



NEW ORLEANS
LOUISIANA

2014 FALL CONFERENCE

October 22-24, 2014



Follow us on Twitter: #NTMAFC14

www.ntma.org/

NTMA Chairman's Message



Mickey and I look forward to welcoming you to New Orleans for the 2014 NTMA Fall Conference on October 22-24! We hope you will join us and more than 250 of your fellow NTMA members for this insightful event. The theme of this year's conference is "Jazz up your tools", and the three day event will include breakouts, roundtables, technology suites and exciting networking opportunities.

New Orleans has lots of great history and is a fun place to visit. The conference will feature some unique evening events to get everyone in the spirit of New Orleans. The venue for the conference will be The Roosevelt New Orleans, a historic landmark of the South. The Roosevelt is located conveniently in the Central Business District of New Orleans, just off Canal Street and one block from the world-famous French Quarter.

For our 2014 Fall Conference, we are trying something new: this will be the first conference that will not feature keynote speakers. We will have more business tracks, a full day of technology and many more roundtables. Most member teams have elected to perform their business before the event and will hold team roundtables. There should be more time to network and get to know each other.

For NTMA members, finding value both at the local chapter and at national is important to their growth. As part of our Re-Tooling efforts, we will highlight and re-visit many of the tools of the NTMA. At our conference, you will work hard and play even harder.

This event offers a great opportunity to collaborate with NTMA peers, explore new ideas, learn about cutting edge technology, discover new initiatives for business development and learn about our industry advocacy in Washington, DC.

Mickey and I hope you mark October 22-24 on your calendar to join us in New Orleans. Your participation will help our industry ensure there is a bright future for manufacturing here in America.

Ted Toth
2014 NTMA National Chairman



2014 NTMA Fall Conference Schedule of Events

Tuesday, October 21

2:00pm - 6:00pm	Registration
3:00pm - 5:00pm	Trustee & Chapter President Roundtable
5:00pm - 6:00pm	Trustee & Chapter President Reception

Wednesday, October 22

8:00am - 7:00pm	Registration
8:00am - 9:00am	Continental Breakfast
8:00am - 9:00am	First Timers Breakfast *First Timers Only
8:00am - 9:00am	Chapter Executives Breakfast *Chapter Execs Only
9:00am - 11:15am	NTMA General Membership Assembly/ NIMS Presentation
11:30am - 1:15pm	GAT Team Meeting Lunch *Team Members Only
11:30am - 1:00pm	NTMF Board Meeting Lunch *Board Members Only
11:30am - 1:00pm	Tech Team Roundtable Lunch *First Come First Served—Limit 30 Lunches
11:30am - 1:00pm	Chapter Executives Lunch *Chapter Execs Only
1:30pm - 3:00pm	Business & Strategy Tracks: A. Lean Manufacturing B. Manufacturing Metrics C. NTMA-U D. Federal Regulations Impact Update
1:00pm - 3:30pm	Optional Activity – Walking Ghost Tour
3:00pm - 3:30pm	Break
3:30pm - 5:00pm	Business & Strategy Tracks: A. Conflict Minerals/Materials B. Additive Manufacturing C. Sales & Marketing D. Export Promotion
6:00pm - 7:30pm	Transportation
7:00pm - 10:00pm	Kennametal Event: World War II Museum

Thursday, October 23

**** **Technology Day** ****

8:00am - 5:00pm	Information Center
8:00am - 10:00am	Continental Breakfast WOW Breakfast - Sponsored by Mazak
8:00am - 10:00am	Board of Trustees Meeting w/ Breakfast
9:00am - 12:00pm	Spouses Program – Mask Making
10:15am - 11:00am	Tech Seminar 1 – Sponsored by Big Kaiser Machine Interface Training
11:15am - 12:00pm	Tech Seminar 2 – Sponsored by Mazak Tool Handling and Management
12:00pm - 1:15pm	Lunch/Social Media Seminar - Sponsored by DMG Mori

Thursday, October 23 - continued

1:15pm - 2:00pm	Tech Seminar 3 – Sponsored by DMG Mori Laser Tech Machine
2:15pm - 3:00pm	Tech Seminar 4 – Sponsored by Doosan Options for Shop Consumables
3:00pm - 3:15pm	Break
3:15pm - 4:00pm	Tech Seminar 5 – Sponsored by Epicor Quote Management
4:15pm - 5:00pm	Tech Seminar 6 – Sponsored by Okuma What's Next in Technology?
5:00pm - 6:00pm	Tech Reception

Friday, October 24

8:00am - 12:00pm	Information Center
8:00am - 9:00am	Continental Breakfast
8:00am - 9:00am	Team Leaders Breakfast Roundtable *Team Leaders Only
9:00am - 10:15am	NTMA General Membership Assembly • The Franklin Partnership Updates • Team Updates
10:15am - 10:30am	Break
10:30am - 12:30am	INDUSTRY ROUNDTABLES • Aerospace / Defense • Automotive • Fluid Power • Medical • Oil & Gas
12:30pm - 2:00pm	Past Chairman's Lunch *Past Chairmen & Spouses Only
12:30pm - 2:00pm	Emerging Leaders Lunch *Emerging Leaders Only
12:30pm - 2:00pm	Workforce Development Round Table Lunch *First Come First Served—Limit 40 Lunches
12:30pm - 2:00pm	Lunch (on own)
1:30pm - 4:30pm	Optional Activity – Steamboat Jazz Cruise
2:00pm - 4:00pm	INDUSTRY ROUNDTABLES • NTMA Tools, Dies & Molds Round Table • NTMA Precision Machining Round Table I • NTMA Precision Machining Round Table II • NTMA Precision Machining Round Table III
6:00pm - 7:00pm	Cocktail Hour
7:00pm - 10:00pm	Silent Auction/Gala

Conversation Lounge – Sponsored by GF

You're invited to catch up, meet up or just relax in the Conversation Lounge.

- Open Wednesday, Thursday and Friday
- 8:00am to 5:00pm
- Located just outside the Waldorf Astoria Ballroom

Sponsors

5 Axis



4 Axis



3 Axis



Supporting Partners



NTMA General Assembly/NIMS (National Institute for Metalworking Skills) Presentation

Wednesday, October 22; 9am - 11:15am:



James Wall has the combined experience as a metalworking company owner and educator. He taught at both the secondary and postsecondary levels and has served as a school administrator in technical education. Prior to being named Executive Director of NIMS in 2012, Mr. Wall had been Deputy Director since 2002 and has been responsible for the continued development and maintenance of NIMS standards, performance requirements and theory exams. Prior to joining NIMS, Mr. Wall directed the statewide metalworking program at The Pennsylvania State University.

Business & Strategy Tracks

Wednesday, October 22: 1:30pm - 3:00pm

Lean Manufacturing - An NTMA Panel Presentation

A panel discussion and Q&A session on Lean Manufacturing. Geiler Eckman from Bent River Machine, Inc., Matt Wardle from JD Machine and Paul Harbath from Lean Werks, LLC will talk about various aspects of Lean Manufacturing including issues regarding space and energy.

Manufacturing Metrics - Shane Yount, *Competitive Solutions, Inc.*

Learn the basic foundations for driving sustainable business processes. Certain leadership training can actually improve the business bottom-line. Hear how to implement practical, auditable leadership implementation techniques to individual work environments.

NTMA-U - Ken McCreight, *NTMA*

An innovative program of online education, NTMA-U helps to bridge the gap between traditional schooling and skills-based certifications. The curriculum is customized and tailored to the needs of NTMA members. NTMA-U is a smart way to train your workforce so come learn about the benefits and details of the program.

Federal Regulations Impact Update - *The Franklin Partnership*

[An Overview of Recent and Pending Government Regulations](#) - The federal government is often called your not-so-silent partner. Find out what Washington has in store for you this coming year and which new government regulations will affect your business and employees. From the EPA to OSHA, the IRS and NLRB, federal regulators are taking an increasingly aggressive approach specifically targeting metalworking industries.

Wednesday, October 22: 3:30pm - 5:00pm

Conflict Minerals/Materials

Regulation and purchasing rules from customers now often include Conflict Minerals and other prohibitions in the terms and conditions of Purchase. In this session, hear about developments in conflict mineral regulations in year one and recommendations for how to handle such regulations in the upcoming year.

Additive Manufacturing

Additive Manufacturing – Opportunity or Threat? What are current and emerging uses of Additive Technology, and how will this trend affect our customers' processes and our businesses? How can I use 3D printing in my business? Is it just for prototypes, or are there production applications? Learn about what additive manufacturing might be able to offer you.

Sales & Marketing - Dan Bagley, *B&B Management Labs*

This session will be the premier opportunity to acquire all of the knowledge you need to achieve excellence for marketing and sales event in today's market. Closing new business – Sales Management Practices for growth require pursuit of an organized pipeline of target customers. This session will focus on tactics of sales management including setting up the sales "Gemba" board in your company, call reports, pursuit pipelines, identifying target accounts, sales dress & behavior, and other sales management tactics.

Export Promotion - *The Franklin Partnership*

[Can the Government Actually Help?](#) You send thousands of tax dollars to Washington each year and some of it actually comes back to benefit your company. The Administration wants to double exports and the federal government provides a number of resources to help companies identify new market opportunities and export targets. Even if you don't export directly, learn which industry sectors and overseas markets are experiencing the most growth and business opportunities.

Tech Seminars

Thursday, October 23



Tech Seminar 1 - Machine Interface Training



10:15am—11am

There are many options to choose from when purchasing a new machine, and sometimes selecting the right spindle and tool holder system is treated as an afterthought. But soon into production, those two elements prove to be anything but secondary considerations. This presentation will provide information on the differences and characteristics of various standards such as CAT, BIG-PLUS®, HSK, and CAPTO as each relates to machine performance, dynamic stiffness, understanding stability lobe diagrams and natural frequency.

Jack Burley is VP of Sales and Engineering at BIG Kaiser Precision Tooling, Hoffman Estates, IL. Burley began his career with BIG Kaiser more than 25 years ago, which gives him a veteran's perspective on the needs of the industry's user-base.



Tech Seminar 2 - Tool Handling and Management



11:15am—12pm

Delivering Manufacturing Solutions has always been a part of Mike Kerscher's 38 year history in Machine tools. Mike has provided technical sales support for grinding, turning machines as well as machining centers, allowing him to draw upon a rich metal cutting history. Past experience also includes configuration of machine automation ranging from dedicated systems through standalone robots through to large scale pallet delivery system.

Mike also participated in, and Managed Application Engineering departments both at Mazak and another world class machine tool builder, providing him with a clear understanding of work-holding and tooling and programming considerations.

Mike has worked for Mazak for 10 years. In his current position as a Product Manager for Mazak, he maintains inventory levels, and prices list, and technical sales support to both customers and Mazak's distributor and sales network.



Tech Seminar 3 - Laser Tech Machine



The Art of Hybrid Manufacturing

1:15pm—2pm

This presentation will address both additive processes (3D printing) and subtractive processes which can be utilized to manufacture current products more efficiently, or which can enable completely new products, value propositions, and business models. Dr. Hyatt will share his vision for the future for manufacturing technology.

Dr. Hyatt is a Senior VP and Chief Technical Officer for DMG MORI ASI. ASI (Advanced Solutions Incorporated) is a corporation which is wholly owned by MORI SEIKI Co LTD, and is charged with the development of breakthrough technologies for DMG MORI.

Tech Seminars

Thursday, October 23



Tech Seminar 4 - Options for Shop Consumables



Automation, Case and Justification for Short Run Production

2:15pm—3pm

Automation has long been thought of for long production runs and single parts or narrow part families. With today's shrinking manufacturing workforce new ways and technology must be used for America to continue to be competitive in the manufacturing environment. Short run automation can play a key role in filling that gap.

Darryl Smith is an Automation Sales/Sr. Technical Sales Engineer and responsible for supporting automation sales and automation applications engineering. He designs cell layouts and EOAT for processing parts with gantry, pick and place or 6-axis robots.



Tech Seminar 5 - Quote Management



Cloud and Collaborative Technologies for Manufacturers

3:15pm—4pm

Recently businesses have seen technology introduced that “runs in the cloud” or that “connects my employees socially” but don't understand the benefits and how the company can profit from these technologies. This session is designed to explain cloud and social solutions in manufacturing business terms, identify the pros and cons of using cloud technology, and provides a case study of a small manufacturer who has reinvented his family owned business as a result of these new technologies.

Christine Hansen joined Epicor Software in 1995, bringing a wealth of experience in the product management and marketing of manufacturing solutions to the company. In her current position as product marketing manager, Hansen is responsible for the product marketing and direction of Epicor Express, an end-to-end manufacturing Software as a Service (SaaS)-based solution catering to the needs of small job shops and make-to-order departments of large enterprises. In addition to her duties in product marketing for Epicor, Hansen focuses on advanced solutions in engineering and PLM, scheduling, quality, and requirements for highly regulated environments.



Tech Seminar 6 - What's Next in Technology



Trends in Manufacturing: Preparing for and Leveraging Manufacturing Technology Changes

4:15pm—5pm

As a small manufacturer, staying competitive is crucial to long-term viability. So how do you take advantage of the **new technology** while reducing your overall costs, especially in light of today's skilled labor scarcity? Find out what existing, **new and emerging technologies** are available to further reduce your manufacturing costs, how they work with and complement each other and how to leverage them to improve your bottom line.

Jeff Estes, Director of Partners in THINC, has worked in manufacturing and operations for 30 years, holding positions from material handler to VP of Manufacturing.

Optional Social Activities



Optional Activity: Walking Ghost Tour

Wednesday, October 22nd

1:00pm to 3:30pm

\$40 per person

Explore the haunted history of New Orleans. This walking tour will take you to several locations in the Garden District associated with actual, documented hauntings. Hear eerie tales of ghostly legends as you enjoy a chilling yet fun-filled adventure. These tours are considered a must-do when in New Orleans and have been featured on the History and Travel channels.



Optional Activity: Steamboat Jazz Cruise

Friday, October 24th

1:30pm-4:30pm

\$40 per person

Cruise up and down the mighty Mississippi River aboard the Steamboat Natchez. Built in 1925, the Steamboat Natchez is full of history and currently the undisputed champion of the Mississippi, having beaten out the Robert E. Lee in the most famous steamboat race of all time. The sounds of jazz will fill the air as you experience some of the fine heritage and hospitality New Orleans has to offer. Casual Attire.

Optional Spouse Activity



Spouse Activity: Mask Making

Thursday, October 23rd

9:00am- 12:00pm

No charge

Get a full taste of New Orleans with an afternoon at Mardi Gras World. Your time at Mardi Gras World will begin with a tour where you will learn the history and significance of Mardi Gras in New Orleans. During the tour you will be inspired by amazing floats and props, have an opportunity to take pictures in Mardi Gras costumes and enjoy a slice of King Cake – a New Orleans Mardi Gras tradition. Following the tour you will have an opportunity to get your creative juices flowing as you design and create your own masquerade mask. This will be a great mask to wear to the Gala/Auction on Friday night.



Networking Activities



Kennametal: Off-Site Social Event at the World War II Museum

Wednesday, October 22nd

7:00pm-10:00pm

Sponsored by Kennametal



Come dine with us at The US Freedom Pavilion: The Boeing Center at the World War II Museum. The US Freedom Pavilion: The Boeing Center showcases artifacts from World War II including a Boeing B-17 “Flying Fortress”, a B-52 fuselage and the TBM Avenger. The space features elevated catwalks that provide a dramatic view of the aircraft along with an immersive and interactive submarine experience. Enjoy entertainment from a Victory Band while experiencing exhibits and interactive experiences that tell the story of America at war. 1940’s Period Clothing Theme Attire suggested.



Tech Reception

Thursday, October 23rd

5:00pm-6:00pm

Sponsored by DMG Mori, Okuma, Royal Products



Enjoy cocktails and hors d’oeuvres while you mix and mingle with some of the world’s leading providers in technology and productivity.



Silent Auction/Gala

Friday, October 24th

7:00pm-10:00pm

Sponsored by Makino



Join us for an evening of mystery and intrigue. The masquerade-themed spectacular will include a wonderful dinner and live and silent auctions. Wear your surreptitious masquerade mask to deceive everyone, or wear your black tie ensemble. Both are optional. Proceeds will benefit the National Robotics League and Advocacy Fund. Masquerade Ball Attire or Black Tie Optional.

Hotel Information



The Roosevelt New Orleans

130 Roosevelt Way
New Orleans, LA 70113
1-504-648-1200



The moment you enter the block-long canopy of golden columns and crystal chandeliers, there's little question that your stay will be anything short of grand. One of the South's first grand hotels, a historic restoration has returned The Roosevelt to its place as the premier luxury hotel in New Orleans. A part of the prestigious Waldorf Astoria Hotels & Resorts, this landmark combines elegant guest rooms, historic dining and entertainment venues with abundant and luxurious meeting spaces.



The Roosevelt is located conveniently in the Central Business District of New Orleans just off Canal Street and one block from the world-famous French Quarter. The Roosevelt is just a short 20 minute drive from the Louis Armstrong New Orleans International Airport.



NTMA's group rate at The Roosevelt is \$249 (plus tax) per night and is available 10/18-10/28. To make your reservation by phone, please call 1-504-648-1200 and reference the NTMA Fall Conference to obtain the group rate. Be sure to book by September 21, 2014 to take advantage of the discounted rate.



Hotel Reservation Link:

<https://resweb.passkey.com/go/NTMAfall>

2014 Fall Conference Registration

Conference Registration Fees (per person)

Early Bird Discount (Round 1)

Before August 1st

Members Only

NTMA Member (1st company attendee) \$1195

NTMA Member (addtl company attendee) \$750

***limited number (10) available**

NTMA Member Spouse \$895

First Time Attendees \$650

***You have not attended a National Event in 3 yrs.**

***limited number (20) available**

Conference Registration Fees (per person)

Early Bird Discount (Round 2)

August 2nd to September 19th

Members Only

NTMA Member (1st company attendee) \$1195

NTMA Member (addtl company attendee) \$995

***limited number (10) available**

NTMA Member Spouse \$895

Conference Registration Fees (per person)

Standard Registration

After September 19th

NTMA Member (1st company attendee) \$1395

NTMA Member (addtl company attendee) \$1195

NTMA Member Spouse \$995

Past Service Members \$995

Affinity Partners \$995

All persons 6 to 20 years of age not employed

full-time by the company \$295

Non-Members (first company attendee) \$1495

Non-Member Spouse \$1095

Non-Member (addtl company attendee) \$1395

REGISTRANT INFORMATION

First Name _____

Email _____

Phone _____

Company Address _____

City/State/Zip _____

Home Address _____

City/State/Zip _____

Spouse/Guest _____

Children (w/ ages) _____

Addl Employee _____

Email _____

Phone _____

Home Address _____

City/State/Zip _____

Spouse/Guest _____

Children (w/ ages) _____

CHECK ALL THAT APPLY

____ First Conference _____ Trustee

____ Alt. Trustee _____ Chap. Exec

____ Chapter President

____ Past Service Member

____ Emerging Leaders (formerly Next Gen)

OPTIONAL ACTIVITIES

Walking Ghost Tour—Wed. Oct. 22

\$40 per person

***limited number (50) available**

Spouse Activity (Mask Making) - Thurs. Oct. 23

No Charge

***limited number (30) available**

Steamboat Jazz Cruise—Fri. Oct. 24

\$40 per person

***limited number (50) available**

PAYMENT INFORMATION

CONFERENCE REGISTRATION TOTAL \$ _____

VISA MC American Express

Card # _____

Expiration Date _____

Signature _____

Check # _____

SUBMISSION INFORMATION

Fax completed form to: 216-264-2840

Mail completed form to: NTMA

1357 Rockside Road

Cleveland, OH 44134

For questions for registration assistance, please

contact Brittany Belko at bbelko@ntma.org or

216-264-2848.

Register Online:

<https://members.ntma.org/leweb/>

dynamicpage.aspx?webcode=eventregistration



Payments to NTMA are not tax deductible as charitable contributions for federal income tax purposes.



National Tooling & Machining Association

NTMA

1357 Rockside Rd

Cleveland, Ohio 44134



216.264.2822

800.248.6862

216.264.2840 fax

www.ntma.org/



Follow us on Twitter:

#NTMAFC14

Save the **date**

2014 FALL CONFERENCE

October 22-24, 2014

www.ntma.org/



NEW ORLEANS
LOUISIANA