests, he said.” “We have certainly failed more people in Colorado (for drug use) after legalization than we did before,” he said, though he was unable to give specific numbers.

“There’s a link, there’s a cause. Even during the recruitment phase where we warn them we’ll do a test, a surprising number still test positive.”

### **Data Shows Escalating Drug Use in the U.S. Workforce**

*Quest Diagnostics.* January 24, 2017.

“Dr. Barry Sample, Senior Director of Science and

Technology, Quest Diagnostics, reviews Drug Testing Index (DTI) data in conjunction with NSDUH results to compare positivity trends and self-reported drug use over time. The latest DTI data revealed steady increases in overall positivity in the combined U.S. workforce that reached a 10-year high. The NSDUH survey results also support the DTI findings with year-over-year increases of self-reported drug use since 2012. In addition, the DTI called attention to increases in marijuana positivity during the past five years. NSDUH also indicates higher self-reported use for marijuana with 22 million Americans identifying as current users.”

#### **Q & A on medical marijuana laws in Ohio and the workplace**

*USA Today Network.* June 30, 2016.

“[We don’t know] what the impact [of marijuana use] is going to be on that person’s ability to the job and do it safely. Without knowing that, that person could be a risk. You don’t want the worker to be in a safety-sensitive position. Even if he’s sweeping the floor, if he doesn’t have his wits about him, and he’s near a press or another piece of machinery, he could get hurt, which would be workers comp. If it’s an injury to a co-worker, it’s workers comp. If it’s a third party who’s hurt, that’s a lawsuit.”

#### **“Hiring Hurdle: Finding Workers Who Can Pass a Drug Test.”**

*The New York Times.* May 17, 2016.

“All over the country, employers say they see a disturbing downside of tighter labor markets as they try to rebuild from the worst recession since the Depression: They are struggling to find workers who can pass a pre-employment drug test. That hurdle partly stems from the growing ubiquity of drug testing, at corporations with big human resources departments, in industries like trucking where testing is mandated by federal law for safety reasons, and increasingly at smaller companies. But data suggest employers’ difficulties also reflect an increase in the use of drugs, especially marijuana — employers’ main gripe — and also heroin and other opioid drugs much in the news.

#### **Marijuana’s Negative Impact on Workplace Safety and Productivity.**

*Occupational Health & Safety.* February 1, 2016.

“Safety concerns are often a company’s primary reason for prohibiting marijuana in the workplace, and they are a valid basis for banning the drug. Marijuana use has been linked to an increase in job accidents and injuries, and the National Institute on Drug Abuse notes that the short-term effects of marijuana include impaired body movement, difficulty with thinking and problem-solving, memory problems, and an altered sense of time.”

## TMA AFFILIATE FOCUS



**BRIAN KERN**  
Merchants &  
Manufacturers  
Bank

Meet Brian Kern, Vice President of Commercial Lending for M&M Bank in Oak Brook, IL. We asked Brian five “get-acquainted” questions:

**Q: What book had the most impact on you?**

*A: “The Wealth of Nations” by Adam Smith, a fundamental work in classical economics that touches upon division of labor, productivity and free markets. Also, “Never Die Easy” by Don Yeager, about Walter Payton, which taught me the following lessons: taking challenges head-on, persevere and always put forth your best, no matter the odds.*

**Q: What’s the most interesting place you’ve visited?**

*A: Niagra Falls and Hoover Dam*

**Q: What is your favorite holiday?**

*A: Christmas - because I get to spend a lot of quality time with my family.*

**Q: What’s your favorite sports team?**

*A: Tie between the Chicago Bears and the Chicago Bulls.*

**Q: When people come to you for help, what do they usually want help with?**

*A: People typically come to me for help when they are planning to make a large financial decision related to their business which may include, but is not limited to, the financing of growth, capital expenditure projects, strategic acquisitions, purchase of a new facility or expansion of an existing facility and/or succession planning.*

**Contact Brian Kern at:**

**[bkern@m-mbank.com](mailto:bkern@m-mbank.com) or**

**630-575-9700 or 312-339-4666**

Ready to sell or expand  
**your business?**

We help you reach the **SUMMIT!**

We Make It  
**happen!**

**CONTACT**

**John Jacoby**

P: 312-613-5259 or

E: jjacoby@acquisitionasset.com



**ACQUISITION ASSET**  
MANAGEMENT, LLC

7500 S. COUNTY LINE ROAD | BURR RIDGE, IL 60527

FOR MORE INFORMATION VISIT: [acquisitionasset.com](http://acquisitionasset.com)

Acquisition Asset Management, LLC is owned by MAM Industries, LLC  
and is an affiliate of Metals Asset Management, LLC.



**SIMS**  
METAL  
MANAGEMENT

**Chicagoland's #1 Industrial Scrap Recycler**

**Pick Up Service With All Types of Containers Provided  
Prompt Payment**

**Call Today For a Quote**

**773-650-6499**

**773-890-4256**

**2500 South Paulina St, Chicago, IL 60608**

**425 West 152nd St, East Chicago, IN 46312**

**[ryan.stamp@simsmm.com](mailto:ryan.stamp@simsmm.com)**



## MARCH 1

### TMA Annual Meeting

At this meeting members will review the audited statements of the Association and elect new members to the TMA Board of Directors. The meeting will be followed by a light lunch and tours of our "hands-on" training facilities. Please RSVP so we can make arrangements.

TIME: 12:00pm - 2:00pm

COST: Free

LOCATION: TMA Schaumburg

## MARCH 3

### TMA Annual Dinner

**SAVE THE DATE** for the 2018 TMA Annual Dinner at the Renaissance Schaumburg Hotel. More information coming soon.

TIME: 6:00pm

LOCATION: Schaumburg, IL

## MARCH 7-10

### The MFG Meeting

NTMA, in partnership with TMA, is hosting The MFG Meeting featuring hundreds of industry leaders. Experts on topics such as cybersecurity, industry forecasting, market sector analysis, transformational technologies, and future trends will lead the discussion on successful navigation for the new manufacturing landscape.

DATES: 3/7/18 - 3/10/18

COST: See website for member pricing

LOCATION: Miami, FL

## MARCH 14

### IT Peer Group

Join your peers to discuss the challenges and solutions to IT happenings in your shop. Free to all members. Lunch provided.

TIME: 11:30am - 1:30pm

COST: Free

LOCATION: TMA Schaumburg

## MARCH 22

### Machining Peer Group

Come discuss challenges and strategies of machining with fellow members. Lunch provided. Manufacturers only please. Hosted by: Mazak

TIME: 11:30am - 1:30pm

COST: Free

LOCATION: TMA Schaumburg

## MARCH 29

### Owners Dinner

Exclusively for Owners, Presidents & Company Executives of our Manufacturing Members. Discuss the current business climate, share stories and swap strategies at an exclusive venue in the Chicagoland area. Includes full dinner. Sponsored by: WIPFLI and mbFinancial Bank

TIME: 5:00pm - 8:30pm

COST: \$85

LOCATION: Medinah, IL

## APRIL 11

### Fastener Fair USA 2018

Fastener Fair USA 2018 will take place April 11-12, 2018 at the Huntington Convention Center in Cleveland, OH, bringing together manufacturers, distributors, suppliers and end users in this unique fastener, fixing, and joining technology exhibition. Click here to learn more. If interested in attending, contact Amanda Cortese at [acortese@tmaillinois.org](mailto:acortese@tmaillinois.org) for the chance to receive complimentary registration badges or exclusive VIP packages.

DATES: 4/11/18 - 4/12/18

LOCATION: Cleveland, OH

## APRIL 12

### Lunch & Tour - Metals Technology Corporation

Metals Technology Corporation is a full-service commercial heat treater that has served the greater Tri-State area for 55 years. Their mission is to provide "Quality Heat Treating and Excellent Service."

TIME: 11:30am - 1:30pm

COST: \$35 (includes lunch)

LOCATION: Carol Stream, IL



## ADVERTISE IN THE TMA NEWS BULLETIN

For information, contact Maxine Difino at 847.825.1120 or [mjd@tmaillinois.org](mailto:mjd@tmaillinois.org)

## APRIL 18

### Manufacturing Career Fair

Join TMA at the 2018 Manufacturing Career Fair featuring manufacturing technology students from Wheeling, Rolling Meadows, Buffalo Grove, Prospect, John Hersey, James B. Conant, Hoffman Estates, Schaumburg, William Fremd, Palatine, and Elk Grove Village High Schools.

TIME: 4:00pm - 7:00pm

COST: \$50

LOCATION: Elk Grove Village, IL

## february calendar sponsor

# BKD<sup>LLP</sup>

## CPAs & Advisors

**tma Health Solutions**

TMA Health Solutions offers exceptional health care benefit plans with an exclusive focus on – and unparalleled understanding of – small to mid-sized manufacturers.

To find out more, call Jessica Pierce at: 847.993.2130 | [jpierce@tmaillinois.org](mailto:jpierce@tmaillinois.org)

# MANUFACTURERS JOIN CALL FOR FUNDS TO FIX INFRASTRUCTURE

The National Association of Manufacturers is calling for President Trump and Congress to authorize a sorely-needed investment into the nation's infrastructure system.

"The infrastructure investments of the 1950s and 1960s brought tremendous economic benefits, built strong communities, improved productivity and competitiveness and allowed manufacturing to grow and put people to work in solid middle-class jobs," said Jay Timmons, NAM's president and CEO, in a letter sent to the president in early January 2018.

"Today, however, as more and more of our infrastructure crumbles, it is not keeping up with modern demands for safety and innovation, nor is it giving American workers the tools they need to compete with the rest of the world."

NAM's proposal, "Building to Win," calls for ending funding uncertainty and streamlining the permitting process, as well as other goals:

- Shore up the Highway Trust Fund with a reliable, user-based, long-term funding stream.

- Spend the \$9 billion balance in the Harbor Maintenance Trust Fund to deepen ports and harbors.
- Upgrade aging locks and dams.
- Eliminate the maintenance backlog of transit and passenger rail systems.
- Develop a plan to accelerate the implementation of NextGen air traffic management technology.
- Find incentives to continue record levels of private capital reinvestment into railroad infrastructure.
- Promote new pipeline investments.
- Upgrade and modernize drinking and wastewater infrastructure.
- Develop broadband infrastructure.

Both sides of the aisle agree the nation's infrastructure needs investment and update, but they disagree over how the program should be funded. The Republicans are promoting public-private partnerships and Democrats are pushing the program be funded with federal tax dollars.

## Air Services Company

Air Compressor-Sales-Service-Rentals-Parts

Blowers-Vacuum-Chillers-Oil Free Compressors-Nitrogen Generators



L-Series Air Station  
Compressor and Dryer



RNC Series Air Dryers



CHL Series Chillers

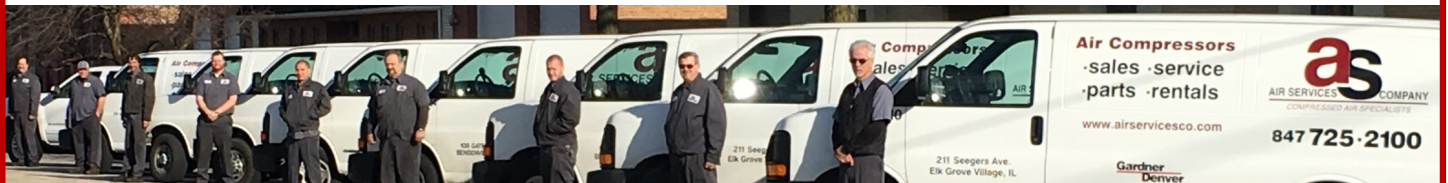


Elmo Rietschle S-VSI Vacuum Pump

Ultrasonic Leak  
Detection and Repair

211 Seegers Avenue : Elk Grove Village, IL : (847)725-2100  
www.airservicesco.com : sales@airservicesco.com  
Founded 1977 Elk Grove Village Illinois

24 Hour Emergency  
Service and Rentals



# MANUFACTURING AT HIGHEST LEVEL SINCE 2005



This chart for the fourth quarter of 2017 compares the ISM manufacturing index to quarterly annualized GDP growth. The two tend to move together. As the chart published at the “Seeking Alpha” website suggests, the recent strength of the manufacturing index is consistent with very strong GDP growth in the fourth quarter.

The market is expecting to see something on the order of 3% GDP, but this chart says it could be 4% or better.



MotherG Named 2017's  
**#1 MANUFACTURING MSP IN ILLINOIS**

MSPs across the country are starting to work with IoT-centric platforms to address manufacturing opportunities.

MotherG was recently named 2017's #1 Manufacturing Managed Service Provider in Illinois by ChannelE2E\*.

MotherG believes that all companies and industries, regardless of size, deserve great IT services & support. Call MotherG for a FREE technology consultation today.

**CONTACT: (800) 676-7374**

\*The research and corresponding list are based on a ChannelE2E™ worldwide survey of MSPs, conducted in Q1 2017. Rankings are based on annual recurring revenues in specific vertical markets.

## MEET THE TMA STAFF



**AMANDA CORTESE**  
Events & Marketing Manager

Amanda Cortese designs and executes all TMA events. If you need assistance logging into your member profile, registering for an event, or questions about marketing or sponsorships, Amanda is the person to contact. She's always ready to help members.

**We asked Amanda a few get-to-know you questions:**

**Q: If you could have only one superpower, which one would you choose?**

*A: Telekinesis so I could move objects with my mind. I think it would be pretty cool to have that kind of brain power. Imagine all of the things I could do at one time!*

**Q: What was your favorite TV show when growing up?**

*A: PBA Bowling on ESPN on Sunday mornings.*

**Q: What hidden talent do you have that most people at TMA don't know you have?**

*A: Not sure it's a hidden talent, but I'm a pretty good bowler.*

**Q: When did you accept a dare that you later regretted?**

*A: Have you ever had those Harry Potter jelly beans? There's a 50/50 chance you can get a good one...let's say the odds were never in my favor.*

**Q: What's your favorite task working at TMA?**

*A: Running TMA events! I love the excitement of live events and creating opportunities for our members to grow their businesses.*

**You can reach Amanda via email at [acortese@tmailinois.org](mailto:acortese@tmailinois.org) or by calling 847-430-4837.**

TECHNOLOGY & MANUFACTURING ASSOCIATION

1651 Wilkening Road  
Schaumburg, IL 60173  
847.825.1120  
847.825.0041 fax  
www.tmaillinois.org

PRESORTED  
STANDARD  
U.S. POSTAGE PAID  
PERMIT NO. 319  
PALATINE, IL



WORK SMART AND HARD  
**TRAIN WITH TMA**

For more information, or to register, email:  
[education@tmaillinois.org](mailto:education@tmaillinois.org)

