

tmta talk

A publication of the Tooling, Manufacturing & Technologies Association



FROM ROB'S ROOST
BY ROB DUMONT
PRESIDENT & CEO

Keeping the Pressure On

Our 75th annual golf outing was, from all reports, a great success! While we were somewhat diminished in number we were certainly not lacking in enthusiasm so keep in mind that the 76th will be scheduled for a Thursday in the month of June 2011.

We could not put this event on (or even together) without the great support of our many sponsors. To them, on behalf of the TMTA membership, the TMTA Board of Directors and the TMTA staff: **THANK YOU!** I would be remiss if I failed to thank our **VOLUNTEER** help in the persons of Pat Slack of **Blue Cross Blue Shield**, Alicia Dolinski and Matt Krupansky who cruised the course providing much needed liquid and snack refreshments to those laboring at the game of golf; thank you all!



I spent three very productive days in the halls of Congress during the week of June 14 to 18. The effort was largely focused on gathering co-sponsors for H.R. 2378 the currency bill that aims to enable coun-

tervailing duties on products entering the U.S. from a country whose currency is misaligned (manipulated). I worked with a true friend of American manufacturing Charles Blum of the **International Advisory Services Group**. Charlie is also the Executive Director of the **Fair Currency Coalition** and a former staffer at the **USTR**.

We met with staff of the following members of the House of Representatives (and if you see an asterisk after the name, with the Representative as well):

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tmta Calendar of Events

July 2010

7/4	Independence Day
7/5	Federal Holiday for July 4 th TMTA Offices Closed
7/21	TMTA Board of Directors Meets at TMTA Offices

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

2010 Third/Fourth Qtr. Business Trends Outlook Survey

Thanks to the member companies that took the time to respond to the latest Business Trends Outlook Survey. The figures in the brackets are the responses from the survey completed six months ago.

1. Describe your company's operation:

Dies, Molds	08%	(07%)
Jigs, Fixtures, Gages	06%	(05%)
Engineering, Technology	00%	(00%)
Stamping, Forging, Casting	04%	(06%)
Manufacturing	27%	(23%)
Machining	21%	(21%)
Tools	06%	(13%)
Special Machines	03%	(06%)
Assemblies	01%	(01%)
Fabrications	10%	(04%)
Prototypes	01%	(02%)
Other	13%	(12%)

"Fragile" (machining)

Cautiously optimistic. (special machines)

Erratic-Roller Coaster (cutting tools)

When is it going to get better? (tools)

Even though we have lost a lot of competition over the last year, the margin of profit is still very thin. (fabrications)

Will possibly close. (manufacturing)

Have not been able to bring more employees back to work. (manufacturing)

New orders are in design and just entering the shop. (jigs, fixtures or gages)

2. How is your business now?

Excellent	05%	(01%)
Very good	17%	(04%)
Good	21%	(15%)
Fair	46%	(54%)
Bad	11%	(22%)
Very bad	00%	(04%)

Impeach Obama (castings)

One part of our business is very competitive and customers want us to work for free. It has basically become just a "money exchange" to pay expenses and provide jobs. (manufacturing)

3. Over the next 6 mos. your co.'s business will:

Increase substantially	04%	(05%)
Increase moderately	54%	(42%)
Remain the same	36%	(49%)
Decrease moderately	04%	(03%)
Decrease substantially	02%	(01%)

Trying to sell more at a lower price just to keep paying our bills. (spline gages & master gears)

4. Current average work week:

Hours per week	43.4	(40.6)
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We are survivors and we are here to stay. Forget the imports and foreign competition. (tools)

5. Current employment:

Hourly:	26.7	(19.2)
Salaried:	9.2	(5.4)

We are very lucky. (paint & powder coating)

6. Compared to 1yr ago, current level of business is:

	Up	Same	Down-
Quoting activity	61% (30%)	22% (30%)	17% (40%)
Shipments	55% (20%)	27% (21%)	18% (59%)
Order backlog	44% (14%)	32% (23%)	24% (63%)
Profits	35% (07%)	38% (22%)	27% (71%)
Employment	32% (05%)	46% (27%)	22% (68%)

We have weathered this storm as long as we could. The pricing for our style of work has dropped by 30% over the last two years. We now have to go down the road of asking for wage concessions to be competitive. (machining)



Great News for TMTA Members Who Purchase Their Life & 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, 2010, has been approved with no rate increase for any line of coverage.

This marks the 7th consecutive year that the rates for these lines of coverage have been maintained without a rate increase.

If you do not currently purchase your group insurance through the TMTA Insurance Agency, you should contact Dennis Campbell at 248-488-0300 or e-mail him at dennis@rcwa.net to take advantage of this valuable benefit of your TMTA membership.

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

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

BCBSM Launches a National Health Care Reform Website

Blue Cross Blue Shield of Michigan has launched a new website designed to help everyone in Michigan understand how national health care reform will affect them.

The website is packed with tools to help visitors navigate the national health care reform law, including a Q&A of frequently asked questions specific to employers, alerts about breaking health care reform news, a detailed timeline showing when changes will occur, and much more.

Visit www.bcbsm.com/healthreform to find all the information you need to stay current with the new requirements.

Here is an excerpt from the website:

What immediate changes should I expect as an employer?

One of the earliest changes for employer-provided coverage is the requirement that for plan years starting on or after Sept. 23, 2010, employers provide preventive coverage without cost sharing, including immunizations, breast cancer screening and certain recommendations of the U.S. Preventive Services Task Force and other agencies such as the Centers for Disease Control. BCBSM is working with its customers to determine how best to implement this near-term requirement.

Effective plan years on or after Sept. 23, 2010, children dependents up to age 26 will be allowed to remain on their parents' policies. BCBSM already continues coverage for dependents that are currently enrolled in our fully insured plans if they are under age 26. We are working with self-funded groups that wish to comply with this requirement in advance. BCBSM will work with customers to have a special enrollment period to add back dependents up to age 26 who previously aged off their parents' policies.

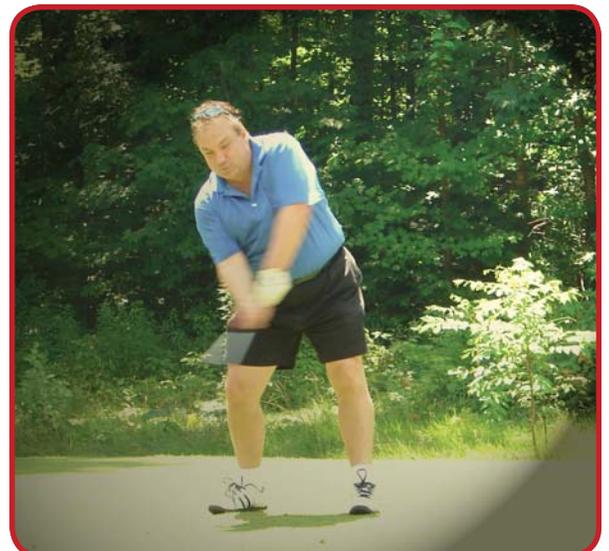
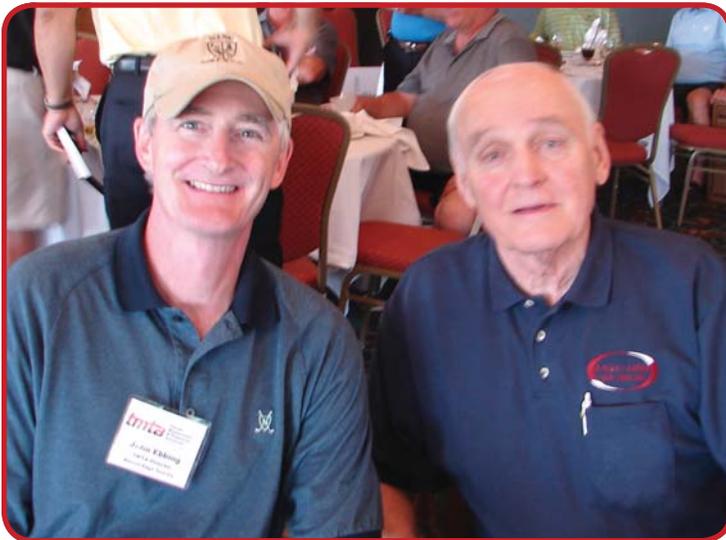


The annual **Personnel Practices Survey** for 2010 is included in this month's TMTA Talk. Please complete and fax (248-488-0500) your survey results to TMTA by July 30, 2010. If you have any suggestions or information you would like to see on next year's survey, or if you have any questions on this year's survey, contact Ron at 248-488-0300, ext. 1306 or e-mail to ron@thetmta.com.

As always, only those companies that participate will receive the survey results so please take the time to complete and return your survey today. We appreciate your time spent on this task as we want to present the best possible results for our industry.

TMTA 75TH ANNUAL GOLF OUTING & DINNER





WE LOOK FORWARD TO SEEING YOU NEXT YEAR!

Another Grand TMTA Golf Outing

The TMTA 75th Annual Golf Outing & Dinner was held at the Fox Hills Golf Club in Plymouth on June 24th. Even though attendance was down again this year due to the economy, TMTA was able to hold a winning event enjoyed by both members and their guests.

Evan Ericson from **Diversified Tool Group**, Terry Rush from **Blue Cross Blue Shield of Michigan**, and Chris Keller from **Blue Cross Blue Shield of Michigan** were the hole-in-one shoot-out participants trying for \$1 million, \$75,000, and a 2010 Chevrolet Camaro (in that order). Eddie K. from **Diversified Tool Group** had the longest drive on hole #8. The team with the lowest score (64) was from **Richard Tool & Die Corp.** The team with the highest score was from **Diversified Tool Group.**

We are proud to say that all of the prizes given away for the night were Made In America in keeping with TMTA's commitment to 'Keep Americans Working, Buy American!'

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

We look forward to seeing you at next year's golf outing!



Personnel Available:

Operations/Sales Manager seeks executive/management position involving business development, development and regulation of departmental policies and procedures, preparation and implementation of the operating/sales budget and provision of continuous support to field management.

Resume #100601.



Resumes can be printed from our website. Visit www.thetmta.com and click on the Resume Postings icon.

INFLATION TALK

CPI-W Urban Wage Earners and Clerical Workers

Month	82-84	1967	57-59
May 2010	214.124	637.809	741.77*
Apr	213.958	637.316	741.19*
Mar	213.525	636.025	739.69*
Feb	212.544	633.105	736.29*
Jan	212.568	633.176	736.38*
Dec 2009	211.703	630.600	733.38*
Nov	212.003	631.491	734.42*
Oct	211.549	630.140	732.85*

CPI-U All Urban Consumers

Month	82-84	1967	57-59
May 2010	218.178	653.564	760.08*
Apr	218.009	653.059	759.49*
Mar	217.631	651.925	758.18*
Feb	216.741	649.259	755.08*
Jan	216.687	649.098	754.89*
Dec 2009	215.949	646.887	752.32*
Nov	216.330	648.028	753.65*
Oct	216.177	647.570	753.11*

Note: May 2010 CPI-W represents a 2.6% increase from one year ago; CPI-U a 2.0% 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

(Rob's Roost continued from Page 1)

Gary Peters* (D-9th) MI, David Camp* (R-4th) MI, Tammy Baldwin* (D-2nd) WI, Walter Minnick (D-1st) ID, Bart Stupak (D-1st) MI, Carolyn Cheeks Kilpatrick (D-13th) MI, Jan Schakowsky (D-9th) IL, Bill Pascrell (D-8th) NJ, Blaine Luetkemeyer (R-9th) MO, John Tanner (D-8th) TN and Fred Upton (R-6th) MI.

On the Senate side meetings with the staff of the following Senators were had: Jon Tester (D) MT, Michael Bennet (D) CO, Mark Udall (D) CO, Debbie Stabenow (D) MI, and Al Franken (D) MN.

Names on the House side of the Hill were added as co-sponsors of H.R. 2378 (I expect to see more in the coming days as several others committed to sign on). Senate side visits dealt with the same issues and were aimed to get support for the Senate version of the legislation.

Some of the visits on each side of the Hill were to thank members who had already signed on and were in support of the legislation.

Let me say that this trip left me with the most positive sense that our efforts are beginning to bear fruit! There is clearly evidence of deep concern particularly among members who are facing an election on November 2, 2010 (all members of the House of Representatives). The anti-incumbency mood that prevails throughout the nation is not lost on those at whom it is directed.

Now more than ever we need to keep the pressure on. Last month I told you how you could help — visit www.govtrack.us and see if your representative is a co-sponsor of H.R. 2378 and if not then contact her/him and urge that they join the effort because, together we can make a big difference.

**For more information about
the TMTA, our advocacy,
events and benefits,
visit us at
www.thetmta.com**

**TMTA ENDORSED
SERVICE PROVIDERS**

Blue Cross Blue Shield/BCN

(Health insurance program)

TMTA contacts:

Dennis Campbell 248-488-0300

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

Encompass Energy Group

(Energy conservation program)

Provider contact:

Shel Rader 248-515-3217

Rick Wald 248-755-6523

Freedom One Financial Group

(401(k) Retirement program)

Provider contact:

Lesley Goodwin 248-620-8100

GlobalTranz — CarrierRate.com

(Freight discount program)

Provider contact:

Chad Hill 866-275-1407, ext. 130

John M. Packer & Associates

(Unemployment cost control program)

Provider contact:

Nathan Wiest 800-482-2971

Ralph C. Wilson Agency, Inc.

(Insurance management)

Provider contact:

Robert Farris 248-355-1414, ext. 109

Provider contact for P&C and WC coverages:

Jay Poplawski, 248-355-1414, ext. 158

Reliance Standard/Ameritas

(Life/Dental insurance programs)

TMTA contacts:

Dennis Campbell 248-488-0300

Stella Krupansky 248-488-0300, ext. 1310

SVS Vision

(Safety & Vision programs)

Provider contact:

Monica Dyja 800-611-3683 or www.svsvision.com

Schena Roofing & Sheet Metal Co., Inc.

(Commercial/industrial roofing contractor)

Provider contact:

586-949-4777

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.

A SPECIAL THANK YOU TO TMTA GOLF SPONSORS

TMTA wishes to give special recognition to those companies who sponsored our 75th Annual Golf Outing & Dinner. TMTA thanks our sponsors for supporting and standing behind the TMTA during these hard economic times. Your generous donations enable us to offer a premium event for all who attend.

Our sponsors are shown below and we hope that you will patronize them when you get the chance.



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