

SURGEONS of STEEL



Super Bowl Edition

In this Issue..

Fun Green Bay Packer Facts
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18 Common Work Email Mistakes
& much more!!!

President's Corner

This past month we completed a survey on legislative issues and had an excellent response. Nearly twenty five percent of our members responded which from a statistical viewpoint represents a high confidence level as to its accuracy for the entire Association. Following is a summary of the results.

1. Should the State pay employers to keep employees employed rather than paying unemployment? *25.8% agreed or better.*
2. Should people on unemployment be subject to drug testing as a condition of receiving unemployment? *85.7% agree or better with 45.7% indicating this long overdue.*
3. Should employers have the ability to report if a person has stopped for a valid work interview as a condition of receiving unemployment vs the current system? *71.4% agree or better with 31.4% indicating this should be pushed strongly or that it is long overdue.*
4. Should workman's compensation claims have more employer emphasis on the validity of the claim? *96% responded agree or better with 39.4% indicating it is long overdue.*
5. Should Wisconsin be a right to work state? *79.4% responded agree or better with 41.2% indicating long overdue.*
6. Should binding arbitration be eliminated for States and Local governments? *76.4% responded agree to long overdue.*
7. Should the University system be receiving the same amount of money for someone seeking a poetry degree vs. an engineering degree? *55.8% responded agreed or better with 29.4% saying push strongly or long overdue.*
8. Should someone seeking a technical degree (welder, toolmaker, etc.) receive the same financial support as someone seeking a state university degree? *97.2% responded as agree or better with 48.2% indicating push strongly or long overdue.*
9. Should the State expand the OEM tax credit instituted in 2009 to use Wisconsin based suppliers? *77.1% agreed or better.*
10. Should the State implement a program to make capital more available to Tier II & III suppliers located in Wisconsin? *80.0% responded agree or better with half of the respondents indicating push strongly or long overdue.*

We appreciate the strong level of replies and they will be used as a strong guide in the legislative agenda the Association recommends to our State lawmakers.

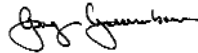
This will be my last time writing the President's letter. Most likely, the incoming President will be Kathy Rogers and I will replace Brett Reich as Chairman of the Board.

Kathy is the President of ToolCraft Co. Inc. in Germantown. She has a financial background and is a Certified Public Accountant. Kathy has been involved with Toolcraft since 2000, she has been President since 2007. All the best to you.

On behalf of the Association, I would like to thank Brett Reich for the service he has provided the Board and the association. I personally wish him, his family and his new little girl the best.

To all our members, may 2011 be a successful year for you.

Sincerely,



Greg Grambow



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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.

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FORMER GROUP BUYING PARTNER, BOB JEIDE, CRUCIBLE SERVICE CENTER, PASSES AWAY

After a long and brave fight with cancer Bob Jeide passed away peacefully at 3:45 pm on Monday, January 24, 2011. The funeral is on Sunday, January 30 at Harder Funeral Home in Brookfield. His family thanks all of you for your calls and prayers as he went through this battle.

TDMAW MEMBER - OUT OF BUSINESS

Cross Towne Machining - A Division of MG International Inc.

As of January 1, 2011, TDMAW member, Cross Towne Machining, announced that they are no longer in business.

If you have any questions, please contact the owner, David Griffith at (262) 679-5133. Thank you for the many years of service and dedication to TDMAW as well as to Wisconsin manufacturing.

BYLAWS RECOMMENDATIONS APPROVED

In December 2010, Bylaw updates were distributed to members submitted by the ad hoc Advisory Committee and approved by the Board of Directors. No objections were received during the 30 day approval process, therefore all Bylaws were approved. To view the updated bylaws, go to <http://www.tdmaw.org/AboutTDMAW/bylaws>.

MEMBER RECOGNITION Happy January Birthdays	
<u>Company</u>	<u>Join Date</u>
Daco Precision-Tool	1/25/2006
H.T. Machine, LLC	1/04/2006
Power Test, Inc.	1/06/2004
Suburban Tool & Machine	1/01/2002
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MORE STUDENTS SEEKING JOB CERTIFICATES

By Joanne Jacobs
Milwaukee Journal Sentinel, 1/24/2011

Palo Alto, California. - Omid Khofasni wants to be a pharmacist - without taking on huge student loans.

So the 35-year-old is paying about \$1,700 for a nine-month course at nearby Foothill College that leads to a pharmacy technician certificate and a chance to earn a solid middle-class wage of up to \$60,000 a year as he works his way through pharmacy school.

"It's short, it's fast and it's cheap," says Khofasni, who earned an engineering degree in Iran but now works at a carpet store.

Labor economist and some educators believe career-driven degrees should become an increasingly common choice and are advising students to pursue skills-oriented fields of study they feel offer better job opportunities. Fueling the trend is the worst economic decline in more than 70 years and a slowly falling unemployment rate of 9.4%. Add to that the staggering

total of \$830 billion in student debt nationally.

"The recession has brought in clear focus the value of a career versus a job," said Willis Holcombe, chancellor of Florida's fast-growing community college system. A new report based on the state's employment data shows that students who earn certificates or associate of science degrees make more money in their first year out of college than four-year graduates of Florida's university system.

The unemployment numbers are "a powerful case of some postsecondary credential, not just going to classes, but completing a credential," Holcombe said. "If you want to insulate yourself against unemployment, you need a career."

The national unemployment rate for four-year college graduates is 4.8% compared with 9.8% for those with only a high school diploma.

President Barack Obama wants the U.S. to lead the world in college degrees by 2020, with all Americans completing at least one year of postsecondary education, which is seen as the dividing line between living in poverty and a shot at a middle-class lifestyle.

If you would like to read the full article, go to <http://www.tdmaw.org/news.html>

Fun Facts Green Bay Packers

- Lambeau Field can seat up to 72,928 and was built in 1957; renovated in 2003
- The Green Bay Packers were initially sponsored by the Indian Packing Company, which was later renamed the Acme Packing Company. The name Packers was derived from their sponsor's name, and has remained the same since the team's formation.
- The first ever draft choice was Russ Letlow, a guard from San Francisco in 1936.
- Top 5 Players of all time for the Green Bay Packers:
 1. Don Hutson - Wide Receiver
 2. Bart Starr - Quarterback
 3. Brett Favre - Quarterback
 4. Jim Taylor - Fullback
 5. Reggie White - Defensive End
- Aaron Rodgers is the first NFL quarterback in history to have two consecutive 4,000 yard seasons in his first two years as a starter.

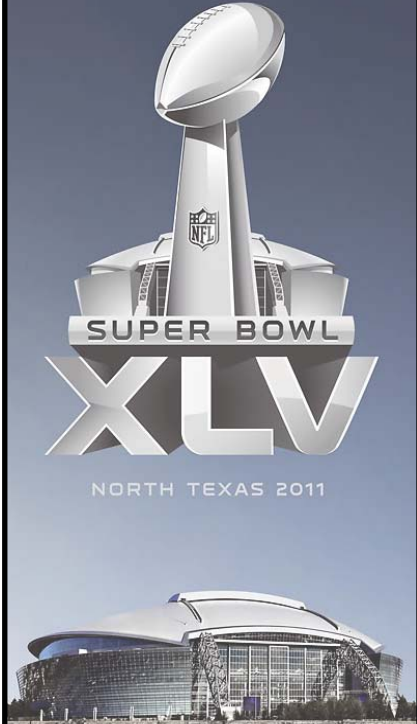
Come home with the trophy Packers!!!

Post Holiday Party



THANK YOU to all those who attended, Federated Insurance for sponsoring the \$1,000 cash prize giveaway & Concept Machine Tool for donating a one-night stay at the Delafield Hotel.

To see more PHOTOS, go to www.TDMAW.org



SUPER BOWL XLV
NORTH TEXAS 2011

JOBS, JOBS, AND MORE JOBS

By: Chet Gerlach, TDMAW Lobbyist

Scott Walker was sworn into office on January 3rd as the 45th Governor of Wisconsin and immediately called a special session of the Legislature designed to help create the 250,000 jobs that he



Chet Gerlach

talked about during the campaign. As he stated in his inaugural address **“My top priorities are simple: Jobs, jobs, and more jobs.”** Following is a partial list of the legislation the Governor has asked the Legislature to address in Special Session.

Civil Justice Reform/Special Session Bill 1

Among other things, SS 1 is designed to limit lawsuits and potential damages against manufacturers. It is strongly supported by business associations and opposed by the Wisconsin Trial Lawyers Association. Though the bill is very comprehensive, it does respond to concerns over a Supreme Court ruling that found a Wisconsin based paint company liable for lead poisoning in spite of the fact that there was no proof that the company involved had actually manufactured the paint. <http://legis.wisconsin.gov/2011/data/JR1AB-1.pdf>

Health Savings Accounts (HSA's)/Special Session Bill 2

Currently Wisconsin is one of four states that do not do not extend federal tax treatment of HSA's to state income taxes. This bill would make Wisconsin tax treatment of HSA's identical to federal treatment and encourage greater use of HSA's by both employers and employees as a way to pay for medical services. <http://legis.wisconsin.gov/2011/data/JR1AB-2.pdf>

Relocate businesses in Wisconsin/Special Session Bill 3

Under provisions of SS 3, businesses that move from another state to Wisconsin would receive a tax credit for two years equal to the amount of the taxpayer's income or franchise tax liability. <http://legis.wisconsin.gov/2011/data/JR1AB-3.pdf>

toolmaker@TDMAW.org

Economic Development Tax Credits/Special Session Bill 4

Increases tax credits available to certain businesses under the current Economic Development Tax Credit Program. Governor Walker's proposal would expand existing law to provide funding for an additional \$25 million in credits. The program has been used in the past to encourage certain companies to maintain operations or expand operations in Wisconsin. <http://legis.wisconsin.gov/2011/data/JR1AB-4.pdf>

Super Majority to Raise Taxes/Special Session Bill 5

Requires a two-thirds super majority of both houses of the Legislature to raise the state sales or income tax. However, the bill does allow for the possibility of a tax increase without the super majority if approved by Wisconsin voters in a statewide advisory referendum. <http://legis.wisconsin.gov/2011/data/JR1AB-5.pdf>

Wisconsin Economic Development Corporation (WEDC)/Special Session Bill 6

Creates the Wisconsin Economic Development Corporation and eliminates the Department of Commerce. WEDC would be a public private partnership with a 12 member Board chaired by the Governor. The sole mission of the Corporation would be to promote economic growth and create jobs in Wisconsin. Regulatory functions currently handled by the Department of Commerce would be transferred to other state agencies. <http://legis.wisconsin.gov/2011/data/JR1AB-6.pdf>

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Small Business Tax Relief / Special Session Bill 7

Allows a business with gross receipts of \$250,000 or less to claim a tax credit of 15% of it's total tax liability. The credit gradually fades until a business reaches gross receipts of \$500,000. The provisions of the bill would apply to income earned beginning January 1, 2011. <http://legis.wisconsin.gov/2011/data/JR1AB-7.pdf>

Like all legislation, the “devil is in the detail” and we want to make sure that the Governor and the Legislature get it right. I have included websites where the noted legislation can be found and would encourage all TDMAW members to review the legislation and share their thoughts with Governor Walker and their State Senators and State Representatives. I expect that these proposals will be voted on by both chambers of the Legislature throughout January and February. If TDMAW members have concerns they need to make contact immediately.

Computer Bits

SMARTPHONE HACKING

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 one of the top ten risks for 2011.

I hope you all had a great holiday season and are back hard at work. One of the top ten risks for 2011 is the hacking of smartphones. The fact is that most of us use a smartphone and we have our email sent to them and even use them to carry important files to meeting with customers and clients. Well, hackers are on to these facts also and are planning ways to get at those emails and important files.



The most probable avenue of attack will be from malicious apps that might find their way onto the phones. Once installed they could either be triggered by date or other means to go looking at what's stored on the phone and then transmit that information back to the hackers.

The best advice I can give about this is to be aware that it can happen and to be mindful of where you get the apps for your phone. I would also advise not to jailbreak your smartphone as doing so does open it to attacks like this.

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 EXPANDS WORKFORCE PERCENT

Busch Precision has increased its workforce by 25 percent coming into the New Year. The addition of four experienced machinists and two quality and inspection specialists came in response to increasing client orders. To meet the growing needs of the manufacturing industry, Busch is set to expand its second shift labor force and continue on what looks to be a very promising year ahead for the company. In addition to expanding the machinist and quality control divisions, the company has also added three new positions to expand their sales force including two outside Business Relations Managers and one Customer Service/Sales Assistant.

For more information about the company, visit BuschPrecision.com or call 414.362.7300.



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DACO ANNOUNCES HIRING AND NEW PRODUCTS

DACO Precision, a leading supplier of all types of tooling and custom stampings, has hired Gary Zick for inside sales and customer service to help with the growing demand for their products. "Gary is an industry veteran having spent over 18 years with a local fastener distributor and he brings an immediate impact to our business," commented Randy Weber, president of DACO. Additionally, Austin Weber returns full time to DACO after receiving his degree in Business Administration & Supply Chain Management and will assume responsibilities on both the procurement and sales side of the business.

Randy indicated that it has been a better year with more demand for domestic tooling & stampings due to shorter lead times and they are in a good position with raw material and the necessary work force to accommodate this increased demand. Their new website, www.daco-precision.com, created and launched within the Thomas Register workframe, has also led to increased exposure for the company.

Other improvements have been the addition of a

260 ton press and new products such as wave & spring washers, and belleville & conical washers, (.012"-.187" thick, high carbon steels, 300 and 400 series stainless and 17-PH material). These products complement the existing inventory of special washers, machinery bushings, shims, nut plates, brackets, levers, and clips, as well as stamping assemblies with blind and threaded PEM style inserts.

In September, DACO was upgraded and certified to the latest ISO 9001/2008 standard. The company continues to implement LEAN initiatives to improve process and material flow throughout the plant. DACO's ability to create all of their own stamping tooling has enabled them to run difficult jobs and in some cases win business from standard catalog houses that cannot hold the necessary tolerances for demanding applications. DACO offers engineering expertise and technical support to reduce part costs while also focusing on soft costs such as custom packaging and direct shipping

18 COMMON WORK E-MAIL MISTAKES

Email Communications

Most of us rely on e-mail as one of our primary communication tools. And given the number of messages we send and receive, we do it with remarkable success. But as with anything, the more e-mails we send, the more likely we are to screw one up. And simple e-mail mistakes can be disastrous. They can cost us a raise, promotion--even a job. With a new year upon us, this is the perfect time to go through some of the worst e-mail mistakes employees make and how to avoid them.

1. Sending before you mean to.

Enter the recipient's e-mail address only when your e-mail is ready to be sent. This helps reduce the risk of an embarrassing misfire, such as sending an important e-mail to the wrong person or e-mailing a half-written note.

2. Forgetting the attachment.

If your e-mail includes an attachment, upload the file to the e-mail before composing it. This eliminates the embarrassing mistake of forgetting it before hitting "send," and having to send another e-mail saying you forgot to attach the document.

3. Expecting an instant response.

Don't send an e-mail and show up at the recipient's desk 30 seconds later asking if they've received it. They did, and they'll answer at their convenience. That's the point of e-mail.

4. Forwarding useless e-mails.

I've never seen a single e-mail forward at work that was beneficial. Whether it's a silly joke or a heartwarming charity, there's never a time to share an e-mail forward using your work e-mail.

5. Not reviewing all new messages before replying.

When you return to the office after a week or more away, review all new e-mails before firing off responses. It might be hard to accept, but odds are, things did march on without you. Replying to something that was already handled by a co-worker creates extra communication, which can lead to confusion, errors, and at the very least, wasted time for everyone involved.

6. Omitting recipients when you "reply all."

Unless there's an important reason to omit someone, don't arbitrarily leave people off the response if they were included on the original message.

7. Including your e-mail signature again and again.

Nor do you need to include it at the end of an e-mail you send to your long-time co-worker who sits six feet away. If you have your e-mail program set to automatically generate a signature with each new message, take a second to delete it when communicating with someone who knows who you are. It's always wise to include your phone number, but the entire blurb with your title and mailing address is often nothing but clutter.

8. Composing the note too quickly.

Don't be careless; write every e-mail as if it will be read at Saint Peter's Square during the blessing of a new Pope. Be respectful with your words and take pride in every communication.

9. Violating your company's e-mail policy.

Many companies have aggressive spam filters in place that monitor "blue" language. From that famous four-letter word to simple terms, such as "job search," don't end up tripping the system by letting your guard down.

10. Failing to include basic greetings.

Simple pleasantries do the trick. Say "hi" at the start of the message and "thanks" at the end. Be sure to use the recipient's name. Be polite yet brief with your courtesy.

11. E-mailing when you're angry.

Don't do it. Ever. Recall buttons are far from a perfect science, and sending a business e-mail tainted by emotion is often a catastrophic mistake. It sounds cliché, but sleep on it. Save the message as a draft and see if you still want to send it the next morning.

12. Underestimating the importance of the subject line.

The subject line is your headline. Make it interesting, and you'll increase the odds of getting the recipient's attention. Our inboxes are cluttered; you need to be creative and direct to help the recipient cut through the noise. You should consistently use meaningful and descriptive subject lines. This will help your colleagues determine what you're writing about and build your "inbox street cred," which means important messages are more likely to be read.

13. Using incorrect subject lines.

Change the subject line if you're changing the topic of conversation. Better yet, start a new e-mail thread.



14. Sending the wrong attachment.

If you double-check an attachment immediately before sending and decide that you need to make changes, don't forget to update the source file. Making corrections to the version that's attached to the e-mail does not often work, and it can lead to different versions of the same doc floating around.

15. Not putting an e-mail in context.

Even if you were talking to someone an hour ago about something, remind them in the e-mail why you're writing. In this multi-tasking world of ours, it's easy for even the sharpest minds to forget what's going on.

16. Using BCC too often.

Use BCC (blind carbon copy) sparingly. Even though it's supposed to be a secret, it rarely is. Burn someone once, and they'll never trust you again. Likewise, forwarding e-mail is a great way to destroy your credibility. When people send you something, they aren't expecting you to pass it on to your co-workers. The e-mail might make its way back to the sender, who will see that their original message was shared. They might not call you out on it, but they'll make a mental note that you can't be trusted.

17. Relying too much on e-mail.

News flash! No one is sitting around staring at their inbox waiting for your e-mail. If something is urgent, use another means of communication. A red "rush" exclamation point doesn't compare to getting up from your desk and conducting business in person.

18. Hitting "reply all" unintentionally.

This is a biggie. And it's not just embarrassing; depending on what you wrote in that e-mail, it can ruin your relationship with a co-worker or even your boss. Take extra care whenever you respond so you don't hit this fatal button.

Reference: <http://finance.yahoo.com/news/18-Common-Work-Email-usnews-1004018741.html?x=0>

Focus on Federated

FEDERATED ANNOUNCES HISTORIC ACQUISITION

INSURER ACQUIRES RENEWAL RIGHTS TO AMERICAN HARDWARE MUTUAL BUSINESS IN SELECTED STATES

In his accompanying comments, Federated Chairman, Al Annexstad noted that the two insurers were affiliated nearly 100 years ago. "Although the Companies' operational approaches have differed over the years, there remained similarities in purpose that made this acquisition a logical one for Federated and beneficial to its association clients," he reported. "We welcome these new policyholders to the Federated culture of quality service and our commitment to providing risk management value. We believe that everyone involved should benefit from this new relationship," he said.

Federated's President – CEO, Jeff Fetters recalled that both mutual insurers were created and fostered by trade associations a century ago. "Like many insurers of the time, the two companies focused primarily on serving their association members. Over the years, many of these competing insurers' support for the nation's trade association movement subsided. Federated has remained steadfast in providing both quality insurance

services and financial support for these recommending groups of outstanding business people".

Fetters added, "It was nearly 25 years ago that Al Annexstad led Federated's renewed commitment to America's small business people and a resurgence of the company's movement in support of trade associations. Mr. Annexstad recognized the importance of trade associations to the wellbeing of our country and the mutually beneficial role they should play in Federated's business strategy. The number of association and industry groups recommending Federated has grown from 47 to over 400 under Mr. Annexstad's leadership". "This acquisition reconfirms our business direction".

Fetters reported that "the organization continues to follow the strategic Business Plan developed by Mr. Annexstad after gathering input from the Company's Client Advisory Council and its top marketers and underwriters". He cited the Company's 700

direct marketers, managers and special representatives, the support of 130 highly trained employees providing loss control, safety and risk management services along with over 300 claims personnel dedicated exclusively to Federated clients as key to Federated's progress. Fetters lauded American Hardware Mutual as a quality competitor while projecting that its former policyholders will value Federated's encompassing counsel on insurance and risk management.

Federated is rated A+ (Superior) by A.M. Best Company, an independent insurance rating agency. The Companies serve the Property Casualty, Health and Life needs of America's select trade groups. Federated's Home Office is located in Owatonna, Minnesota with a regional office in Phoenix, Arizona and service offices throughout the continental United States.

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JUST DO IT! - A HELPFUL SALES TIP

By Rick Schaefer

Doubt will take you out of action, but action will take you out of doubt. You may have heard the phrase "Just Do It".

There is a lot of wisdom in it. In our lives we constantly face choices. When we try to imagine how we will feel as the result of the two alternatives in a choice, we try to pick the choice that we predict will feel better.

Many times choice is about doing something or not doing it. I suggest doing it, because it is a lot easier to make the decision of whether to continue doing something when you all ready know how it feels to do it, instead of just guessing on how it will feel. It's no big deal if you choose to do something differently after you start it. You always have another choice to make, and another. You will be much better prepared to choose if you actually have done it.

When you pause from a task, a job, exercise, or even life itself, it sometimes is hard to find the motivation or inspiration to get back to it. Often it feels like there is no point, you don't feel like doing it and you expect the results to be poor. Most of us find that simply by doing something small it feels better, and the motivation then comes from feeling the sense of accomplishment from the doing.

Let me use the example of sales. Often someone in sales will feel like their heart is just not in it right now because of feeling "down" from events in other parts of their life. Usually, if they just make a phone call anyway and have a conversation, it will be uplifting. The human interaction helps and the sense of accomplishment from simply doing it helps too, regardless of the outcome



of the call. That action brings inspiration to make another call and another. In this way, motivation to do something can come from the actual doing of it.

This is true in many other aspects of our life as well. As jumping into a pool of water is motivation to swim, the doing of a little something is usually motivation to do more of it. Don't be scared, you can always get out of the water, dry off, and go do something else.

Action can not only be a cure for doubt and lack of motivation, but

can also be a cure for sadness, hopelessness, and depression.

There is a constant desire in all of us to learn, grow and expand, to follow desires. This is what makes us feel alive... having desires.

Most learning in life comes not from thinking about something but from the actual doing of it. Life experience is the greatest teacher of all.

**So, go out and "Just Do It!"
It'll feel great!**

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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.

2010 Board of Directors

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gregg@duwell.com

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kjr@Toolcraft.com

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262-251-0761
theo.hicks@bohrprecision.com

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brett@reichtool.com

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klhsales@klhindustries.com

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262-502-4100
ken@mahutatool.com

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aweiss@integritywireedm.com

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262-502-4100
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jrmymntool@aol.com

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(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

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Web: www.botsiq-wi.org

Visit us at TDMAW.org



**Tool, Die & Machining
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Fairways of Woodside, Sussex, WI
more...
more Calendar Events



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Vince Lombardi



Association of Wisconsin

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