



NETWORK.

LEARN.

LEAD.

**PMA**  
PRECISION  
METALFORMING  
ASSOCIATION

PMA.org



The Precision Metalforming Association (PMA) is the full-service trade association representing the \$137-billion metalforming industry of North America.

Our mission is to shape the environment of the metalforming industry,  
leading innovative member companies  
toward superior competitiveness and profitability.



A PMA membership will provide you and your company  
with a range of valuable industry resources  
that are designed to help you become  
more connected, more informed, more efficient, more competitive  
and ultimately, more profitable.

## PMA by the Numbers:

**900+**  
MEMBER COMPANIES

**90,000**  
INDIVIDUAL  
MEMBERS

**36**  
STATES

**13**  
COUNTRIES

## Primary Processes Performed:

METAL FABRICATING

METAL SPINNING

METAL STAMPING

ROLL FORMING

SLIDE FORMING

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





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## CONNECT WITH INDUSTRY PEERS

Connecting with industry peers is a valuable benefit of membership and one of the most frequently cited reasons that companies join and stay members of PMA. The association offers a variety of ways for members to develop powerful relationships with colleagues, suppliers and customers.

- **Division Meetings** - address key topics and issues in specific metalforming processes. Network with your industry peers, while exploring the latest trends and technologies in your specific area.
  - + Metal fabricating & small lot stamping
  - + Metal stamping
  - + Custom roll forming
  - + Metal spinning
  - + Slide forming
  - + Tool and die
- **Local District Events** - engage in your local metalforming community with networking and educational events throughout the year. From golf outings to technical talks to plant tours, you'll develop relationships with local like-minded leaders.
- **National Programming** - attend PMA's annual, large-scale programs that offer industry-leading intelligence for metalforming leaders looking to hone their skills and gain invaluable insight into industry trends.
  - + Automotive Parts Suppliers Conference
  - + Forming Our Future Leadership Conference
  - + Metal Stamping Technology Conference
- **Roundtables** - participate in intimate and unique forums that allow members to share best practices and resolve challenges their companies are facing.
  - + Sales and marketing
  - + Human resources
  - + Quality
- **Networking Groups** - participate in member-exclusive executive and mid-level networking groups to create valuable partnerships with your peers across the country.
- **Member Directory** - showcase your company's capabilities online in the membership directory. With the added exposure, your company will benefit from an increased search-engine ranking to help prospective customers find you.



**“THROUGH MY MEMBERSHIP WITH PMA, MY STAFF AND I ARE ABLE TO CONNECT AND ALIGN WITH OTHERS LEADING THE WAY IN METALFORMING.”**

Jeff Aznavorian  
*President*  
Clips and Clamps Industries

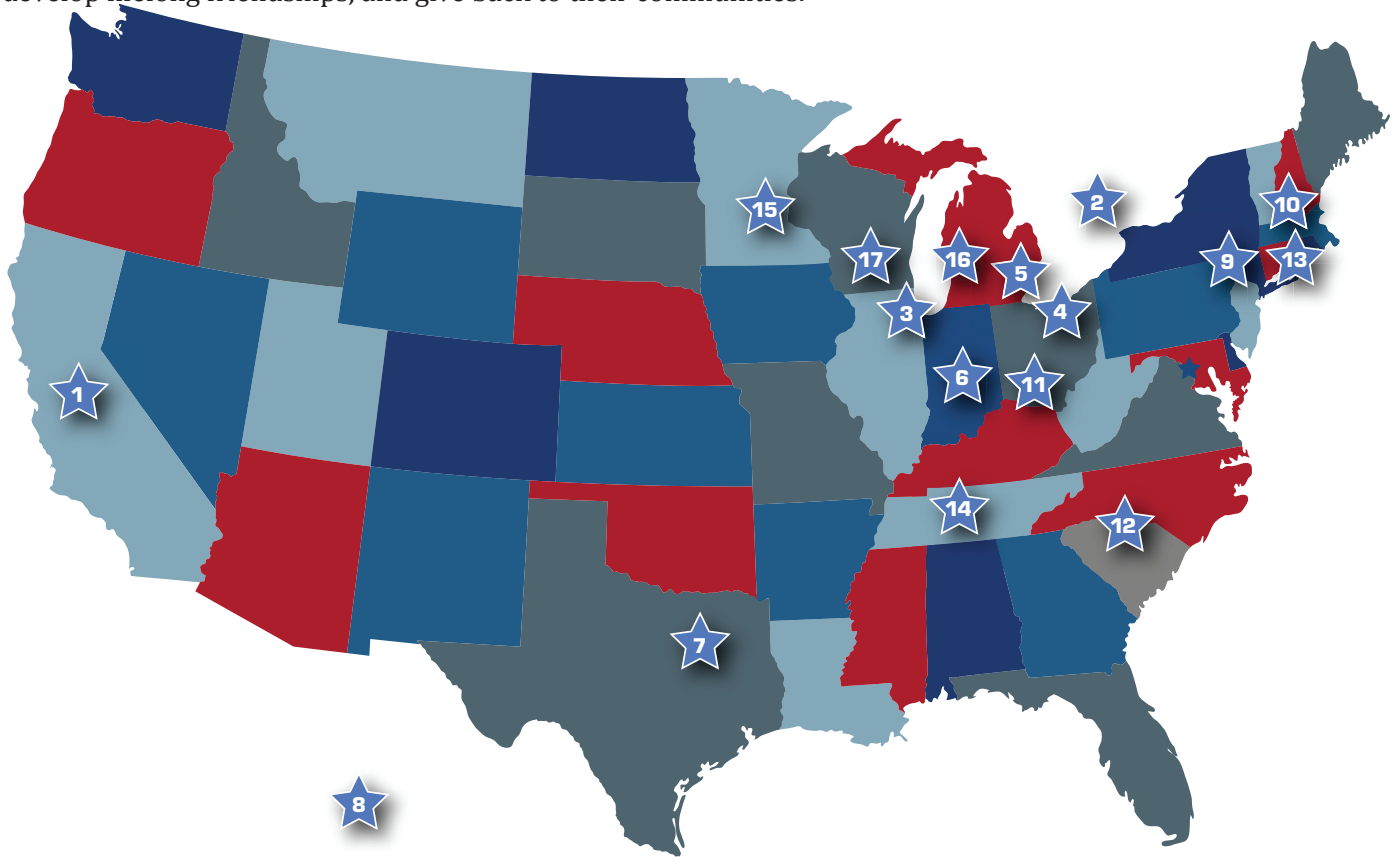
MEMBER SINCE 1986

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## LOCAL NETWORKING

PMA districts are strategically located in key areas across the continent to provide our members with access to education, social events and industry networks. Each district offers activities and programming that are unique to the needs of the local area served.

PMA district members come together multiple times per year to problem solve, share knowledge and experiences, develop lifelong friendships, and give back to their communities.



## LOCAL DISTRICTS

- |                 |                |                         |
|-----------------|----------------|-------------------------|
| 1 CALIFORNIA    | 7 LONE STAR    | 13 SOUTHERN NEW ENGLAND |
| 2 CANADA        | 8 MEXICO       | 14 TENNESSEE            |
| 3 CHICAGO       | 9 MID-ATLANTIC | 15 TWIN CITIES          |
| 4 CLEVELAND     | 10 NEW ENGLAND | 16 WEST MICHIGAN        |
| 5 EAST MICHIGAN | 11 OHIO VALLEY | 17 WISCONSIN            |
| 6 INDIANA       | 12 SOUTHEAST   |                         |





Through PMA's executive-level events and training programs, we are able to

**SHARE BEST PRACTICES**

and learn about emerging industry technologies. The events offered by PMA address a full range of current topics that we can use to enhance **OUR BUSINESS AND WORKFORCE."**

Elisabeth Weissenrieder-Bennis  
*President*  
Weiss-Aug Group

MEMBER SINCE 1982





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## MEETING YOUR TRAINING NEEDS

PMA consistently strives to close the manufacturing skills gap by producing workforce-development programs and resources that meet your training needs from the shop floor to your leadership team.

Investing in your most valuable resource—your employees—puts your company at a competitive advantage. PMA has the assessments, programs and resources to help you attract, train, upskill and retain top talent.

### ***METALFORM EDU***

Unleash your workforce's true potential with METALFORM EDU. This program is designed specifically for the metalforming industry and includes 60 PMA-exclusive courses and more than 845 courses in precision measurement, blueprint reading, SPC, CNC, Six Sigma, lean manufacturing, safety and more. 32 metalforming courses offered in Spanish.

### ***Management Development Academy (MDA)***

Create the next leaders of your company. MDA helps department supervisors, team leaders and mid-level managers grow their business and leadership acumen through a three-session cohort program.

### ***In-Plant Training***

Do you have difficulty getting groups of employees to off-site training, or have a unique training challenge? PMA offers training solutions tailored to your needs.

### ***Assessment***

Evaluate the aptitude of candidates and current employees with our occupational aptitude and knowledge assessment.

### ***Technical Seminars***

Give your workers the tools necessary for success. Offered year-round, the training seminars are specifically designed for metalformers to sharpen their skills or learn new techniques.

### ***Webinars***

PMA delivers virtual learning opportunities each month that cover a wide range of topics related to industry statistics and benchmarking, professional development, legal and regulatory updates, technical training and more.

These sessions are hosted by knowledge experts who have extensive experience in their related fields and have been carefully selected to supply you with timely, thorough and thought-provoking information specifically related to the manufacturing industry.

**“FOR ME, BEING PART OF PMA, HAS BEEN BETTER THAN GETTING AN MBA BECAUSE I HAVE HAD ALL THAT KNOWLEDGE AVAILABLE TO ME AND IT’S ALL INDUSTRY-SPECIFIC.”**

Gretchen Zierick  
*President*  
Zierick Manufacturing

MEMBER SINCE 1985



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Established in 1996, the PMA Educational Foundation's mission is: "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."

PMAEF has been an integral part of the metalforming industry by:

- Creating relationships between PMA local districts and schools for workforce development needs
- Developing national skills standards through the National Institute for Metalworking Skills (NIMS)
- Funding the Center for Metalforming Careers (C4MC)
- Providing funding to launch METALFORM EDU



Designed to help you competently train your employees in a one-stop shop, METALFORM EDU provides access to more than 845 unique, industry-specific courses and foundational skill lessons specifically for the metalforming industry at your fingertips. Metalforming, precision measurement, blueprint reading, SPC, CNC, Six Sigma, lean manufacturing, safety, foundational skills and more are all readily available to help your employees thrive.

METALFORM EDU is a flexible, convenient, low-cost, one-stop training source accessible anywhere, anytime with an internet connection. Managers can track and verify completion, competence and earned certificates.

### ***Eliminate the Skills Gap. Train, Reskill or Upskill with METALFORM EDU!***

- More than 845 skills-based courses, including 60 metalforming-specific courses NOT offered anywhere else. 32 are available in Spanish.
- Skill sets are available for common roles such as die setter, press shop operator, HR and more.
- Interactive courses with full narration, drag and drop and other knowledge checks, simulations, study guide and a graded final assessment.





PMA and its educational foundation  
has an incredible role  
**AS A GUARDIAN  
AND TRAINING**  
of our industry knowledge.”

James Barrett III  
*President*  
Link System

MEMBER SINCE 1976





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## RESOURCES TO POSITION YOUR COMPANY AS AN INDUSTRY LEADER

PMA's reports, economic intelligence and other resources give metalformers insights they need to make critical decisions and forecast for the future.

- ***Metalforming Insights*** - capitalize on the data provided through PMA's highly acclaimed business reports. These reports provide members with key industry data to optimize company operational and strategic performance. PMA has partnered with Harbour Results, Inc. to enhance and update our industry surveys and reports.
  - + Financials
  - + Sales and Forecasting
  - + Introduction and Sentiment
  - + Workforce
  - + Operations
- ***ITR Econ Trends Reports*** - economic trend reports from ITR Economics which provide economic intelligence to reduce risk and drive practical and profitable business decisions. Members receive economic data and reports monthly and quarterly.
- ***FABTECH*** - North America's largest metal forming, fabricating, welding and finishing event. PMA is a proud show-partner for FABTECH, FABTECH Canada and FABTECH Mexico. These high-visibility tradeshows provide platforms that showcase world-class suppliers, the latest industry products and developments.
- ***Publications*** - PMA's official publications produce the industry's leading editorial package that combines staff-written and contributed feature articles, expert commentaries, industry news and state-of-the-art product updates to keep you informed of the latest news and technologies in the industry.
  - + *MetalForming* magazine
  - + *MetalForming* Edicion en Espanol
- ***Advocacy*** - through the One Voice advocacy program, PMA gives our members a voice in Washington, D.C. Through our team in Washington, D.C., members have a partner working on policies that support and grow manufacturing in the United States.



**“WITH THE SUPPORT OF ADVOCACY EFFORTS ORGANIZED THROUGH PMA, I CAN BE PROACTIVE AND INFLUENCE STATUTES THAT IMPACT MY BUSINESS. WHETHER I’M FOCUSED ON LEARNING MORE ABOUT WHAT’S NEW IN WASHINGTON OR THE LATEST INDUSTRY TRENDS, I RELY ON PMA TO KEEP MY SIGHTS SET ON CONTINUED SUCCESS.”**

Brian Swanson  
Chief Financial Officer  
E&E Manufacturing

MEMBER SINCE 1996

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## ACCESS TO DISCOUNTS ON INDUSTRY-TAILORED SERVICES



**ADP**  
Payroll benefit solutions



**ENVIRON ENERGY**  
Reduce electricity and natural gas costs



**EHLKE LAW OFFICES**  
Access to legal services



**FEDERATED INSURANCE**  
Tailored insurance protection



**FEDEX**  
Save on Express and Ground shipments



**GRAINGER**  
Minimum 10% savings on MRO products and services



**HARBOUR RESULTS, INC.**  
Strategic assessment to strengthen your operations



**HEALTH INSURANCE FOR MEMBERS**  
Save on healthcare costs



**ITR ECON TRENDS**  
Economic intelligence and data to reduce risk and drive decisions



**METALFORMING CAREER BOARD**  
Connecting companies with talent



**ODP BUSINESS SOLUTIONS**  
Save on office supplies



**PARTNERSHIP**  
Reduce freight costs by shipping smarter



**RETIREMENT PLAN EXCHANGE**  
Complete, cost-effective, turnkey retirement solution



**ROADRUNNER**  
Custom waste management solutions



**SPYGLASS**  
Maximize your technology expenses



**SYSTEMS X**  
Cybersecurity awareness training



**UNIFIRST**  
Single-source solution on uniforms and safety products



**UPS**  
Savings on flat rate shipping



## BENEFITS OF PMA MEMBERSHIP

*Resources to position your company as an industry leader*

### NETWORK

Promote your company's capabilities on PMA's online Member Directory

Participate in Executive and Mid-Manager level Networking Groups to create valuable relationships with industry peers

Expand your professional network of prospective customers at local, regional and national events

Connect face to face with a large number of potential customers and suppliers at industry events

### LEARN

Utilize METALFORM EDU, an online training program for your entire workforce

Stay abreast of key manufacturing topics through complimentary monthly educational webinars

Keep up to date on industry and member news with weekly members-only newsletter, PMA Pulse

Sharpen skills with technical training seminars on core metalforming processes

Train multiple employees with in-plant seminars customized to your company's specific needs

Take advantage of annual roundtables for quality, training, human resources, presidents and CFOs

Support and promote careers in the metalforming industry with resources from the PMA Educational Foundation

Create the next-gen leaders of your organization with the Management Development Academy

### LEAD

Make informed decisions utilizing Metalforming Insights business surveys and reports

Receive three complimentary hours of legal consultation annually

Meet with legislators by attending meetings in Washington, D.C., and in local congressional offices

Stay informed with a complimentary subscription to *MetalForming* magazine

Receive significant savings on PMA events, programs and seminars

Use the PMA logo on all company collateral and online when promoting your company

Stay competitive with industry-specific Econ Trends reports and articles from ITR Economics

Receive discounts on industry-tailored services through the Member Savings Program

### INDUSTRY-TAILORED SERVICES - MEMBER SAVINGS PROGRAM

Take advantage of a tailored insurance program from PMA partner Federated Insurance

Receive a discount on the Strategic Assessment Program from Wipfli.

Save on electricity and natural-gas supply with Environ Energy

Save approximately \$1,000 per employee through enrollment in PMA's Health Insurance program

Provide employees with access to a high-quality 401(K) program through PMA's partnership with Principal

Take advantage of telecommunications and credit-card-processing savings

Receive discounts on freight and small packages with PMA partners UPS, FedEx and Partnership

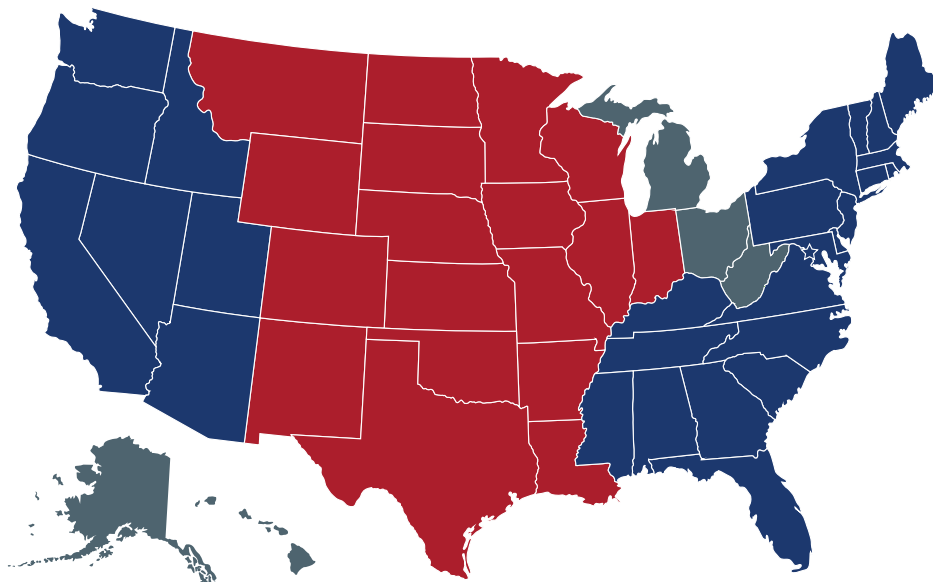


# NETWORK. LEARN. LEAD.

## WE ARE HERE TO HELP

For more than 80 years, PMA has been offering resources for the metalforming workforce to gain the skills, knowledge and confidence to increase visibility, improve productivity and optimize their bottom lines.

Contact your territory manager to explore all the benefits that PMA membership has to offer.



### Sales Territories

Fortuna Novak Schwartz



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**Diana Novak**

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