



# HAPPY HOLIDAYS

Dec. 06

## *Chapter President's Message*



The Holiday season has once again rapidly hit, and everyone's already busy schedules have just become even busier.

Keeping busy has also been the case with your Chapters Board, staff, and committee members.

We have been planning for future activities, with an active agenda, and looking to bring value added programs to the membership.

Brian Deane, has really got an exciting program rolling – Battlebots IQ. He shared with us at the November chapter meeting a video and details of the upcoming events. This should be a great program bringing some excitement to manufacturing for our youth as well as educators in our region.

Be sure to get signed up for the Blue Collar Bash coming up in January. The Marketing committee has a fantastic event planned, and the last I heard attendance was approaching over 100 people. Proceeds will be benefiting our Education Foundation scholarship funds.

We are starting plans for a bigger and better golf outing this year and will be soliciting people to help on the Golf committee.

There are openings for at least 2 new Board members, and I would like to see us add some talented individuals to the team with fresh ideas and input for our organization.

If you have not attended a National Conference, try to make it, they have provided me valuable knowledge. This year's Annual event is coming up on February 4-8, in Coronado, California, which will be a nice place for that time of year.

In closing I would like to thank all of you that have supported the Association this past year and look forward to bringing more to our membership and the industry in NW PA.

### Inside This Issue:

<i>New Members</i>	2	Merry Christmas and Happy New Year
<i>Battlebots</i>	3	Scott Hanaway
<i>Note from PMA</i>	3	
<i>Edinboro news</i>	4	
<i>Source news</i>	4	
<i>Hall of Fame Night</i>	7	
Blue Collar Bash	7	
<i>Upcoming Events</i>	10	

## *NTMA Welcomes New Manufacturing Members*

### **Precise EDM & Tool**

16299 Cussewago Rd. Meadville, PA 16335

Precision EDM & Tool , located in Meadville Pennsylvania produces spare parts for plastic injection molds. They are used for the automotive industry. In addition, a small percentage of their business comes from carbide work for stamping division. Precise EDM has been in business for over four years.



### **Patterson Bush Financial Services**

941 Federal Court, Meadville, PA 16335

Patterson Bush Financial, 941 Federal Court in Meadville, was founded in 1993 by James Patterson. In 2004, Greg Bush took over the reins of Branch Manager. The firm specializes in the following services: company retirement plans, individual retirement and investment planning, estate and business succession planning, education planning, as well as life, disability and long term care insurance.

Whenever possible, members are encouraged to use the services of

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

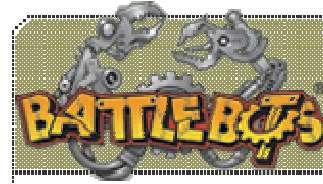
<http://www.nwpa-ntma.com/memberlist.asp?t=a&l=all>

## UPDATE ON BATTLEBOTS

The Metals Industry Partnership has received a \$30,000 grant to fund our BBIQ program, those funds are in place and available for our use. The NTMA has received a notice from Sen Robbins' office that we've been tentatively approved for an additional \$10,000 grant. Those funds will be available sometime next year.

We have 10 schools that have committed to participating. They are:

Maplewood High School	Cambridge Springs High School
Saegertown High School	Conneaut Valley High School
Conneaut Lake High School	Meadville High School
Titusville High School	Crawford County Vo-Tech
Mercer County Career Center	P.M.I.



Staff from the Battlebots organization was in town on December 11th thru the 13th to provide training to teachers from our 10 participating schools. The training was three full days and held at Edinboro University's Meadville Center. The teachers will return to their schools and begin forming their teams and commencing with the bot build. The bot build period will take place from January through April. The Battlebot Contest is tentatively slated for Saturday May 5<sup>th</sup>, the location is still being determined. We are looking for sponsors to help make the program a success. We've identified two levels of sponsorship – Contest Sponsorship \$1,000 and individual team sponsorship \$500.

If anyone has any questions about Battlebots you can contact Brian Deane at Nutec Tool at 814-724-6336.

## Note From the PMA Insurance Group

*"Returning to Work – Overcoming Injury and Achieving Success"*

By Kurt Schuhl & Michael McMahon, PMA Insurance Group

Even the most proactive injury prevention program cannot entirely eliminate illness and injury. Therefore, a strong return-to-work program is critical in any holistic risk control approach. It is a key strategy for successfully managing workers compensation and disability claims, as well as injury costs.

According to the National Safety Council (NCCI), lost time reflects about 50% of the total cost of the average claim (with medical expenses comprising the remaining costs). When employees have the opportunity to transition back into the workplace via a RTW program, costs decline as the program can decrease time off from work, reduces the chances of attorney involvement, and boost both employee moral and productivity. However, establishing an effective RTW program presents a number of challenges for managers that require careful planning.

The PMA Insurance Group has local Risk Control Consultants who assist our clients implement loss control programs, such as RTW, that are essential to both proactively and reactively control the costs of workers compensation premiums. PMA Direct: Erie, PA is a proud to sponsor your local NTMA Chapter. If you would like more information about the program and the benefits of the 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



## *Update on Edinboro U. in Meadville Programs*

### **MET Internship Program:**

EUP's Manufacturing Engineering Technology (MET) program is now accepting applications from companies interested in employing students from this program to provide them with the practical work experience. Work opportunities in operations, systems, and/or programming are being sought. Students qualifying for internships will have completed a variety of courses in manufacturing processes, engineering, drafting and design, mold design, and quality control. Contact Don Apel or Peter Kuvshnikov at 337-7791 for more information.

### **Pro/Engineering Update Courses:**

EUP in Meadville has been selected as a training center for Boundary Systems'(PTC) Pro E Training. A variety of specialty courses will be offered at the Meadville facility in November and December, saving companies lost travel time and expenses. Specific information can be obtained by calling 1-877-279-7782, ext 1.

### **Project Management for Technology:**

Plans are being completed to offer this course starting in January, 2007. This course filled up within 30 minutes of being announced when offered this past summer. It introduces students to project management and includes topics such as planning, cost estimating, budgeting, managing risks, project evaluation, reporting, and termination. Fees include a Microsoft Project CD, license, and textbook. Call 337-7791 for more info.

### **WEDnetPA Training Consortium Dollars Available:**

The state office has announced special WEDnetPA consortium funds for manufacturing and technology companies that have similar training needs and are willing to arrange training at the same time. Applications and information can be obtained from Don Apel, Edinboro University WEDnet Adminis-



Your Chapter's Source Marketing Program is now recruiting new participants for 2007. Only Chapter members are eligible to join the Source.

The Source provides a cost effective national marketing program that has proven itself over the past 4 years. Over \$5 million in new business has been generated for our participants. In just 2006 the program generated 1,100 new leads and Source companies bid on over 200 contracts.

If you have a marketing program the Source can help you expand your efforts and leverage your marketing dollars. If you no one to market your company the Source can provide you with exposure and qualified leads for a minimum cost. The total cost to participate in the Source for 2007 is \$895 plus a one-time registration fee of \$150 if you are new to the program. What do you get for \$895?

- >Direct mailing to 1,000 qualified leads.
- >Listing on the Source website with a direct link to your site.
- >Access to the Source RFQ system with immediate e-mail notification of all jobs posted.
- >Direct link to the Defense Supply Center in Columbus.
- >The right to exhibit with the Source at our national trade shows

# Affinity Programs & Partner-

**Broadwing Telecommunications.** Offering great long distance service rates, data, and Internet services. (866) JOIN BRW.

**Business & Legal Report Online Resource Centers.** Stay on top of regulatory developments, obtain resources, forms, news, compliance tools, and avoid legal problems. Access BLR's Safety, Environmental, and HR Resource Centers through NTMA's web site. A single subscription to these resource centers retails at over \$2,500 per year; however, members can access these *services* FREE just by logging in at [www.ntma.org](http://www.ntma.org) and clicking on the "Resource Center."

**DI-IL Preferred Pricing on Express Shipping services.** Save up to 25%! Call (800) 647-3061 ext. 6564 or visit [www.ntma.org](http://www.ntma.org), Resources/NTMA Library/Programs & Services.

**Dynamic Solutions & USFreightways** partner to save NTMA members 65<sup>0</sup>/Goff national or regional LTL shipments. Enroll all your locations! Contact Shane Allen toll free at (877) 892-5777 or (903) 892-5777.

**Energy Buyers Program for Electricity & Natural Gas.** This service negotiates competitive electric rates from suppliers and negotiates and *secures* lower natural gas rates for participants. Visit [www.appienergy.com/ntma](http://www.appienergy.com/ntma) or contact APPI directly at (800) 520-6685.

**Freightquote Online Freight Service.** Members can quote, ship and track freight instantly at group discount rates using [freightquote.com](http://freightquote.com). Take a tour online: Enter access code 391CO2, PIN #4566. No Internet access? Call toll free (888) 595-5664.

**E-chx, Inc. Payroll Solutions.** NTMA members enjoy 15% discount for those working with a smaller competitor or doing payroll in-house. Or, if you switch from a national competitor, receive a guaranteed 10% savings. To learn more about their full complement of payroll services, contact Mark Gasiorowski toll free at (866) 341-4561 or [mgasiorowski@e-chx.com](mailto:mgasiorowski@e-chx.com)

**Grainger.** NEWLY EXPANDED! 10% of ALL online or catalog purchases. NTMA members automatically enrolled. Additional discounts up to 45% on wide range of items. For easy ordering, call (877) 699-4890 or fax (877) 699-4889 or order online at [www.grainger.com](http://www.grainger.com)

**IQS, Inc.** Automate your quality system and exceed ISO 9000 requirements using this 16-module business system. Receive special discounted rates and agreements on all IQS product or service line. Contact Dave Michael (440) 333-1344. Or visit [www.iqs.com](http://www.iqs.com) and click on the NTMA link.

**Jergens Inc.** Exclusive Online Catalog Discount of 10% off standard pricing. [Check out this great site!](http://www.jergensinc.com)

**JobBOSS Software.** 15% off originating orders; 5% off additional orders. Call Michelle Schindler, (800) 777-4334.

**NTMA MasterCard.** Show off your industry affiliation with this card displaying the NTMA name prominently. Platinum or Gold. (800) 847-7378, priority code QRYH.

# Affinity Programs and Partnerships

**SelfLube Die and Mold Components.** Members receive a 25% discount. Industry standard Bushings, Wear-plates, Wearstrip, Gibs, Keeper Blocks, Parting Line Locks, etc., at distributor pricing. Available with or without self-lubricating graphite. ISO 9002. Made in USA. Contact Jennifer at (800) 690-3600.

**Shoptech** Software offers 15% off the E2 Shop System. Contact Paul Ventura at (800) 525-2143 or [pventura@shoptech.com](mailto:pventura@shoptech.com).

**SourceHorizon** — Find New Customers at [www.SourceNTMA.com](http://www.SourceNTMA.com)! After a one-time \$500 registration fee, NTMA members pay a 4.5 percent commission on jobs awarded through the marketplace. Visit [www.SourceNTMA.com](http://www.SourceNTMA.com) for complete instructions and details.

**Staples Office Supplies.** Staples customers get deeper discounts on through the Staples Business Advantage Program. To sign up, visit [www.ntma.org](http://www.ntma.org), Log in, pull down RESOURCES, then NTMA Library, then Member Programs and Services, and download the Staples program form & fax in. Once registered, enjoy easy password-protected ordering with next day delivery. Members can even arrange for employees to take advantage of this UNBELIEVABLY LOW PRICING.

**Vehicle Leasing through Merchants.** Enjoy discounted vehicle leasing rates, maintenance programs, customized lease terms, and more. Contact Greg McIntyre at (800) 391-1576.

**NEW! Yellow Transportation.** Offering members 62% savings on standard ground! Additional services such as Exact Express, Definite Delivery, Exhibit Services, and shipments to Canada and Mexico. Seamless integrated air, ocean, and overland service around the world. Contact NTMA

## National Tooling and Machining Association Member

### Advice and Assistance

- Business Management Advisories
- Resource Centers: Safety, Environmental, & HR
- Labor Relations Counseling
- Sample Affirmative Action Plan
- Sample Employee Handbook

### Networking

- Discussion communities at [ntma.org](http://ntma.org)
- Networking Guide for national meetings

### Conventions/Seminars

- National meetings to network with other members, Roundtable Discussions
- Professional Seminars on Technology, Business Management, Marketing and others

### Group Insurance

- National Business Insurance Program
- Chapter Sponsored Insurances\*
- Group Health Insurance Referral Service

### Marketing

- Business Conditions Report
- Business/Customer Forecast Reports
- Market Intelligence Reports
- E-Trends Newsletter
- NTMA/Source Horizon Alliance
- National Trade Show Opportunities
- Regional Purchasing Fairs

### Skilled Labor Training/Testing

- Chapter-sponsored training programs\*
- Employee Aptitude Testing
- Industry Recruiting Videos
- NIMS Advice/Testing
- NTMA/Tooling U Alliance
- Training Texts & Other Related Materials
- Workforce Development Program Information

## Hall of Fame Night

Hall of Night was held in October. The night honored past and present tool and die manufacturing individuals. Three new Hall of Fame inductees were:

Larry Sippy: “Mr. NIMS” Larry became a journeyman toolmaker in 1964 and in 1976 was named president of Sipco Inc. He was an Early Promoter of NIMS Standards as basis of apprentice training. In addition, Larry became Chairman of Pa Metalworking Skills Standards and was a past president of the Northwest Pennsylvania National Tooling and Machining Association. In 2003 he was the Chairman of the Board for the National NTMA.

Daniel J. Leech: “Master of Carbide” In 1948 Daniel co-founded Leech Tool & Die Works with his father, Joseph. Dan is a self taught metallurgist and in 1965 developed practical technologies to manufacture and machine tungsten carbide. In 1968 Dan founded Leech Carbide. In addition, he is an avid pilot with 5000 hours logged and is a MAIC Board Member.

Debbie Reznor-Douglass: From 1986-1989, Debbie worked for the Erie County Vo-Tech and began her career in 1990 at the Lord. Corporation. In 1987 to 2002 she was the Northwest Pennsylvania National Tooling and Machining Association Director. Also, she was the Director of NIFM(PMI) during that same time. Debbie wrote and administered PMI’s first Customized Job Training Grant.



## Blue Collar Bash

The Northwest National Tooling and Machining Association is holding a “Blue Collar Bash” to promote and say thank you to all of the Top in the Shop nominees throughout the year starting in January of 2006, every Monday a full page in the Meadville Tribune was dedicated to the NWPA NTMA and featured a “Top in the Shop” employee. This program was created by

the Meadville Tribune and the NWPA NTMA Marketing Committee to create awareness within the industry while promoting the success of our top employees.

Nominating Companies have the opportunity to be awarded education dollars in the amount of (1) \$1,000 and (2) \$500. Funds are provided by the



## 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](mailto: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](http://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 Kristine Main at (814)333-2415, fax (814)337-8172 or e-mail [kmmain@pmionline.edu](mailto:kmmain@pmionline.edu) and have her add that person to the list.

## *Northwest PA Chapter NTMA*

### *Trustee*

#### **Doug Peters**

Peters Heat Treating  
dougp@petersheattreat.com

### *President*

#### **Scott Hanaway**

Tech Tool & Molded Plastics, Inc.  
smh@ttmp.com

### *Vice President*

#### **Dennis Frampton**

C& J Industries  
dennisframpton@cjindustries.com  
ory.a.wasko@delphi.com

### *Treasurer*

#### **Greg Wasko**

Starn Commodities Group  
Greg-

### *Executive Director*

#### **Don Douglass**

## *Board of Directors*

#### **Brian Deane**

NuTec Tooling Systems, Inc.  
bdeane@nutec-inc.com

#### **Bob Heinlein**

H&H Machined Products  
bob@hnmach.com

#### **Thomas Hilburn**

Laser Tool, Inc.  
tom@laser-tool.com

#### **Bill Muck**

Merit Tool Company  
bmuck@merittoolcompany.com

#### **Deborah Pipp**

McGill, Power, Bell & Assoc., LLP  
dpipp@mpbcpa.com

#### **Lon Sippy**

Sipco Molding Technologies  
lonsippy@sipco.com

## *NWPA-NTMA Welcomes new member to their staff*

**Kristine Main has been hired as NWPA-NTMA's new administrative assistant. Currently Kristine 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

**January 24**—Board of Directors Meeting

**February 14**—Board of Directors Meeting

**March 14**—Board of Directors Meeting

**April 18**—Board of Directors Meeting

**May 16**—Board of Directors Meeting

### National Meetings

**February 4-8**—NTMA 2007 Annual Convention, Lowes Coronado 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

**June 13-14**—NTMA Legislative Conference, L'Enfant Plaza Hotel, Washington DC

### Trade Shows

**September 18-20**—American Manufacturing Expo (AMMO) Las Vegas Convention Center Las Vegas NV

## *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

*764 Bessemer Street, Suite  
105*

*Meadville, Pa 16335*

*Phone: (814)333-2415*

*Fax: (814)337-8172*

