



SURGEONS of STEEL

**TDMAW Member
MEETING**
Tuesday - March 1st

@ Friday's Front Row - Miller Park

**Where do substance abusers work?
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Presentation on DRUGS & ALCOHOL IN THE WORKPLACE
by Nick Mergen, Federated Insurance Account Executive



A Look Back at 2010

Highlight #10

With much of the feedback received at the TDMAW headquarters, many member companies expressed that 2010 was a successful, profitable year and felt there was an economic recovery.

On the homefront, TDMAW had many noteworthy accomplishments in 2010, this includes:

- 1) The Red, White & Blue Sponsorship Program kicked off and brought in approx. \$15,000 in six months.
- 2) Edward L. Simeth contributed over \$4,500 in scholarship funds to WI technical college students. As well as MSC's donation of 12 Kennedy toolboxes to technical colleges for deserving students- *Tools to Succeed* program
- 3) With solid efforts of the Legislative Committee and TDMAW the Lobbyist, Chet Gerlach, we lobbied with many WI legislators to work towards improving the business climate for Wisconsin-owned & Wisconsin-based Tier II and III manufacturers. Over 15 visits/meetings were held at TDMAW member facilities.
- 4) The Programs Committee brought in great speakers for the 2010 program year, this includes: Sen. Glenn Grothman, and Mike Gousha (WISN 12 News).
- 5) Many WPMC member companies (members of TDMAW, AMBA and NTMA) received up to \$20,000 in training grants through WOW Workforce Development.
- 6) Many TDMAW members continue to provide support to the BotsIQ Wisconsin program. Resulting in more students in the tool and die industry.
- 7) The Group Buying program accumulated \$26,606 from the member rebates. Rebates are based on member purchases.
- 8) The Advisory Committee, chaired by Jim Persik (Milfab) and co-chair Mary Wehrheim (Stanek Tool) made major updates the bylaws so that they are in accordance with current practices and procedures; 24 bylaws were updated.
- 9) TDMAW member, Jerry Heckel of Heckel Tool, remains undefeated for the year. Heckel always wins in event drawings!

10) Although it was a rainy, cold day, the June Outing was a success and more importantly, Brent Johanssen of Federated Insurance, recovered his ball from the eight foot tall brush.



With our first member meeting of the year on March 1, 2011, we encourage you to attend in order to network with your fellow members - you never know when that will help close a deal or make a new contact.

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TDMAW WELCOMES 2011 Board of Directors

With the election process completed, we are pleased to announce the 2011 Board of Directors. As you review the list, you will notice that the Treasurer position is now filled by, past Board member, John Puhl. Theo Hicks, Bohr Precision Machining, was originally slated for this position. John graciously decided to fill a Board position for one year.

President

Kathy Rogers, Toolcraft Company, Inc.

Vice President

Mike Mallwitz, Busch Precision, Inc.

Treasurer

John Puhl, JP Pattern Inc.

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Terry Moon, Versevo Inc.

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Greg Grambow, Du-Well Grinding Enterprises, Inc.

TDMAW encourages you to attend the March 1st, 2011 member meeting, where we will formally induct them into the association.



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Misunderstanding...

The cause of many lost sales

By Bob Janet, Bob Janet's Sales Tips

A preacher said, "Anyone with 'special needs' who wants to be prayed over, please come forward to the front by the altar."

With that, Leroy got in line, and when it was his turn, the Preacher asked, "Leroy, what do you want me to pray about for you?"

Leroy replied, "Preacher, I need you to pray for help with my hearing." The preacher put one finger of one hand in Leroy's ear, placed his other hand on top of Leroy's head, and then prayed and prayed and prayed. He prayed a "blue streak" for Leroy, and the whole congregation joined in with great enthusiasm.

After a few minutes, the preacher removed his hands, stood back and asked, "Leroy, how is your hearing now?"

Leroy answered, "I don't know. My hearing ain't 'til Thursday."

The top sales producers make sure they understand the customer's REAL NEEDS before they try to solve them by selling their products and services.

PICTURES SAY A THOUSAND WORDS

By: Chet Gerlach, TDMAW Lobbyist



Chet Gerlach

It is often said that “a picture says a thousand words”. The pictures you see below are of legislators and members interacting during recent tours of TDMAW member’s manufacturing plants or attending a press conference to announce member generated legislation. We appreciate legislators taking the time to visit with members to learn more about the challenges facing small manufacturers in Wisconsin. In addition we encourage our members to continue inviting legislators to tour their plants.

As a result of an earlier meeting with legislators at Aztalan Engineering, Assembly Bill (AB) 9 <http://legis.wisconsin.gov/2011/data/AB-9.pdf> and AB10 <http://legis.wisconsin.gov/2011/data/AB-10.pdf> were introduced at a press conference in the State Capital.

Senator Rich Zipperer, along with Representatives Dan Knodl and Mark Honadel recently toured DuWell Grinding with former TDMAW President and current TDMAW Legislative Committee chair, Greg Grambow. In addition to the tour, the legislators were provided with the results of a recent survey of TDMAW members regarding changes in state law that would help Tier II and

Tier III manufacturers become more competitive.

Senate Majority Leader, Scott Fitzgerald meets with Jim Bey, President of Aztalan Engineering in Lake Mills. Aztalan began over 40 years ago in Jim’s garage. With a recent expansion Aztalan now employs over 60 people.



Representative Don Pridemore tours CDM Tool and Manufacturing in Hartford with CDM Tool & Mfg. President, Brian Priestaf.



State Senator Rich Zipperer, Representative Dan Knodl, and Representative Mark Honadel listen to a point made by TDMAW Legislative Committee Chair, Greg Grambow, while touring **Duwell Grinding**. After the tour, the three legislators discussed issues raised in a recent survey of TDMAW members regarding changes in state law that would help Tier II and Tier III manufacturers become more competitive.



(left to right) Assembly Minority Leader Peter Barca, Representative Andy Jorgensen, **Aztalan Engineering** President, Jim Brey, and Director of Sales and Marketing at Aztalan, Kirk Kussman.



Jim Brey, President of **Aztalan Engineering**, in Lake Mills, discusses an issue with Senate Majority Leader, Scott Fitzgerald.

Computer Bits

Technology Update

By: Mark Eggert, Raad One Network Solutions



Welcome to Computer Bits, a series of articles on computers and network information. For this month's article I'm going to address a few items.

First off, on the heels of last month's article there has been a report of a malware application for the Android OS and it is stalling data. The app comes from the "side-loading" app market, not the primary app market.

As you probably know, Apple has released a Verizon version of the iPhone 4 on Feb. 10th. Sales are okay, but not like they were when the iPhone 4 originally came out. One feature that the Verizon version has over the AT&T version is the ability to have the iPhone act as a wifi hot spot. This feature does require a separate data plan beside the one for the phone. It has been noted that when the next version of the OS for the AT&T iPhone will have this feature.

Last week there was news of the iPad 2 due out this spring. There are only a few changes planned. One is a front-facing camera for Facetime and Skype video calls. Another is a Verizon version of the iPad. And the last is a lighter weight for the iPad due to hardware improvements. While I don't plan on getting the iPad 2, I am curious who in the Association have iPads or are planning on buying them.

Lastly, Microsoft has announced that Service Pack 1 for Windows 7 will be released on February 22nd. There was no indication of any major fixes in the service pack.

If you have a computer or network question you'd like answered and you think others would like to know the answer too, please forward them to me. My email address is meggert@wi.rr.com, my phone number is 262-679-7704 and my fax number is 262-679-7664.

BUSCH PRECISION Contributes to Successful EMALS Navy Aircraft Launch

Busch Precision is happy to have supported the Navy's recent efforts to successfully launch the first aircraft utilizing the Electromagnetic Aircraft Launch System, also known as EMALS. Selected as a third tier machining partner to the project, Busch was contracted to supply components. The new EMALS technology will support greater system weight, maintenance, efficiencies, and end-speed accuracy than that of the steam catapult systems used over the past fifty years. Further information about the Navy EMALS launch can be found online at http://www.navair.navy.mil/nawcad/index.cfm?fuseaction=home.post_detail&post_id=6. Busch Precision, Inc. can be reached at 414.362.7300 or www.BuschPrecision.com.

How To Hack Proof Your Passwords

Written By: Raymond Garcia, WebTechGeek

Often times when we first create a new account selecting a good password is one of the least important thing on our minds. It is however, crucial to select a good password for all your accounts soul has to keep others and hackers from accessing your accounts. You may lose your personal information, name address, Social Security number and even money from your bank account.

There are a few rules of thumb that everyone online and follow when selecting a very good hack proof passport for any type of account online. Whether it would be your e-mail, MySpace account, online checking account and other favorite sites online that require that you use a password.

Here are some tips to help you pick a hack proof password.

1. Any word used in the password should not come from any type of dictionary. This includes names and acronyms. By you using words/names/acronyms for

your passwords, makes the password much easier for a hacker or anyone to guess the password. Every name plus every word in the dictionary will fail under a simple brute force attack software tool.

2. The password you use should contained both letters and numbers. Preferably in alternating sequence ie p2f5j8b9c. adding numbers to your passwords will increase the difficulty for anyone including hackers to guess it.

3. The more characters you use in your password length will make it much more difficult for a hacker to guess. A password length of 6 to 8 is very good, but 10 to 14 characters who make it extremely difficult for a hacker to guess your password.

4. Try using lowercase and uppercase characters and special characters like %\$#@&. By just adding one capital letter and asterisk "*" to your password of 6 to 8 characters will take a hacker from 3 hours to 3 centuries to guess using a brute force hacking software tool.

5. To play it super save you shouldn't save your password in any open un-locked file on

your computer, unless you can lock it with a password. Never tell anyone your passwords, sounds stupid, but people will give their password to a friends or to someone they trust.

6. If you need to write down your password because you're really forgetful write it on a piece of paper and keep it in a safe place until you memorize it. Then destroy the paper with the password once you have it memorized.

7. Remember to change your password at least once a month for critical accounts that are important to you that must never be hacked into.

8. If you thought of a good password and want to test it, you can try Microsoft's password strength tester to find out how secure it is.

To read the full article, go to <http://www.webtechgeek.com/wp/articles/how-to-hack-proof-your-passwords.html>

\$4,350 AWARDED TO TECHNICAL COLLEGE STUDENTS

In the effort to support the future of manufacturing, the Edward L. Simeth scholarship funds were given to seven very deserving students. Each student was required to fill out an application as well as write an essay that includes some of the following information: why they are interested in precision metalworking, why they chose this occupation and their goals.

2011 Spring Semester Edward L. Simeth Scholarship Winners

Daniel Carlson

Blackhawk Technical College

Scot Gosa

Waukesha Technical College

Jeff Kopp

Waukesha Technical College

Jason Kracht

Lakeshore Technical College

Daniel Payne

Moraine Park Technical College

Alan Schimmels

Moraine Park Technical College

Mark Steffen

Wisconsin Indianhead Technical College

Timothy Williams

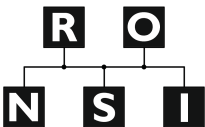
Wisconsin Indianhead Technical College

Letter of Appreciation

I can't thank the E.L. Simeth Company, the TDMAW, and you personally enough for the support and encouragement you have shown to me both in taking interest of getting my resume to your membership; and in awarding to me the Simeth Scholarship. With the help of this award, attaining my academic goals will be made easier. I greatly look forward to serving the industry upon completion of my studies.

-Dan Carlson

Scholarship Winners



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MEMBER RECOGNITION Happy February Birthdays

<u>Company</u>	<u>Join Date</u>	<u>Company</u>	<u>Join Date</u>
A.J. Tool Company, Inc.	2/1/1994	Midwest Cutting Tools, Inc.	2/1/1995
Accu Stamping & Mfg., Inc.	2/1/1979	Midwest Grinding Company, Inc.	2/1/1999
Accurate Die Design Inc.	2/1/1971	Miro Tool & Mfg., Inc.	2/1/1997
Albert Tool & Die Co., Inc.	2/1/1981	Muthig Industries, Inc.	2/1/1993
Allis Tool & Machine Corp.	2/1/1998	Myshock Tool & Die Corp.	2/1/1999
Amera Gear Company, Inc.	2/1/1993	Nitschke Mold & Manufacturing Corp.	2/1/1992
Amtech Tool & Die Corporation	2/1/1992	Nor-Quist Tool & Die, Inc.	2/1/1996
A-Plus Machine Products, Inc.	2/1/2000	Oldenburg Metal Tech	2/1/1992
Astro Tool & Die Inc.	2/1/1967	Omega Tool, Inc.	2/1/1996
Bohr Precision Machining Inc.	2/1/1986	Pawlak Tool & Manufacturing Corp.	2/1/1996
Brenner Industries	2/1/2001	Pinewood Tool Corp.	2/1/1998
CDM Tool & Mfg. Company, Inc.	2/1/1999	Progressive Tool & Die Corp.	2/1/1967
Central Machine Inc.	2/1/2000	Quality Design	2/1/1988
Cole Manufacturing Corp.	2/1/2000	R.C. Tool, Inc.	2/1/1983
Columbia Grinding, Inc.	2/1/1991	Reich Tool and Design, Inc.	2/1/1997
Custom Production Grinding, Inc.	2/1/1995	Retlaw Industries, Inc.	2/1/1996
Custom Tool & Engineering	2/1/1999	Riedel Tool & Machine Company	2/1/1993
D L S Automation, Inc.	2/1/1999	Schaefer Tool & Mfg. Co., Inc.	2/5/2003
DEW Tool Grinding Service	2/1/1983	Select Machining Corporation	2/1/1998
Exeter Machine Company, Inc.	2/1/1996	Service Tool & Die Two, Inc.	2/1/2002
G & H Jig Grinding, Inc.	2/1/1978	Sharpe Fabrication, Inc.	2/1/2002
Gruber Tool & Die	2/1/1996	Singer Tool & Die, Inc.	2/1/1986
Heckel Tool & Mfg. Corp.	2/1/1988	Stanek Tool Corporation	2/1/1937
Hencke Tool & Die, Inc.	2/1/2000	Superior Die Set Corp.	2/1/1937
Herdeman Corporation	2/1/1999	T & L Grinding Corporation	2/1/1996
Industrial Design Engineering, Inc.	2/1/1997	Tape Machining Corp.	2/1/1964
Innovation Mold & Design, Inc.	2/1/2000	Techni-Turn, Inc.	2/19/2003
Integrity Wire EDM Inc.	2/1/1998	Thomas D. Neary, Inc.	2/1/1981
ITR, Inc.	2/1/1999	Toolcraft Co., Inc.	2/1/1971
Journeymen Tool and Technologies, Inc.	2/1/2000	Toolrite Manufacturing Co., Inc.	2/1/1970
Kelbros Inc.	2/1/1995	UltraTech Tool & Design, Inc.C	2/1/2000
Key Products, Inc.	2/1/1976	Victory Tool Company, Inc.	2/1/1995
Kivela, Inc.	2/1/1999	W. Haut Specialty Company, Inc.	2/1/1987
KLH Industries, Inc.	2/1/1998	W/S Machine Tool, Inc.	2/1/1995
KLM Machining, Inc.	2/1/1995	Wagner Companies, The	2/1/1993
Lakeside Centerless Grinding Company	2/1/1995	Willer Tool Corp.	2/1/1999
Machine and Thread Corporation	2/1/1995	Wire Specialists, Inc.	2/1/1995
Machine Tool Service & Scraping, Inc.	2/1/1996	Wisconsin Engraving Company, Inc.	2/1/1937
Mahuta Tool Corp.	2/1/1992	Wisconsin Metal Parts, Inc.	2/1/1998
Mat-Tech, Inc.	2/1/1995	Wisconsin Mold Builders	2/1/1997
Metalcraft Tool & Die	2/1/1992		
Metalcut Products, Inc.	2/1/2000		
Micrometric Machine Corp.	2/1/1987		

Focus on Federated

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Drugs + Alcohol + Work Do Not Mix

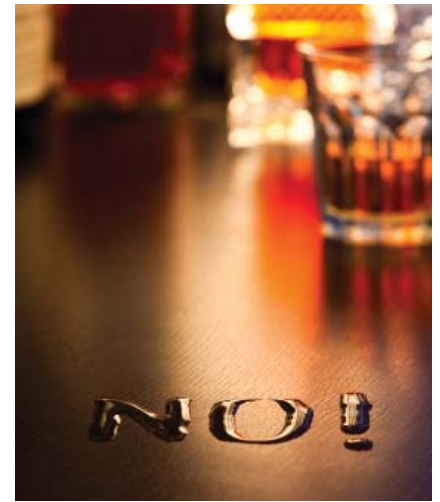
These sceneries are based on actual Federated claim incidents:

- An employee of an insurance business had a few drinks in a restaurant while completing

paperwork. Then, on the way to a jobsite, he struck another auto and killed the driver. The employee had a prior DUI and multiple speeding violations. The other driver was married with three dependent children. Policy limits were paid, but the insured is still exposed to negligent entrustment and punitive damages.

- A driver for a small business had a history of drug abuse. He went through a treatment program, so the business owner kept him on because he thought the rehab was a success. On a Monday afternoon, after a weekend of partying, the insured driver drifted off the road and hit a boy riding his bike home from school with another child on the handlebars. The driver tested positive for drugs.

- An employee broke his leg at work when a stack of materials fell on him. During the course of his treatment, it was discovered that he had been on methadone due to a 20-year history of herion addiction. He was declared permanently and totally disable and is entitled to wage loss benefits until he dies. During



the course of the claim, he was arrested for possession and sale of marijuana, possession and intent to sell cocaine, resisting arrest, battery, and probation violations. He has had several stints in jail.

Proper employment screening and drug & alcohol free workplace programs could have helped prevent these accidents.

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PROGRAM AIMS TO HELP MANUFACTURERS

By Thomas Content, Milwaukee Journal Sentinel - 2/17/2011

Small and mid-sized manufacturers in the city of Milwaukee will be invited to take part in a new sustainability program to drive down waste in their production processes and cut costs.

Milwaukee Mayor Tom Barrett and representatives of partner groups Thursday signed a charter to kick off the ME3 program, which will provide technical assistance to small and medium-size manufacturers to help them boost energy efficiency, audit and reduce water consumption, and change manufacturing practices.

Partners in the Milwaukee Economy, Energy and the Environment initiative include the Wisconsin Manufacturing Extension Partnership, local universities and worker training programs, as well as the state Focus on Energy program.

The ME3 program is expected to be launched in April, after a series of informational meetings for business owners that will take place in March, said Matt Howard, the city's environmental sustainability director. The initiative is one of several in the state geared toward helping businesses cut waste, reduce energy use and improve profitability.

The program's funding consists of \$200,000 from the federal stimulus package. But much of the aid will come from technical assistance from federal agencies and local partners, Howard said.

"It's a triple bottom line impact on our community, so that the businesses, the local economy and our environment will profit from this initiative," Barrett said. "The mission of E3 is to improve the competitiveness of small and medium-sized manufacturers by promoting the implementation of cost-effective sustainable manufacturing practices and technology."

For WMEP, taking part in the initiative will enable it to expand its Profitable Sustainability Initiative, which provided similar training and aid to 45 small companies around the state

starting last year, said Lee Swindall, acting executive director of WMEP.

The payback for investments that companies made to implement changes has been less than six months for some firms, he said. "What many of these companies are finding is that it's something they wanted to do a long time ago, but lacked the knowledge and the resources and the specialized expertise to drive this forward," he said.

Laurent Auguste, president of Veolia Water Americas, another program partner, said his firm would assist provide assistance to small companies by offering to help them evaluate their own water consumption with a "water impact index" the company unveiled last year.

"There has been a time where large business, corporations and environmentalists have been actually at war, where running a good business and being environmentally friendly was seen as being in opposition," Auguste said. "Large businesses have understood more and more that being sustainable is not only a way to ensure continuity of their businesses but also to be smarter in the way they run their businesses and be more competitive."

The local initiative is an outgrowth of a national E3 initiative.



Local manufacturers can take part in the initiative by attending an informational session in March. There is no charge, but those interested should RSVP to "ME3 Team" at sustainability@milwaukee.gov. The sessions

are scheduled for:

March 9, 4-5:30 p.m., Green Energy Summit, Frontier Airlines Center, 400 W. Wisconsin Ave.

March 15, 8-10 a.m., UW-Milwaukee's School of Continuing Education, Plankinton Building, 161 W. Wisconsin Ave.

March 22, 8-10:30 am, Milwaukee Job Corps Education Building, 6665 N. 60th St.

This article is from Milwaukee Journal Business section - <http://www.jsonline.com/business/116446854.html>

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Group Buying Partners

Directory & Benefits Summary

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

Computer Set-up & Software Support

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

Cutting Tools

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

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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.

2011 Board of Directors

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kjr@Toolcraft.com

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Committee Chairs

Apprenticeship Committee

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Budget Committee

Mike Mallwitz
(See Board Info)

Group Buying Committee

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Insurance Committee

Allen Weiss
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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

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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.

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