Attend Metal Matters: The Metal Fabricator’s Management Summit, FMA’s third annual conference delivering tools for your success. Join us March 12-14 at Disney’s Contemporary Resort in Lake Buena Vista, Fla., for a line-up of outstanding:

KEYNOTES:
Hear SIX informative and motivating presentations by recognized figures in industry, economics, management, and sports.

ROUNDTABLES:
Exchange ideas and solutions at your choice of group discussions.

TECHNOLOGY:
Select from two technology tracks—sheet metal and plate, or tube and pipe—and get updates on recent advancements in your industry.

NETWORKING:
Make valuable contacts at a welcome reception with “speed greeting,” golf at Disney’s Magnolia Golf Course, and industry awards.

Who should attend?
• Presidents/ Owners
• Vice Presidents
• Executives
• Plant Managers
• HR Directors
• Finance Directors

Optional Activity

Wednesday, March 12
11 a.m. – 5 p.m. Golf Outing/Best Ball Format/ at Disney’s Magnolia Golf Course
Lunch at 11 a.m. • Shotgun start at Noon • More food and drink—plus prizes awarded—at conclusion

Don’t miss your opportunity for a round of championship golf and fun networking! This beautifully manicured course, rated four stars (out of five) by Golf Digest, is designed by Joe Lee and named for its abundance of those fragrant trees. Your on-course experience will be enhanced by the latest golf cart feature: GPS with realistic, computer-generated images of course fairways, greens, and hazards.

Before you hit the links, join us for lunch sponsored by FMAC, publishers of The FABRICATOR®, TPJ-The Tube & Pipe Journal®, STAMPING Journal®, and Practical Welding Today®. Prizes will be awarded at the conclusion of the outing.

Space is limited! Purchase by Feb. 8 for the special rate of $95 (includes greens fees, cart, and pre-round practice balls). Rental clubs are available for an additional fee.

All sales final. Proper golf attire required.
Questions? Contact Megan Paja at 815-227-8203 or meganp@fmanet.org.
### Conference At-a-Glance

**Wednesday, March 12**

“*Atmosphere was great; compelling conference sessions; an overall great experience. Plus you can’t beat Florida weather in March!*”

–Steve Cadwallader, President, Nelson Machining & Fabricating

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**Golf Outing / Best Ball Format**

at *Disney’s Magnolia Golf Course*

**11 a.m.-5 p.m.**

1-4 p.m.  **Networking Luncheon in exhibits room, sponsored by MASTROIANNI**

**1-3 p.m.**  **A Day in the Life of a Tube Maker**

**1:35-2:05**  **Tube Bending Processes**

**2:10-2:40**  **Hexavalent Chromium in Welding**

**2:40-2:55**  **Break**

**2:55-3:25**  **Quick Change Tube Cutting Systems**

**3:30-4**  **How to Justify Capital Equipment**

**6-8 p.m.**  **Welcome Reception / Speed Greeting & Networking**

**7-9 p.m.**  **TPJ Symposium**

**1-1:30**  **A Day in the Life of a Tube Maker**

**1:35-2:05**  **Tube Bending Processes**

**2:10-2:40**  **Hexavalent Chromium in Welding**

**2:40-2:55**  **Break**

**2:55-3:25**  **Quick Change Tube Cutting Systems**

**3:30-4**  **How to Justify Capital Equipment**

**4-7 p.m.**  **Awards Program**

**4-5 p.m.**  **Keynote – Danny Forster,**

*The Discovery Channel’s “Build it Bigger”*

**5-5:30 p.m.**  **Award Presentations**

**5:30-7 p.m.**  **Reception / Book Signing - Ratzenberger**

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**Thursday, March 13**

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**Business Management Roundtables (choose one)**

1. Lean Leadership / Hasty & Locher

2. Finance / Roessler

3. Dealing with Difficult People / Mastroianni

4. Making Sense of the Economy / Mayer & Kuehl

**10:30 a.m. - Noon**

**Networking Luncheon in exhibits room, sponsored by Book Signing - Mastroianni**

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**CEO/Owners High Performance Leadership Roundtable**

**The FABRICATOR’s Sheet Metal & Plate Forum**

1-2:30  **Comparative Cutting Panel**

2:30-2:45  **Break**

2:45-4  **Forming Technology Comparison Panel**

**TPJ Symposium**

1-1:30  **A Day in the Life of a Tube Maker**

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3:30-4  **How to Justify Capital Equipment**

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**= Management Sessions**

**= Sheet Metal & Plate Forum**

**= TPJ Symposium**
Wednesday, March 12

6-8 p.m. Welcome Reception/Speed Greeting & Networking

“It’s not what you know but who you know that makes the difference.”

Although we live in a fast-paced world where we can interact virtually with anyone—anywhere—anytime, savvy business people still know the value face-to-face communication brings to relationship-building. Speed dating is one of the more interesting social trends to emerge in recent years—so why not apply a similar format to networking? Metal Matters’ opening reception provides a unique opportunity to make more and better contacts in less time. Don’t miss this structured networking event facilitated so you make the industry contacts you need to grow your business!
Thursday, March 13

8:15–9:15 a.m.  Opening Keynote by John Ratzenberger, “Taking Pride In Tinkering: Creating a Skilled Work Force”

John Ratzenberger believes manufacturing is the fuel of our country’s economic engine. His keynote will explore the state of U.S. industry and how our shrinking manufacturing sector has led to unequal representation. Meanwhile, Hollywood and the media have played a role in tarnishing manufacturing’s image. Prompted by the disappearance of shop classes, John founded the Nuts, Bolts and Thingamajigs Foundation, through which, in cooperation with the Fabricators & Manufacturers Association Foundation, he offers manufacturing summer camps for youth. Hear how you, too, can make a difference in the future of manufacturing in America.

Q & A session will follow the keynote.

9:15–10 a.m.  Keynote by FMA Economist Chris Kuehl— “Fabrinomics: An Industry Update and Analysis”

They don’t call it the dismal science for nothing! Though in the process he exposes a dark cloud for every silver lining, Chris will examine what’s been driving the talk of recession, the weak dollar, and rising oil and commodity prices—and what it all means for sourcing decisions. Dr. Kuehl will discuss trends in the automotive manufacturing, construction, aerospace, and energy sectors—and focus on what interests attendees.

10–10:30 a.m.  Break/Tabletop Exhibits

Noon – 1 p.m.  Networking Luncheon/Exhibits  
Book Signing  
by Mike Mastroianni, Rock Valley College

2:30–2:55 p.m.  Break/Exhibits (vary with track)

4–7 p.m.  FMA Awards Program

Honor those who’ve made an outstanding contribution to the industry! Be present for the conferring of The FABRICATOR®s Industry Award 2008 and TPJ – The Tube & Pipe Journal®s Industry Award 2008. Join in the celebration following the ceremony and meet award recipients at a special reception.

4-5 p.m.  “Execution of Projects” Keynote  
by Danny Forster, host of “Build it Bigger” (formerly “Extreme Engineering”) on the Discovery Channel

Danny knows it’s the tiny details that lay the foundation for big ideas. He’ll take you down the road less traveled and ask the fundamental questions that serve as building blocks for great ideas. With a degree in architecture from the Harvard School of Design and a background in standup comedy, Danny’s creativity knows no bounds. His expertise is not simply in architecture, but also in the components that go into creating phenomenal innovations and inventions. Whether it’s an enormous winding tunnel that doubles as a flood drain, or an Internet site that helps recent grads find apartments in major cities, Danny’s behind-the-scenes perspective cements it all together.

5–5:30 p.m.  Awards Presentations

Celebrate with the recipients of The FABRICATOR®s Industry Award 2008, presented by FMA, and TPJ–The Tube & Pipe Journal®s Industry Award 2008, presented by TPA.

5:30–7 p.m.  Reception and Book Signing  
with John Ratzenberger, author of We’ve Got It Made in America: A Common Man’s Salute to an Uncommon Country and co-founder of the Nuts, Bolts, and Thingamajigs Foundation

Friday, March 14

7:30–8:15 a.m.  Continental Breakfast with the Work Force Development Panel

Phil Thomas, Associate Dean,  
Kirkwood Community College

Joe Chiaramonte,  
Plant Manager,  
Midwest Metal Products,  
Director, FMA Board

Jim Warren,  
Education Director, FMA

Representatives from: Mitsubishi/MC Machinery Inc.; Amada America; Murata Machinery USA Inc.

Work Force Development Partnership Case Study

Most fabricators have felt the sting of how tough it is to find, hire, and retain qualified sheet metal fabrication workers. Learn how one FMA Board member took action with his local community college (Kirkwood), the machine
tool community (Mitsubishi, Amada, Murata), and FMA. With local industry leadership, this group achieved significant results in a short period, leading to a new two-year Applied Associates Degree in Fabrication launching in Fall 2008 that will serve as a model for the rest of the nation. Learn how you can influence the academic community to get the workers you need. The panel will discuss getting local fabrication industry involved in non-credit training; tapping state funding to establish the lab and degree DACUM process; establishing job tasks and curriculum; getting the machines and lab support; pulling it all together for college approval; PMP process; FMA Certified Education Center status; and FMA’s Sheet Metal Certification exam.

8:15–8:30 a.m. Welcome Remarks
Mike Pellecchia, Regional Manager, Mitsubishi/MC Machinery Inc.; and First Vice-Chairman, FMA Board of Directors

8:30–9:15 a.m. You’re Bigger, Faster, and Stronger Than Me ... How Did I End Up in the NFL?
Tom Waddle, NFL Network Analyst and former Chicago Bears wide receiver
• Hear how one man beat tremendous odds
• Learn keys to overcoming adversity
• Walk away inspired and motivated
An entertaining presentation on Tom’s athletic career that traces his journey from Little League football to a six-year career in the NFL. Hear a compelling story about facing challenges, overcoming adversity, and beating the odds.

9:15-10 a.m. Selling Safety to Senior Management: The John Deere Story
Gary Kopps, Manager of Occupational Safety Worldwide, John Deere & Company

At this presentation, you’ll learn:
• How to promote safety in your organization
• How to get senior management’s attention to occupational safety
• Why it’s important to become an active member of your factory leadership group

Learn the essentials for getting senior management’s attention and involvement with your facility’s safety process—the most important element for success. Find out how John Deere & Company took control over the health and safety of its employees and why it’s crucial for your company to do the same.

10–10:30 a.m. Break/Exhibits/Football Signing by Tom Waddle

 Noon – 1 p.m. Networking Luncheon/Exhibits Book Signing
by Susan Lucia Annunzio, author of “Contagious Success”

2:30-3:05 p.m. Break/Exhibits (vary with track)

4-4:45 p.m. Closing Keynote
by Susan Lucia Annunzio, President and CEO, Center for High Performance

• Recognize the leader’s role in encouraging a high-performance environment
• Understand the factors that drive high performance
• Benchmark against new data on what accelerates high performance

Global competition, political realities, and economic conditions are affecting business success, challenging companies to increasingly harness brainpower and accelerate organizational performance. Companies have right-sized, cut costs, improved efficiency, acquired or shed businesses, and flattened the organization. But in today’s world, these measures are not enough to achieve profitable growth. To identify new pathways for growth, the Center for High Performance conducted the largest systematic study of knowledge workers ever undertaken. The study revealed the characteristics of high-performance work environments and systemic barriers to profitable growth. Presenter will discuss this research and the leader’s role in enabling high-performance environments.

4:45–5 p.m. Closing Remarks
by Steve Heim, President, Brenco Industries; and Chairman, FMA Board of Directors

“Metal Matters is an opportunity to discuss technical issues in person with a group of metal working professionals who have many years of experience. If you have a problem, it’s likely that someone in attendance can help guide you to a solution.”

–Dane S. Smith, Plant Manager, ArcelorMittal Shelby Tubular Products
Thursday, March 13

10:30 a.m. - Noon Business Management Roundtables
(Choose one roundtable to attend)

The Roundtables at Metal Matters 2008 will be peer-and consultant-facilitated to engage managers in discussion on topics essential to our businesses’ bottom lines—our human capital resources. Issues and solutions will be recorded by scribes and published to the entire conference group by evening reception, where the discussion can continue.

1. Lean Leadership: Separating from the Pack! Roundtable
   Facilitators:
   
   Drew Locher, Principal, Change Management Associates
   Steve Hasty, President, A & E Custom Manufacturing Technologies Inc.

   We all know—and to various extents, practice—lean principles to better our businesses. But what does it take to successfully lead in the lean enterprise? Good lean leaders let the process work while continually looking for “non-standard conditions” and, where they occur, emphasizing process. They ask “How did the process fail?—and how do we prevent that in the future?” They take responsibility for sustaining lean with activities that prevent reversion. Finally, the best lean leaders spend 30-40% of their time on continuous improvement. Explore how to get from “brilliant people managing broken processes” to “average people managing brilliant processes.”

2. Business Management Finance Roundtable
   Facilitator: Terri Roessler, CEO, United Alloy

   Budgets and metrics needn’t be “four-letter words” in your fabrication shop. The more you educate your team on the business aspects of finance and related metrics, the easier it is to impact your overall performance. Join this roundtable to explore proven methods for decreasing labor costs and increasing profits. We’ll discuss paying for performance, communication and education, sharing the plan/budget—and its meaning for each member of the team, accountability, and “keeping it simple.”

3. Dealing with Difficult People Roundtable
   Facilitator: Mike Mastroianni, Associate Vice President for Outreach and Planning, Rock Valley College

   The quality of the product or service we deliver is directly proportionate to the quality of your employees’ ongoing relationships. This roundtable will explore conflict management techniques, including: the importance of changing culture by changing your employees’ perceptions, leveling, conflict styles, and mediation as an alternative way of resolving disputes and problem-solving with employees.

4. Making Sense of the Economy Roundtable
   Facilitators: Chris Kuehl, Managing Director, The Armada Group
   Joe Mayer, Ph.D., President, Mayer Business Group LLC

   Economists and their statistics help us comprehend our world. All seem to provide some sort of guidance, but in the end most people are overwhelmed by the contradictions and at a loss as to what to do with all the data. The challenge is to strip out all the fluff and generalities and get down to what impacts you and your industry. It doesn’t matter what the national GDP is, or what the trade deficit might be—what matters is the production data in a specific sector and what trade opportunities do and do not exist.

1-4 p.m. CEO/Owners Roundtable: Live the Thrill of High Performance Leadership™
   Facilitator: Shawn Ishler, Director of Client Services, Bartell & Bartell Ltd.

   As leaders, we can find it challenging enough to unleash our own potential and maximize the effectiveness of our one-on-one interactions, let alone align and optimize the abilities of our team—an endeavor that multiplies the dynamics and complexity of our mission. The CEO/Owners Roundtable discussion will equip you to consistently develop and lead high performance teams. We’ll explore syndromes, cross-cultural barriers, connecting issues, flat-equal dynamics, misalignments, communication problems, leadership vacuums, and boundary intensity. Be prepared for frank and open discussion from your CEO/owner peers, led by the principal of one of the nation’s leading training and consulting firms on servant leadership.
Friday, March 14

10:30 a.m. - Noon Business Management Roundtable
(Choose one roundtable to attend)

5. Contagious Success: “It’s in the Workgroup” Leadership Roundtable
Facilitator: Susan Lucia Annunzio, Chairman & CEO, Hudson Highland Center for High Performance
You’re a successful owner and your business is thriving. As you grow your job shop—by business expansion or acquisition—questions arise: How to replicate your success? How to spread high performance throughout your growing organization? Somewhere in your company, right now, are high-performing individuals and workgroups generating (or capable of generating) profitable new ideas and process improvements. It’s workgroups that will ultimately determine how successful your business is. Attend this roundtable and share your success strategies—and learn new ways to harness your workgroups’ power.

6. Best Sales Practices Roundtable
Facilitators: Joe Mayer, Ph.D., President, Mayer Business Group LLC and Chris Kuehl, Ph.D., FMA’s Economist and Managing Director, Armada Corporate Intelligence
"Nothing happens until somebody sells something." Business books, training classes, and CRM systems abound, dedicated to setting up a bulletproof sales process. Sorting through them for what works best for our industry can be daunting. We’ll discuss key factors for successful sales processes and the influence of economic trends on sales cycles. We’ll also explore how to identify and retain your most profitable customers, increase sales to these accounts, and turn marginal accounts into winners. Other topics are: using consumer intelligence to identify customer motivators, making sales calls when customers are most responsive, and positioning yourself as a solution to a problem or an opportunity for growth. Come share what works for your job shop and learn some new best practices.

7. Recruiting, Salaries, Benefits Roundtable
Facilitator: Mike Mastroianni, BA, MAT, Associate Vice President for Outreach and Planning, Rock Valley College
Finding qualified candidates seems to be a problem for all industries. We’ll discuss trends in recruitment, retention techniques, worker control, work-life balance, needs unique to age groups, short- vs. long-term issues, and strategies for hiring and orienting new employees. What are people looking for when salaries and benefits are equal? Finally, we’ll consider planning for talent management and future ways to recruit.

8. Working with Your Bank Roundtable
Facilitators: Jeff Knauf, President, Medalist Laserfab and Director, FMA Foundation
Norm Roller, Partner, Suby, Von Haden & Associates, S.C.
Learn the ins and outs of the commercial banking world from a former commercial banker turned job shop owner and investor, plus a leading Midwest CPA firm. For many growing businesses, it’s essential to cultivate and maintain a good working relationship with a bank. Learn what factors a bank looks for in any loan application (current business plan, complete and accurate income statements and balance sheets). Making serious estimates of future sales and growth helps solidify a long-term relationship with your bank—which is in your interest, considering a solid relationship makes immediate funding available in many circumstances you’ll encounter as a job shop owner/manager. The group will also discuss lease vs. buy situations.

“As a full-service job shop, it’s critical to stay up-to-date with the latest technological and operational advancements. Metal Matters is a fun chance not only to learn from industry experts, but also your peers!”
—Jerry Ward, Vice President of Operations, Metcam Inc.
The FABRICATOR’s SHEET METAL & PLATE FORUM TRACK

Thursday, March 13

1-2:30 p.m. Comparative Cutting Panel
Moderator: Rick Neff, Manager of Market Development, Cincinnati Incorporated
Plasma Cutting—Al Julian, Vice President of Marketing, MegaFab
Waterjet Cutting—Chris Maier, Product Manager, Flow International Corp.
Laser Cutting—Jeff Hahn, Laser Products Manager, Mitsubishi/MC Machinery Inc.
Oxyfuel Cutting—Ron Schneider, Vice President of Marketing, MG Systems & Welding Inc.

Back by popular demand! By presenting a comparative study of a part, experts from four different cutting disciplines will highlight the unique capabilities of each process. Operating, capital, and labor costs will be explored based on different material types and thicknesses. Present your contour sheet and plate cutting questions and learn which technology best suits your application.

2:45–4 p.m. Forming Technology Comparison Panel Discussion
Moderator—Steve Benson, President, ASMA/Chronicle
Folding—Alan Gildemeister, President, International Technologies Inc.
Press Brakes—Casey Schlachter, North American Bending Product Manager, Bystronic
Automated Bending—Leo Wegner, Robotic Bending Product Manager, Amada America Inc.

Learn about recent advances in sheet metal forming and compare the advantages of each technique. Come prepared to present your questions to our panel of experts to determine the most effective bending strategies for your operation. Feel free to take an active part in the discussion—or just absorb answers to your questions and those of other attendees. It should be one of the highlights of Metal Matters.

Friday, March 14

1-2:30 p.m. Plant Layout for Optimum Workflow Roundtable
Facilitated by members of FMA’s Precision Sheet Metal Technology Council and Plate Processing & Fabricating Technology Council

If you’re interested in increasing your facility’s productivity and efficiency, here’s an instructive and imaginative exercise for you. Thirty days prior to this session, you’ll be e-mailed a set of variables (shop’s square footage and dimensions, equipment, material handling and automation features, etc.) from which you’ll design the most effective plant layout. Combine cells into a cohesive system to resourcefully use floor space, increase machinery utilization, and improve productivity. Then discuss your decisions in groups, comparing your methodology and results with those of your peers, in a session sure to offer new alternatives you can implement.

2:45–4 p.m. Estimating Roundtable Discussion
Facilitated by members of FMA’s Precision Sheet Metal Technology Council and Plate Processing & Fabricating Technology Council

Sign up for this interactive workshop and 30 days in advance you’ll receive specs on a part to quote. The exercise has been expanded to include plate fabricating. Please specify whether you’re a sheet metal or plate fabricator so you get the right specs. Share your project results with your peers—and learn different ways to estimate and improve upon your current system. Register early and take advantage of this opportunity to learn from the best metal fabricators in North America!

“The segment on Estimating was perhaps the most lively, informative, and enjoyable. What made it so was the participant interaction.”

—Anupam Rajvanshi, BEGNEAUD Manufacturing Inc.
Thursday, March 13

Moderator: Eric Lundin, Editor, TPJ-The Tube & Pipe Journal*

1-1:30 p.m. A Day in the Life of a Tube Maker
Bill Wolfe, Steel Tube Institute of North America
- External forces
- Survival
- Internal forces

Bill Wolfe’s delivery on a day in the life of a tube maker will provide insights into the current and future status of the tubemaking industry.

1:35-2:05 p.m. The Ideal Tube/Pipe Bender for Your Business
Rick Ott, UTE Inc.
- Compression benders, hybrid benders, dedicated benders, and applications for non-mandrel bending
- Rotary draw benders and applications for both mandrel and non-mandrel bending
- Cost factors, both surface and hidden
- Case histories—advantages and disadvantages

Considering getting into the tube/pipe bending business? Looking into making your own bent parts versus buying them from an outside source? This session will review tube and pipe bending basics before looking at costs involved and examining some case histories. Participants are welcome to bring in, or submit in advance (to audrey@fmanet.org), their own particulars for analysis.

2:10-2:40 p.m. Hexavalent Chromium in Welding
Walter Sperko, Sperko Engineering Inc.
- Changes in permissible exposure limits
- Potential routes of entry
- Employer responsibilities

This session will explore welding challenges specific to the use of hexavalent chromium. Get an update on recent changes in exposure standards and the responsibility employers are required to take toward fume emissions. Topics will also include engineering controls, training, hygiene, personal protective equipment, recordkeeping, fume emission rates, and evaluation methods.

2:55-3:25 p.m. Quick Change Tube Cutting Systems
James D. Jantzi, New-Form Tools Ltd.
- Overcome tube cutting challenges
- Increase tool life
- Reduce mill downtime

This session will explore today’s tube-cutting challenges and compare the cost-saving benefits of tube shearing vs. tube sawing. Learn how to increase blade life and reduce blade costs by using various tool steels and titanium coatings specific to your tube cutting application—and reduce mill downtime by implementing quick change tube cutting systems.

3:30-4 p.m. How to Justify Capital Expenditures on Tube & Pipe Mills
Len Steinmeyer, Tesgo Inc.
- Use different methods for justifying capital projects
- Analyze the payback of an investment
- Compare different capital projects for the best return on investment

This session will explore the most common techniques used in the justification of capital equipment, identify the quantifiable and non-quantifiable cash flows associated with an investment, and take a look at examples that demonstrate the applicability of these justification techniques. To lay the groundwork, we’ll explore the type of investments we’re addressing.

Friday, March 14

1-1:45 p.m. Organization and Execution of Capital Projects
James Hansen and Janice Haluszka, ArcelorMittal Tubular Products Hamilton
- Understand how to successfully manage a major capital project
- Recognize the importance of developing and updating a detailed project schedule
- Identify keys to successful implementation of a new asset

This presentation will introduce the key project management strategies employed for the #1 Tube Mill Finishing Equipment Upgrade project. The key features of scheduling, resource management, vendor selection, cost tracking, and execution will be discussed.

1:50-2:20 p.m. Manage by Walking Around
Lindsay Fleming, Atlas Tube ULC
- Get back to basics with your management style
- Reconnect with your people and your facility
- Identify and correct problems and trends before they negatively impact your organization’s bottom line

With the advent of computers and operations software, many managers and supervisors have gradually turned their backs on their facilities as they try to manage from their offices. This presentation will renew your interest in getting back out on the shop floor and observing what’s going on first hand. Learn to re-connect with your people and facility to quickly improve the bottom line.

2:25-2:50 p.m. Quench and Temper Systems for High Performance API Tubular Products
Steve Tesanovich, Thermatool Corp.
- Understand quench and temper process for API tubular products

continued on page 10
TPJ SYMPOSIUM TRACK

- Evaluate various quenching technologies
- Compare advantages of induction and gas furnace heating

Driven by a growing world demand for fossil fuels and the challenge created when exploration and recovery introduce tubular products into harsh conditions, steel producers and processors of tubular products are tasked with developing chemistries and grades of high-strength tubular products to meet new and evolving standards of performance. Primary to this development of supply is technology for the quenching and tempering of API tubing and casing. We’ll explore development of advanced quenching systems and product-modeling software for the heating of tubular products.

3:05-3:35 p.m. Improving Quality through Process Variation Monitoring
Paul Hogendoorn, OES Inc.
• Improve product quality by establishing and monitoring process quality
• Reduce tooling costs and maintenance downtime through process monitoring
• Reduce scrap costs and increase machine OEE

Any process requiring force to form, shape, or fasten product can benefit from process variation monitoring—especially where parts must be produced at high speed and low cost. Typical applications include tube bending, end forming, hose crimping, clinching, and riveting. Detecting a changing process early not only identifies when bad parts have been produced, but frequently predicts the condition before parts are produced and tooling or mandrels are damaged.

3:40-4 p.m. The Last Word on the Tube & Pipe Industry
Eric Lundin, Editor, TPJ-The Tube & Pipe Journal®
Join TPJ Editor Eric Lundin for his insights on trends in the economy, manufacturing, and the tube and pipe industry.

Conference Information

COUNCILS
This program was developed in cooperation with FMA’s Management Council, Precision Sheet Metal Technology Council, Plate Processing and Fabricating Technology Council, Tube and Pipe Producing Technology Council, Tube and Pipe Fabricating Technology Council, and Safety Council, volunteer panels of industry leaders. To find out how you can participate on an FMA or TPA Technology Council, contact Director of Education Jim Warren at 815-227-8213.

GENERAL INFORMATION
Conference Dates/Location
March 12-14, 2008
Disney’s Contemporary Resort
4600 North World Road
Lake Buena Vista, FL 32830-1000
www.disneymeetings.com
A guest room block at the group rate of $212 (plus taxes), single/double, has been reserved at Disney’s Contemporary Resort from March 12 through 14 for the Fabricators & Manufacturers Association. To get the special rate, make your reservation by Feb. 11. Subject to availability, you may extend your stay at the same rate for the three days before March 12 and/or after March 14. Reservations are confirmed via e-mail within two business days. Online: http://www.disneyurl.com/2008MetalMattersConference
Phone: 407-824-3869
Monday - Friday 8:30 a.m. – 7 p.m. Eastern
Saturday - Sunday 8:30 a.m. – Noon and 1–4 p.m. Eastern

SHUTTLE SERVICE: DISNEY’S MAGICAL EXPRESS SERVICE
Take advantage of the latest innovation in Disney’s legendary commitment to service and convenience! This exclusive complimentary shuttle and luggage delivery service takes you from Orlando International Airport directly to Disney’s Contemporary Resort. It’s the hassle-free benefit that allows you to arrive at Metal Matters relaxed and stress-free. After you’ve made your resort reservation, call 407-827-6777 or online https://secure.disney.go.com/dwm/reservations/dme/index. To ensure seamless service, please make your reservation at least 30 days in advance of your arrival date.

CONFERENCE ATTIRE
Business casual dress is recommended.

TABLETOP EXHIBITS
During the conference, companies offering products and services will be on display next door to the main lecture rooms. Browse the exhibits and meet company representatives before and after sessions and during breaks and lunchtime. Interested in exhibiting? Contact Jen Christian, jen@fmanet.org or 815-227-8207.

CORPORATE SPONSORSHIP
The Metal Matters conference presents a number of high-profile sponsorship opportunities for companies interested in getting their name in front of decision-makers in their industry. For information, please contact Jen Christian, jen@fmanet.org or 815-227-8207.

GOLF OUTING SPONSORSHIP
For information, please contact Megan Paja, meganp@fmanet.org or 815-227-8203.

REGARDING THE SPONSORS
The Fabricators & Manufacturers Association, Intl. (FMA), is the leading educational association for the metal forming and fabricating industry. FMA offers products and services that keep professionals in the industry informed about the latest trends and technology. www.fmanet.org

FMA’s technology affiliate, the Tube & Pipe Association, Intl. (TPA), similarly serves the tube and pipe producing and fabricating industry. www.tpatube.org

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How to Register:

- online: www.fmanet.org, click on Education
- fax: Fax completed registration form to FMA at: 815-381-1371
- phone: Call FMA at: 888-394-4362 (toll free) or 815-399-8775
  (Phone registrations must be confirmed in writing with your payment.)
- mail: FMA • Dept. 4300 • Carol Stream, IL 60122-4300

Registrations made within 10 days of the program must be made by telephone.

FMA/TPA Member Fee $695 $_____
General Fee $845 $_____

- Join FMA/TPA and register at the special member rate:
  - AdvantagePlus $950 USD
    (serves all employees at multiple locations) $_____
  - Advantage Member $450 USD
    (serves all employees at one location) $_____
  - Basic Member $150 USD (serves an individual) $_____

Optional Events

- Golf Outing at Disney’s Magnolia Golf Course
  11 a.m. – 5 p.m., Wednesday, March 12, Greens fee: $95
  Purchase by Feb. 8; all sales final; no refunds.
  Rental clubs: $55 plus tax; pay at golf course
  Total number of guests, including myself:_____
  Name of guest golfer/s _______________________________
  Requested pairings __________________________________ $_____

- Spouse/Guest Reception Fee;
  $50 per guest covers all receptions
  Name of guest/s ____________________________________ ____________________ $_____

March 13 Attendance Plans

A.M.  
- General Session (everyone attends)
- Business Management Roundtable Number: _____

P.M. Sessions (pick one)
- CEO/Owner Roundtable Session
- The FABRICATOR’s Sheet Metal and Plate Forum
- TPI Symposium

March 14 Attendance Plans

A.M.  
- General Session (everyone attends)
- Business Management Roundtable Number: _____

P.M. Sessions (pick one)
- The FABRICATOR’s Sheet Metal and Plate Forum
- TPI Symposium
- I have special dietary needs.
  - Vegetarian
  - Other (FMA Customer Service will contact you)

Total fees enclosed $_____

Please print, type, or attach business card:

FMA/TPA member number (if applicable). If your member number is not indicated above, you will be charged the general rate.

Name ________________________________
Title/Position ________________________________
Company ________________________________
Company address ________________________________
City/State/ZIP ________________________________
Country ________________________________
Direct telephone ________________________________
Main company telephone ________________________________
Company fax ________________________________
E-mail address ________________________________

payment options:

- Check or money order payable to FMA enclosed (U.S. funds)
- Purchase order number ________________________________
- Credit card (circle one)
  - American Express
  - MasterCard
  - Visa
  - Diners Club
  - Discover

Credit card number ________________________________
Exp. mo/yr ________________________________
Signature ________________________________
Cardholder’s name (print) ________________________________

Cancellations and special requests are subject to the full registration fee.

In the event of program cancellation, FMA liability is limited to the return of registration fees.

Photography Agreement

Attendees are deemed to have agreed to have their photo appear in FMA publications unless they object in writing by the first day of the program.

Please call the program site if you require special assistance.
Metal Matters
March 12-14, 2008
Disney’s Contemporary Resort • Lake Buena Vista, Fla.

"Metal Matters was great for meeting my peers in a relaxed environment. I came back with some great ideas for my shop. I enjoyed the workshops and absorbed some new knowledge."
—John Axelberg, President, General Sheet Metal Works

Final Conference Program

Keynote Presentations by:

Danny Forster
Host of Build It Bigger

Gary Kopps
Manager, Occupational Safety Programs, Nationwide for John Deere & Company

Chris Kuehl, Ph.D.
FMA’s Economic Analyst

Susan Annunziato
President & CEO, The Center for High Performance (CHP)

Tom Waddle
Former Chicago Bears wide receiver/TV Analyst

HONORING METAL MATTERS’ 3rd ANNUAL CONFERENCE SPONSORSHIP

3rd Annual
The Metal Fabricator’s Management Summit
March 12-14, 2008
Disney’s Contemporary Resort • Lake Buena Vista, Fla.

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Metal Matters was great for meeting my peers in a relaxed environment. I came back with some great ideas for my shop, enjoyed the workshops and absorbed some new knowledge.
—John Axelberg, President, General Sheet Metal Works