

SURGEONS of STEEL

Tool, Die & Machining
Association of Wisconsin
Est. 1937

page 4

**Group Buying
Partner Expo &
Member Showcase**

Tuesday, November 9

**HAPPY
VETERAN'S DAY
11.11.10**

October 2010
Volume 4; Issue 10

President's Corner

Thank you to those who attended the October 5th member meeting at the Sheraton. It was an evening of good food, networking with friends and an informative presentation from Mike Gousha, the longtime and well respected WISN TV anchor. Speaking to issues around the upcoming election, Gousha gave bipartisan reports about State Senate and Representatives initiatives, as well as gubernatorial candidates. Feedback from the meeting survey showed that members enjoyed his presentation as well as the rest of the event.

I would also like to thank those that took the time to complete the Legislative Committee survey. I'm pleased to report that 22% of our members took it! Here's their feedback:

1. Would a tax credit on shipping fees to and from new out of state customers help your company?

Yes	39.4%
No	57.6%
No Opinion	3.0%

Comments: Some members do not see the value in this because shipping costs usually account for about 1-2% of the cost and also, most of their work is currently done in-state. Although not stated in the survey, the intent of this legislation would be to act as an inducement to out of state customers to consider Wisconsin shops.

2. Would marketing Wisconsin small manufacturers at national forums such as IMTS help your company?

Yes	57.6%
No	30.3%
No Opinion	12.1%

Comments: Be sure to have someone that is able to market us properly and understands our Association needs; would prefer not to have someone from the WI Chamber of Commerce. Again, there has been legislation proposed to set up an association marketing entity that would include this element.

3. What legislation would help your company?

Most everyone mentioned Health Care Reform. But since this is a National issue, the Committee is unable to address it at the State level. We apologize we were not more clear in the survey question.

Comments that can take to the State level include:

- Training grant and support for area High Schools and technical colleges
- Grant for OEM's to attend TDMAW events
- Lower taxes for small WI manufacturers.

As promoted in this issue, the Group Buying Expo and Member Showcase is coming up quick, please register to attend and/or be an exhibitor. This has always been one of the most highly attended meetings of the year, so I encourage you contact the TDMAW headquarters to reserve your spot or get more event information. AMBA and NTMA members are invited to attend, and as in the past, members' Purchasing Agents are invited to attend as guests of the Group Buying Committee.

Another important item is the 2011 Proposed Budget. Sent out on October 13th, all members should have received a letter and the budget enclosed in their envelope and also a reminder email was sent out. Please review and email or fax back your vote no later than Tuesday, November 16. In the past we have voted on the budget at a member meeting, but since there is no December meeting, it will have to be done electronically.



Greg Grambow

Lastly, the Nominations Committee, headed by Chairman of the Board, Brett Reich, is seeking nominations for the 2011 Board of Directors. If you would like to be considered or suggest someone else for consideration, please email Brett or the TDMAW Headquarters. Contact info is on the inside back cover of every issue.

Regards,

Greg

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TDMAW Members, Nicolet HS BotsIQ WI is asking for your help!

The Nicolet BotsIQ program is looking for a mentor (shop) to donate work or to do the work at cost for their students with regard to manufacturing some robot parts or components. Please contact Pat Yunke if you are interested - YunkeP@matc.edu.



For MEMBERS Only

CLASSIFIED AD Section

Tuesday, November 9
Group Buying Partner & Member Showcase
 Silver Spring Golf & Banquet Center
 Menomonee Falls, WI

Friday, January 15*
Post Holiday Party
 Location: TBD

*Date may change depending on Committee planning

If you have any questions, please contact the TDMAW headquarters at 262-532-2440 or toolmaker@TDMAW.org



SCHEDULE OF EVENTS

NEW CAPABILITIES

Busch Precision adds a Zeiss Prismo Navigator MASS Coordinate Measuring Machine (CMM) to Ensure ISO Compliance. Machine Specifications:

- Measuring Range: X = 1200mm (47.2”), Y = 1800mm (70.9”), Z = 1000mm (39.4”)
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- Accuracy: 1.8µm + L/300 with Vast Gold, 2.2µm + L/300 with Vast XXT

Contact: Deetra Kajfosz, dkajfosz@buschprecision.com or 414-362-7300 est. 128

Central Machine, Inc. is proud to announce that they’ve added a Keyseater that’s capable of cutting up to 3” internal keys with a 15” stroke contact.

Contact: Ron Tritz at 262-544-5454

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.

Thank You
 to all those WPMC members who used the *Advancing Manufacturing into the Global Marketplace Training Grant!*



*Note: WOW Workforce Development will contact training grant recipients for some follow-up information over the next few months.



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Thank You RED Level Sponsors



Group Buying Partner Expo & Member Showcase

November 9th (2nd Tuesday)



Silver Spring Golf and Banquet Center
N56 W21318 Silver Spring Drive, Menomonee Falls

Agenda

- 4:00pm Exhibitors set up
- 5:30pm Networking and Expo/Showcase Event
- 7:00pm Buffet Dinner
Presentation of Group Buying Partner Plaques
TDMAW Annual Meeting
- 7:45pm Additional networking and prize drawings

Fees for Hosting a Table

TDMAW Members

\$100 includes 6-foot, skirted showcase table and dinner for one representative. \$20 for each additional representative

Group Buying Partners / Red, White & Blue Sponsors

\$195 includes 6-foot, skirted showcase table and dinner for one representative. \$20 for each additional representative. Maximum - two additional representatives please

Member Company's Purchasing Agent agents are invited to attend for FREE!

Others who are eligible to receive a FREE dinner, courtesy of Federated Insurance.

- TDMAW members who are insured by Federated (one per company).
- TDMAW members who request an insurance quote - either before the event or on-site.



Association of Wisconsin

Red, White & Blue Sponsorship Program

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WHITE Level - \$2,400

BLUE Level - \$1,800

**Want to support TDMAW
& promote your company?**

To see what each level offers, go to
TDMAW.org

RADIO PERSONALITIES, BOB AND BRIAN FROM 102.9 THE HOG, VISIT BUSCH PRECISION

MENOMONEE FALLS, WISCONSIN (October 13, 2010) – Anyone who has tuned into the Bob and Brian show on Milwaukee's favored radio morning show, 102.9 THE HOG, knows the duo delivers humor and insight non-stop. It was all laughs when the Bob and Brian team joined Busch Precision onsite for a four hour live broadcast on Friday, September 17th. The morning's highlights included current Busch job openings, the all new Zeiss Prismo, quality control, machining capabilities, and the company's participation in this year's B.A.S.I.C.S. drive to collect hat, gloves, and scarves for those in need.

To receive a free audio copy of the Busch "Take Bob and Brian to Work" segments, contact Busch by calling 414.362.7300.



It's Barrett vs. Walker for Wisconsin Governor

By: Chet Gerlach, TDMAW Lobbyist

Legislative Corner

We are coming to the end of a long campaign season and on November 2nd Wisconsin voters will elect the next Governor of Wisconsin. Both Tom Barrett and Scott Walker have focused their campaigns on the economy and job creation and there is a wealth of information regarding their positions on these and other issues published on their respective websites. I would encourage all TDMAW members to take the time to visit their websites before casting their ballots on November 2. You may not agree with all their thoughts but they both have provided voters with a serious blueprint of where they want to take Wisconsin over the next four years.



Chet Gerlach

Scott Walker

The front page of Scott Walker's website boldly proclaims "Job Creation...250,000 jobs in my first term". In addition Walker has announced that on his first day in office he will call the State Legislature into special session to deal with the issue of unemployment. An outline of Walker's jobs plan is included below. Additional information regarding jobs and other issues can be found on Walker's website <http://www.scottwalker.org/>

1. Lowering the tax burden on small businesses and individuals – "We must lower the tax burden on all individuals and job creators...my administration will work to begin phasing out the state tax on retirement income and help keep investment capital in Wisconsin."
2. Eliminate Red Tape - "Of all the reasons a business may have for not creating jobs, bureaucratic hassles should never be one of them...I will demand that state employees...focus on helping job creators comply and get their applications approved."
3. End Frivolous Lawsuits That Kill Jobs - "I will push for legal reforms so that instead of defending frivolous lawsuits, businesses can invest in their operations and workers."
4. Improve the Education of Tomorrow's Workforce - "We must insure that our investments in our schools align with our job creation goals".
5. Make Health Care Affordable – "My plan focuses on...getting patients the treatment they need... fighting to opt out of the job killing health care bill that was passed by Congress" ... and "eliminating the state tax on Health Savings Accounts."
6. Invest in Infrastructure – "Reliable and affordable transportation and energy are crucial to rebuilding Wisconsin's economy... We should lift Wisconsin's nuclear moratorium...end the raids on the transportation fund...and build a world class telecommunications network in Wisconsin."

Tom Barrett

Reaching out to surrounding communities and making economic development a regional enterprise has been a theme throughout the Barrett campaign. "Everyone knows that it is the private sector that creates jobs. But having a government that is...willing to work with business sends a strong signal that we are doing everything we can ...to help out". Barrett's vision of the future including manufacturing and job creation can be found on Barrett's website <http://www.barrettforwisconsin.com/>.



Manufacturing - "Wisconsin has a higher percentage of jobs in manufacturing than any other state...Maintaining our manufacturing base generates countless economic spin-offs, especially in the small business sector...We need to make Wisconsin home to the most innovative manufacturers in the world...we need to accelerate the manufacturing economy by enabling our manufacturing firms to invest in R&D, including new product development, and targeting new markets".

Advanced Manufacturing – "State government can provide networking, business, and technological support for advanced manufacturers...for example it could provide a database of in-state manufacturers, or training in how to specialize and identify markets."

Promoting innovation in manufacturing - "Tom (Barrett) will make Wisconsin a leading state in the country for innovation in manufacturing...he will restore Wisconsin's traditional manufacturing prowess with a focus on interdependent OEM and supplier manufacturers." Barrett has proposed doubling Wisconsin's R&D credit to 10%, focusing Department of Commerce, and specifically the Wisconsin Manufacturing Extension Program (WMEP) resources on small manufacturers, and supports greater collaboration between the University of Wisconsin and state manufacturers."

In addition Barrett has proposed Tax Cuts to stimulate private sector job creation, creation of a state venture capital fund, and creation of a jobs office within the Governor's office.

Final Debate

Though Walker and Barrett differ on specifics, they are both talking about jobs and the economy and we all can benefit from that debate. The final televised debate between the two candidates will take place on Friday October 29 from 7 to 8 p.m. The debate is being broadcast live by all the public television and radio stations throughout the state and will be available on the internet at <http://www.wiseye.org/>.

Businesses Want Answer on Status of Tax Cuts

Owners frustrated with Washington, find it hard to plan

By Joe Taschler of the Journal Sentinel (10/15/10)

With about 10 weeks left, it is growing increasingly likely that the Bush tax cuts will expire without any action being taken, business owners and tax advisers say.

That has people fuming, not because the tax cuts will go away, but because elected leaders failed to provide any clear direction as to what actions companies and individuals need to take to prepare to do business in the coming year.

“It’s amateur hour in Washington,” said Cliff Anglewicz, CEO of material handling and construction equipment businesses Yes Equipment and Services Inc. of Menomonee Falls and its division JCB of Milwaukee.

“They keep talking about jobs, jobs, jobs,” Anglewicz said. “They have no empathy for what it takes to hire people and what it takes to pay for all the benefits and the taxes and what little bit is left over for the person who takes the risk.”

He’s not alone in his dissatisfaction with Washington politicians.

“People in manufacturing, the owners, are not only scared because the economy is so crappy, they’re furious with the politicians,” said **Michael Retzer, executive director of the Milwaukee chapter of the National Tooling and Machining Association.** “You get the talk, but they’re not walking the walk.”

Retzer is controller at Strohwig Industries Inc. (also a TDMAW member) in Richfield, an engineering and tool-and-die company.

“If you think a politician is representing the best interest of the country, you’re very naïve,” Retzer added. “What they’re representing is the best interest of getting re-elected.”

No one ever thought it would come to this, tax professionals say.

“The best I can tell people is, ‘Here’s what we know right now, and if this comes to pass, here’s what you should do.’ But the rules could change after it’s too late to do anything about it,” said Tim Steffen, senior vice president and financial and estate planning director for Robert W. Baird & Co.

In his nearly 20 years of working on tax issues, Steffen said, he’s never seen anything like the current situation in Washington.

“I’m less optimistic that something will happen between now and year end” to resolve the tax issue, Steffen added. “My personal feeling is that there’s too much disagreement as to what should happen. Heading into a lame-duck session (of Congress), there’s not going to be the agreement necessary to get anything passed.”

Something for everyone

The 2001 tax cuts were passed and signed into law after terrorist attacks shocked the nation and rattled its economy.

The cuts changed tax brackets, lowering the tax rate for those who pay taxes. The cuts also did several other things, including lowering the estate tax - all the way to zero in 2010. The changes also doubled the deduction taxpayers can take for each of their children and reduced the tax rates on dividends and capital gains.

To read full article, go to:

<http://www.jsonline.com/business/105083669.html>



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Georgia's New Deal: New Job Opportunities for All Unemployed

Georgia's high unemployment rate of 10 percent has labor officials scrambling to prevent more people from joining the ranks of the unemployed, and ultimately to bring the number down.

The state's labor department created a new work program for every unemployed person in the state. The program allows an unemployed person to approach an interested employer, and work under a trial period while getting trained. The state underwrites the cost of that work for six weeks.

When it works, it's a win-win for everyone. An employer gets a state-sanctioned worker for free; in exchange, the worker gets new hope that at the end of the trial period, they will be hired.

Rhonda Smith was one of those unemployed people. She was laid off from her job at a performing arts center.

"You kind of have blinders on at that time and everything looks very dark," Smith said. "Everything looks very bleak and you can only focus on, you know the 'what if's' and what are we going to do?"

Under the Georgia program, those workers who qualify for unemployment insurance will continue to receive their payments during the six weeks they're in the trial period. Those workers who don't qualify for unemployment insurance will get a \$600 stipend from the state.

Watch the ABC News story video

<http://abcnews.go.com/WN/georgia-creates-deal-unemployed/story?id=11815992>

A smaller version of the idea, called Georgia Works, has already been proven successful. It resulted in permanent jobs for several hundred people last year.

Smith was one of the few who were able to take advantage of the Georgia Works program. She got a job at the James Madison Inn Spa.

"Everyone had a commitment to make it work and it has worked. It's been wonderful," Smith said. "We may have about 13 or 14 staff members that would not have employment right now if it were not for the spa."

In your opinion, is this legislation WI should consider?

Contact TDMAW Legislative Committee with your thoughts.

See page 11 for contact information

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Focus on Federated

Keep Your Group Plan Healthy

Just as consumers are looking for ways to save money during turbulent economic times, business owners are looking for ways to minimize expenses.

As a consumer, a healthy employee may be tempted to cancel participation in an employer's group health plan to save money. However, without insurance coverage, an unexpected health crisis could devastate a family's finances.

Business owners also need healthy employees to stay on their plans to spread the costs over a larger pool of participants—helping control costs.

How do you keep your healthy employees on your plan?

Federated offers long-term options to help lower the overall expense of your health benefit, while still providing an attractive benefit to your employees. Although

one solution may be to increase deductibles (thereby increasing an employee's out-of-pocket expense), Federated's alternative solution minimizes those increases while lowering the overall premium. Members would still receive preventive cancer screenings at 100% and an annual physical covered up to \$500.

Also, consider minimizing (or eliminating) any changes to your employees' premium contributions. The lower the monthly expense to employees, the more likely the healthy employees will stay on (or join) the plan.

Contact your Federated representative to discuss ideas that can help keep healthy members on your plan—and keep your plan healthy.



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.

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Small Business Jobs & Credit Act Contains Many Benefits for Manufacturers

After months of intensive lobbying by PMA and NTMA through the One Voice advocacy partnership, Congress passed the Small Business Jobs and Credit Act at the end of September. President Obama signed the bill into law on September 27.

The legislation enacts approximately \$12 billion in tax breaks and creates a \$30-billion lending fund intended to make credit more available for small businesses. Following are key provisions of the law that will benefit PMA members:

• **Lending Fund.** A \$30 billion fund will be created to encourage small-business lending by banks with less than \$10 billion in assets. This important aspect of the bill will help small and medium-sized manufacturers access the credit they need to help finance their day-to-day operations, invest in the expansion of domestic operations and ensure that a disruption in the critical supply chain does not occur. All interest paid on loans under this program will go to reduce the federal deficit. The lending fund provision was initially stripped from the bill. However, as a result of One Voice lobbying efforts and NTMA and PMA members contacting their senators, the language was reattached to the legislation. Senators credited One Voice with helping secure the votes needed to include the small-business loan fund.



• **Extension of Bonus Depreciation.** Congress temporarily allowed businesses to recover the costs of certain capital expenditures made in 2008 and 2009 more quickly than under ordinary depreciation schedules by permitting those businesses to immediately write-off 50 percent of the cost of depreciable property placed in service in those years. The extension passed by the Senate extends the additional first-year 50 percent depreciation for property purchased and placed in service in 2010.

• **Section 179 Expensing.** The law temporarily increases the first-year write-off for business equipment from \$250,000 to \$500,000 and raises the cap on eligible expenditures that trigger a phase-out of the incentive from \$800,000 to \$2 million.

Visit www.metalworkingadvocate.org for additional details on the items included in this legislation.

This article was in the *PMA Update At a Glance*. October 2010 Issue.

10/5/10 TDMAW Member Meeting Minutes Held at Sheraton Brookfield-Milwaukee

Committee Updates

Membership & Programs - Mike Mallwitz encouraged members to invite prospective members to meetings so that we can increase our membership. In 2011, TDMAW will host two educational breakfast meetings. Topics may include: new tax laws and social media.

Sponsorship - Mike Mallwitz asked members to help identify leads on prospective sponsor slips. TDMAW will follow-up on leads.

Promotions - Lynn Mahuta spoke about the upcoming BotsIQ competition on November 15th at Watertown HS. She asked members to consider sponsoring the competition. See page 11 for contact information.

Speaker, Mike Gousha presented

New/Old Business - Ken Heins informed the group that Lynn Jeske, from the former Milwaukee Precision, passed away.

\$50 Gift Certificate, donated by Federated Insurance, was won by Randy Weber from DACO Precision-Tool.

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Group Buying Partners

Directory & Benefits Summary

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

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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

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EDM Consumables

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(Formerly: Schweda Machine Tool Sales Inc.)

Rick Nowacki – (262) 646-4488

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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.

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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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(See Board Info)

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Insurance Committee

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Membership/ Programs Committee

Mike Mallwitz
(See Board Info)

Nominations Committee

Brett Reich
(See Board Info)

Promotions Committee

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Scholarship Committee

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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

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BOTSQ WISCONSIN - WI EDUCATION INNOVATIONS

Erin Gudeyon

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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

Event Calendar
TDMAW June Outing
Fairways of Woodside, Sussex, WI
more Calendar Events

TDMAW is sponsored by:
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2010 Group Buying Partner Expo & Member Showcase

RSVP today!

toolmaker@TDMAW.org or 262-532-2440

Member Company's Purchasing Agent agents
are invited to attend for FREE

Tuesday, November 9th

@ Silver Spring Golf & Banquet Center



**Want a FREE dinner? You may qualify...
turn to page 4 for more information**