

In This Issue

Featured Member

Upcoming Events

Did You Know?

Board Bio

CMMA New Member Drive

**Legislators Talk with
Manufacturers**

Welcome New Members!

BASYS Processing, Inc.

Gray Plant Mooty

Pointmark Construction, LLC

Letter From Les

*Ah, summer, what power you have to make us suffer
and like it. ~Russel Baker*

Summer, the season of heat and growth: it's my hope that your firm has been busy and prosperous under the sun's warmth. Although our cooling bill has been a little higher, its days like these that we cold forged Minnesotans think of when sitting between the tip-up flags.



CMMA has been hard at work to add value to your membership by creating more opportunities for sharing, learning and innovation. Our monthly meetings continue to deliver fellowship, partnership and new knowledge. Meetings this spring provided insight on Robotics and Automation and teaching manufacturing technology at Ridgewater College. We voiced our manufacturing concerns to elected officials at the Legislative Forum in June and learned of their interests and intentions to support our critical sector.

We deeply appreciate the opportunity to tour world class manufacturers this spring as well - Hutchinson Manufacturing and DeZurik - to observe modern manufacturing practices and witness pride in production in central Minnesota.

CMMA has a strong history of developing and supporting workforce development initiatives. In June CMMA provided support for a week-long Career Academy that exposed youth to welding, machining and manufacturing. When project funding was limited and welding supplies were needed, CMMA members Central McGowan and Midsota Manufacturing readily responded and met the needs of the students.

There is an opening for a manufacturer on the CMMA board of directors. Please consider this opportunity to provide leadership and guidance to a meaningful and effective organization. Volunteers are needed for committee work, too.

CMMA will recognize the 2011 CMMA Manufacturer of the Year at the Summer Social on August 16 in Cold Spring. The gathering at Cold Spring Brewery and the Blue Heron are sure to be a good time filled with friends and fun; plan now to attend!

Featured Member: Glenn Metalcraft

Located in Princeton, MN, Glenn Metalcraft Inc. is one of very few companies in the world that specialize in heavy gauge metal spinning. Throughout the company's 65-year history, the Glenn family has listened to customer needs, embraced new technology, taken risks, adapted to change, and embraced the entrepreneurial spirit that's captured in the corporate tagline, "It's only impossible until we do it."

And yet, a primary challenge facing Glenn Metalcraft today is one of awareness. Potential customers don't always readily understand that metal spinning is an option for producing heavy gauge components.



Glenn Metalcraft Inc.

Glenn Metalcraft *Continued*

Assumed to be a successor of the potter's wheel, metal spinning has been in use since the middle ages. It's a metalworking process by which a disk or tube of metal is rotated at high speed and formed into a symmetric part. Artisans use the process to produce architectural detail, specialty lighting, bells, and urns. Typical commercial applications include rocket nose cones, cookware, brass instrument bells, gas cylinders, and HVAC components.

Virtually any ductile metal may be formed, from aluminum or stainless steel, to high-strength, high-temperature alloys. The diameter and depth of formed parts are limited only by the size of the equipment available – and that's where Glenn Metalcraft has a corner on the market.

There are perhaps 200 companies engaged in metal spinning in the entire United States, and only three in Minnesota. These companies spin metals ranging in thickness from 1/4" to 3/4". Glenn Metalcraft stands alone in its ability to spin material up to 1 3/8th thick. Unaware that spinning is an option on heavy gauge metal, potential spinning customers utilize casting, stamping, or machining operations to produce components. For the right application, however, spinning is clearly the better choice. Lead times are often much shorter and tooling costs can typically be reduced; often by extreme amounts

The spinning process is fairly simple. A mandrel (also known as the tool or form), designed in an inverse shape of the finished part, is mounted in the drive section of a lathe. A laser-cut metal disk is then clamped against the mandrel by a pressure pad, which is attached to the tailstock. The mandrel and metal disk are rotated together at high speeds, while a levered tool forces the metal over the mandrel.

Glenn Metalcraft was one of the first in the industry to invest in CNC spin form technology; their first CNC machine was purchased in 1987. As additional equipment was added throughout the years, the Princeton facility continued to expand to its current size of 45,000 square feet. Today the 30-employee company has one of the broadest arrays of specialized equipment in the country for heavy gauge spinning, as well as trained set-up personnel and operators assigned to all three shifts. Their largest spinning lathes have a 300 HP motor and 78" swing.

For the past several years, Glenn Metalcraft has been steadily expanding its capacity to perform secondary operations on the parts manufactured in the spinning department. Stamping, machining, punching, coating, grinding, welding, and cutting services are available.

The current equipment lineup enables the company to focus on offering a full range of services directly to OEM customers, including names like Case, John Deere, Tiger, and more. The customer base is scattered throughout the Midwest region. The heavy gauge components produced at Glenn Metalcraft

are fairly sizable, including agricultural parts, wheel centers, fans for diesel engines, and parts for the energy field. A typical production run is 100 to 150 parts. Close tolerance requirements are now commonplace, as are requests for design versatility. Glenn Metalcraft builds the required tooling in-house using high grade tool steel (FXT2) that comes with an unbeatable guarantee: If the tooling wears out, the replacement is free!

Glenn Metalcraft is your "one stop" source for heavy gauge spinning and secondary operations. For more information, go to www.glenncraft.com or call 800-388-5355.



Specializing in heavy gauge spin forming, Glenn Metalcraft manufactures components that are shaped from metal disks like the one pictured here.



Glenn Metalcraft has an equipment lineup to support the secondary services that are often required when components leave the metal spinning department.

Upcoming Events

Thursday August 16

CMMA Summer Social in Cold Spring, MN. Enjoy free samples at Third Street Brewhouse followed by a social at the Blue Heron.

Thursday September 20

MMA Golf Social at Whitefish Golf Club. Network and develop relationships with MMA's "sister organizations."

Thursday September 27

CMMA General Meeting in Cold Spring, MN. Join us for a presentation by John Hanson, Litin Paper on "Packaging to Avoid Shipping Claims." After the meeting enjoy a tour of Granite Tops.

Thursday October 25

CMMA General Meeting in Sauk Rapids, MN. Join us for a presentation by Enterprise MN about "The Toyota Way." After the meeting enjoy a tour of Custom Caseworks.

Thursday November 29

Tabletop Trade Show at the River's Edge Convention Center in St. Cloud, MN. Watch your email for more detail. (No general meeting in November.)

Thursday December 13

Holiday Social

For full event listings and details, please visit the [Events page here](#). For questions or reservations contact LeeAnn Rostberg at leeannr@runestone.net.

Do you have suggestions for speakers or topics you'd like presented? Please contact Sandy Kashmark at midwest@runestone.net.



This spring, more than 300 elementary students from four schools in central MN, along with their teachers and chaperones, visited the "How People Make Things" exhibit at the MN Children's Museum in St. Paul, thanks to financial support from CMMA. Visit the CMMA website for additional photos.

Did You Know?

The CMMA Website has a new look. Check it out! Feedback is always welcome regarding ways to make the site more effective. www.centralmnmanufacturing.com

Midwest Manufacturing Connection is a NEW promotional opportunity available to members. Call the office to inquire about package pricing for exposure via email, newsletters, websites, and the MMA golf social.

Minnesota will once again promote a Statewide Tour of Manufacturing, scheduled during Manufacturers Week on October 27. Any manufacturer interested in opening their doors to the public that day can take advantage of a free website listing and additional promotions. Call the CMMA office for details.

CMMA is governed by a volunteer board of directors. Elections are held in December. If you'd like to have an impact and increase networking opportunities, consider nominating yourself to serve a two-year term on the board.

MMA Autumn Golf Social

Thursday, September 20 Whitefish Golf Club

near Pequot Lakes, north of Brainerd

1:00 PM Shot Gun Start

\$55/person

includes green fees, shared cart and dinner.
18 hole 4-person scramble

This golf social is open to members, friends, and guests of :

- Arrowhead Manufacturers & Fabricators Association
- Central Minnesota Manufacturers Association
- Tri-State Manufacturers' Association

Contact the CMMA office for a registration form.

Board Bio



Name: Steve Leen

Where do you work, what do you do? KDV, Ltd which is a CPA, technology, payroll and accounting services firm. I work on the tax side providing typical CPA services as well as proactive tax planning & various other consulting services

such as estate planning, etc. I really enjoy working with manufacturers though since they always believe they can improve something and it is fun being a part of that continuous innovation even if it is in a support function.

What was your first job? I started working when I was 12 doing odd jobs at the airport in Bemidji. My parents didn't have much money so everything I ever wanted I had to buy myself. I basically started so I could earn enough to buy a Gameboy then liked having money so I kept working.

Hometown: Bemidji, MN

Family: Wife Penny, 3 kids – Nick, Isabella & Tia.

Pets: Cocker Spaniel / Cavalier mix named Hershey

Favorite book or author? I am not sure if it qualifies as a book but I enjoy occasionally re-reading some Dilbert books I have.

Favorite movie? Probably still Dumb & Dumber for a comedy. Otherwise Count of Monte Cristo..

Favorite food? A favorite snack at home is Doritos & cheese. Just put Doritos on plate & layer with Colby Jack cheese & microwave for thirty seconds.

Hobbies, Sports or Favorite Games? I enjoy playing basketball, volleyball & golf the most. I enjoy being on & in the water in the summertime. I hunt deer in the fall. I am usually too busy to do much in the winter other than fantasy football.

Comment on your involvement in CMMA: I have been really impressed with the variety of speakers and didn't realize how much was done for the community through funding from the CMMA. I have learned a lot about the CMMA being on the board and also as a part of the marketing committee. There is a lot more done behind the scenes than I realized before.

What would CMMA members be surprised to learn about you? I have been at KDV for about 12 years now and most people think I look younger than I am.

CMMA New Member Drive.

Help recruit new members to your association. From September 2012 through June 2013, CMMA is offering two incentives to get current members involved with growing the association.

Monthly Drawing. Each time a current member recruits a new CMMA member, the current member's name will go "in the hat" for a monthly drawing. Your name will stay in the hat until June (unless drawn), so the sooner you start recruiting, the better your odds of winning a prize!

Save Money on Dues. Any current member that recruits a new manufacturing member will receive a "dues credit" on their account equal to the value of dues paid by the new member. For example, if you recruit a manufacturer that joins at the \$200 level, your company will save \$200 on membership dues to CMMA.

LASERSHOWS.

FIREWORKS.

ROLLERCOASTERS.

THE ONE EVENT TO SEE THE MOST SPECTACULAR METAL FABRICATION TECHNOLOGY. FABTECH 2012.

FABTECH
AWS WELDING CCAI FMA SME PMA METALFORM

North America's Largest Metal Forming, Fabricating, Welding and Finishing Event

November 12-14, 2012
Las Vegas Convention Center
REGISTER NOW at
fabtechexpo.com

Scan this code to watch an exciting preview of FABTECH.

Follow us:

Cosponsors:

Legislators Talk Education, Health Care and Economic Issues with Manufacturers

Contributed by: Henry Fischer, *CMMA Legislative Committee*

CMMA played host on June 28th to a roomful of state legislators, congressional staff, manufacturers and service providers, all reflecting on this year's legislative activities and what can be done to bolster manufacturing in Minnesota. Here are some highlights of what they had to say.

Karen Miller from Congresswoman Michele Bachmann's office talked about Bachmann's efforts to repeal Obamacare and the Dodd-Frank financial industry regulations that hamstringing commercial lending in the U.S. She also is working to promote an energy development strategy that utilizes all of our nation's resources, plus legislation to reduce EPA regulations, and reduce corporate income taxes as part of a "tax uncertainty act."

Lisa Fobbe from Senator Al Franken's office talked about the senator's efforts to promote linkage between manufacturers and K-12 education, including workforce training, and a long-term transportation bill that would explore greater inter-modal development.

Senator Amy Klobuchar expressed her support for manufacturing in a letter to CMMA members. She noted that manufacturers employ 300,000 people representing \$16 billion in annual wages and \$17.2 billion in exports—the third largest industry in Minnesota. She recognizes that it's difficult to find highly skilled workers, so she supports policies that support school-to-work programs at community and technical colleges.

State Representative Sondra Erickson of Princeton chairs the House education policy reform committee. She pointed to the need to close learning gaps, reinforce math skills, and expand the role of digital learning in the classrooms. She also mentioned efforts underway to allow 10th grade students to take college courses in high school and receive college credit, taking a closer look at teacher and principal evaluations, and the new K-3 reading initiative to be sure all students can read by the time they get through third grade.

State Representative Steve Gottwalt of St. Cloud talked about his efforts chairing the House health care reform committee, which is working to provide greater access to higher quality, lower cost health care. Minnesota is better than every other state in terms of health care, he said, calling for the repeal of Obamacare.

Gottwalt pointed to successful programs at St. Cloud State University and St. Cloud Technical and Community College that "get people into the pipeline to jobs close to home," citing the new Integrated Science and Engineering Lab at SCSU and the truck maintenance program at SCTCC. He

also called for "real substantive property tax reform and perhaps doing away with commercial property taxes as North Dakota is considering.

State Representative King Banaian of St. Cloud pointed out that 71 percent of high school graduates don't even consider a career in manufacturing. Banaian touted the auto body truck repair facility and the eight-week welding program at SCTCC as prime examples of successful initiatives to get people into the workforce quickly without requiring four-year college degrees.

State Senator John Pederson of St. Cloud said the Minnesota economy gained half the jobs lost during the recession, and it's critical to keep the state's economy moving forward. "Stormwater management has been devastating to manufacturers," Pederson noted, calling for common sense state regulations that protect the environment yet are not overly restrictive. He pointed out that Minnesota is one of 13 states in which business property taxes "go up 4-6 percent automatically" and called for an end to that practice. Citing his own experience managing Amcon Block & Precast, Pederson said there's a huge shortage of commercial truck drivers in the state.

State Representative Paul Anderson, a farmer from Starbuck, won the gold star for making a special effort to attend the CMMA meeting in St. Cloud. Anderson plays a key role in the House agriculture committee. Anderson pointed to the need to re-evaluate the state's entire property tax structure, asking why we need to have 54 different classes of real estate in Minnesota.

In a question and answer session, CMMA members pointed to the continued need to eliminate the sales tax on manufacturing equipment and tooling.

"In the next session, House File 1 should be the tax bill" that was vetoed by Governor Dayton, they chimed. The bill would have created more jobs than the bonding bill and the Vikings Stadium bill combined. They also supported tax relief for Verso in a concerted effort to help the paper mill reopen in Sartell and bring the jobs back in the wake of a serious explosion and fire.

What can manufacturers do to get their point across with legislators? "Write a letter, make a phone call, send an e-mail, and visit us," they said. It also helps to share personal experiences about specific legislative issues that impact manufacturers – good and bad.