

# tmta talk

A publication of the  
Tooling, Manufacturing &  
Technologies Association

**FROM ROB'S  
ROOST**  
By ROB DUMONT  
PRESIDENT & CEO

## Summer is Upon Us

The 78<sup>th</sup> annual TMTA Golf Outing was by all accounts a great success. Held at the Cherry Creek Golf Club in Shelby Township we had 70 golfers. Let me say at the outset that the folks at the Club did an outstanding job in terms of preparation for the outing (smoothest I've seen in the eleven outings I have been at) as well as presentation of food and beverage services.

This year we did away with the traditional Hole in One shoot outs for major (insured) prizes. No one has ever won one at our outings. We held instead a drawing for a one week stay at a condominium at Sandestin Resort in Destin Florida (courtesy of Bob Farris of the Ralph C. Wilson Agency) — **details on who won and the other winners of the various competitions is to be found elsewhere in this edition of TMTA Talk.**

We were and are very fortunate to have had great support from this year's Golf Committee made up of TMTA Board members: Lisa Thomas of **Leonard Machine Tool Systems**, George Buhaj of **Avon Broach and Production**; John Ebbing of **Detroit Edge Tool**; Joe Padula of **Vicount Industries** and Martin Eidemiller of **Eidemiller Precision Machining**. The committee members did an outstanding job in encouraging both participation and sponsorship of the event without which, of course, we could not have such an outing.

This year saw the advent of the new CHAIR'S CUP to be awarded annually to the team with the lowest score. Vice Chairman of the TMTA Board of Directors, George Buhaj, made the presentation to the winning team.

Our heartfelt thanks to our sponsors, many of whom support us annually, for their generosity in ensuring that we can hold a quality, fun filled outing! Similarly we are indeed grateful to our supporters who contributed items to be included in the prize drawings at the end of the outing.

Certainly members should consider patronizing our sponsors!

On the other side of the coin, efforts on Capitol Hill are ongoing and, thankfully, are meeting with some success in the quest to enact legislation that will address the seriously adverse results of currency misalignment (manipulation in the vernacular). You will recall that this effort has been ongoing for the last several Congressional sessions having passed through the House in one and the Senate in another in prior terms but, unfortunately, not in the same term. Currently there are 106 co-sponsors on H.R. 1276, the Currency Reform for Fair Trade Act. The Bill has been sent to the Ways and Means Committee for consideration. Hopefully it will be dealt with on a timely basis — we are in the "wait and see" mode on that one.

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**For more information about the TMTA, our advocacy, events and benefits, visit us at [www.thetmta.com](http://www.thetmta.com)**



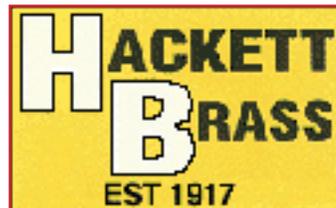
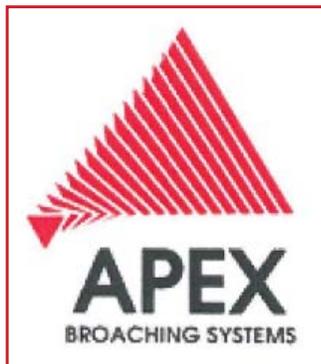
**tmta**  
**Calendar of Events**  
**June/July 2013**

6/21	Summer Solstice First Day of Summer
6/27	TMTA Annual Golf Outing Cherry Creek Golf Club
7/4	Independence Day Federal Holiday TMTA Offices Closed

Visit [www.thetmta.com](http://www.thetmta.com) for detailed, up-to-date information on all events.

# SPECIAL THANKS TO TMTA'S GOLF OUTING SPONSORS

TMTA wishes to give special recognition to those companies who sponsored our 78<sup>th</sup> 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.



**BUTTON EDDY KOLB & SORRENTINO, P.L.L.C.**  
**CERTIFIED PUBLIC ACCOUNTANTS AND CONSULTANTS**

# Scam Alert!

Everyone says I'm too nice. Too polite. Too helpful. We all get those calls from some free magazine the office receives asking to verify our address, phone number, fax number and to answer a couple of extra questions. Then 4-5 questions later it's "just a couple more" and then "just a couple more" until finally you have to say I can't. I try to cut off these kinds of calls right away, so how did I end up falling prey to the dreaded "Yellow Pages Scam?" Like I said, I'm too nice.

I received a call a few of months ago from the yellow pages online. They said we had a listing with them at no cost and while it wasn't up for renewal quite yet, they wanted to know if we would be renewing when it was. I didn't remember TMTA having any listing. Were they sure? Yes. Okay, I told them to send us paperwork on the renewal and we would review it and let them know. They asked a few more questions then said they had to send me to another person to verify the listing information. That made me wonder so I reiterated that we were not buying anything from them at this time — just receiving information. The next person's voice was very low and I could barely hear her (as I recall, she could barely speak English), so I had to keep asking her to repeat what she said. Were we the Tooling Manufacturing Technologies? It should have sent up more red flags that they claimed to have our listing but not our correct company name, but I said yes because it really didn't matter, or so I thought. I verified our address, right. Our phone number, right. Our fax number, right. My name along with its spelling, right. And then I was given a confirmation number. For what reason...I had no idea but since I was only requesting information I didn't even write it down. But I did again mention I was not committing to anything.

About a month later the phone calls started. To our accounts payable person: why haven't you paid your invoice? We have no invoice and know nothing about this matter. Then a couple weeks later we received an invoice for \$479.95 for a "twelve month Level 2 listing." Our accounts payable person contacted them that we had not ordered this service and were not paying the invoice. Then the collection calls and faxes started. "You received a call from our sales department and a second call from our Quality Control Department...confirmed she was authorized to purchase...cost of the service was stated...the QC conversation was recorded...a confirmation number was given...call to discuss how you plan to settle your account...Visa and MasterCard have a 5% discount..." I have since listened to the recording and their representative speaks very clearly and concisely and never once on the tape do I ask them to repeat what

they've said but rather only answer "right" or "yes" to every question including the question confirming that I agree to pay \$479.95 for a 1 year listing of our name, address, and numbers. I think I would remember that one! So... now we're at the "bluffing" part of the scam. And we are not going to pay. Not one penny. Period. Although I'm sure we will endure many more calls and faxes!

You can Google "online yellow pages today scam" and **(Scam Alert continues on Page 5)**

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## Another Delightful TMTA Annual Golf Outing

The TMTA 78<sup>th</sup> Annual Golf Outing & Dinner was held at the Cherry Creek Golf Club in Shelby Township on June 27<sup>th</sup>. It was a hot and humid morning that threatened rain, but instead, it evolved into a sunny day of golf enjoyed by members and their guests.

Marty Rosenbloom from **Maro Precision Tool Company** had the longest drive on hole #9. The top three winners for the closest-to-the-pin on hole #17 were: Rick Shayer from **Quality Chaser Company**; Pat Dobson from **Advanced Auto Trends, Inc.**; and Mark Bunting from **Practical Power** (listed in descending order).

The team **with** the lowest score (59) was **Practical Power** consisting of Mark Bunting, Tyler Bunting, Fred Braun and Ron Peuterbaugh. They were awarded the new TMTA "Chair's Cup". It will be engraved with the winning team names and held by them until next year when it will be awarded to the new lowest score winning team. The team with the highest score (we'll never tell!) was from **Parton & Preble Inc.**

The top prize of the night was a week's stay at a condominium in Sandestin Florida and the winner was Ron Wilson from **Advanced Auto Trends, Inc.** Other "Made in America" prizes for the night included golf equipment, Michigan made gifts, a 900 pound dolly, and lots of gift cards. Special gratitude goes out to **Alro Specialty Metals** for their gift contributions. Please view this year's golf sponsors on the facing page.

TMTA wishes to thank all of the sponsors, workers, and most of all our attending members and their guests for making this a marvelous day of golf and fun for everyone.

*We look forward to seeing you  
at next year's outing.*

# TMTA 78<sup>TH</sup> ANNUAL GOLF OUTING & DINNER HIGHLIGHTS



Lined up to golf!

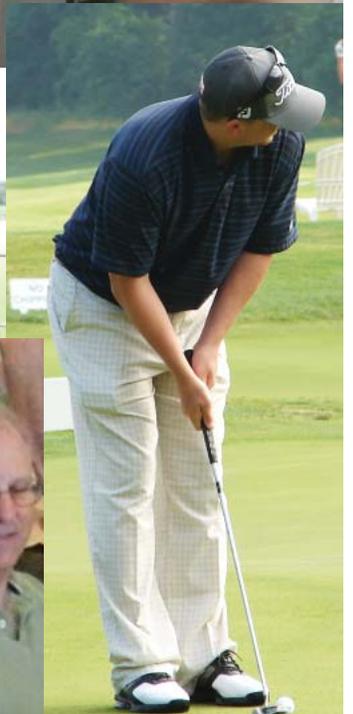
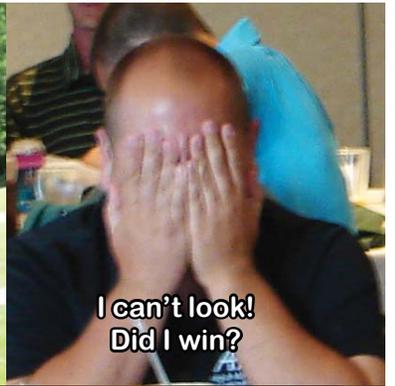


Lunch!



Warming Up!





# 2013 Third/Fourth Qtr. Business Trends Outlook Survey

Our 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	12%	(10%)
Jigs, Fixtures, Gages	03%	(04%)
Engineering, Technology	00%	(00%)
Stamping, Forging, Casting	05%	(04%)
Manufacturing	32%	(22%)
Machining	22%	(23%)
Tools	09%	(07%)
Special Machines	00%	(04%)
Assemblies	00%	(04%)
Fabrications	05%	(06%)
Prototypes	02%	(01%)
Other	10%	(15%)

## 2. How is your business now?

Excellent	07%	(07%)
Very good	32%	(22%)
Good	32%	(47%)
Fair	22%	(17%)
Bad	05%	(07%)
Very bad	02%	(00%)

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

Increase substantially	07%	(04%)
Increase moderately	38%	(37%)
Remain the same	49%	(52%)
Decrease moderately	03%	(06%)
Decrease substantially	03%	(01%)

## 4. Current average work week:

Hours per week	46.8	(45.7)
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## 5. Current employment:

Hourly:	28.1	(31.9)
Salaried:	6.9	( 8.0)

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

	Up	Same	Down
Quoting activity	40% (39%)	30% (44%)	30% (17%)
Shipments	41% (41%)	29% (33%)	30% (26%)
Order backlog	31% (31%)	37% (39%)	32% (30%)
Profits	33% (35%)	37% (43%)	30% (22%)
Employment	26% (28%)	59% (58%)	15% (14%)

## Comments:

We need more sales! (manufacturing)

More highs and lows this year, not as consistent as 2011 & 2012 (prototypes)

## INFLATION TALK

### CPI-W Urban Wage Earners and Clerical Workers

Month	82-84	1967	57-59
<b>May</b>	<b>229.399</b>	<b>683.309</b>	<b>794.68*</b>
Apr	228.949	681.969	793.12*
Mar	229.323	683.084	794.42*
Feb	228.677	681.158	792.18*
Jan 2013	226.520	674.734	784.71*
Dec	225.889	672.854	782.52*
Nov	226.595	674.958	784.97*
Oct	227.974	679.066	789.75*

### CPI-U All Urban Consumers

Month	82-84	1967	57-59
<b>May</b>	<b>232.945</b>	<b>697.798</b>	<b>811.53*</b>
Apr	232.531	696.561	810.09*
Mar	232.773	697.284	810.93*
Feb	232.166	695.467	808.81*
Jan 2013	230.280	689.818	802.24*
Dec	229.601	687.782	799.88*
Nov	230.221	689.639	802.04*
Oct	231.317	692.923	805.86*

**Note: May 2013 CPI-W represents a 1.2% increase from one year ago; CPI-U a 1.4% 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

### **(Scam Alert continued from Page 3)**

read the exact same story I have told here over and over again. And I do mean the EXACT same story! While it's not a new scam, it is considered to be one of the most persistent that continues to resurface and plague small business owners year after year after year.

It's an easy scam to perpetrate. The Yellow Pages name and "walking fingers" logo are not trademarked or registered, so anyone can use them. FYI: Just because they say they are the Yellow Pages doesn't mean they are THE Yellow Pages. So what can you do?

Educate your staff to spot this scam by explaining to them how it works. Post it on the bulletin board and make sure everyone who answers the phone knows how it goes. Spread the word to other businesses so they can avoid becoming a victim.

Inspect your invoices and don't pay for anything you didn't really order. They can't make you pay for something they claim you gave a verbal consent to whether they have a "recording of you" or not. Don't pay, no matter what they threaten.

If you have already given your credit card information to the scammers, make sure to cancel your card and place a 90-day fraud alert on your account by calling one of the 3 consumer reporting companies: Equifax at 1-800-525-6285, Experian at 1-888-397-3742, or Transunion at 1-800-680-7289. Contact your credit card company to let them know you rendered payment for services that were not legitimate and were never received. Depending on your credit card company and your card agreement, you may be entitled to recover your money through their fraud protection plan.

If you do become a victim, file complaints with the Better Business Bureau, the Federal Trade Commission, the state Attorney General, the U.S. mail fraud complaint office and the National Fraud Center. Kind of handy — when I did a computer search of the business's name that scammed us, the second item listed was a direct link to the state of New York's BBB complaint department with this company's information already filled in. What does that tell you!

And if you must ask, yes, I have learned my lesson. Next time I receive an unsolicited call from someone I'm not sure of that requires me to answer questions, however innocuous they seem, I will immediately hang up — even if it does make me feel rude!

## **TMTA ENDORSED SERVICE PROVIDERS**

### **Blue Cross Blue Shield/BCN**

(Health insurance program)

TMTA contacts:

Bill Percha 586-904-9700 (cell)

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

### **CAPTRUST**

(401(k) Retirement program)

Provider contact:

John Young 248-620-8100

### **John M. Packer & Associates**

(Unemployment cost control program)

Provider contact:

Nathan Wiest 800-482-2971

### **Practical Power LLC**

(Electrical savings program)

Provider contact:

Mark Bunting 248-726-7598

### **Ralph C. Wilson Agency, Inc.**

(Insurance management)

Provider contact for Benefits coverages:

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:

Bill Percha 586-904-9700

Stella Krupansky 248-488-0300, ext. 1310

### **Results Systems Corporation**

(Business management consulting)

Provider contact:

Paul Hindelang 248-244-8550

### **SVS Vision**

(Safety & Vision programs)

Provider contact:

Monica Dyja 800-611-3683 or [www.svsvision.com](http://www.svsvision.com)

### **Schena Roofing & Sheet Metal Co., Inc.**

(Commercial/industrial roofing contractor)

Provider contact:

586-949-4777

### **Staffworks Group**

(Staffing needs)

Provider contact:

Bill Brann 877-304-9690

***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.***



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## TMTA TALK NEWSLETTER

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