

The PMA logo consists of the letters 'PMA' in a bold, dark blue, sans-serif font. To the right of the letters is a large, stylized blue arrow pointing to the right, which is part of the overall graphic design of the cover.

PMA

PRECISION
METALFORMING
ASSOCIATION

2021 ANNUAL REPORT

PMA.org



Dear Members,

As I reflect on 2021, 'perseverance' is a word that comes to mind—a word that defines PMA members. Despite the challenges of raw-material shortages, supply-chain disruptions, workforce issues and, of course, a global pandemic, our members continued to manufacture the products and parts needed to keep the economy moving.

Much like PMA members, the association remained strong in 2021. We finished the fiscal year with 893 manufacturing and associate companies, including 135 new members joining our community—the most new members gained in more than 20 years.

In the past year, PMA introduced several new partnerships to help members reduce costs, including a 401(k) plan delivered by Principal, savings on uniforms and other products from UniFirst, and waste-management and recycling services from RoadRunner. And, we enhanced our partnership with ITR Economics to provide additional economic intelligence to drive practical and profitable business decisions.

We've also expanded the METALFORM EDU online training platform, now offering nearly 700 courses to train your workforce. Plans are underway in 2022 to develop courses in die protection, and press brake operation and setup.

One of PMA's key areas of focus in 2021 was advocating on your behalf in Washington, D.C., through our One Voice lobbying and communications team, which continued to keep members updated on policy developments with regular webinars. See page 14 for details about our efforts.

During the second half of our fiscal year, we were thrilled to begin holding in-person events again, including a successful FABTECH show in September 2021 and a sold-out Forming Our Future Conference in February 2022. We have a great lineup of roundtables, technical seminars, conferences and tradeshow in 2022 and we hope to see you at these events!

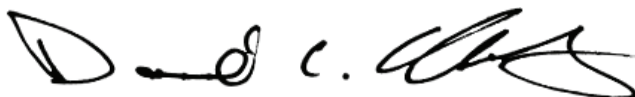
PMA's publications, *MetalForming* and *3D Metal Printing* magazines, also began bouncing back in 2021 after experiencing a challenging 2020 due to the pandemic. We project a strong 2022 for both magazines and their related digital products and events.

We rounded out the 2021 fiscal year with the completion of our building renovations, providing much-needed improvements and installing state-of-the-art technology that makes PMA a great place to hold meetings and seminars. We look forward to hosting you at our headquarters for years to come!

Finally, as we head into 2022, it is an exciting time for PMA as we celebrate our 80th anniversary of continuous service to the metalforming industry. Achieving this milestone would not have been possible without the support, commitment and dedication of our members. On behalf of the entire PMA staff, thank you for helping make PMA what it is today.

Feel free to reach out to us at any time—we are here to support you.

Cordially,



David C. Klotz
PMA President



David C. Klotz
PMA President

Membership

OVERVIEW OF MEMBERSHIP

PMA added 135 new members during the fiscal year to bring our total to 893. The increase in membership and the high retention of current members highlights the important place that PMA holds in the industry to keep our members thriving, especially during the challenges and disruptions over the past two years.

As we've added to our membership numbers, we also have expanded our member benefits. From new partners that provide savings on services and resources used by members, to adding new courses to METALFORM EDU, PMA offers solutions to our members' problems.

In addition to national initiatives, we also made great gains in our local districts across North America. With the addition of Randy Kish as membership engagement manager in March 2021, PMA has made it a priority to work closer with our local volunteer leaders as they are the first point of contact with prospective members and provide local support. More information on district gains and events can be found on pages 7 and 10.

RETIREMENT PLAN EXCHANGE

The most exciting benefit added during the year was the creation of the PMA Retirement Plan Exchange. This high-quality 401(k) program allows PMA members to reduce fiduciary liability and administrative costs, provide support for smaller companies' HR staffs, receive cost savings for employers and their employees, and lower audit fees by as much as 50 percent for companies that have their 401(k) plans audited.



The new partnership with Principal and Transamerica was announced at PMA's annual meeting, Forming Our Future, in February 2022. A 401(k) plan for members has been a high priority for the association and PMA is excited to partner with these leaders in investment management and retirement solutions. More information on the program can be found at www.pma.org/membership/savings-program.



“

The reports and resources from ITR Economics are tremendously valuable and have helped me make informed, data-driven decisions for my business.

Every PMA manufacturing and associate member should be reading these reports and taking advantage of the new member benefit.”

TROY ROBERTS,
CEO, BEANSTALK CCW, LLC |
MEMBER SINCE 2019

EXPANSION OF PARTNERSHIP WITH ITR ECONOMICS

In FY 2020, PMA announced a new partnership with ITR Economics, the oldest privately held, continuously operating economic research and consulting firm in the United States. The original partnership provided members with quarterly economic trends reports on key industry sectors —metalforming and forging, automotive, and heavy truck—to help members make informed decisions.



The partnership was a huge success and received high praise from members who wanted more economic information. PMA listened and expanded the partnership in October 2021 to include:

- Enhanced quarterly reports to include the appliance/home products and agricultural/off-highway sectors
- Monthly advisory reports providing macroeconomic outlooks and industry snapshots
- Monthly economic articles offering unbiased perspective on current events to understand their effect on the economy
- Quarterly interviews from ITR economists addressing current economic topics.

The biggest addition to the partnership was the inclusion of ITR’s Alliance Tool at a deep discount to members. The Alliance Tool allows members to benchmark their company data against more than 100 industry indicators. The on-demand portal is designed for use by business executives who are not economists to help chart sales against industry performance and assist in demand planning, budget setting, internal forecasting accuracy and more. More information can be found at www.pma.org/membership/alliance-tool.

NEW PARTNERS MEAN MORE SAVINGS—ROADRUNNER RECYCLING AND UNIFIRST



PMA always is looking to add partners to the Member Savings Program. During FY 2021, PMA added RoadRunner Recycling and UniFirst as our 15th and 16th partners. Waste management and recycling services are large costs, and RoadRunner Recycling provides members with options to decrease their costs while utilizing environmentally friendly solutions.

UniFirst is one of North America's largest workwear and textile service companies. Through this partnership, PMA members receive discounts on managed uniform, protective clothing and custom corporate-image apparel programs.

The addition of RoadRunner and UniFirst strengthens PMA's Member Savings Program, which is one of the top benefits that members take advantage of. To learn more about these new partners, visit www.pma.org/membership/savings-program.

DISTRICT UPDATES

New Mid-Atlantic District Facilitates Greater Cooperation and Communication

This past March, PMA announced the creation of the Mid-Atlantic District, to consolidate and expand regional member representation from the states of Delaware, Maryland, and Washington D.C., as well as two legacy PMA districts, New Jersey/New York and Eastern Pennsylvania. The new district expands representation for member companies in previously underserved areas while offering opportunities to grow participation and volunteer leadership.



PMAEF/District Scholarship Program Doubles in Size and Awards More Than \$30,000

The growing popularity of the PMAEF/District Scholarship program reached new heights in 2021 by doubling the number of participating districts from five to 10. The fall and spring campaigns combined to award more than \$30,000 to 25 recipients from eight of the 10 participating districts.

New Monthly District Minutes Newsletter Showcases District Events, People and Accomplishments

December 2021 marked the launch of the PMA District Minutes e-newsletter. Created in cooperation with COACT, PMA's marketing partner, the monthly newsletter brings attention to the district initiatives, activities and accomplishments that are critical to association growth.

PMA by the Numbers:

893

MEMBER COMPANIES

90,000

INDIVIDUAL
MEMBERS

36

STATES

13

COUNTRIES

17,615

SOCIAL MEDIA
FOLLOWERS

38,835

MONTHLY
PAGE VIEWS

11,251

MONTHLY
UNIQUE VISITORS

Primary Processes Performed:

Metal Stamping	Roll Forming
Metal Spinning	Slide Forming
Metal Fabrication	Small Lot Stamping
Tool and Die	

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

Events

RETURN TO IN-PERSON EVENTS

FY 2021 saw the return to in-person events. During FY 2020, PMA transitioned all events to virtual only due to the pandemic. With restrictions being lifted in the summer of 2021, PMA started holding as many events as possible in person, including all signature events.

Forming Our Future Sells Out in Return

Our annual meeting and leadership conference did not take place in 2021 due to the pandemic, with the decision being made not to move it to a virtual conference due to the unique nature of the event.

However, it returned with a splash in Key Largo in February 2022!

Forming Our Future sold out within 10 weeks of registration opening and 300 participants gathered at the amazing Ocean Reef Club. For four days, members heard inspirational keynotes, took part in educational sessions, networked with old and new friends, and experienced everything that the Florida Keys had to offer.

**FORMING
OUR FUTURE**
Leadership Conference



Automotive Parts Suppliers Conference Moves to the Fall

The Automotive Parts Suppliers Conference (APSC) was moved from its usual dates in April to October in 2021. Moving forward, APSC will continue to be held in October. In addition to the new dates, APSC added the Spring Forecast Webinar to the conference registration to provide quick updates and forecasts for the auto industry in the spring. The webinar is included with APSC registration and held in April.

APSC AUTOMOTIVE
PARTS SUPPLIERS
CONFERENCE

Stamping Conference Takes Over Cincinnati

The Metal Stamping and Lubrication Technology Conference took place in Cincinnati, OH, for the first time ever. More than 150 professionals took part in networking, keynote presentations and educational sessions.

New for this year was an early-arrivals reception the night before the conference started at Rhinegeist Brewery which was a huge hit! Next year's conference will head back to Nashville, TN.

**METAL AND TOOL
STAMPING & DIE
CONFERENCE** NOW INCLUDING
LUBRICATION TECHNOLOGY

More In-Person Learning and Networking

In addition to PMA's large conferences, PMA's smaller, more intimate roundtable meetings returned. These roundtables allow members to share best practices, network with like-minded colleagues and help each other resolve challenges faced by their companies. Roundtables held during the year included *human resource and training, financial, quality, and sales and marketing*.



HYBRID TAKES OFF

To provide more options to our members, PMA started offering hybrid registration for some events during the fiscal year. Both the Automotive Parts Suppliers Conference and Forming Our Future provided the option to attend in person or virtually. This is just another way for members to allow more employees who might not have the ability to leave the facility for multiple days to take part in PMA events.

With the recent renovation to PMA's headquarters, we now have the ability to offer hybrid options for most of our smaller meetings, including technical seminars, roundtables and division events. PMA will also continue to offer hybrid option for signature events where it makes sense for our members.

VIRTUAL STILL EFFECTIVE

Even though PMA brought back in-person events during the fiscal year, some events remained virtual. During the year, PMA held four multiple-day, virtual-only conferences plus nine virtual technical seminars. PMA will continue to offer multiple-day virtual conferences and technical webinars due to the high ratings from attendees.

EXECUTIVE NETWORKING GROUPS—MORE IMPORTANT THAN EVER

PMA's member-exclusive executive networking groups became more important than ever since the pandemic began. By bringing together mid- and senior-level executives to exchange ideas and compare experiences within a confidential and legal format, members were able to work together to solve their challenges.

During the fiscal year, meetings took place virtually but moved back to in-person starting in the summer. In addition to the five current groups, a new networking group was added to the mix. The Past Chair Networking Group provides PMA's active past chairs a place to meet to discuss key issues facing the association and the industry.

2021 Participation

11 Meetings

77 Participants

77 Companies

Networking Groups

GADA Executive Networking Group

Naples Executive Networking Group

Press Club Networking Group

It's Just Business (IJB)

The Cellars Group

Past Chair Networking Group

FABTECH RETURNS TO CHICAGO WITH NEW DATES

2021 not only saw the return of the FABTECH tradeshow for the first time since 2019 but also kicked off the new September dates in Chicago! For the first time, FABTECH Chicago took place in September instead of November. Moving the tradeshow earlier in the year provided attendees and exhibitors the ability to take advantage of warmer weather and enjoy everything that Chicago had to offer. FABTECH Chicago will be held in September moving forward, with the Atlanta and Las Vegas shows keeping their November dates.

With all FABTECH shows canceled in 2020 due to the pandemic, there was a feeling of excitement to be together again. PMA held a thank-you reception at our booth during the show to thank all of the exhibitors, attendees and members for their support. Feedback received after the event was positive, with many exhibitors stating that FABTECH greatly exceeded their expectations. Looking ahead to 2022, PMA is excited to be back in Atlanta as we celebrate our 80th anniversary during the show!

FABTECH Numbers

510,250 net sq. ft.

921 exhibiting companies

24,305 attendees

150 educational sessions

METALFORM Pavilion

22,575 net sq. ft

94 exhibiting companies



PMA EVENTS BY THE NUMBERS

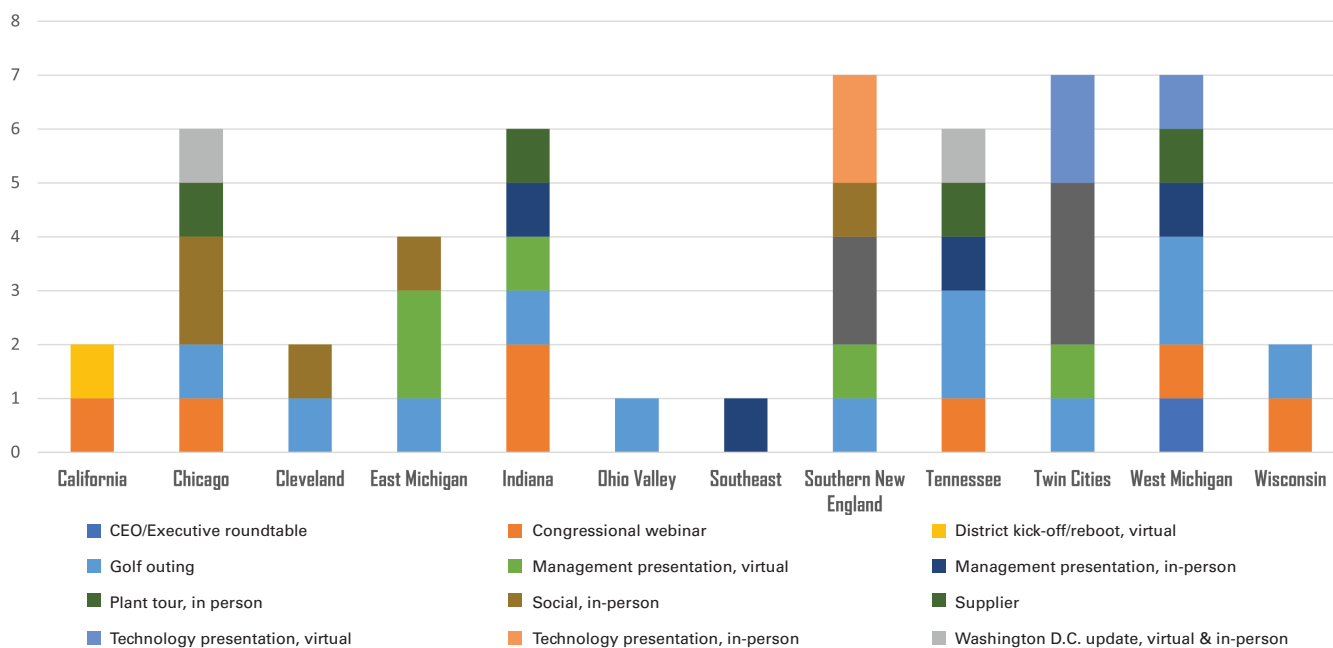
In-Person: 29Participants: 1,161
Companies: 702**Hybrid: 2**Participants: 430
Companies: 189**Virtual: 11**Participants: 886
Companies: 658**Webinars: 35**Participants: 3,099
Companies: 2,542**Districts: 51**Participants: 3,124
Companies: 1,030

DISTRICT EVENTS

Momentum coming out of the pandemic impacted districts differently in 2021. While some districts were able to return to programming and activities in balance with previous years, others are still rebuilding and on course to reengage.

Participating Districts: 12**Participants: 3,124****District Events: 51****Companies: 1,030**

FISCAL 2021 DISTRICT EVENTS



Workforce Development

A shortage of skilled workers is one of the largest issues facing manufacturers. Companies are having problems filling open positions as well as training new and existing employees quickly enough to keep up with demand. Over the past few years, PMA has increased its workforce development programs to help our members.

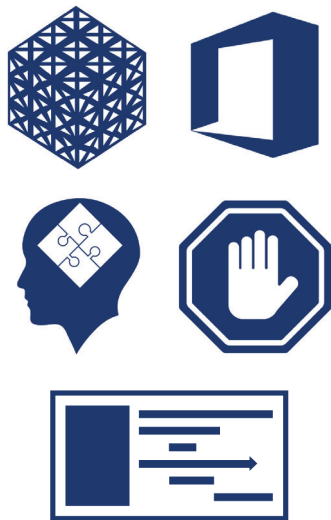
Since its launch in 2018, online training through METALFORM EDU has been a key piece in helping members train new employees and cross-train existing employees. During FY 2021, OnboardingME, an online orientation resource for new hires in the metalforming industry, was added to the METALFORM EDU system—free for PMA members.

PMA also has increased its live online training through the addition of technical webinars and webinar series. PMA members now can provide employees with the same great training virtually instead of having them travel and be off the floor for multiple days. Looking ahead to FY 2022, a majority of our technical training programs will be offered in a hybrid format, giving members the option to attend in-person or virtually.

More information on PMA's workforce development programs can be found at www.pma.org/workforce.

METALFORM EDU

METALFORM EDU has continued to be a key driver of new members and membership retention. During FY 2021, 26 percent of new PMA memberships can be attributed to METALFORM EDU. Additionally, METALFORM EDU is a central piece of PMA's workforce development offerings for members.



41 New Courses Added

PMA continues to add new courses to METALFORM EDU and has increased the total number of courses to more than 700 with the addition of 41 new courses in additive manufacturing, advanced Excel, PowerPoint basics, critical thinking, sexual harassment, workplace discrimination, machining, metal cutting, metalworking processes and project management. PMA will be adding more courses in FY 2022 on press brakes and die sensors.

New Benefits for Members

In addition to more courses, PMA introduced new member-only benefits in METALFORM EDU. With the creation of the METALFORM EDU Preview License, member companies receive 30-day access to 30 of the most popular courses for free. This license allows PMA members to view the courses and test out the system before purchasing more licenses.

The second new benefit added was the creation of “buy now, use later.” Available on the full-library and metalforming licenses, PMA members who plan on purchasing 10 or more of those licenses can select the start date for the licenses to begin on their account. This gives members more flexibility to pre-schedule training for new or existing employees.

1,655 Licenses

92 Companies

Popular Licenses

1. Full Library - 1 Month: 40%
2. Full Library - 3 Month: 22%

Top Five Most Popular Courses

1. Introduction to Metal Stamping
2. Introduction to Blueprints
3. Stamping Presses
4. Engineering Drawing Terminology
5. Dimensions and Tolerances



TECHNICAL SEMINARS

PMA trained 473 participants during the year through 10 technical seminars, seven of which were virtual. Topics included press maintenance, die design, deep draw and more. PMA's technical seminars provide participants with the knowledge and competencies needed to succeed in their positions.



3 In-Person Seminars

7 Virtual Seminars

473 Participants

321 Companies

Last fiscal year, all technical seminars were held virtually. As we moved out of the pandemic, PMA has transitioned a majority of seminars back to in-person, while keeping a few virtual-only. With the in-person seminars, we also offer a virtual-only registration option, making the seminars hybrid.

MANAGEMENT DEVELOPMENT ACADEMY (MDA)—CLASS 11

FY 2021 saw the addition of 17 graduates to PMA's MDA alumni—bringing the total program graduates to more than 200. MDA is designed to grow middle managers' business and leadership acumen to prepare them for current and future success.



MDA is one of the highest-rated programs offered by PMA, and a majority of graduates have moved into leadership positions after completing the program.

3 Meetings: Cleveland, Indianapolis and Tampa

17 Graduates

10 Companies



PMA EDUCATIONAL FOUNDATION (PMAEF)

PMAEF continued its strong involvement in training and teaching the metalforming industry. Whether through funding of new METALFORM EDU courses or providing funding to members or individuals promoting metalforming careers in their local communities, PMAEF was extremely active throughout FY 2021 with making sure the current and next generation of metalformers have the knowledge and skills needed to keep the industry moving forward.

Metalforming Micro-Grant Program

Due to the pandemic, PMAEF's Metalforming Micro-Grant Program was not available in 2020 but returned in 2021 and provided \$11,500 to 12 PMA member companies. The member companies used these funds to create and implement projects, programs or events to enhance their community's exposure to metalforming careers around MFG Day.

Educational Scholarships Take Off with District Support

In FY 2021, 10 districts partnered with PMAEF to provide \$28,750 in scholarships to 23 recipients throughout the country. Each recipient showed an interest in continuing or starting a career in manufacturing by enrolling in educational courses or taking part in an apprenticeship/training program. The recipients ranged from high school/college students to seasoned professionals looking to switch careers into a manufacturing position. Learn more about them and future scholarship opportunities at www.pma.org/foundation.

50/50 Raffle

For the third year in a row, PMAEF's 50/50 raffle raised funds to promote its mission: "to enhance the supply of skilled workers by supporting and developing training and education programs and by improving the public image and awareness of careers in metalforming."



WEBINAR SERIES

Webinars continue to drive member engagement and provide members with key, easy-to-digest information. Free to all PMA members, the webinar series covers a wide range of topics: COVID-19, industry trends, benchmarking, cybersecurity, trade, Washington, D.C. updates and more.



32 Webinars
3,099 Participants
2,542 Companies

Voice of the Industry

PMA's One Voice advocacy team in Washington, D.C., continued its outstanding work on behalf of the industry in 2021, holding monthly webinars to inform members about COVID-related developments and other policy updates, while working with allies on Capitol Hill to block tax increases, raise spending on apprenticeships and job training, and draft legislation to help U.S. manufacturers compete against China while improving domestic supply-chain resiliency. The team also continued to shine a light in the media on how decisions that are made in D.C. impact manufacturers, with dozens of PMA members featured in local and national news stories. This constant activity has positioned PMA as the voice of the industry and a trusted resource for politicians, policymakers and the media.

Key Accomplishments (Partial List)

- Secured an additional \$6 billion for registered apprenticeship expansion
- Passed the National Apprenticeship Act in the U.S. House
- Increased COVID EIDL loan limits to \$2 million
- Extended the Employee Retention Tax Credit
- Protected Section 179 equipment expensing
- Lobbied Biden administration to suspend steel and aluminum tariffs on European Union, United Kingdom and Japan
- Convinced White House to keep tariffs on Chinese imports injuring PMA members

Visit pma.org/advocacy for more information.

PMASIC SUPPORT

Members donated more than \$40,000 to PMA's Voice of the Industry Committee, the association's political action committee, in fiscal year 2021. Thanks to the generous donations, PMASIC is able to support dozens of pro-manufacturing candidates for Congress from both parties and all parts of the country in the 2022 elections.



VIRTUAL CONGRESSIONAL MEETINGS

Due to continued restrictions on visitors to the Capitol, the in-person PMA/NTMA One Voice Legislative Conference once again was transitioned to a series of virtual meetings in 2021, offering an opportunity for members to share their concerns with their legislators from the comfort of their homes and offices.



Zoom Meetings with Members of Congress: 8
PMA Member Participants: 82



FORMING OUR FUTURE

Leadership Conference

FEBRUARY 13-16, 2022 KEY LARGO FL & VIRTUAL

PMA
MetalForming

COE

Publications

PMA's industry publications serve the needs of the metal forming and fabricating communities. Our formidable publications roster includes *MetalForming*, *MetalForming Spanish Edition* and *3D Metal Printing* magazines, in print and on various platforms. These publications and their associated products, including webinars and live events, provide engineers, technicians, managers, designers and others with expert commentaries, industry news, case studies and updates on state-of-the-art products.

METALFORMING MAGAZINE

45,000 circulation

In 2021, *MetalForming* continued to deliver solid content across various forming and fabricating processes and technologies. New in 2021, the implementation of digital-only issues to conveniently serve remote-work readership and to assist in cost control during trying pandemic times. This included the February 2021 all-automotive issue, targeting this major segment of the magazine's circulation. Expect the February issue to continue focusing on the vital automotive sector, including unique strategies and processes related to electric-vehicle development and production.

The magazine also provided expanded reach through its webinars, website and social media offerings. And, previously in-person conferences successfully were moved online to meet the needs of the metal forming and fabricating communities during the pandemic.



NEWSLETTERS

MetalForming Magazine

- Delivered twice monthly with the second newsletter focusing on a specific topic/technology
- 11,000 subscribers

FPN FABRICATING PRODUCT NEWS

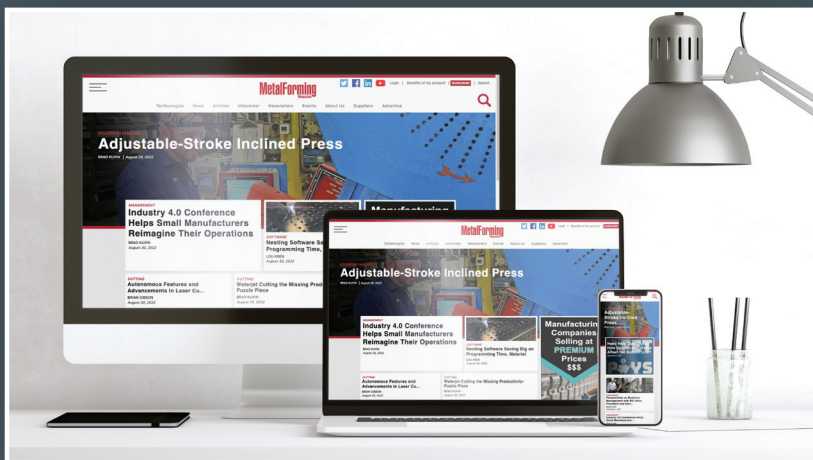
- Delivered monthly on the latest fabricating product news
- 10,000 subscribers

BUSINESSEDGE

- Delivered monthly, this is written for c-suite executives and mid-level managers working in metal forming facilities
- 21,000 subscribers

METALFORMING SPANISH EDITION, PUBLISHED QUARTERLY

15,000 circulation



METALFORMING DIGITAL STATS

- 31,000 average monthly website page views
- 11,000 average monthly website unique users
- 19% average newsletter open rate
- 21,500+ social media followers

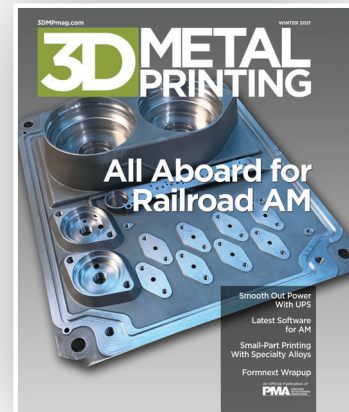
In short, *MetalForming* delivers a steady stream of content in every medium available to keep its audience attuned to the sheet metal manufacturing industry.

3D METAL PRINTING MAGAZINE

25,500 circulation

Celebrating Six Years!

As the only North American publication dedicated to metal additive manufacturing, *3D Metal Printing* continued publishing on a quarterly basis. And, in March 2021, the magazine debuted its new website, featuring a clean design and better-than-ever user experience. The magazine also presented its annual 3D Metal Printing Experience and Tech Tour as a virtual event, and continued publishing its twice-monthly newsletter.



NEWSLETTERS



- *3D Metal Printing*: delivered twice monthly, focusing on news and technology developments
- 10,000 subscribers

8,020
average monthly
website page views

1,750
average monthly
unique website users

20%
average newsletter
open rate

5,550+
social media
followers

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