

tmta talk

A Publication of the Tooling, Manufacturing & Technologies Association

From Rob's Roost

by: Rob Dumont, President & CEO

Get Involved Because You Matter!

As you will see elsewhere in this edition of **TMTA Talk** the election of Directors to the TMTA Board is now completed. It was and is personally gratifying that we had a field of six candidates for the three vacancies that needed to be filled. I thank the nominating committee for its efforts and in particular all those who agreed to stand for election. My congratulations to the new directors; I look forward to working with you.

The general election fervor continues and, as the race narrows in terms of Presidential hopefuls, opportunities are presented to direct discussion to issues of importance to U.S. manufacturers. Please do your part by participating in the process; by proffering both your concerns and your suggestions for solutions or, at least, improvements. It is very easy to conclude that you can not make a difference but the reality is that only if you try will you be able to move the system toward badly needed change.

Speaking of change, there really is evidence of a shift in the mood of the electorate. For example this cycle sees an increased number of incumbents who have chosen not to run again. I am told more than a few of these have arrived at the conclusion to not seek re-election based on the perception that they could not be re-elected. The voice of the voter carries weight.

Just recently in the State of Maryland two incumbents (one of eight terms, the other of nine terms) in the U.S. House of Representatives were defeated in their efforts to run again in November. People can reach the point where they have had enough, and, if they become involved they can author change. Incidentally the Representative with nine terms was a Republican while the one with eight terms was a Democrat.

We have had improved response to our request that you offer to contact your representatives on issues of importance; **thank you**, it is not too late to join in!

We continue to work diligently in our efforts to make manufacturing concerns and those of manufacturer's issues of discussion at all levels of government during the current election cycle.

Please put *serious thought* into all your choices at the ballot box come November. In my view one ought not to base a choice on factors such as appearance, gender race or religion. The issues transcend such cursory considerations. This is a serious time in America as evidenced by the state of manufacturing. We need to have serious people make serious choices. The field of candidates is not yet fixed and so there is

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TMTA Events Calendar March 2008

Visit the TMTA Calendar at www.thetmta.com for detailed information on events.

- 9 Daylight Saving Time Begins
Set Clocks 1 Hour Ahead
- 19 TMTA Board of Directors
meets at TMTA offices
- 20 MTMIC Board of Directors
meets at TMTA offices
- 20 Spring Equinox
- 23 Easter Sunday

BCN Behavioral Health

BCN has ended its contract with its behavioral health administrator, ValueOptions. BCN began managing behavioral health internally effective January 1, 2008. This integrated approach, which includes customer service, claim payments, medical management and provider relations, provides a streamlined health care experience for its members. For Behavioral Health questions, BCN members should call 800-482-5982.

BCN members will soon receive a postcard which offers a free copy of the Health at Home handbook while soliciting positive ratings on future BCN surveys. The handbook includes self-care basics, information about medical conditions and tips for fitness, stress management and wellness, all part of an ongoing effort to improve BCN members' fitness and overall health. Group decision-makers will receive a letter notifying them of the postcard offer.

Weight Watchers Changes

Weight Watchers branches in West Michigan have put a hold on special pricing for BCBSM members. This impacts the following counties: Allegan, Arenac, Barry, Berrien, Branch, Calhoun, Cass, Clare, Clinton, Eaton, Gladwin, Gratiot, Hillsdale, Ingham, Ionia, Isabella, Jackson, Kalamazoo, Kent, Lake, Lenawee, Mecosta, Montcalm, Muskegon, Newaygo, Oceana, Osceola, Ottawa, Shiawassee, St. Joseph and Van Buren.

The most current Weight Watchers discounts (in all other parts of the state), as well as other Wellness programs, may be found at www.bcbsm.com under "I am a Member".

(Rob's Roost continued from Page 1)

time to investigate and study positions and, yes, propositions offered as policy.

Vote as you like but vote for America!

We attempted to book Oakland Hills or, alternatively Warwick Hills as a venue for the 2008 Golf Outing. Unfortunately pricing was prohibitive and the number of golfers that typically participate was similarly a problem. We thank both those superior venues for engaging in discussions with the TMTA (through member contacts) and for their efforts to accommodate our needs. We will be returning to the very fine facilities and services at Fox Hills again this year. Stay tuned for additional information on the Outing and exciting developments underway.

TMTA Member Vulcan Threaded Products Inc. Takes the Lead

March 5, 2008

Antidumping Petition Filed Against Imports of Steel Threaded Rod from China

Washington, D.C.—Today, the largest producer of steel threaded rod in the United States—Vulcan Threaded Products Inc. ("Vulcan") of Pelham, Alabama—filed an antidumping petition urging the U.S. International Trade Commission and the U.S. Department of Commerce to investigate imports of steel threaded rod from the People's Republic of China.

Imports of threaded rod from China surged by almost 300 percent from 2005 to 2007. At the same time, the prices of imported Chinese products undersold U.S. producers by significant margins, the petition states. Rising volume and unfair prices have enabled Chinese manufacturers to claim nearly two-thirds of the U.S. market—a threefold increase in just three years.

"Imports of steel threaded rod from China were virtually nonexistent several years ago, but now they're taking the majority of the U.S. market," said Bill Upton, Vulcan's President. "We have seen an extraordinary increase in the volume from China at prices which are often less than the cost of our raw materials. Our industry has been devastated, and we need immediate relief."

Under U.S. antidumping laws, the U.S. Department of Commerce will impose a "dumping" duty to offset unfair pricing of Chinese threaded rod imports in the U.S. market. The estimated dumping margins for imports of threaded rod from China range from 35 to 206 percent, depending on the product, and the average dumping margin is 89 percent.

Steel threaded rod is commonly used in commercial construction to suspend electrical conduit, pipes for plumbing and fire protection, and HVAC duct work. It is also used for hanging suspended ceilings and elevated conveyor belts, bolting pipe joints in the waterworks sector, and installing earthquake- and hurricane-restraint roofing systems.

The International Trade Commission is expected to make a preliminary injury determination by mid-April 2008, and the Department of Commerce should issue a preliminary dumping determination by August 2008. A surge in Chinese imports could result in a finding of "critical circumstances," leading to duties imposed retroactively to May 2008.

Legislative Update

by: *Judy Augenstein,*
Legislative Consultant, Lansing

In her sixth State of the State address, Governor Jennifer Granholm prompted reluctant Republican legislators from their seats to embrace nearly \$2 billion in programs paid for through refinancing, bonding, securitization and investments. "If there's one thing we showed the people of Michigan in the last year, it is that we know how to fight," Granholm told the legislators. "Now we need to show them that we can fight for them. Together." Granholm urged the Legislature to join her in a new era of cooperation. After an uncomfortable pause, legislators slowly stood in applause. She plans tax credits for companies adding jobs and using state pension funds to invest in Michigan based companies. She hit the cooperation angle again, noting that any new program she introduces this year could be paid for without new taxes or fees. "I say we will win these jobs for Michigan and replace the lost manufacturing jobs with a whole new, growing sector. You on it?" Again, her call was met with hesitation. This time she jumped on it. "Come on! Maybe I have more explaining to do." Legislators then gave her a standing ovation. Governor Granholm outlined her alternative energy plan. She sees Michigan using wind, water, woods and waste to draw companies to Michigan as Sweden, a similarly sized and geographically positioned entity was able to do.

She recommended that a percentage of power come from renewable energy sources (renewable portfolio standard or RPS). That energy efficiency legislation is required and reform of P.A. 141, the state's electric choice law is needed. She wants 10% of the state's electrical energy be derived from renewable sources by 2015 and 25% by 2025. Other aspects of her alternative energy proposal include removing the state's gasoline tax from fuel purchases of ethanol and bio-diesel fuels. Creating "Centers of Excellence" to bring alternative energy companies and universities together to create new products and jobs; and enacting tax incentives for companies in the alternative energy sector to get their suppliers to also locate in Michigan.

Granholm introduced her plan to carve up large, chronically low-performing schools into independent, 400 student high schools. Other education reforms include raising the drop out age to 18, putting more money into early childhood education, asking school districts to create full day kindergarten and proposing more money for the No Worker Left Behind program.

The Senate Economic Development and Regulatory Reform Committee has reported out SB 680, sponsored by Senator Randy Richardville, R-Monroe. The legislation was requested by TMTA. The bill increases from 25 to 40 the number of tool and die renaissance recovery zones. It allows companies with 75 or more employees to participate in the Tool and Die Renaissance/Recovery Zone Act as long as they negotiate a

payment in lieu of taxes for public safety and fire protection services. Speaker Andy Dillion, D-Redford Township, plans to introduce legislation to assist tool and die companies. The bill will include establishing a "tooling fund." The basic concept is that tool and die companies could sell their tools to a separate fund and then lease the use of that tool as a way to free up capital to grow their business. His bill could include removing the employee cap from the Tool and Die Renaissance/Recovery Zone Act.

IRS Examines Employee Tool & Equipment Plans

The IRS has established a cross divisional team to address significant concerns with certain Employee Tool and Equipment Plans, sometimes called Service Technician's Tool Reimbursement Plans, that purport to receive tax-favored treatment as "accountable plans" under IRS Code 62(c) and the accompanying regulations.

These plans are widely marketed to various industries that employ workers who are required to provide their own tools. Under the faulty plans, employers avoid employment and related taxes by incorrectly treating amounts paid for tools as non-taxable wages. Employers that claim unwarranted tax benefits from plans that do not qualify for tax favored treatment are being identified for examination.

An expense reimbursement arrangement is a tax-favored accountable plan if it satisfies the three requirements of business connection, substantiation and returning amounts in excess of substantiated expenses, and if it does not evidence a pattern of abuse of the rules applicable to such plans. The IRS is focusing on the fact that the majority of the plans being marketed are designed and operated around a structure that recharacterizes a portion of the employee's existing pay as a "reimbursement" for the employee's tools merely to generate tax savings for both the employer and the employee.

The IRS's attention to tool plans is not new. In 2005, Revenue Ruling 2005-52 addressed the tax consequences of a tool plan, as typically operated at that time. While the tool plan promoters responded to the revenue ruling by changing elements of their plans to address some of the shortcomings regarding the substantiation of expenses, the IRS continues to be concerned about the currently marketed tool plans.

The IRS's cross-divisional team includes members of all examination divisions, Appeals, and the Office of Chief Counsel. They have initiated promoter investigations and employer examinations identified from promoter client lists. To the extent that plans do not meet the accountable plan rules, there will be employment tax and potentially penalty assessments. Taxpayers that are considering implementing such a plan are advised to take a cautious approach.



From the Desk of Gary Wood

MTMIC, Chief Operating Officer

March is a month filled with hope:

Daylight Savings Time starts on March 9;

St Patrick’s Day jumps in on the 17th (making that Monday one of the most dangerous days on the road); and

There is hope that winter will be over on the 20th.

Hopefully we can get back to not freezing and crashing our way through the frozen Tundra that Michigan has been this year.

MIOSHA ALERTS

MIOSHA Form 300A is required to be posted in your facility from February 1 through April 30 every year. Even if you have no injuries or illnesses you must still post the form with zeroes entered in the total lines. This form can be downloaded from a link on the MTMIC website (www.MTMIC.com) or it is also available on the Loss Control CD.

Employers with 10 or fewer employees in certain industry groups may be exempt from displaying the forms but, unless you are in retail, finance, insurance, real estate or some service industries, make sure you display the form or you could get fined. You should note that even if you are exempt from some of the recordkeeping requirements you are not excused from compliance with applicable safety and health standards.

MIOSHA Notifications are required by law to be made within eight hours of when you have a fatality or any hospitalization of three or more employees suffering injury or illness from an accident. The Fatality & Catastrophe Hotline, 800-858-0397 is available 24/7 to report these types of accidents.

Do you think you know what a “**pinch point**” is? MIOSHA inspectors have begun, in certain instances, to cite employers with overhead garage doors that do not have electric eyes or constant pressure switches to control the movement of the door. Most modern home-use garage door openers come with integral electric eyes which prevent the door from closing if the light is blocked; not all commercial doors have the same mechanism to prevent injury and the older the electric door op-

erator, the more likely it is that it is not equipped with preventive mechanisms that comply with the “pinch point” standard.

TOP 20

MIOSHA has named the 20 most frequently cited serious General Industry Safety Violations in the one year period of October 1, 2005 through September 30, 2006. During that period the following serious violations included:

1. Guards for Power Transmission: Belts & Pulleys
\$177,725 Fine
2. Control of Hazardous Energy Sources
\$220,585 Fine
3. Design Safety for Electrical Systems
\$147,445 Fine
4. Personal Protective Equipment: Face and Eye
\$70,900 Fine
5. General Provisions: Guard Pinch Points
\$128,225 Fine
6. Guards for Power Transmission: Gears & Chains
\$82,300 Fine
7. Floor and Wall Openings, Stairways
\$77,175 Fine
8. Metalworking Machinery: Guards, Vertical Saws
\$59,075 Fine
9. Hazard Communication: Written Programs
\$44,755 Fine
10. General Provisions: Guard at point of operation
\$112,825 Fine
11. General Duty Clause
\$82,400 Fine
12. Powered Industrial Trucks: Licensing
\$46,925 Fine
13. Guards for Power Transmission: Revolving
\$29,125 Fine
14. Personal Protective Equipment: Hazard assessment
\$30,775 Fine
15. Guards for Power Transmission: Shafting
\$22,925 Fine
16. Powered Industrial Trucks: Loading
\$34,250 Fine
17. Confined Space Entry
\$26,750 Fine
18. Abrasive Wheels
\$16,150 Fine
19. Polishing, Buffing & Abrading: Guard Nip Points
\$16,425 Fine
20. Conveyors: Belt Conveyors
\$32,225 Fine

The loss control staff of the MTMIC has the knowledge and capability to help you avoid an annoying and expensive MIO-SHA citation. While we cannot guarantee that there will not be

a MIOSHA citation, lessen your chance of fines by working with our staff to keep your shop safe.

POSTERS

The MIOSHA required posters are now available. Make sure you ask your loss control representative for your set of posters (state and federal). This product is still free to policyholders of MTMIC. These posters are \$65 a set if you buy them from an office supply store or mail order and I know an Association in Lansing is selling them for \$45 a set to their members.

More proof of the value of MTMIC.

If you have any questions about your safety program, contact your loss control representative or Ray Duff, the Loss Control Manager.

LAST WORD

By the end of February we have had (where I come from) over 78 inches of snow. That is 6.5 feet of snow, very unlike winters we have seen in recent years. That measurement makes this winter one of the snowiest in a long time here and in many places around the world (apologies to Al Gore).

Word is out that the Arctic ice packs have re-frozen and the polar bears can get back home to where the food is instead of wandering around Nova Scotia looking for a meal (Insomnia forces me to spend too much time watching "Animal Planet").

We will soon witness the end of the first quarter and Economic evaluations will tell you that we are either now officially in a recession, or not. Most of the people in Michigan believe we have been in a recession since before last year and we are still waiting to be "blown away" by this state's business initiative.

Does anyone think anything good is going to happen in Motown until people realize self interest is not how you develop a robust city and economy?

Even though Opening Day is right around the corner remember:

Winter is not over yet; drive defensively and stay safe.

Remember to visit the TMTA website at www.thetmta.com for all your up-to-date news and information!

2008 Economic Stimulus Act Provides Tax Benefits to Businesses

In addition to providing stimulus payments to individuals, the Economic Stimulus Act of 2008 provides incentives to businesses. These incentives include a special 50-percent depreciation allowance for 2008 purchases and an increase in the small business expensing limitation for tax years beginning in 2008.

50-Percent Special Depreciation Allowance

Depreciation is an income tax deduction that allows a taxpayer to recover the cost or other basis of certain property over several years. It is an annual allowance for the wear and tear, deterioration or obsolescence of the property.

Under the new law, a taxpayer is entitled to depreciate 50 percent of the adjusted basis of certain qualified property during the year that the property is placed in service. This is similar to the special depreciation allowance that was previously available for certain property placed in service generally before Jan. 1, 2005, often referred to as "bonus depreciation." To qualify for the 50-percent special depreciation allowance under the new law, the property must be placed in service after December 31, 2007, but generally before January 1, 2009.

To reflect the new 50-percent special depreciation allowance, the IRS is developing a new version of the depreciation and amortization form for fiscal year filers. The new form will be designated as the 2007 Form 4562-FY.

Section 179 Expensing

In general, a qualifying taxpayer can elect to treat the cost of certain property as an expense and deduct it in the year the property is placed in service instead of depreciating it over several years. This property is frequently referred to as section 179 property, after the relevant section in the Internal Revenue Code.

Under the new law, a qualifying business can expense up to \$250,000 of section 179 property purchased by the taxpayer in a tax year beginning in 2008. Absent this legislation, the 2008 expensing limit for section 179 property would have been \$128,000. The \$250,000 amount provided under the new law is reduced if the cost of all section 179 property placed in service by the taxpayer during the tax year exceeds \$800,000.

The new law does not alter the section 179 limitation imposed on sport utility vehicles, which have an expense limit of \$25,000.

Why the Dollar is So Cheap, and Euro and Gold are So Dear

by: Peter Morici

The dollar is trading at all time lows against the euro and gold for good reasons. The Bush Administration has flooded the world with greenbacks, and global investors have little confidence in the management of the U.S. economy.

During the Bush years, the U.S. trade deficit has doubled. Thanks to dysfunctional energy policies and tolerance for Chinese mercantilism, the deficit has exceeded \$700 billion each of the last three years and is more than 5 percent of GDP.

The Bush energy policy emphasizes incentives for domestic oil production and letting rising prices instigate conservation but those have failed. Domestic crude oil production is falling, the price of gas has risen from \$1.51 to \$3.21, automakers have populated U.S. roads with fuel guzzling SUVs, and petroleum now accounts for about \$380 billion of the trade deficit.

Cheap imports from China have chased millions of Americans from manufacturing jobs, as the U.S. purchases from the Middle Kingdom exceed sales there by nearly five to one. The trade deficit with China is about \$250 billion.

China has engineered this competitive triumph by keeping its yuan even cheaper than the dollar, euro and gold. Annually, it sells at deep discount about \$460 billion worth yuan for dollars, euros and other currencies in foreign exchange markets. That provides a 33 percent subsidy on Chinese exports and keeps Chinese goods cheap on the shelves at Wal-Mart.

The Bush Administration has sought changes in China's currency policies through diplomacy and has failed. Paradoxically, Treasury Secretary Henry Paulson has managed to tar as protectionist any proposal for U.S. government action to offset Chinese subsidies.

The remainder of the trade deficit is largely autos and parts from Japan and Korea, who through various means have kept the yen and won cheap too.

The huge trade deficit must be financed either by attracting foreign investment in new productive assets in the United States or by printing IOUs. Investment has only provided about 10 percent of necessary cash, so each year the United States sells currency, bank deposits, Treasury securities, bonds, and the like to foreigners. Those claims on the U.S. economy now total about \$6.5 trillion.

That floods world financial markets with U.S. dollars and paper assets that function much like U.S. dollars—what econo-

mists call liquidity. And, it evokes an iron law of the universe. If you print too much money, it won't have any value.

Until recently, most of that borrowed purchasing power was put into the hands of U.S. consumers by the large Wall Street banks. Essentially, through mortgage brokers and regional banks, those Wall Street banks loaned Americans money to buy homes and refinance their mortgages. In turn, the banks got the cash needed by bundling mortgages, as well as auto loans and credit card debt, into collateralized-debt-obligations—bonds backed by consumer promises to pay—for sale to fixed income investors, hedge funds and others.

The bankers could get reasonably rich on this scheme but got greedy. Last summer, we learned that the banks were not creating legitimate bonds. Instead they sliced, diced and pureed loans into incomprehensibly arcane securities, and then sold, bought, resold, and insured those contraptions to generate fat fees, big profits and generous bonuses for bank executives.

Now investors ranging from U.S. insurance companies to the Saudi Royals are not much interested in buying bonds created by large U.S. banks, and the banks can no longer make loans to many credit-worthy consumers and businesses. Without credit, the U.S. economy cannot grow and prosper.

The Federal Reserve has direct regulatory responsibility for the large U.S. banks, and it is Ben Bernanke's job to require them to fix their business practices and resurrect the market for bonds backed by bank loans.

Yet, Federal Reserve Chairman Bernanke has offered no plan to address these problems, or even acknowledged the urgency of the situation. And, without a well functioning banking system, the U.S. economy heads into recession of uncertain depth and duration.

International investors, recognizing the U.S. economy lacks competent helmsmen at Treasury and the Federal Reserve, are fleeing the dollar for the best available substitute—the euro and gold.

When George Bush was inaugurated, the euro was trading at 94 cents and gold cost \$266 an ounce. Now they are trading at \$1.52 and \$985 an ounce. That is a plain vote of no confidence in the Bush–Bernanke economic model.

Peter Morici is a professor at the University of Maryland School of Business and former Chief Economist at the U.S. International Trade Commission. He can be reached at 734-549-4338 or e-mail to pmorici@rhsmith.umd.edu, or for more information on Mr. Morici, visit www.smith.umd.edu/lbpps/faculty/morici.html.

Congratulations to the Newly Elected Members of the Board of Directors of TMTA!

The ballots have been counted and the results are in. The three newly elected members of the Board of Directors of TMTA are:

Bruce Cain of **XCEL Mold and Machine, Inc.**,
North Canton, Ohio;
John Ebbing, **Detroit Edge Tool Company**,
Detroit, Michigan; and
Dennis Haller, **Haller International Technologies**,
Detroit, Michigan.

TMTA looks forward to these three gentlemen, who bring experience, wisdom and dynamism, serving on the Board

And thank you to the other three persons who ran for seats on the Board. They are:

Joanne Hinds, **Diamond Die & Mold Company**,
Clinton Township, Michigan;
Ed Siciliano, Jr., **Circle Mold & Machine, Inc.**,
Tallmadge, Ohio; and
Steve Thiele, **Bradhart Products, Inc.**,
Brighton, Michigan.

Members In The News

Schmald Tool & Die located in Burton, MI will join the United Tooling Coalition Recovery Zone.

“Tool and die shops have historically been an important element of Michigan’s manufacturing economy, but today they are under substantial challenge from foreign competition,” says James Epolito, president and CEO of the Michigan Economic Development Corporation. “Tax-free designations help level the playing field by lowering operating costs and encouraging collaboration to help them compete and keep these highly skilled jobs in Michigan.”

The Recovery Zones allow companies to operate free of most state and local taxes for up to 15 years. To receive consideration for zone designation, tool and die companies must have a collaborative agreement that demonstrates synergistic opportunities among the companies.

Schmald Tool offers services for design only, and/or complete design and build packages for sheet metal dies, gauges and fixtures. They have partnerships with a variety of plastic injection mold designers to provide services for injection molds. Schmald Tool also provides prototype, tryout and short-run ability for sheetmetal; and machinery, gauge and fixture design and design services.



Both the **TMTA 2008 Annual Hourly Wage Survey** and the **2008 Annual Salary Wage Survey** are being mailed out to all member companies on March 14, 2008. Your company’s completed data must be returned to TMTA no later than Monday, April 14, 2008.

Remember, as always, only those member companies who participate in the surveys will be entitled to receive the respective survey results.

Please take the time to fill out these important surveys. The information we maintain is only as useful as the data we receive from you.

If you have any questions about either of the surveys or do not receive yours, contact Ron at 248-488-0300 ext. 1306 or e-mail to ron@thetmta.com.

The price of postage is going up effective May 12, 2008. A First-Class Mail stamp will be raised a penny to 42 cents. Customers can continue to use the Forever Stamps that they purchased prior to May 12 at 41 cents, even after the price changes. The U.S. Postal service now has 5 billion Forever Stamps in stock to meet increased demand before the price change.

New rates for Express Mail, Priority Mail, Parcel Select and International Mail are due to be posted later this month. We will keep you informed, or visit the U.S. Postal Service website at www.usps.com.

The TMTA and the National Tooling & Manufacturing Association (NTMA) are holding the dinner presentation, “Technology for the Future: One More Piece of the Business Success Puzzle” on Tuesday, April 1, 2008. The speaker will be Roy Sweatman, President and majority owner of SMT (Southern Manufacturing Technologies) located in Tampa Florida and NTMA’s National Chairman. “As we explore ways to effectively implement technology and automation to make all our people more productive, we will also fundamentally change the skill requirements for our workers. If we are to be successful in the future, the implementation of technology must complement our workforce development efforts.”

Social hour starts at 5:30 p.m. followed by dinner and the presentation. It will be held at the Club Venetian in Madison Heights. To RSVP, contact Anne Cairns at (586) 677-5568 or e-mail Anne at detroitntma@aol.com.

The Marketplace

Personnel Available:

Sales Director who is an ambitious, motivated, goal oriented problem-solver with a strong, keen mechanical aptitude that is complemented by excellent communication skills seeks a job with a growing, stable manufacturing company that will benefit from his past work experience.

Ask for **Resume #08-02**.

Marketing and Sales Professional accomplished in business planning, development and product expansion seeks position utilizing his marketing and industry knowledge.

Ask for **Resume #08-03**.



Tooling, Manufacturing & Technologies Association Insurance Agency, LLC

Robert J. Farris
Executive VP and COO

 **Ralph C. Wilson Agency, Inc.**
The insurance arm of the TMTA

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List of Endorsed Service Providers

- ❖ **Manufacturing Technology Mutual Insurance Company (MTMIC)** (workers' compensation)
Provider contact: Gary Wood 248-488-1172 ext. 1316
- ❖ **Reliance Standard/Ameritas** (life/dental insurance)
TMTA contacts: Dennis Campbell 248-355-1414
Stella Krupansky 248-488-0300 ext. 1310
- ❖ **Blue Cross Blue Shield/BCN** (health insurance)
TMTA contacts: Dennis Campbell 248-355-1414
Elaine Burger-Laskosky 248-488-0300 ext. 1309
- ❖ **Federated Ins.** (property & casualty insurance)
Provider contact: Joseph Busby 800-428-4143
- ❖ **Freedom One Financial Group** (401(k) programs)
Provider contact: Lesley Goodwin 248-620-8100
- ❖ **John M. Packer & Associates** (unemployment)
Provider contact: Nathan Wiest 800-482-2971
- ❖ **Custom Telecom** (phone/communications)
Provider contact: Kathy Schaumburger 866-332-1200

TMTA receives a benefit from its Endorsed Providers when you, as a member, patronize them. This is one way we are able to maintain the level of dues.

Inflation Talk

CPI-W Urban Wage Earners and Clerical Workers

Month	82-84	1967	57-59
Jan 2008	206.744	615.828	716.20*
Dec 2007	205.777	612.948	712.85*
Nov	205.891	613.287	713.25*
Oct	204.338	608.662	707.87*
Sept	203.889	607.324	706.31*
Aug	203.199	605.267	703.92*
July	203.700	606.759	705.66*
June	203.906	607.374	706.37*

CPI-U All Urban Consumers

Month	82-84	1967	57-59
Jan 2008	211.080	632.301	735.36*
Dec 2007	210.036	629.174	731.72*
Nov	210.177	629.598	732.21*
Oct	208.936	625.879	727.89*
Sept	208.490	624.543	726.33*
Aug	207.917	622.827	724.34*
July	208.299	623.970	725.67*
June	208.352	624.129	725.85*

Note: January 2008 CPI-W represents a 4.6% increase from one year ago; CPI-U a 4.3% increase.

* Base Year 1957-59 is no longer released. BLS has issued the following conversion factors from the 82-84 year:

CPI-W—.2886674 CPI-U—.2870447

TMTA TALK®

A Publication of the Tooling, Manufacturing & Technologies Association

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Copy Editor, Layout / Design — Elaine F. Burger-Laskosky

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Deadline for submission of news, articles, letters, cartoons and Marketplace items is the 15th of each month.
Send/Fax to **TMTA—Attention: TMTA Talk Editor.**