

Tooling & Manufacturing Association 83rd Annual Meeting at the Harold Washington Library on March 14, 2009

1. **Chairman's Report of Stewardship (Ray Wiltgen)**
2. **New Chairperson's Acceptance (Carol Klingler Ebel)**
3. **Announcement and Presentation of the Winzeler Award to John Winzeler. Presentation made by Bruce Braker.**

Chairman's Report of Stewardship (Ray Wiltgen)



2008

OMG WWOT AUK

Oh My God, Who Would of Thought, Are You Kidding, terms from my thirteen year old daughter that can only describe the year 2008, a simple way of saying how crazy and historic it has been. For many of us 2008' represented a lot of "1st" encounters.

The stock market at a high of over 13,000 plummeted to the mid 6000's. Though this only represents a 50% reduction, it will take a 100% increase to get back to the high. Simply put our 401K's are now certainly 201's. For many who considered retiring in the near future will probably be working a few extra years.

2008 the US population elected the 1st President with an African American ancestry.

Madoff, the master mind behind the 50 billion dollar Ponzi scam pleads guilty and could serve 150 years in prison, almost enough time for him to work off the damages.

Slow down at Niemen Marcus resulting in a 500 million dollar loss, proving the economy this year is not discriminatory, effecting even the super wealthy.

US trade from China is down over 25% from the previous year.

Many member businesses are living with revenues of 50% of the previous year, having a dramatic impact on their ability to make a profit, maintain employment rates or simply keeping their doors open.

We are all experiencing these changes 1st hand, today, right now.

Over the past year, staff, your governing body (The Board of Directors) and committees have been working diligently at anticipating changes and adapting accordingly. The following are a few highlights

of those changes and the organizations responses: (few is still many)

Membership: Declining and at risk;

- TMA staff blitz, bonuses and incentives based on membership metrics.
- Extended payment of GIT funds an additional year.
- Launch of the ambassador program resulting in 7 new member companies.

BSI: Turmoil from within with unacceptable results

- Bob Kahler placed as President
- Restructured operations
- Upgraded producers
- Turned a profit for 2008.

Education: Looking to solve the training and workforce crisis.

- Producing programs with alternative delivery systems.
- Related theory options that will be available next fall.
- Continued support of on-site customized training.

Government Relations: Demand for action has been raised.

- Fight for ETIP Grants and disbursements of funds continue.
- Lobby action resulted in 10 million dollar tax credit.
- Support for local and significant Illinois political figures through self funded PAC contributions.
- GRC raised over \$16,000 dollars during the committee's most successful fund raiser event.
- Arranged multiple visits by state officials to member companies.

Community: "Building Strength in the Manufacturing Community"

- Held the second annual business conference, regarded by many members as a "Home Run" event.
- Officially launched the TMA Related Theory Alumni club, complete with a Mission, window

decals and dues.

- Kent Gladish celebrated the delivery of the 100th Marketing plan for a member company.
- Initiated the “Young Leaders Group” a group targeting the shakers and movers of those 40 and under, making an impact on member companies.
- Engagement of a PR firm called the Pyramid group, made up of upper classman from SIU lead by a professional team and guided by TMA staff to put together a marketing strategy and plan to address the image of manufacturing to the teen crowd and their parents.
- Started the “Chairman’s council”, made up of committee chairs, BOD, and staff which met 3 times last year. Chairman’s council focused on communications throughout the committees and dovetailing efforts.

It has been a big year for TMA with lots of change. Many actions have been taken in response to the psychedelic economy, and many proactive actions have been taken to position TMA to be sustainable and meaningful to our members. To be “Indispensible”

On March 31, 2008 we added Brian P. McGuire to the TMA staff as Executive Vice President. Brian will work closely with the Board of Directors and Bruce with the goal of earning the position of TMA President. Once Brian assumes the position of President, Bruce will become President Emeritus and will remain on the TMA staff. Presently Brian manages the TMA staff and is responsible for the day-to-day operations of the association.” If you haven’t yet met Brian, please introduce yourself to him when you get a chance.

Many member companies have been on top of their mountains, only to find themselves sliding down looking into the upcoming crevasse. I say dig those crampons in, lunge forward with your Ice pick and utilize TMA to absorb some of that impact. Remember some of the worst times provide some of the craziest opportunities.

It has been an honor to work with our TMA President Bruce Braker, our Executive Vice President Brian McGuire, the entire TMA staff, the Board of Directors who worked beyond the call of duty, all the committee members and the entire TMA membership.

Good luck this year and Thank You for all of your support.

New Chairman's Acceptance (Carol Klingler Ebel)



Re-vitalize, Re-focus, and Rev It Up!

Good Evening, everyone.

And thank you, Brian, for your gracious introduction.

It's a pleasure to see all of you here tonight. And, I am honored to serve as the 72nd Chair of the Tooling and Manufacturing Association.

We all feel the 800 pound gorilla in the room, the crisis in the global economy.

And this 800 pound gorilla will be the force responsible for the revolutionary changes "our world" is about to experience.

All of us know *all too well* what is happening and we are feeling its effect....

What does all this mean for the TMA?

With the 800 pound gorilla in the room, what do we do?

How can we continue to be indispensable to our Members?

We need to...

- Re-examine our mission in order to deliver more value to our members,
- And, do what we can to help rebuild our nation's strength.

As your incoming Chair, I believe it is *imperative* for TMA to build upon its strengths and focus on *3 key priorities* in the months ahead:

- First, *RE-VITALIZE* the TMA community
- Second, *RE-FOCUS* our offerings
- And third, *REV-UP* our visibility

Let me give you some examples of what I'm talking about.

Since 1925, Community has been the cornerstone of the TMA. Companies have joined the TMA to *exchange views, gain inspiration, validation* and support.

Some of you know my father, Josef Klingler, the founder of Janler.

- My Dad was active with the TMA for many years, and served as TMA president in 1972.

- He also received the Winzeler award from the TMA for his contributions to the industry.

Through the wonderful experiences of my family, and through my own personal experiences, I know that involvement with the TMA can be a real source of inspiration and friendship. I would not hesitate to encourage anyone to get involved with our organization and help to make a difference.

- Currently, the TMA has some 1,200 member companies.
- And about 130 volunteers serving on 21 committees, boards and trusts.
- The work of these volunteers, coupled with the support of a dedicated staff, is what drives this organization.
- When you look more closely at the numbers, you realize that these 130 volunteers represent only about 10% of our member companies. ***If we reach out and engage a higher percentage of TMA members, we can build a more robust association.***

Diversity also plays an important role in any community. When you value diversity, you recognize the unique contributions that a diverse group of individuals can make.

I stand here tonight as the first woman chair in the history of the TMA. And, I would love more company.

In Chicago alone, there are hundreds of companies led by women or minorities who would benefit from TMA membership. They could bring new energy and perspectives to our community.

Within a generation, minority populations will represent more than 50% of American society. Our membership needs to reflect the true diversity of our industry as well as the diversity of society as a whole. It's important for the TMA to respect and celebrate cultural differences by broadening our membership base.

In addition to ***re-invigorating the TMA community***, we need to ***RE-FOCUS*** what the TMA has to offer. That's my second priority.

When I talk about refocusing our offerings, I mean we need to ...

- ***tighten our scope ...***
- ***tailor our programs, and***
- ***market our services effectively***

By "Offerings," I mean anything and everything we do, including

- Training and Development,

- Benefit Programs, and
- Marketing Support

In the past, the TMA built a strong brand around training. For decades we delivered premier apprenticeship training to help sustain the industry's workforce. Today, however, the number of apprentices in our program has dropped sharply from the days of our peak enrollment. We need to revitalize this offering.

We also helped strengthen the TMA brand through Trustmark. Today, as that trust is unwinding, we have a new offering with BSI – our insurance subsidiary, as well as a new insurance trust. In this sense, we are building a new service offering in insurance.

These are examples of distinctive offerings from the TMA. We need more. In a world of growing commoditization and limited resources, TMA offerings need to focus on member needs, be accessible, be distinctive.

My third priority is to **REV-UP** our visibility. We need to step up our communications and expand our advocacy efforts.

Information moves with lightning speed. We need to develop a great *image-building campaign* for the industry. We need to *build alliances* to *get the word* out about the *jobs we create* and the *contributions we make to our economy*.

It's time for a new beginning.

When it comes to advocacy, the TMA is *the* voice for manufacturers in Springfield and we do an excellent job. We need to build on our strong record and expand our efforts in order to compete effectively for our share of an ever-shrinking pie.

At the Federal level, there will be an enormous amount of new legislation that will affect us far into the future. This is one of those times when having a place at the table in Washington will be vital to the future of our industry. Manufacturers around the country need to be heard and perceived as part of the broader solution.

Since the advent of the *internet*, the concept of community has truly assumed new dimensions:

- *Next-Gen* workers gather in online chat rooms, sharing common interests without physical boundaries
- Companies conduct their business through teleconferencing, wikis and blogs.
- Marketing communications are broadcast through cyber space at the click of a mouse
- Access to webinars and web-based training is available in offices, factories and homes

Years ago, a convenient location in Park Ridge was one of our primary strengths. With changing communication patterns spawned by the Internet, much of that relevance has been lost.

Given the impact of the Internet, the TMA has a great opportunity to extend its outreach to the next generation of members by capitalizing on new communication tools. We need to consider cyber space in everything we do.

In closing, I want to thank all of you for the opportunity to share my view of the challenges and opportunities facing the TMA. It's time to ***Revitalize and Re-invigorate*** the TMA community, ***Refocus*** our offerings, and ***Rev-up*** our visibility.

Building on Ray's comments about the organizational changes at the TMA, I believe that – armed with Bruce Braker's 37 years of experience, Bob Koehler at the helm of BSI, and Brian McGuire leading the charge with a dedicated staff – we have the horsepower to achieve this kind of change.

Thank you again.

Announcement and Presentation of the Winzeler Award to John Winzeler. Presentation made by Bruce Braker.



First I would like to introduce the past Heinze-Winzeler and Winzeler Award winners who are with us this evening:

1998	Egon Jaeggin
1999	Gregg Panek
2001	Joel Goldberg
2002	Paul T. Prikos
2004	Tim Doran
2005	Robert C. Weisheit, Jr.
2006	Drew Michyeta III

On August 27, 1925 eight (8) company owners gathered to form the Tool, Die, Special Machinery, and Manufacturing Association.

Max Heinze was elected as the first president.

Johnny Winzeler joined the association in 1927 with his company Reliance Die and Stamping.

Max and Johnny were association pioneers.

John Winzeler's father, Harold, and Max's grandson approached TMA in 1971 to establish awards in the memory of TMA's pioneers in order to recognize our industry and association leaders.

Originally two awards, one for service to the industry and one for service to TMA were ultimately combined into the Heinze-Winzeler Award. In 2008 the Awards committee changed the name of the Heinz- Winzeler Award to the Winzeler Award.

The award name change recognizes that the Winzeler Family has provided the funding for this prestigious award for the past 21 years.

The Awards Committee members are Tim Doran, Joel Goldberg, Gregg Panek, Paul T. Prikos, Norbert Stengel, and Bob Weisheit, Jr. all of whom are past Award winners themselves. Chairman is John Winzeler.

The committee met this past January 15. When it came time for the members to vote on their secret ballots for the 2009 recipient they unanimously voted for John Winzeler to receive the 2009 award. The committee felt that because of his service to the industry and to the association it was time for John to join the Winzeler Award club.

John Winzeler is president of Winzeler Gear, a 69 year old, 3rd generation, family business. The business was started by John's father Harold. Grandfather Johnny Winzeler joined the company in the early years.

The original business was tools, dies, and stamped gears. In the late 1950's Harold anticipated that the stamped gears would be replaced by plastic gears. Today Winzeler Gear designs and manufacturers' precision molded gears for automotive, appliance, and office automation markets.

John joined the company full time after graduation from engineering school at Bradley University in 1965.

Today John serves on many education steering committees and advisory councils. He frequently opens his plant up for tours and regularly promotes manufacturing careers. He is one of our best ambassadors for manufacturing.

John has been active with TMA for many years including terms on the Board of Directors and service as Chairman of the TMA Board in 2003.

He is presently a member of the permanent collection committee at the Museum of Contemporary Art and serves on advisory committees to the Fashion and Industrial Design Schools at the School of the Art Institute of Chicago. His hobbies include: Growing a manufacturing business, collecting contemporary art, and the art of women's couture.

John and his wife Carol have two daughters Laura and Megan who are with us this evening. John and Carol enjoy spending time together with their children at their Island home in Wisconsin. They also enjoy traveling to major art shows, and contemporary art museums around the world.

So what's an appropriate award to give John? He had purchased a clock to be given to the 2009 Winzeler Award winner who he thought would be someone other than himself. The committee felt that giving him one of his own clocks might not be the best idea.

John appreciates modern art and we know he is a fan of Virginio Ferrari's stainless steel works of art. Virginio Ferrari designed the sculpture, "Being Born" that originally sat at State & Washington and now sits at Ohio and Orleans on the site to the first City of Chicago Gateway Green project.

Cast aluminum maquettes of "Being Born" were given to major donors to the 1983 sculpture project. TMA owns a couple of those maquettes.

John, your long standing contributions to TMA and to our industry gives us great satisfaction in recognizing you as the 2009 Winzeler Award recipient.

John, would you please come to the podium.

On behalf of the TMA members, the Awards Committee, and staff, I am pleased to present you with a picture of the "Being Born" maquette. This picture is much easier to carry than the rather heavy maquette itself of which you are now the proud owner. This gift is in recognition of your outstanding service to our industry and association.