

SURGEONS of STEEL



Friday, January 14, 2011

Post Holiday Party

@ Crowne Plaza, Wauwatosa-Milwaukee



Friday, January 14, 2011

Post Holiday Party

\$1000 in CASH Prizes!

Sponsored by Federated Insurance

Location

Crowne Plaza Milwaukee-Wauwatosa
10499 Innovation Drive, Wauwatosa, WI 53226

Evening Agenda

Cocktails (Cash Bar)	All night
Hors d'oeuvres	6:00 p.m.
Dinner	7:00 p.m.
Music & Dancing	8:00 p.m. - 12:00 a.m.

Food & Drink

Food Choices: Grilled Atlantic Salmon, Chicken Wellington or Filet Mignon

Cash Bar: 6:00pm - 12midnight

Entertainment

The UnXpected

One of the best cover bands in Milwaukee. Playing the greatest variety of classic party hits from the 1950's to 2009.

Cost

Member Couple	\$25/couple
Member Additional Couple	\$120/couple
Group Buying Partners	\$125/couple

Dress Code

Semi-formal/cocktail attire

**Reservations must be received no later than
Tuesday, January 4, 2011.**

CLASSIFIED AD Section

For MEMBERS Only

NEW CAPABILITIES

Busch Precision - Whatever your precision equipment needs, Busch Precision offers the highest quality precision tools in the industry. With over 300 items in-stock and ready to ship, Busch is your quality, value, and selection solution. Right now, SAVE UP TO 40% on all in-stock aluminum and cast iron precision tools and receive up to three FREE gifts. For a complete line of precision tools, visit BuschPrecision.com. To learn more or request a quote call Tom at 414.362.7300. Sale ends 12/31/10.

KLH Industries, Inc. of Germantown Wisconsin is proud to announce the opening of their newest Business Unit; Inspection Services. The decision to create the Inspection Services Department has come at an ideal time for KLH as they have recently received their AS9100 certification for the Aerospace Industry and are venturing into new markets.

KLH's Inspection Services lab is a humidity and temperature controlled environment and is outfitted with state of the art equipment including contact and non-contact CMM inspection capabilities.

Contact: KLH at 262-253-4990 or klhsales@klhindustries.com.

Post your classified ad up to three months to promote new capabilities or to offer items/machinery for sale.

FREE PARTICIPATION IN FOR MEMBERS ONLY CONTACT TDMAW TODAY!



- Repair
- Modify
- Manufacture
- Specials
- Hardware
- Carbide Bars

Jeff Schara
email: itrinc@tds.net
www.itrincwi.com

ITR, Inc.
N16 W22033 Jericho Dr., Unit 1 PH: (262) 549-9414
Waukesha, WI 53186 FAX: (262) 549-9410

SCHOLARSHIP APPLICATIONS NOW BEING ACCEPTED - SPRING 2011 SEMESTER

Group Buying Partner, E.L. Simeth, supports the TDMAW and its mission by funding **Edward L. Simeth Scholarships** to assist students enrolled in a Machine Tool Operations Program or Tool & Die Program at any accredited Wisconsin technical college. Qualifying students are eligible to receive up to \$500 per semester.

Earlier this month area technical colleges and past winners were sent reminders to apply. If you know of a

worthy student or would like more info, go to <http://www.tdmaw.org/trainScholarships.html>. **Application Deadline: January 5, 2011**

Through the **Tools to Succeed** Scholarship program, Kennedy 11-drawer toolboxes are now distributed to Milwaukee area technical colleges for Tech Ed Departments to award to their most deserving students. BotsIQ Wisconsin students are also eligible to receive these toolboxes that are graciously donated by MSC/J&L Metalworking.

Red, White & Blue Sponsors

\$3,000	 <small>PRECISE. PROVEN. PARTNER.</small>		<p>Your company logo could be here!</p>	
		<p>Your company logo could be here!</p>		
			<p>Your company logo could be here!</p>	
\$1,800				

TDMAW Welcomes Symmetry Mold Design LLC

James Ceszyk, Owner
6700 Forest Park Dr.
Madison, WI 53532
Phone: 608-842-0096
jlceszyk@symmetrymolddesign.com

Type of Business and Services Performed:
Mold design company providing service to plastics & die cast industries.

Referral: No referral, found us on TDMAW.org

Years in Business: 3
No. of Employees: 1
SIC #: 3544

Please contact James and welcome him into TDMAW.

NEW MEMBER

MEMBER RECOGNITION Happy December Birthdays

Company	Join Date
3-D Solutions	12/01/2002
Eagle Grinding & Plating Inc.	12/15/2003
Ehmke Design & Engineering LLC	12/23/2005

President's Corner

Merry Christmas

I would like to wish everyone in the Association a Merry Christmas and a Happy New Year. For everyone, may 2011 hold happy hearts, health to you, to your families and to those you work with.



Greg Grambow

Our Association continues to grow and become increasingly vital. As part of the growth we are in process of updating our By-Laws.

You recently received information for approval on changes to the by-laws. The intent is to continue to maintain our core principals, while at the same time, structure the Association to operate in the communications and manufacturing environments of the 21st century. Please review the analysis and if you have any objections, please submit it in writing by January 9, 2011. You can find the proposed bylaw recommendations at <http://www.tdmaw.org/NewsAlert.html>.

Also, a legislative questionnaire has been emailed to all members for their input. The questions are centered on issues that are, the most part, addressed at the State level. Your input is critical. There is nothing stronger than having the direct thoughts of 150 Wisconsin manufacturers on the items/topics we feel are crucial to growing our businesses. Once everyone's opinions are compiled we will share the summary with all members and use it as a basis for discussions with State representatives.

And there is more news to share about 2010. The new sponsorship program has passed the \$15,000 mark in revenues and appears to be headed to being a solid asset to keeping the Association strong and viable.

More positives in 2010. The Association had a reverse in the decline in membership. With the membership committee's continued innovation and efforts we're sure to see growth

in 2011. One of the reasons is the new approach the membership committee has taken toward our speaker/meeting program. New venues and a variety of great guest speakers have made our meeting, "should not miss events". Come enjoy, and participate in the new vitality and energy these meetings are providing.

And don't forget! Commit the evening of January 14, 2011 on your social calendar to the annual TDMAW Post Holiday Party. There is no better socializing time, good food and great entertainment. It starts at 6:00 pm and reservations are due in by the 4th of January. It is without question an evening to not miss.

My warmest regards to all.

Greg

Red, White & Blue Sponsorship Program

RED Level - \$3,000

WHITE Level - \$2,400

BLUE Level - \$1,800

Want to support TDMAW & promote your company?

For sponsorship benefits, go to TDMAW.org

Bell-Well Sales Co.

Tool & Die Makers' Supplies

Dick Schoenecker
President

P.O. Box 326 • Butler, WI 53007

Warehouse: N54 W13864 Woodale Dr.
Menomonee Falls, WI 53051

Phone 262/781-3670 • Fax 262/781-6077
E-mail: dick@bellwellsales.com

N118 W19137 Bunsen Drive
Germantown, WI 53022
Phone: 262-502-4100
E-Mail: sales@mahutatool.com
www.mahutatool.com

CNC Short Run Turning

Chuck capacity up to 25 1/2" diameter x 44"

Bar fed capacity to 3 1/4" diameter.

Vertical Turning Lathe 40" chuck x 29.5"

Certified ISO 9001:2008

UNEMPLOYMENT INSURANCE THE GEORGIA EXPERIENCE

By: Chet Gerlach, TDMAW Lobbyist

A few weeks ago I was contacted by concerned members regarding the Georgia Unemployment Insurance (UI) law. We all know someone who has been laid off over the past recession and we all know members who have been forced out of business over the past two years. The financial and psychological impact of being laid off or going out of business is tremendous. Implementing a system that helps unemployed workers find jobs and helps manufacturers hire unemployed workers, is a potential win win for both manufacturers and unemployed workers.



Chet Gerlach

Representative Mark Honadel (R- South Milwaukee) has been interested in UI reform for some time and plans to introduce legislation early in 2011 that is modeled after the Georgia law. Under the Georgia Works Program, UI claimants can work up to 24 hours a week for up to six weeks and continue to receive UI benefits. During the six weeks, unemployed workers receive training but no other compensation other than their weekly UI checks. In exchange for the training, the business benefits from

the real practical work provided by the trainees. In essence, the Georgia Works Program gives both the business and the trainee an opportunity to test out each other to see if they are compatible. For a large number of participants the test drive works and the business ends up hiring the trainee as a full time employee.

I'm certain that many TDMAW members have UI war stories to tell and it is certainly important to tell them. It should be noted, however, that changes in the Wisconsin UI law usually, but not exclusively, come through the UI Advisory Council. The Council is made up of an equal number of business and labor representatives and chaired by the Secretary of the Department of Workforce Development. The Council meets on a periodic basis and then usually drafts an "agreed upon" bill that is forwarded to the Legislature to go through the normal legislative process.

The climate is ripe for change, but if members are serious about making changes to the Wisconsin UI law, then they need to be prepared to make a case at some future UI Council meeting. Between now and then, members also need to maintain contact with their legislators. The contacts that members have with their legislators will have a lot to say about the future UI law in Wisconsin.



Legislative Corner

ARE YOU READY FOR 2011?

SIX THINGS TO DO TO INCREASE SALES & PROFITS

- 1. Becoming more aggressive gaining customers.** Take them away from your competition. Even in a recession there are people buying the products and services you sell. If they are not buying them from you, they are buying from your competition.
- 2. Become more aggressive retaining customers.** Create and use a follow-up plan. Stay in touch with your customers (every month) and they will stay in touch with you when they buy what you sell.
- 3. Become 100% Customer-Centered.** The customer that feels you care about them (you have got to prove it over and over again) will buy from you and not your competition.
- 4. Create a sales marketing plan that includes:** (A) Who you are going to market to, (B) What information you are going to put in front of them that will attract them to you, (C) What the time table is to put the information in front of them. (daily, weekly, monthly) & (D) How you are going to deliver the information.
- 5. Use technology to help you get in front of the customer (marketing) and close the sale (selling) not to make it easier.** The web, email, face book, tweeter, blogs, etc. are only tools. They are not the silver bullet to success. They will never replace the skill and techniques needed to convince your customers that your products and services are worth more to them than their money.
- 6. If you need help, get it.** It will cost you far, far less to pay for some help than to lose present customers and not take customers away from your competition.

Reference: Bob Janet, Sales Tips

Raad One
Network Solutions, Inc.

Elevating your computer, network, and internet needs to the next level.

Need to upgrade or add new hardware or software?
Leave your computer and network concerns to us.
Call for more info.

Proud to be a TDMAW Group Buying Partner
Mark Eggert (262) 679-7704

COLUMBIA GRINDING, INC.

... THE FLATWORK SPECIALISTS™ ...

- DOUBLE DISC GRINDING
- LAPPING—SINGLE & DOUBLE SIDED
- 72" BLANCHARD CAPACITY

- SURFACE GRINDING
- VIBRATORY DEBURRING
- PARTS WASHING
- PACKAGING

From 1 Item to Large Production Runs
columbiagrinding.com

7411 South 10th Street
Oak Creek, Wisconsin 53154
414-762-7320

AMGM Grant

ADVANCING MANUFACTURING IN THE GLOBAL MARKETPLACE TRAINING GRANT YEAREND UPDATE

By: Sara Caven, WOW Workforce Development

The Advancing Manufacturing in the Global Marketplace (AMGM) grant has proven to be a successful partnership between Waukesha-Ozaukee-Washington Workforce Development, Inc. and the Wisconsin Precision Metalworking Council (WPMC).

AMGM provided a flexible way for employers to build a higher quality incumbent workforce equipped with skills to use the latest technologies, techniques and software to produce a better product faster. AMGM helped 247 people get training at 35 small to mid-size manufacturing companies (with 200 employees or less) across the region. While the training received improved the job security and future employability of participating workers, it also better positioned participating companies to compete globally and locally.

AMGM funds provided reimbursement of two-thirds of employer expenses related to incumbent worker training on new manufacturing technologies and machining processes. Trainees and training needs were identified by WPMC employers. Eligible training providers included technical colleges, product manufacturers, company instructors, or private vendors. This model afforded employers with choice, which assured that training investments would be driven by industry demand.

AMGM training costs totaled \$421,181, with employer contributions amounting to \$111,100, which translates to an average per person training cost of \$1,705. Of course, training costs varied tremendously, from \$75 on the low end to \$8,640 on the high end. Overall, the average cost of training accessed through AMGM was \$1,620, which meant that the average cost to the employer was \$427 and average grant reimbursement was \$975.

The AMGM training model provided tremendous flexibility, allowing employers the opportunity to select the type of

training, time of delivery, and training provider. Through AMGM, 247 workers upgraded their skills through 72 different types of training across 44 training providers. The high number of training providers reflects, perhaps not surprisingly, that many companies preferred to use their own training providers. Though there were a variety of training providers, there were some training areas that were frequently targeted. The trainings accessed most frequently were: Blueprint reading (17), Master CAM (Computer Aided Machining) (16) and ISO Standards (15).

To date, 15 of the 35 WPMC employers (or 43%) who utilized AMGM funding reported on the value of that training. One-hundred percent of employers reported an increase in competitiveness and market share at 4% or higher as a result of the training. They also reported an increase in productivity and efficiency at 5% or higher (100%), anticipated greater job security and improved retention rates of employees (100%), and anticipated business growth as a result of the training (100%).

WOW WDI developed and sent a letter to Senator Kohl which highlights the successful results of the AMGM training grant model with the hope that future requests for similarly structured training programs will be funded in the future.



BUSCH PRECISION INC. PRECISE. PROVEN. PARTNER.

ONE STOP MANUFACTURING AND MACHINING

Busch Precision provides a single source solution for all your machining, manufacturing, repairing, rebuilding, and quality assurance needs. Since 1907 Busch Precision has produced proven precision for the energy, mining, military, and metal producing industries. Featuring VTC capabilities to machine components and materials up to 54,000 lbs., your production needs, on any scale, will be met with proven precision.

PRECISION TOOLING

When your project demands precision, Busch Precision delivers.

Busch Precision manufactures a complete line of precision tooling products used in layout, tooling, inspection, and quality assurance. With over 300 items in stock and ready to ship, Busch can deliver the precision you need at a moments notice. Our precision products come in a wide range of materials, sizes, and finishes to meet your needs.

GRINDING CAPABILITIES

CNC Horizontal/Vertical Milling Centers
Lathes | Vertical Turning/Boring
Keyseating/Slotting | Precision Surface Grinding

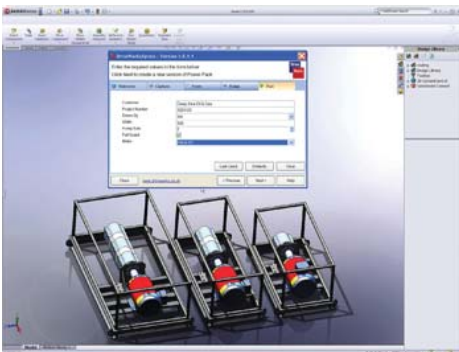
8200 North Faulkner Road • Milwaukee, WI 53224
414.362.7300 • BuschPrecision.com

BRIDGING THE WORLDS OF 2D & 3D CAD DESIGN

2D & 3D CAD Design

Many of the new manufacturing technologies rely on the availability of a 3D CAD model as a starting point. For example, three-axis and up NC programming, rapid prototyping, mold design, and even sheet-metal manufacturing now require 3D models that can be referenced to create NC toolpaths, SLA models, and sheet metal flat patterns with proper bend allowances.

More and more companies are turning to rapid prototyping and manufacturing to reduce the turnaround time for both prototype parts and customized final parts, such as hearing aid shells. These rapid systems operate from 3D modeling input generated in standard template library (STL) format—a file format that you can output from your 3D CAD model by simply saving your model in that format.



You Can Automate the Creation of New Designs with SolidWorks DriveWorksXpress®.

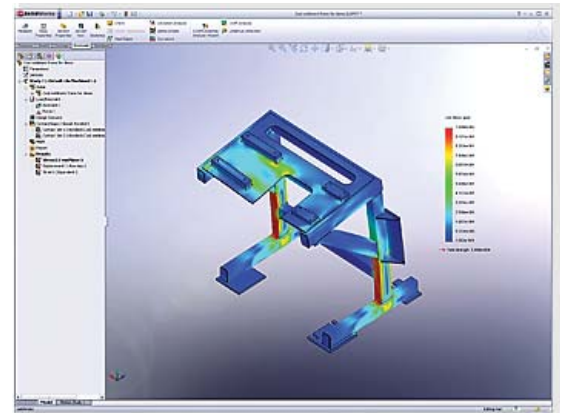
If a manufacturer has to “rebuild” your 2D design in 3D, two problems arise. First, the remodeling is adding an extra step to the manufacturing process, which takes extra time. Many shops that require 3D CAD models will put 2D jobs at the back of the queue because of the work required to convert your 2D design to 3D. To most manufacturers this is just additional prep work before getting to the manufacturing process. Manufacturers want their shops running at capacity, prep work costs them machining time, and they will charge you, the customer, for that time lost to prep. The second problem that arises is that the person making the 3D model can make a

mistake in converting your 2D design to 3D; this means the part delivered to you may not meet your design requirements, which can ultimately affect the delivery of your product. By working in 3D from the start, you can generate files that are ready to go directly to manufacturing operations that require 3D CAD models.

In many cases, 2D drawings are not even required for manufacturing. For example, SolidWorks can output the 3D model complete with detailed dimensioning and tolerancing information as well as notes. In this way, all the data and notes needed to manufacture the part are included directly in the 3D CAD model.

SolidWorks software’s DimXpert (dimensioning expert) automatically dimensions and tolerances the 3D model so that it is ready for manufacturing. The built-in intelligence of DimXpert allows users to automatically dimension models per the ASME Y14.5M-1994 standard for “Dimensioning and Tolerancing,” as well as display the dimensions in 3D per ASME Y14.41-2003, “Digital Product Definition Data Practices.” DimXpert even has a check to tell the designer when the model is fully dimensioned and toleranced and ready for the shop. Bottom line—3D parts and drawings go to the shop floor more correct and more complete, and machinists spend less time asking engineers and designers questions about incomplete manufacturing drawings, and more time machining.

With SolidWorks, design-for-manufacturing (DFM) becomes more than a catch phrase. Built-in manufacturing intelligence (called DFMXpress) directs the software to check for features that are expensive or impossible to manufacture. These features are highlighted and the user is provided an interactive list of the problems uncovered. Communication between manufacturing and engineering is also greatly improved through the use of 3D.



SolidWorks Provides an Array of Simulation and Optimization Tools to Help You Calculate Forces Due to Motion, Part Stress, and Deflection as Well as Vibration, Flow, and Effects of Temperature.

There is a wide range of 3D digitizing and inspection equipment that also requires 3D CAD models. With the complete details at hand in the 3D CAD model, you can more easily verify molded, forged, stamped, and cast parts, including the details of undercuts, draft, thickness, and surface topology.

With SolidWorks, manufacturing is provided more useful and richer information—machinists can measure and section 3D parts live at the touch of a button. Assemblers and fabricators can explode assemblies, and zoom in and hide parts from view to see details they could never see before in 2D drawings. The benefit of improved communications possible with 3D images and exploded animations makes training a new employee or instructing a seasoned assembler easier.

Reference: Tooling and Production. December 2010 Issue. http://www.toolingandproduction.com/enews/2010_December/feature1.aspx

Focus on Federated

A REALITY OF THE ELECTRONIC AGE: DATA COMPROMISE



Every day, businesses collect and store personal information about customers and employees, such as credit card data, driver's license numbers, or Social Security numbers. Data compromise - the theft, loss, or mistaken release of private information - is an increasing public concern.

Stories about data breaches and identity-theft make the news daily, and it's not just a "big business" problem. If you suffer a data breach, it can affect:

- Client relationships
- Your reputation
- Productivity
- Employee morale

To meeting the changing needs of our clients, Federated has developed new Data Compromise coverage.*

Our coverage includes two main components:

1. Response Expenses

Assistance in preparing notification obligations, including legal counsel, forensic IT review, and mailing costs
Services to affected individuals, such as:
-Informational materials
-Toll-free help line
-Credit reports and credit monitoring
-Identity restoration case management for identity-theft victims

2. Defense & Liability Expenses

Costs to defend and settle suits brought by affected individuals

With Data Compromise coverage, if personal data in your safekeeping is breached, we'll help you respond with the speed and care your customers expect, and comply with your state's legal obligations to promptly notify individuals affected by the breach.

*Coverage not available in all states. Policy terms will control.

This article is an excerpt from The SHIELDSM—a periodic newsletter published by Federated Insurance Companies with the mission to inform readers of important risk management issues. It is intended to provide general recommendations regarding risk prevention. It is not intended to include all steps or processes necessary to adequately protect you, your business or your customers. You should always consult your personal attorney and insurance advisors for advice unique to you and your business. © 2010 Federated Mutual Insurance Company. All rights reserved.

FEDERATED INSURANCE[®]



IT'S OUR BUSINESS TO PROTECT YOURS[®]



A Proactive Approach

Preventing losses before they happen is the key to reducing your insurance costs. Federated's risk management services can help your business manage risk and avoid losses. Call us today to discuss how Federated can make your business more safe and profitable.

It's Our Business to Protect Yours[®]

The FEDERATED Insurance Companies
Home Office: 121 East Park Square • Owatonna, Minnesota 55060
Phone: (507) 455-5200 • www.federatedinsurance.com
Copyright 2009 • Federated Mutual Insurance Company

THE HIRE ACT – BASICS BUSINESSES SHOULD KNOW

The “Hiring Incentives to Restore Employment Act” (HIRE Act) was signed into law by President Obama on March 18, 2010. The law includes temporary tax breaks for commercial businesses and nonprofits that hire workers who have been unemployed for at least 60 days.



Hiring Incentives

The HIRE Act provides \$13 billion in tax incentives to private businesses and nonprofits that hire unemployed workers. Employers can receive an exemption from social security payroll taxes for every qualified worker hired after February 3, 2010, and before January 1, 2011 for wages paid between March 19 and December 31, 2010. For new hires kept on the payroll for at least 52 weeks, employers may qualify for a tax credit for each retained worker of the lesser of \$1,000 or 6.2% of wages paid during the 52-week period (this credit offsets tax, so is only applicable to nonprofits having UBIT (Unrelated Business Income Tax)).

The payroll tax forgiveness provided in the law does not apply to the Medicare portion of the tax. Also, the new employee cannot displace a current employee unless that employee quit or was fired for cause. Relatives of the employer are not considered qualified employees for these tax breaks. There is no requirement that the employee have been employed in the past, so high school and college students may qualify.

IRS Issues Revised Forms

In response to the HIRE Act; the IRS released new Form W-11, Employee Affidavit, which covered employees can use to certify that they meet the criteria of the HIRE Act. They also revised Form 941, Employer’s Quarterly Federal Tax Return, and Forms W-2, Wage and Tax Statement, and W-3, Transmittal of Wage and Tax Statements.

Form W-11

The new law requires that employers get a statement from each eligible new hire, certifying under penalties of perjury, that the individual has not been employed for more than 40 hours during the 60-day period ending on the date the individual began employment. Employers can

now use Form W-11, Hiring Incentives to Restore Employment (HIRE) Act Employee Affidavit. This form is available on the IRS.gov website.

Form 941

Form 941, Employer’s Quarterly Federal Tax Return, was also revised for the HIRE Act. The payroll tax exemption is claimed on Form 941 beginning with the second quarter of 2010. For wages paid to covered employees during the period of March 19 through March 31, 2010, the payroll tax exemption is claimed on the employer’s Form 941 for the second quarter of 2010.

Forms W-2, W-3

Employers that hire a covered employee under the HIRE Act must report the amount of Social Security wages and tips paid after March 18, 2010 for which the employer claimed a payroll tax exemption. Employers will report these amounts in Box 12 on Form W-2 using new code CC. The amount may not exceed \$106,800 (the maximum Social Security wage base for 2010). The total of code CC is reported in new Box 12b on Form W-3. The total of deferred compensation amounts, previously reported in Box 12, is now reported in Box 12a on Form W-3.

Reference: Wegner LLC Newsletter: The HIRE Act - Basics Non-Profits Should Know: <http://www.wegnerpcas.com/resources/Timehy-Topic-HIRE-Act.htm>

Our 4,600+ page catalog is the largest in the industry and features 500,000 catalog items from 2,500 Suppliers. Also available in CD Rom.



Same day shipping guarantee.*

Customer direct access (CDA). *Direct on-line access to MSC inventory, pricing & the ability to place orders.*

99% same day fill rate.

100+ branches across the United States.

4 Distribution Centers. Local inventory.

VMI Programs, tailored to customer needs.

Consolidated / Periodic billing programs.

First industrial distributor in Wisconsin with level 3 procurement card reporting for Am Express, Visa and MC.

Full EDI capabilities.

*Shipping guidelines in catalog.

**ORDER VIA THE INTERNET AT
www.mscdirect.com
or call 1-800-764-6830.**

Group Buying Partners

Directory & Benefits Summary

For more information...
<http://www.tdmaw.org/groupbuying.html>

Computer Set-up & Software Support

Raad One Network Solutions, Inc. – Muskego

Mark Eggert – (262) 679-7704

Members received 10% off hourly rates. All work is unconditionally guaranteed. Rebates TDMAW for member purchases.

Cutting Tools

Midwest Cutting Tool, Inc. – Waukesha

Ronald Abts – (262) 896-0883

Discounted rates to members (approx 15%). Rebates TDMAW for member purchases. Payment terms: 30 days.

EDM Consumables

Concept Machine Tool Wisconsin –

(Formerly: Schweda Machine Tool Sales Inc.)

Rick Nowacki – (262) 646-4488

Members should ID themselves for 2% discount on some orders. Payment terms: 30 days; Additional 0.5% discount for payment in 10 days. Rebates TDMAW for member purchases.

EDM Services

K L H Industries, Inc. – Germantown

Ken Heins – (262) 253-4990

Extremely competitive; priced job by job. Promised deliver dates are always met. Rebates TDMAW for member purchases. Payment terms: 45 days.

Heat Treating

Therm-Tech of Waukesha, Inc.

Mary (Beth) Springer – (262) 549-1878

Payment Terms: 45 days; Very Attractive Pricing & Rapid Turnaround. Rebates TDMAW for member purchases.

Insurance – P&C, Health & Workers Comp

Federated Insurance

Contact TDMAW for the agent in your area. – (262) 532-2440 or visit www.federatedinsurance.com

Favorable rates. Rebates TDMAW for participation.

ISO 9000 Training / Consulting

Genesis I Technology, Ltd. – Wheeling, IL

Lee Waller – (847) 279-0977

Rebates TDMAW for member purchases.

Optical

Stein's Optical – All locations

For more information, call TDMAW at 262-532-2440 for an Enrollment Form or go to our web-site: www.tdmaw.org.

Recycling & Waste Disposal

Jensen Environmental Management, Inc. – Muskego

David Jensen – (414) 422-9169

Rebates TDMAW for member purchases.

Steel Distributor & Warehouses

Metal Express – Waukesha

Jeff Ziemer – (262) 547-3606 or (815) 282-6544

Discounted pricing for members. Rebates TDMAW for member purchases - if 45 days.

Steel Supplier

Alro Specialty Metals – Wauwatosa

Inside Sales – (800) 365-4140

Payment terms: 1/2% 10 days; net 30. Rebates TDMAW for member purchases.

Supplies / Full Line

MSC/J&L Metalworking – Pewaukee

(262) 703-4000

Discounted member rates. Rebates TDMAW for member purchases.

Supplies / General

E.L. Simeth – Milwaukee

Steve Simeth – (414) 771-9270

Competitive pricing. Members get 2% discount - 30 days; 1% discount - 45 days. Rebates go to TDMAW Scholarship Fund.

Members are urged to pay Partner invoices within terms.

Late pays are costing the TDMAW thousands of dollars each year as some partners disallow rebates for "late pays".

Partners with payment terms are noted above.

LEADERSHIP

2010 Board of Directors

President

Greg Grambow
Du-Well Grinding Enterprises, Inc.
414-643-5000
gregg@duwell.com

Vice President

Kathy Rogers
Toolcraft Company, Inc.
262-250-7640
kjr@Toolcraft.com

Treasurer

Mike Mallwitz
Busch Precision, Inc.
414-362-7305
info@buschprecision.com

Secretary

Theo Hicks
Bohr Precision Machining Inc.
262-251-0761
theo.hicks@bohrprecision.com

Chairman of the Board

Brett Reich
Reich Tool and Design, Inc.
262-252-3440
brett@reichtool.com

Committee Chairs

Apprenticeship Committee

Ken Heins
KLH Industries, Inc.
262-253-4990
klhsales@klhindustries.com

Budget Committee

Mike Mallwitz
(See Board Info)

Group Buying Committee

Ken Mahuta
Mahuta Tool Corp.
262-502-4100
ken@mahutatool.com

Insurance Committee

Allen Weiss
Integrity Wire EDM Inc.
262-820-3400
aweiss@integritywireedm.com

Events Committee

Brett Reich
(See Board Info)

Legislative Committee

Greg Grambow
(See Board Info)

Membership/ Programs Committee

Mike Mallwitz
(See Board Info)

Nominations Committee

Brett Reich
(See Board Info)

Promotions Committee

Lynn Mahuta
Mahuta Tool Corp.
262-502-4100
Lynn@mahutatool.com

Scholarship Committee

Steve Latus
Journeyman Tool & Technologies, Inc.
414-228-8338
jrnymntool@aol.com

Sponsorship Committee

Mike Mallwitz - Chair
(see Board Info)

Kathy Rogers - Co-Chair

(see Board Info)

Wage & Benefit Survey Committee

Kathy Rogers
(See Board Info)

OUR MISSION STATEMENT

The Tool, Die & Machining Association in Wisconsin, chartered in 1937, was organized for the purpose of providing a forum for the independent tool, die and machine shop owners of Wisconsin to discuss mutual problems and for the exchange of ideas in business management and the technical aspects of the industry. We are also committed to educating the community, parents and students about our industry through scholarships, seminars, and the like, on the life long rewards of a career in the precision metalworking industry.

TDMAW HEADQUARTERS

W175 N11117 Stonewood Drive, Suite 204
Germantown, WI 53022
(262) 532-2440 Phone
(262) 532-2430 Fax
toolmaker@tdmaw.org
www.tdmaw.org

BOTS IQ WISCONSIN - WI EDUCATION INNOVATIONS

Erin Gudeyon

Director of In-School Services
Phone: 262-689-7742
19601 W. Bluemound Road, Ste 200
Brookfield, WI 53045
Phone: 262-370-5451
Email: botsiq.wi@gmail.com
Web: www.botsiq-wi.org

Visit us at TDMAW.org

Tool, Die & Machining Association of Wisconsin 262-532-2440
Contact | Email Us

Find A Supplier | Committees | News | Training & Education | Membership | About TDMAW | Calendar | Group Buying Partners

COMMITTEES | FIND A SUPPLIER | GROUP BUYING PARTNERS | TRAINING & EDUCATION

Member Contact Info - Calendar of Events - Group Buying Benefits & Contact Info - TDMAW News - Surgeons of Steel newsletter - and much more!!!

Zapp Tooling Alloys, Inc.
Z-Series Powdered Metal Tool and High Speed Steels
Phone 888 928-9927, Fax 843 873-6649
ZTAsales@zapp.com, www.zapp.com

ZAPP

Celebrate the happiness that friends are always giving, make every day a holiday and celebrate just living!
Amanda Bradley



Association of Wisconsin

W175 N11117 Stonewood Drive

Suite 204

Germantown, WI 53022



We Want YOU!

STRENGTH IS IN OUR MEMBERSHIP

To receive all the great TDMAW member benefits, please mail
in your 2011 MEMBER DUES today!

Only \$180/member company and \$120/retired membership