

July 2006



CHANGING TOOLS

Chapter President's Message



Your Chapter board has had a very active past few months with programs, marketing and working on the business. Don Douglass is back in the driver's seat as Executive Director implementing several positive initiatives.

NWPA -NTMA now has a permanent office at the new PMI facility, and is sharing the administrative services of Jessica Moll. Please welcome Jessica to the staff, and read on for more information about her. We feel that, with this partnership, we can further bring value to our members and the manufacturing community.

The golf outing this year was a big success, as the outing was booked, and the contributions, especially from our Associate members were outstanding. Thanks to the golf committee for all the time they put into this years outing, and the groundwork for next years.

The word around I have been hearing is that most are very busy, and have growing hiring needs. Hey, a qualified labor shortage again!! Good news is that hopefully through some of NTMA's efforts, and the Top of the Shop program, the enrollment in the Vocational tooling program is seeing a substantial increase this fall. Soon the Metals Industry Partnership committee will also be doing a strong industry marketing initiative.

I personally attended the International Plastics Show (NPE) a few weeks ago in Chicago, and the activity was very positive. I saw a mold that actually assembled a complete, in mold labeled toy car made of 6 components and 2 different resins. The speed and automation for many manufacturing applications can and will help us compete if we get creative and take the time explore what is out there.

The International Machine Tool Show is coming up in September, and should be exciting as well, and if you have not made plans, the rooms in Chicago fill up fast. Also, keep an eye out for the upcoming National fall conference and purchasing fair in St. Louis, this October. It should be fun and a very good learning event.

Your Board is also looking for a couple more members, and some help on committees. If you are interested, or have suggestions please contact one of us.

Sincerely

Scott Hanaway

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NTMA Welcomes New Manufacturing Members

Reddog Industries, Inc.

2012 East 33rd, Street, Erie, Pa 16510
www.reddog-erie.com



Reddog Industries, Inc. offers its customers a complete tooling service including product design, mold design, mold construction, and mold validation. It is our goal to expand upon our existing capabilities and offer our customers increased capacity (Tonnage), increased efficiency through stream lining manufacturing processes, and project responsibility from product inception through market entrance.

In order to achieve their goals, Reddog intends to continue the policy of prudently, but aggressively, investing significant resources in capital improvements. Areas in design, CNC machining, CNC wire/sinker EDM, and mold validation must be maintained and improved upon to facilitate growth.

Reddog is committed to the continual review and upgrading of its machinery and equipment to ensure it offers state of the art manufacturing capability. Acknowledging that we live in an ever-changing environment, we must be ready to change. We will, therefore, constantly seek new and better ways of doing things. Education of our employees and development of a highly trained work force is top priority. Our employees are the key to our future success. Our commitment to their continued education and skill advancements is critical. At present, we work with the state and local vocational skill centers to encourage and develop the tooling industry as a profession. We also encourage and support the excellent plastics program at Penn State Behrend.



Greenleaf Corporation

18695 Greenleaf Drive, Saegertown, Pa 16433
www.greenleafcorporation.com

Greenleaf Corporation, located in Saegertown, Pennsylvania, manufactures cutting tools for the metal cutting industry. Greenleaf was founded in 1945 and continues today to produce a vast array of well-engineered, precision-formed carbide and ceramic inserts, milling cutters, and tool holders. These tools provide Greenleaf's customers with the capability to increase productivity on their shop floors. Greenleaf also manufactures technical ceramic products including substrate materials for use in the electronics industry.

Whenever possible, members are encouraged to use the services of

Associate Members. For a list of current **Associate Members,** go to

<http://www.nwpa-ntma.com/memberlist.asp?t=a&l=all>

NTMA Chairman Mike Mittler Visits Chapter



Mike Mittler is the co-founder and president of Mittler Bros. Machine & Tool, one of the premier organizations in the industry, located outside of St. Louis in Wright City, Mo. He is a graduate of Webster Groves High School, and after attending one and a half years at St. Louis Community College, started his working career at Fran's Chassis Engineering in St. Louis doing race car fabrication.

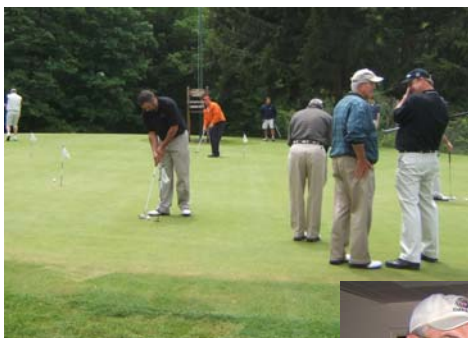
Mike joined the National Machining & Tooling Association (NTMA) in 1986, is a past president of the St. Louis Chapter and a past chairman of the National Business Management Committee. He has served on the Insurance Committee and served as Team Leader for the Education Team. He was nominated to the Executive Team in October 2002 and is proud serve as National Chairman in 2006.

Mike is often featured in trade magazines discussing machining concepts and techniques as they relate to the racing industry. Most recently, quoted in an issue of Performance Racing Industry, he commented on improvements in tool design and manufacturing processes.

While in Meadville, Mike attended the local NTMA Chapter's Board of Director's meeting, toured the new facilities at the Precision Manufacturing Institute (PMI) and spoke at the NTMA Chapter meeting at the Iroquois Club, Conneaut Lake, PA. Mr. Mittler spoke about the current status of the Association and the direction we are going in along with "*Building a Winning Team.*" Mike's belief in building a winning team comes from his many years in racing working with drivers like Rusty Wallace, Jamie McMurray and Carl Edwards and building his business for 25 years with teamwork. Mike's on going motto of the night was to "sell early, sell often." If an organiza-

NTMA Annual Golf Outing

On June 12th, 118 players, with golf clubs in hand, went out and played 18 holes of golf at The Country Club in Meadville. The day was dreary but it did not effect what a great time everyone had. We would like to say a great big thank you to the golf committee, made up of, Bonnie Kuhn, Jen Kliber, Dennis Frampton, Eric Smith, Tim Bracken, Dan Esler, and Jessica Moll, they did an excellent job at planning this years golf outing, we already have individuals who cannot wait until next years outing. We would like to thank all of our hole sponsors: Gold Sponsorships: Acutec Precision Machining, Aetna Machine Company, Adecco Technical, Tech Tool and Molded Plastics, McGill, Power, Bell & Associates, Kuhn Tool & Die, Carbis Walker, Yarde Metals, C&J Industries, JBM Technologies and Sidel Financial Services. Silver sponsorships: DJB Group, Haas Factory Outlet a division of DSM Machinery, and Starn Marketing. Bronze sponsors: Automation Devices, High-tech Computing and Bush Insurance. The winning team for the lowest score was the Haas Factory Outlet a Dividision of DSM Machinery team, made up of: Jerry Haas, Tom Jonas, Eric Hoover, and Scott Wells The NTMA would also like to thank all the organizations who donated gifts and prizes. We hope everyone had a great time and hope to see you again next year.



NTMA Legislative Conference

Recently I attended the NTMA Legislative Conference held in Washington D.C., on June 14th-16^h representing out local NTMA chapter as well as serving on the Government Affairs Team for the NTMA.. Of all the NTMA conferences that I have been fortunate enough to attend, I have to admit I found this conference to be one of the most informative and important conference so far. Not only did we have the opportunity to be updated on issues like Trade and currency manipulation, but also free trade agreements, Health Care, Tax issues like Small Business Expensing and Estate Tax issues as well as R & D Tax Credits. All the current issues our local companies need to be aware of on a daily basis. The great part was the folks that the NTMA brought in to talk about these issues were some of the best in the political business. The NTMA with the help of our friend from Waterman & Associates did a great job of making sure that each individual from every chapter and State that attended had the opportunity to lobby on behalf of the NTMA with their own Congressman and US Senator.

I personally meet with Rep. English and US Senators Arelen Spector and Rick Santorum, which all three were extremely supportive of our issues. I would strongly and highly recommend to each and every NTMA member to attend and participate in next years NTMA Legislative Conference in Washington D.C., I think you will find it to be an important and informative use of your time. What better way to talk about the issues that effect your business than to sit down with your elected representative in their office. We can be proud of the NTMA and Waterman & Associates for doing a tremendous job for us in Washington, and for doing such a great job organizing a great conference. I hope next year more of our Chapter members take advantage of this great opportunity.

Sincerely,

Jerry E. Knight
Executive Director

PMI

Note From the PMA Insurance

We at the PMA Insurance Group are very proud of the long-standing and successful partnership between the Northwestern Chapter of the National Tooling and Machining Association and PMA Direct. For the past 30 years, it has been our goal to provide NTMA members with the very best insurance "Value" in the marketplace.

Major benefits enjoyed by our Group Workers' Compensation Members include...

- Very aggressive premium rates and credits
- Over \$1 million in returned group dividends
- 90 years of Workers Compensation insurance experience
- Local service teams committed to the needs of our NTMA members
- NTMA Group Medical Bill savings of over \$1 million dollars since 2001

Support to the NTMA for training and community development

As the new Account Executive for the PMA Direct Team in Erie, Pennsylvania, it is my objective to communicate the benefits of the group program and the benefits of the PMA Direct Team to our members and potential members. If you would like more information about the program and the benefits of PMA Insurance Group/PMA Direct Team, please do not hesitate to contact me at anytime.

Sincerely,

Rick Scott

Account Executive, PMA Direct: Erie, PA

814-833-5720 (Office)

814-397-5773 (Mobile)

Rick_Scott@PMAgroup.com





The past year has been a strong one for our Chapter's Source marketing program. With the help of \$70,000 from the Ben Franklin Technologies program we have been able to provide our 35 Source participating companies with even more value added benefits. The

year began with the publication of our 4th edition Source book which was distributed to our national mailing list. Our Source website received a major upgrade with a full optimization to improve our search engine rankings. Pay per click advertising also helped bring more potential customers to our site.

Our tracking figures for June indicated that our site traffic had more than tripled in just the last six months. During the first 2 weeks of June we had 14,000 hits and over 800 unique visitors. In May our pay per click advertising brought in 315 click throughs for key words including dies, gages and fixtures, precision tooling, molding, machining, grinding, and heat treating. And those were just our Yahoo results.

During the first half of the year we attended the largest manufacturing trade shows on the east and west coasts with six Source companies attending in Anaheim and eight in New York. During those 2 shows we gathered over 400 qualified leads and distributed Source books and CD's to just under 1,000 potential customers.

Source members also saw the installation of our software link with the Defense Supply Center in Columbus. This link provides a quick way to sort and analyze thousands of defense contract RFQs right on your own desktop.

The Source program was also able to offer free marketing seminars, free professional parts photography, and discounted advertising opportunities.

Next year we hope to see additional program benefits added without a major increase in participation fees. The Source program provides every participant with several thousand dollars worth of direct benefits and opportunities to find new customers. And all this for less than \$1,000 in 2006.

Any regular member of our Chapter is eligible to join the Source. Contact Don Douglass (don@nwpsource.com) for complete information.

National NTMA Conference News

If you have never attended a national NTMA Conference you are missing out on one of your most important membership benefits. This year's fall conference will be held in St. Louis from October 18 to 22.

Each conference day is packed with sessions and programs that help you improve your business. Industry roundtables bring together dozens of owners from companies just like yours to discuss common problems and solutions. Outstanding speakers offer a variety of programs that will help you manage your company more effectively.

And one of the greatest benefits is meeting and networking with owners from across the country. Just being there will make you feel better about the industry and will prepare you to improve your company when you return home.

This year the conference will be connected with the fall Purchasing Fair on October 17. This will give you an excellent opportunity to find new business and attend the conference all at the same time.

Full details on the Purchasing Fair and Fall Conference are available on the NTMA website – www.ntma.org.



Members in the News

John DeArment Named Chairman of the Board of Directors at PMI

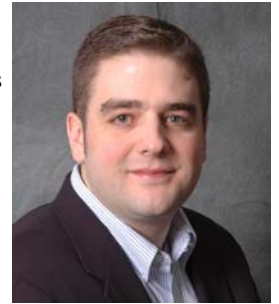
Jonathan DeArment has been elected to a two-year term as chairman of the board of directors of

Precision Manufacturing Institute of Meadville. DeArment, Vice President of manufacturing and

engineering at Channellock Inc., the Meadville based maker of pliers and other hand tools, succeeds

Dennis Frampton as chairman. Frampton, president of C&J Industries of Meadville, a tooling and

machining firm, had served as PMI's chairman for the past four years. Also elected to two year terms



Precision Manufacturing Institute's Regional Technology and Education Center Opened its Doors

There were speeches and the obligatory ribbon-cutting Thursday morning May 18th, 2006, at opening ceremonies for Precision Manufacturing Institute's new facility in Meadville, PA. But most of all, there was community. More than 150 people attended the opening ceremonies, a huge turnout in Meadville for such an event.

PMI Executive Director Jerry Knight said it spoke to the support for the school. Knight spoke to the importance of PMI's new facility in supporting regional industry and keeping it competitive in world markets. "Foreign competition changed forever how companies do business and compete," he said "We need to ... constantly train and update. If we do, we will not continue to compete. That is why PMI exists." Knight said that while PMI is in a new facility with state-of-the-art machines, it too must continuously update.

The new \$4.5 million, 32-000-square-foot facility about triples the amount of space PMI had available at its former location in the Crawford County Industrial Park. However, even that added space has not been sufficient. PMI is continuing to lease space at the industrial park for its welding courses. Filling the new center is nearly \$10 million worth of manufacturing equipment, most of which obtained at no cost through deals Knight struck with manufacturers to allow them to showcase and demonstrate at the facility. The facility and its equipment awed many of the people who were seeing the finished center for the first time. "It's really enthralling seeing all this," retired Meadville dentist John Robb said. "I've been in Meadville since 1955, and tool and die is a very big thing in the region. I think this is something that can keep this industry here."

(Erie Times, May 19, 2006)



Company Information

What is going on in your business? New products or services? New plant or new location? New or outstanding employees? Used equipment for sale? What ever it is that you would like your colleagues to know about, we would like to include these items in our monthly newsletter. Take advantage of this great way to get your important news out! Fax Jessica (814)337-8172 or e-mail her at jmoll@pmionline.edu with any articles you would like to publish in the newsletter.

Top in the Shop

Free Advertising Program Still Available

The new "Top in the Shop" is the latest of many innovative programs offered by the Northwest Pennsylvania Chapter of the NTMA, and is presented by the Meadville Tribune. The full page article focuses on a young employee and their reasons for choosing a career in the manufacturing field, the education they received and the job they are performing. Advertisers pay for the page, making it free for NTMA members. To read archived articles, go to www.nwpa-ntma.com and select the "Top in the Shop" icon. To participate in the program, fill out the advertising form and have your company featured. You do not need to be doing business in Meadville to submit an article. All NTMA members are requested to participate.

Advertising Rates for Changing Tools Newsletter

Rates apply only to regular and associate members of the Northwest PA Chapter NTMA. Rates for non-members are the quoted member rates times 1.5. Design charges are the same.

Single Issue Rates (Plus design charge, if applicable)

All Dimensions Specified are Width x Height

Basic Ad Space (2.875" x 1.75") \$60.00

Banner Ad Space (5.75" x 1.75") \$85.00

Block Ad Space (5.75" x 3.5") \$120.00

A 10% discount may be taken if payment is received on or before advertising copy deadline.

Getting the News...



If there is someone in your organization that is not receiving this newsletter (and other e-mail communications) and you would like to get them on the e-mail list, please contact Jessica Moll at (814)333-2415, fax (814)337-8172 or e-mail jmoll@pmionline.edu and have her add that person to the list.

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NWPA-NTMA Welcomes new member to their staff

Jessica Moll has been hired as NWPA-NTMA's new administrative assistant. Jessica has just received her Masters Degree in Marketing, Advertising, and Public Relations from Edinboro University of Pennsylvania. Currently Jessica is employed at Precision Manufacturing Institute (PMI) and will be splitting her time between PMI and the NTMA. Her new location at PMI, (764 Bessemer Street, Suite 105, Meadville, Pa 16335) will be the new office of NWPA-NTMA. For the full change of address, phone, and fax numbers please refer to the last page of this newsletter.

Calendar of Events

Local Meetings

- August 17th**—Board of Directors Meeting
September 14th—Board of Directors Meeting
October 12th—Board of Directors Meeting
November 16th—Board of Directors Meeting
December 14th—Board of Directors Meeting

National Meetings

- February 4-8**—NTMA 2007 Annual Convention, Lowes Cononado Bay Resort, San Diego, CA
May 9-7—National Apprentice Competition, Renaissance Pittsburgh Hotel, Pittsburgh, Pa
October 11-14—NTMA 2007 Fall Conference, Renaissance Pittsburgh Hotel, Pittsburgh, Pa
February 2-6—NTMA 2008 Annual Convention, Renaissance Vinory Resort, St. Petersburg, FL

Trade Shows

- September 20-21**—OEM New England, Worcester, MA
September 27-28, 2006—Lincoln Products Show, Lancaster Event Center, Lincoln, NE
October 11-12—Oklahoma City Industrial Engineering & Plant Operations Show,
Iowa Events Center, Des Moines, IA
October 17, 2006—Purchasing Fair—Ritz Carlton, St. Louis, MO
October 25-26, 2006—Memphis, Tennessee Industrial Engineering & Machine Tool Show,
St. Charles Convention Center, MO
November 8-9 2006—St. Louis Industrial Operations and Machine Tool Show,
St. Charles Convention Center, St. Charles, MO

NTMA Change of Address

NTMA's new location and mailing address is:

**764 Bessemer Street, Suite 105
Meadville, Pa 16335**

**New Phone Number: (814)333-2415 ex.
102**

**...serving Northwestern
Pennsylvania's tooling, machining**

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