

PMA

NETWORK.

LEARN.

LEAD.

THANK YOU.



IN APPRECIATION OF YOUR SERVICE
TO THE PRECISION METALFORMING ASSOCIATION

Dear Members,

In 2017, we were thrilled to have celebrated our 75th anniversary—a milestone that is truly a testament to the dedication of our volunteer leaders who have served throughout the years and helped PMA meet its mission: “To shape the environment of the metalforming industry, leading innovative member companies toward superior competitiveness and profitability.” To commemorate the anniversary, PMA commissioned an artist to create a work of art—“*Forming Value*”—that not only says thank you, but, also, in a picture tells the story of how volunteer leaders historically have brought value to the organization and will continue to do so into the future.

As we look back on PMA’s 2017 fiscal year, we continued to address the industry’s ongoing need to train the workforce. Throughout the year, our staff worked hard to prepare for a Summer 2018 launch of METALFORM EDU. This new online training system allows companies access to more than 500 training courses, from foundational skills to industry-related skills. METALFORM EDU aims to help companies close the skills gap our industry faces.

During the year, PMA conducted two new technical seminars on the topics of die-setting practices and safety, and fundamentals of metalforming and materials for non-technical managers. And, FABTECH 2017 in Chicago was a big success, exposing nearly 45,000 industry professionals to the latest technology advancements displayed by 1,700 exhibitors.

Additionally, PMA’s industry-leading publications—*MetalForming*, *MetalForming* Spanish Edition, *3D Metal Printing* and the *Fabricating Product News* e-newsletter—continued to provide expert commentaries, informative technical and case-study articles, industry news, and product updates. The publication team also produced and hosted several successful conferences in 2017, in Mexico and in the United States, and in 2018 introduces a new event, the Internet of Things (IoT) Experience for Metalformers and Fabricators.

PMA also continued our active involvement in government advocacy in 2017. We achieved many successes, including securing historic tax reform. As our fiscal year was coming to an end, the federal government imposed tariffs on steel and aluminum imports, and PMA is actively lobbying to lift the tariffs as quickly as possible. More information about our efforts can be found in this report.

PMA would not be the organization we are today without our dedicated members and staff. Sadly, long-time staff member Bruce Broman, who was instrumental in our workforce development efforts, passed away last August.

Thank you for your investment in the industry. We look forward to working together toward continued success in the years to come!

Cordially,



Roy W. Hardy
PMA President

Throughout its 75-year history, the Precision Metalforming Association (PMA) has served the needs of those in metalforming companies in keeping with its mission: to shape the environment of the industry, leading innovative member companies toward superior competitiveness and profitability.

PMA by the Numbers:

800

MEMBER COMPANIES

80,000

INDIVIDUAL
MEMBERS

37

STATES

84,641

UNIQUE PMA.ORG
VISITORS

25

COUNTRIES

512,178

PMA.ORG
PAGE VIEWS

11

WEBINARS

73

CONFERENCES,
SEMINARS
AND EVENTS

11

ONGOING
STATISTICAL
REPORTS

Primary Markets Served by Members:



23% Automotive Tier 2



15% Commercial/Industrial Hardware



14% Electronics



13% Appliance



11% Consumer



11% Lawn and Garden



11% Medical/Instruments



9% Automotive Aftermarket



9% Automotive Tier 1



8% Aerospace



8% Defense



8% Off-Highway



8% Telecommunications



7% Computer/Business Machines



3% Produce Own End Product

Primary Processes Performed:

Metal Fabricating
Metal Spinning

Metal Stamping
Roll Forming

Slide Forming
Small Lot Stamping

Tool and Die

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We are connected.

SIGNATURE EVENTS

Forming Our Future: Leadership Conference and PMA Annual Meeting

198 Participants | 38 Companies

Automotive Parts Suppliers Conference

106 Participants | 80 Companies

Manufacturing Sales and Marketing Summit

65 Participants | 57 Companies

Sourcing Solutions

38 Suppliers | 22 Buyers

Metal Stamping and Tool & Die Conference

193 Participants | 123 Companies

TECHNICAL SEMINARS

18 Seminars

Total Participants: 658 | Total Companies: 385

Two New Technical Seminars

Die Setting Practices and Modern Press
Line Technology Seminar

Fundamentals of Metalforming and Materials
for Non-Technical Managers Seminar

ROUNDTABLES AND DIVISIONS

Throughout the year, PMA offers a series of roundtables and division meetings tailored specifically for different roles and specialties in the metalforming industry.

Four Roundtables

CFO
Quality
Sales and Marketing
Trainers/HR

Five Divisions

Custom Roll Forming Institute
Metal Fabricating
Metal Spinning
Slide Forming
Tool and Die

Total Participants: 158 | Total Companies: 88

LOCAL DISTRICTS

PMA's local districts offer a wide range of valuable activities and resources that take place right in your backyard. District meetings, industry events, suppliers' nights and exclusive plant tours at cutting-edge manufacturing companies also offer the ability to share ideas and gain insight into current industry trends.

2017 Participation

16 Districts | 63 Meetings | 3,123 Attendees

2017 Local Districts

California
Canada
Chicago
Cleveland
East Michigan
Indiana
Lone Star
New England
New York/New Jersey
Ohio Valley
Southeast
Southern New England
Tennessee
Twin Cities
West Michigan
Wisconsin

We are industry leaders.

PUBLICATIONS

PMA's industry publications strive to serve the needs of the metalforming community. *MetalForming*, *MetalForming* Spanish Edition and *3D Metal Printing* magazines provide engineers, technicians, managers, designers and others working in facilities with expert commentaries, industry news and state-of-the-art product updates.

MetalForming

50,000 circulation

***MetalForming* Spanish Edition**

10,000 circulation

3D Metal Printing

20,000 circulation

FABTECH

PMA is a proud co-sponsor of two major industry trade shows: FABTECH and FABTECH Mexico. These high-visibility expositions provide platforms that showcase world-class suppliers and feature the latest industry products and developments.

In addition, the FABTECH tradeshow offers learning opportunities beyond the exhibits with educational sessions and expert-led presentations on the latest industry trends and technology in the metalforming, fabricating, welding and finishing industries.

FABTECH 2017: Chicago

765,360 net sq. ft. | 1,704 exhibiting companies
44,935 attendees | 145 educational sessions

METALFORM Pavilion (Chicago)

80,546 net sq. ft. | 317 exhibiting companies

FABTECH MEXICO 2017

139,564 net sq. ft. | 498 exhibiting companies
10,700 attendees

METALFORM Pavilion (Mexico 2017)

26,586 net sq. ft. | 108 exhibiting companies

MANUFACTURING DAY

More than 45 PMA members participated in Manufacturing Day 2017, opening their facilities for tours, information sessions and other activities as part of a nationwide effort to showcase the high-tech world of today's American manufacturing sector.

Key Accomplishments | Publications

3D Printing for Jigs, Fixtures & Prototypes – What Metalformers and Fabricators Need to Know

MetalForming magazine created a new conference this year – 3D Printing for Jigs, Fixtures & Prototypes – to showcase how the latest in 3D printing can be utilized in metalforming and fabricating shops to readily optimize their products to perform specific tasks.

Mexico Metalforming Technology Conference

The Mexico Metalforming Technology Conference continues to be a great success. In FY'17, the conference was held in Guadalajara for the first time. The conference included expert speakers and key networking opportunities for attendees and suppliers. The conference welcomed more than 50 attendees and looks forward to continued success next year.



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PMA is the voice of small and medium-sized metalforming companies, actively advocating on your behalf in Washington, D.C., for policies that strengthen manufacturing in America.

FUNDS RAISED

PMA Advocacy Fund: \$83,175 | **PMAVIC:** \$47,880

The PMA Advocacy Fund supports lobbying and strategic communications efforts in Washington, D.C.

The PMA Voice of the Industry Committee (PMAVIC), the association's political action committee, supports pro-manufacturing candidates for Congress.

ONE VOICE LEGISLATIVE CONFERENCE

PMA Participants: 37 | **Congressional Offices Visited:** 120

Key Successes

- Helped promote Manufacturing Day and scheduled plant tours throughout the year;
- Met with Commerce Secretary, and filed comments and testimony opposing steel and aluminum tariffs;
- Worked to exempt several critical countries from steel and aluminum tariffs;
- Filed official comments on NAFTA re-negotiations;
- Filed comments with the Department of Labor asking to reverse the union ambush elections rule;
- Submitted comments supporting the creation of Association Health Plans (AHPs); and
- Lobbied Congress and the Administration, achieving important legislative and regulatory successes for the industry, including:
 - Passage of the largest tax cut law in more than 30 years
 - A 20% deduction for pass-through businesses such as S-Corporations
 - Full 100% business expensing for manufacturers – can invest in machines, property and training
 - Unanimous House passage of the Career and Technical Education bill
 - Introduction of a bipartisan Senate bill to allow grants for short-term skills training
 - OSHA not moving forward with posting companies' Forms 300A, 300, or 301 on public internet
 - EPA reversing its position on chlorinated paraffins, issued consent order allowing use
 - EPA no longer using “secret science” when developing policy
 - Delayed implementation of NAAQs, Greenhouse Gas, and Clean Power Plan rules
 - A rewrite of the Waters of the U.S., court actions proceeding
 - Blocking the doubling of the overtime exemption threshold level to \$47,476
 - Suspension of EEOC wage reporting requirements rule
 - Overturn of the National Labor Relations Board (NLRB) joint employer decision

FY'17 was a year of innovation and changes at PMA. With an evolving landscape in the metalforming industry, PMA has worked to provide the training and educational support our members need to close the workforce-skills gap that they are facing. During the year, PMA worked on many key initiatives to keep our members updated in the global competitive market.

ADVOCACY

Towards the end of FY'17, the federal government imposed tariffs on steel and aluminum imports. Since the tariffs announcement, PMA has been lobbying to lift the tariffs as quickly as possible. This effort will continue into FY'18 as we are the voice of the industry in Washington, D.C.

METALFORM EDU

Throughout 2017, PMA staff has been working tirelessly to launch **METALFORM EDU** – an online learning management system – in Summer 2018. The new learning platform will allow companies to access more than 500 training courses and help our members tackle the skills gap they are facing.

C4MC


The **Center for Metalforming Careers (C4MC)**, powered by the PMA Educational Foundation, provides industry resources that highlight metalforming as an outstanding career option, as well as MFG Day resources to assist member companies in hosting events to showcase the manufacturing industry and its career opportunities.

METALFORM CAREER BOARD

The **Metalform Career Board (MFCB)** is the leading career center in the metalforming industry. With a redesign during 2017, the MFCB allows our members to find and hire qualified workers. With more than 1,000 qualified job seekers registered through the career board, metalforming companies have an exclusive opportunity to screen and hire top workers.

PMA.ORG REDESIGN

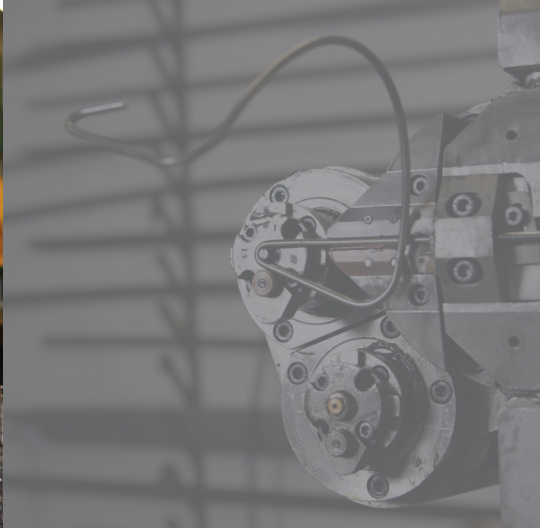
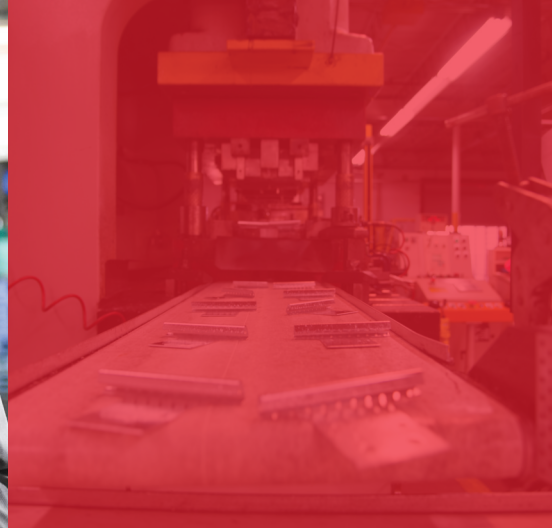
During 2017, PMA launched a redesign of our website, featuring a modern, fresh layout while creating a user experience to fit our members' needs. With the new website, members are able to easily see everything that PMA, the PMA Educational Foundation and our publications are doing for the industry. The redesign was a great success and continues to evolve based on our members' needs.



**PMA, through
its educational
foundation, has an
incredible role as a
guardian and trainer
of our industry
knowledge.”**

JAMES BARRETT

President, Link Systems



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Industrial Innovations, Inc., Grandville, MI

Mark Ullstrup

Superior Die Set Corporation, Oak Creek, WI

Mark Verhein

Church Metal Spinning Company, Milwaukee, WI

Dieter Weissenrieder

Weiss-Aug Company, Inc., East Hanover, NJ

Joel Wuebker

Nidec Minster Corporation, Minster, OH

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