

tmta talk

A publication of the Tooling, Manufacturing & Technologies Association



FROM ROB'S ROOST
By ROB DUMONT
PRESIDENT & CEO

Adding Value

We were most fortunate on June 25th when, in spite of dire forecasts, the weather held until just after the final shot on the final hole was taken at our 74th annual golf outing at Fox Hills in Plymouth. The skies then opened up! We concluded the outing with an exceptionally fine meal, very good fellowship and a number of prizes provided by the TMTA **all MADE IN AMERICA**. We will shortly start planning for next year's event, our 75th and we hope to mark that milestone with some special features. You will be kept informed going forward.



One disappointment for me: I distributed to everyone at the dinner a written request to support my advocacy efforts in Washington by going online and adding names to a petition related to the effort to get legislation to deal with Asian currency manipulation. I spoke briefly about the effort during the presentation phase of dinner. Apparently I failed to motivate anyone as the effort did not yield so much as one new signature! I recall someone saying at some long ago moment: "HELP ME TO HELP YOU".

I would be terribly remiss if I failed to thank our sponsors who once again have stepped forward and enabled your Association to hold a first rate golf outing this year. Please see the insert that is included with this edition of TMTA Talk and where possible, patronize those fine supporters of the TMTA.

I am very excited to be able to announce that the insurance arm of the TMTA, the Ralph C. Wilson Agency has been successful in putting together a most comprehensive and totally exclusive Property & Casualty insurance product through Harleysville Insurance. The product is exclusive to TMTA members; it provides greatly enhanced coverages without any additional premium and

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tmta Calendar of Events

July 2009

15	TMTA Board of Directors meets at TMTA offices
16	MTMIC Board of Directors meets at TMTA offices

Visit www.thetmta.com for detailed, up-to-date information on all events.



Blue Distinction® Guides Members to Quality Care

When members need specialized care, selecting the best health care facility is a major concern. Blue Distinction is a designation awarded by BCBS to medical facilities that have demonstrated expertise in delivering quality health care. This designation helps members choose health care facilities that have demonstrated better overall outcomes in the delivery of specialty care. It also encourages doctors and hospitals to improve the quality of the care they provide.

Blue Distinction facilities average fewer medical complications, fewer re-admissions and higher survival rates in specialty areas such as bariatric surgery, cardiac care, complex and rare cancers and transplants. Criteria includes mortality rates, physician credentials, length of time a facility has performed a procedure, number of procedures completed, type of services provided, supporting departments, use of evidence-based care, systematic follow-up of patient results and quality improvement processes.

Today, more than 800 Blue Distinction designations have been awarded to facilities spanning 45 states, including more than 20 hospitals in Michigan.

For more information and to find a designated center near you, visit www.bcbs.com/innovations/bluedistinction.

Medicare Law Requires Group Information

A new mandatory reporting law requires BCBSM to submit certain data regarding groups to the Centers for Medicare and Medicaid Services. This is to help Medicare properly coordinate payment with other insurance.

The new law became effective January 1, 2009. It requires Social Security numbers for all members age 55 and older (including spouses and dependents) and Employer Tax Identification numbers for all groups. All members who are Medicare-eligible because of end stage renal disease or disability, regardless of age, are also required to submit Social Security numbers. This information is required immediately. By January 1, 2010, Social Security numbers for all members 45 and older (including spouses and dependents) will be required.

Since the legislation includes steep penalties for non-

compliance, BCBSM will cancel any member for which it does not have the required Social Security number information. You can submit the information using your normal membership reporting methods.

Receive BCBSM EOBs Online

If you're looking for a way to reduce the amount of mail you receive and make some room in your filing cabinet, BCBSM has a solution for you—online EOB (explanation of benefits) statements. Advantages include:

- You can view them at any time.
- You don't need to call and request duplicate copies.
- You can download and print them from your own computer.
- You can retrieve your information for two years from the date of posting.

Reviewing your EOB statements is important because it helps make you more aware of prices and payments for your care. It also helps you identify any errors. Sign up for your online EOBs today. Just go to www.bcbsm.com, click on I am a Member and then Login to Secured Services.

Great News for TMTA Members Who Purchase Their Life and Dental Insurance Through the TMTA Insurance Agency and Reliance!

We are pleased to inform you that the renewal for your Group Life, Short Term Disability, Long Term Disability and Group Dental Insurance, effective July 1, 2009, has been approved with no rate increase for any line of coverage.

This marks the 6th consecutive year that the rates for these lines of coverage have been maintained without a rate increase.

TMTA Insurance Agency is able to provide lower rates than you could qualify for on your own due to our group buying power. Both employer-paid and voluntary coverage options are available with no minimum participation rates for voluntary plans. And your rates are guaranteed for 2 years.

In most cases, the savings you receive from being a part of our group insurance will pay for your annual dues premiums. You would be wise to contact us for a quote today!

For more information, contact Stella at 248-488-0300, ext. 1310 or Dennis Campbell at 313-550-3200.

(Rob's Roost continued from Page 1)

once it is in place and certain levels of participation and results are achieved, it will pay a dividend to participating member companies.

For example: a standard P & C policy normally provides \$25,000 coverage for utility services with the option to add coverage for overhead transmission lines. The TMTA policy includes (at no extra cost to you) an additional \$75,000 of coverage and automatically includes coverage for overhead lines.

Similar additional coverage levels are added without cost for a variety of other risks. In short this is a truly enhanced product without the additional cost burdens. You will be getting more information shortly and, I am very pleased to say that having become available on July 1, 2009, we already have one member company who has signed up with a significant **reduction in premiums** versus their former policy and with the benefit of the enhanced coverages. You owe it to yourself to check this out. The policy is only available to TMTA members and only available through the TMTA agency's insurance arm, Ralph C. Wilson Agency. With the additional feature of a dividend payable to policyholders, this truly is a value proposition through membership in the TMTA. Call Stella here at the TMTA and she will ensure that our agency gets in touch with you forthwith.

Finally, do enjoy the summer with family and friends; get some R & R and above all, be safe!

TMTA MARKETPLACE

Personnel Available:

Accounting Professional seeks position utilizing detail-oriented, diversified and progressive accounting experience. Hands-on experience in general ledger, payroll, fixed assets and accounts payable functions. Strong analytical capabilities and reconciliation skills. Quickly adapts to new technologies. Strong verbal and written communication skills.

Ask for Resume **#90701**.

LEGISLATIVE UPDATE

By JUDY AUGENSTEIN,
LEGISLATIVE CONSULTANT, LANSING



Almost four out of five American voters believe that the problem in the United States is not taxpayers willingness to pay more in taxes, but that politicians unwillingness to cut spending. According to a poll released by "Rasmussen Reports," 77 percent of voters say the bigger problem for the nation is the unwillingness of politicians to control government spending. Only 14 percent said the problem is that voters are unwilling to pay enough in taxes.

Senate Democrats, under pressure from labor unions, tried, but failed to push through legislation to permanently expand Michigan's 100 percent employer financed unemployment system in an effort to accept one time dollars from the federal government (HBs 4785-86).

There is currently \$139 million in one time money available in federal stimulus money if Michigan agrees to permanently expand it's Unemployment Insurance system. House Bills 4785-6 would expand the Unemployment Insurance (UI) benefits to part-time employees seeking part-time work and claimants who have exhausted benefits and are currently enrolled in worker training programs. Please contact the office of the Senate Majority Leader Mike Bishop, R-Rochester, to express your appreciation for his leadership on the UI issue on behalf of businesses across the state.

Business groups, have encouraged the Senate to keep their attention to cutting the budget, taxes and regulation which would encourage job creation.

GlobalTranz

GlobalTranz, has secured discount pricing with over 50 freight providers for all your shipping needs.

TMTA members can sign up, free-of-charge, to utilize GlobalTranz's online program where you enter information and immediately receive a list of multiple freight carrier options showing shipping details and costs so you can select the best carrier for you. It's as easy as 1-2-3.

To start using this program, contact Chad Hill at 1-866-275-1407, ext. 130.

TMTA 74TH ANNUAL GOLF OUTING & DINNER HIGHLIGHTS

The TMTA 74th Annual Golf Outing & Dinner was held at the Fox Hills Golf Club in Plymouth last month. Even though attendance was down due to the uncertain economy, TMTA was able to hold a winning event enjoyed by both members and their guests. Strangely enough, the weather was a repeat of last year: it was a hot and humid day with the storms holding off until everyone had just finished golfing and then the sun came out again for the drive home.

Dan Nieschulz from **Superior Cam**, Bill Wesley from **Harleysville Insurance**, and Matt Ardin from **Temperform** were the hole-in-one shoot-out participants trying for \$1 million, \$75,000, and a 2009 Chevy Traverse (in that order). Bryan Moosekian had the longest drive on hole #8 and Bruce Boettger from **Temperform** had the longest drive on hole #17. The team with the lowest score (64) was from **Temperform**. Oddly enough, the team with the highest score was also from **Temperform**. And the **Temperform** table won the most dinner prizes for the night. I guess that proves that Temperform excels at all levels!

TMTA wishes to thank all of the sponsors, volunteer workers, Bob Easterbrook of **East-Lind Heat Treat** for his generous prize donation of a flat screen color television, and most of all our attending members and their guests for making this a wonderful day for everyone.

WE HOPE TO SEE YOU AT NEXT YEAR'S OUTING!







Did you have one of "those" days lately?

You know the kind: everything seems to go a little bit off and you don't know why since you are doing nothing different. This is the product of one of those days; I wrote my contribution to the TMTA Talk last week and saved it for proofreading and now I cannot find it anywhere.

It was a brilliant article extolling the virtues of the domestic automobile while detailing all that was wrong with the rest of the world. I believe in divine intervention so I can only guess that someone, somewhere did not care for the content of the article. So now we try again with a new week in front of us and a different outlook to boot.

Computers Sometimes Break

Last week we had an interesting 80's moment when we lost our e-mail and our website when a subcontractors' server became unavailable and with it our communications to the outside world. We were virtually living in the past for an entire day as we struggled to get electronic things "up". To complicate matters further, a rather embarrassing situation occurred with our website in that it disappeared at precisely the time we were inviting people to check out our operations online.

Granted you cannot avoid electronics in today's business environment, but given the opportunity wouldn't it be nice to not have to twitter or tweet or e-mail or blog or review hundreds of bogus e-mails? After spending four hours working on the problem, it felt comforting to know that we can actually survive and get something done going "old school" with the telephone and snail mail.

TMTA Golf Outing

How come I didn't see you at the golf outing? The main reason is that was the day our subcontractor's server was MIA; the MTMIC was well represented by Megan Brown and Debra Bruno from our marketing staff. As a sidelight, many of you insisted on tipping the beverage

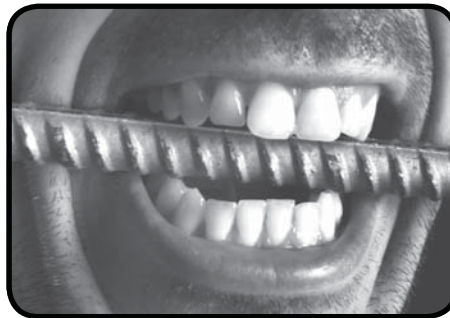
cart and those tips have been contributed to the American Parkinson's Disease Association.

Thanks to all of you that attended and we hope you did not find an immediate use for the complimentary first aid kits which were provided to each golfer.

What's New(s)?

The recent spate of celebrity deaths has brought to mind an interesting confluence of odd, macabre and generally bizarre situations. These people are unknown to me in the personal sense, and yet more is made of their passing than the true dignitaries of the world.

Somewhere along the line we became distracted as a people by the shiny, dangling "Disco Ball" and we are missing the really important stuff of life. I like a good diversion as well as the next person, but honestly folks, these are just entertainers.



It almost did not make the local news that we were fortunate as a state to retain production for some sort of vehicle at the GM Orion plant. That means about 1,200 families will not be evacuating this sinking ship because they have a new opportunity to work in a facility that could easily have been classified as

excess real estate and sold at auction. This is real news that affects you and your families; this is real stuff, not entertainment.

Renewal Process Starts Early

Due to the many moving parts of the January 1 reinsurance renewal (and majority of the policyholders), the Directors are taking an early position on rates and factors to be filed with the state. The last years have shown that there has been the anticipated inflation in the health care field that has manifested itself in increased payouts for medical costs. The general lack of economic growth in the state has made it more difficult to place previously injured workers back in the workforce when there are so many unemployed that have no limiting conditions.

Preparatory to the process, we have extensively reviewed each policyholder and have made some rather interesting observations. On one end of the scale we have found that less than 10% of the policyholders develop the preponderance of the losses attributable to claims. On the other end of the scale are those policyholders that never have claims. A serious review of these statistical anomalies will be ongoing and should result in pricing

considerations at both ends.

One known part of the equation is that claims tend to be less expensive and more readily managed when they are reported as soon as practical after the occurrence and enough information is provided to ascertain what remedial action should be taken. Virtually without fail, the accounts with unacceptable loss ratios have equally unacceptable time lag on the reporting of their claims. Insured's that do not take the time to report claims in a timely manner seem to have the worst result.

Many factors will be reviewed as January 1 approaches, but one fact you can be certain of is that the pricing will be reflective of the exposure and loss ratio of the account.

MTMIC Status Report

Medical Fee Schedule Payments

By the end of May 2009, the MTMIC processed medical claim payments totaling \$2,976,250. The payments are reduced by a fee schedule to coincide with prearranged payment amounts (similar to Medicare). After all discounts, the medical providers were paid \$1,249,986, a 58% average savings.

(NOTE: If your company is paying medical claims direct you are likely to be paying these bills at their full amount).

Policyholders

At the end of May the total policies in force were 496.

Claims

At May 31, 2009 there were a total of 470 open claims from 2006 through 2009 with 177 indemnity cases and 293 medical-only claims.

The average loss ratio for the entire MTMIC book of business was 58.7%. The loss ratio for the claims of the workers' compensation fund average 57.8%.

Loss Control

The Loss control staff have conducted 424 policyholder visits through the end of May (up from 344 last year).

MTMIC Annual Meeting

The MTMIC Board has determined that the Annual Meeting of the insurance company will be a luncheon to be held on October 15, 2009 at Red Run Golf Club in Royal Oak. Please mark your calendars.

***~Work smart, be safe,
find something made in America ~***

TMTA Endorsed Service Providers

Manufacturing Technology Mutual Insurance Company (MTMIC)

(workers' compensation program)

Provider contact:

Gary Wood 248-488-1172 ext. 1316

Reliance Standard/Ameritas

(life/dental insurance programs)

TMTA contacts:

Dennis Campbell 248-488-0300 ext. 1313

Stella Krupansky 248-488-0300 ext. 1310

Blue Cross Blue Shield/BCN

(health insurance program)

TMTA contacts:

Dennis Campbell 248-488-0300 ext. 1313

Elaine Burger-Laskosky 248-488-0300 ext. 1309

Federated Insurance

(property & casualty insurance program)

Provider contact:

John Medo 800-428-4143

Freedom One Financial Group

(401(k) retirement program)

Provider contact:

Lesley Goodwin 248-620-8100

John M. Packer & Associates

(unemployment cost control program)

Provider contact:

Nathan Wiest 800-482-2971

Custom Telecom

(phone/communications programs)

Provider contact:

Kathy Schaumburger 866-332-1200

Schena Roofing & Sheet Metal Co., Inc.

(commercial/industrial roofing contractor)

Provider contact:

586-949-4777

GlobalTranz - CarrierRate.com

(freight discount program)

Provider contact:

Chad Hill 866-275-1407 ext. 130

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

FEATURED TMTA MEMBERS

TMTA will, from time-to-time, feature a member company so that the membership gets to know a little more about each other.

Penn United provides MANUFACTURING SOLUTIONS for customers needing precision components or precision-assembled products. Our complete range of manufacturing services allows customers to simplify their supply chain logistics by using Penn United's "one-stop shop" manufacturing services.

Whether the need is for a single prototyped piece, millions of precision metal components, or a complete turnkey assembly operation, Penn United's highly skilled work force takes pride in responding to customers' toughest applications. Above all, Penn United is founded on its core values of integrity—and that's what gets passed on to every customer...our assurance of absolute integrity.

Penn United's primary focus is on the following industries: energy, medical, defense, and precision components for various industries. Within the energy market, we provide components for oil & gas field equipment, tungsten and silicon carbide mechanical seal rings, and components for nuclear and alternate energy applications. Within the medical market we provide precision components for surgical devices and orthopedic instruments. In the defense arena, Penn United supplies ammunition-related and other component manufacturing. Lastly, we serve a host of other industries requiring precision components, including the following markets: automotive parts, bearings, metal container, electronic connectors, consumer products, hardware, computer storage devices, motor/generator (laminations), and precision tooling (punches, bushings, inserts).

The primary capabilities offered by Penn United in serving the above industries include: the manufacture (and finish grinding) of tungsten and silicon carbide, metal stamping, precision machining, design and manufacture of metal stamping (progressive) dies, custom automated equipment, prototyping, product assembly, tooling, reel-to-reel plating, and carbide punches and bushings.

For additional information, visit www.PennUnited.com, or call (724) 352-1507.



Inflation Talk

CPI-W Urban Wage Earners and Clerical Workers

Month	82-84	1967	57-59
May	208.774	621.875	723.23*
Apr	207.925	619.344	720.29*
Mar	207.218	617.239	717.84*
Feb	206.708	615.719	716.08*
Jan 2009	205.700	612.719	712.58*
Dec	204.813	610.075	709.51*
Nov	207.296	617.472	718.11*
Oct	212.182	632.025	735.04*

CPI-U All Urban Consumers

Month	82-84	1967	57-59
May	213.856	640.616	745.03*
Apr	213.240	638.771	742.88*
Mar	212.709	637.182	741.03*
Feb	212.193	635.637	739.23*
Jan 2009	211.143	632.491	735.58*
Dec	210.228	629.751	732.39*
Nov	212.425	636.332	740.04*
Oct	216.573	648.758	754.49*

Note: May 2009 CPI-W represents a -1.9% increase from one year ago; CPI-U a -1.3% 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

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