

NTMA Trustee Report
2007 Fall Conference (and Purchasing Fair)
Renaissance Pittsburgh Hotel, Pittsburgh, PA
October 9-14, 2007

The NTMA/PMA Purchasing Fair was held on Tuesday, October 9, 2007 at the Sheraton Station Square. The room was slightly smaller than for many past Purchasing Fairs, but Tom Garcia managed to fill it with over 100 Purchasing Agents and Engineers from 34 Customer companies (only 1 customer company cancelled) and 180 vendors. By all accounts the fair seems to have been a success to customers, vendors, NTMA and PMA.

NTMA Team Meetings were held on Wednesday at the Renaissance Pittsburgh Hotel. I have copies of the Capsule Reports from all teams if anyone would like a copy. Many teams added new members and are growing, but others are still seeking members. I attended the Global Industry Marketing Team meeting in the morning. This was my last meeting as Team Leader of this team. The team has offered to expand its reach to also advise on Affinity Programs and Conferences and to change its name to the Marketing, Meetings and Business Development Team. In the afternoon I sat in on the Technology Team meeting and the Website Team Meeting and then attended the Team Leaders meeting to give my final GIMT Team report. Being on a Team is the best way to influence the direction of our Association, so get involved. To help everyone get involved the Team meetings at the Annual Conference in St. Petersburg, FL in February will be held during the Conference, rather than the day before.

On Thursday we attended the General Membership Assembly and a seminar in the morning, followed by a group luncheon and then the Industry Roundtables in the afternoon. At the General Membership Assembly, NTMA recognized members with membership milestones, and we heard reports on the state of the economy and the state of our association. The first keynote speaker was Bob Wendover who gave a presentation on "Recruitment and Retention in the New Millennium". This was a sequel to his "Hey Dude" presentation in San Diego. At the luncheon, Harry Moser did a presentation on his trip with the apprentice competition winners to Switzerland. Several of the apprentices were present for the lunch and answered questions about the trip.

The roundtables were well attended as always, and had a little twist at this conference. Each roundtable was facilitated by a professional coach/chair provided by Vistage (an NTMA partner.) This was again the highlight of the conference for me and many others that I spoke to. The Precision Machining roundtable that I attended had some in depth discussion about the value of setting up apprentice programs and other on-the-job training and how to do it. This was followed by a discussion about the challenges in changing a company culture to get everyone to accept Lean Manufacturing.

Shop Visits were on the schedule for Friday morning. This is becoming another highlight of the conferences for many people. We took a bus trip to Hamil Manufacturing and Penn United Technology, both NTMA members with very interesting operations. The afternoon seminar was an excellent, interactive seminar called "Leadership & Business Succession is a Process Not an Event." This was presented by, and the breakout sessions lead by, Ann Dugan and Michael Wholihan from the Pittsburgh Institute for Entrepreneurial Excellence. They may be back for another seminar in St. Petersburg. The Chairman's Gala Dinner was held Friday evening at the Carnegie Museum.

On Saturday morning we heard an outstanding presentation by Heather Anderson on “Harnessing the Power of Emotional Intelligence Leadership.” Heather is an excellent speaker who easily kept everyone’s attention and I think we all left convinced of the value of emotional intelligence. I would personally like to see if we could get Heather to speak at our New England Regional Conference, especially since she is from Vermont. The golf outing was held on Saturday afternoon followed by a reception and buffet dinner sponsored by Makino.

The final order of business for this Conference was the Trustee’s Meeting on Sunday morning. The room was full, with Trustee’s from most chapters present, and many others in attendance who were interested in the important decisions to be made. The minutes of the last meeting were accepted; Jeff Kelly gave a quick Chairman’s report; and then Ron Overton presented the Treasurer’s Report. The financial statements for January thru August were reviewed and questions answered. Ron asked for motion to increase the 2008 dues by 3%. This motion passed with little argument. He then presented the 2008 budget which also passed. One item to note is that NTMA has decided not to fund a presence at EASTEC, WESTEC and SOUTHTEC. They are leaving this up to the local chapters to fund and staff booths at these events. They will, however, be at IMTS. Ron also noted (as a follow up to questions brought up in San Diego) that the association is financially very strong and also that our investment advisors, Atlantic Trust, are showing a 13% ROI year to date in 2007.

The Team Capsule reports were given to the Trustees in written form and after answering for a few questions they were accepted.

Ron Overton then did a presentation on the motion to put the NTMA office building up for sale. After review of the justifications for this motion, and the sale vs. lease analysis, the motion was passed unanimously. There was some discussion about the future location of the NTMA offices after the building is sold. A number of locations will be considered including staying in the D.C. area or moving to a another location. The factors that will be used to determine the best location and the weight to be given to each factor are: transportation access 10%; key staff retention 35%; operating costs 35%; alignment with future core and outsourced services model 10%; and attractiveness to stakeholders (perception of professionalism) 10%.

The final order of business was nominations: for the two openings on the Executive Team, for the Audit Team and for the new NTMF (NTMA’s Educational Foundation) semi-permanent Board of Directors. The nominations were made by Mike Mittler and passed. The NTMA Treasurer for 2008 is Russ Reschke from Metal Processors, Inc in Stevensville, MI and the NTMA Secretary for 2008 is Grady Cope from Reata Engineering & Machine Works, Inc. in Englewood, CO. Jeff Kelly will become Past Chairman; Roy Sweatman will become Chairman and Ron Overton will become Vice Chairman as planned.

Finally Rob Akers explained a change in the way the Chapter portion of the dues collected by NTMA would be distributed. They will still be paid quarterly as the dues are received, but the quarters are now changed to calendar quarters (ending March, June, September and December) rather than the odd quarters (ending Feb, May, August & November) as done in the past. The meeting was then adjourned.

Respectfully submitted:

Alan E. Ortner
Trustee, CTMA

