

The Network News

TRI-STATE MANUFACTURERS' ASSOCIATION NEWSLETTER

JUNE 2010

Company of the Month

Cottington Company Inc.

"Sale-ing in the Winds of Manufacturing"

Written by **Jack Cottington**, Tri-State Mfg. member and Owner of Cottington Co Inc.

Providing a sales mechanism for use by contract and proprietary component manufacturers who desire to expand beyond their immediate geographic and demographic market areas best describes Cottington Co Inc, a diversified sales and marketing agency based in Alexandria, MN.

As a manufacturer's sales representative with a 19 year background, I am no stranger to the industry. I received excellent training from my former colleagues and employer before striking out on my own. In 1997, my company purchased the customer base of the machining and metal fabrication lines represented by metro-based Hedtke Inc, welcoming the opportunity to set sail under my own flagship. It was a business decision that would weather many storms, and set the course for a sales-minded entrepreneurial spirit.

Cottington Co Inc is a supplier of precision machining, short-run metal stampings, heavy duty hardware components, transportation hitch products, and specialty fluid power couplings. With application sales training to observe and then implement known capabilities, we help our customers make point to point connections in mechanical and fluid power applications. This may involve single or multiple points of contact such as a hydraulic valve to a front end loader or a utility trailer connected to a landscape truck.

Featured Inside

17th Annual Golf Social.....	4
MNREM Renewable Energy Showcase highlights grant-funded projects	5
WIND Supply Chain Workshop.....	6
Scholarship Program	8
Planning for Product Safety: Establish a Product Safety Team.....	11
10-Hour OSHA Training	12



Jack Cottington

We've helped connect storage compartments used in conjunction with NASA's Space Shuttle program, and more closer to home, we've seen our manufacturer's capabilities put to use in products like brush cutters, boats, tractors, ships, wind towers, stadiums, church's and homes. Subsequently, we solicit machining and metal fabricating as it compliments our commodity based products and customer applications.

Continued on page 2...



TSMA is affiliated with Midwest Manufacturers' Association.

Company of the Month

Cottingham Company Inc.

...Continued from page 1

Regionally based companies, for which Cottingham Co Inc sells, include fellow Tri-State Manufacturing member, Midwest Automatic Products Company of Melrose, MN. They are a Cadillac company, exemplifying the standards of quality and administrative practice we want to partner with. Capabilities include CNC Turning and Milling, Screw Machining and Secondary Operations. Midwest Automatic Products offers customers full service machining in steel, stainless steel, aluminum, brass, plastic, castings, forgings, and high strength alloys.



We represent Division Stampings of Rogers, MN our short-run metal stamper, a process using hard tooling that offers exceptional quality with 100% repeatability often at an overall lower cost than other hard-tooled operations. Division employs operational quality, real attributes that customers can sink their trust into. That kind of consistency

translates into stability among departments and final outcome. The reader may be surprised to know just how many different parts are actually stamped. Numerous fasteners, hardware components and brackets are derivatives of Division's stamping process.

The marketing leg of Cottingham Co Inc is to promote the capabilities each vendor has, sometimes requiring creative writing and presentation. As such, we've created a multitude of individual product bulletins over the years. The attributes of specific processes or products can get buried in otherwise well-written literature. It is important to detail the particulars a company may offer relative to a specific application or inquiry.

In recent years, we instituted a stocking distribution company to help facilitate the growth of our hardware line. Specialty Hardware has gained international attention, servicing customers both domestic and abroad.



Fundamentally speaking, it catapults the entrepreneurial spirit instilled in me, and helps round out our company's ability to service our customers. With 75 different products available through an online e-commerce site, we have inventory and ability to meet customer requests.

As to the other manufacturers and products we sell, please visit our website www.COTTCO.com for more information or by telephone 320-762-5193. I personally welcome the opportunity to discuss applications, products, RFQ's, or manufacturing processes that in turn, may help your requirements.

It is a blessing to sit in the company of extremely well-versed business men and women who provide synergy by which our varying yet compatible talents have helped grow our respective companies exponentially. The manufacturing world is not without challenge or uncertainty from time to time, but good alliances and a working business plan can make even the stormiest of seas, 'sale-able'.

Cottingham Company Inc, a Minnesota based corporation, PO Box 745, Alexandria, MN 56308. Our telephone number (320) 762-5193, Fax (320) 323-4688, and email: sales@cottco.com.

www.COTTCO.com

Cottingham Company, Inc.

"Innovative Solutions for a Manufacturing World"

Would you like your company
featured as

Company of the Month

in the *Network News*?

Contact the TSMA office at

800-654-5773 or

midwest@runestone.net



F Says...

Elroy Vesta, TSMAs President
EJ Enterprises, Fergus Falls

Freedom

What do you think of this F word? As we approach July, I find it of value to reflect on what it means to be Free. Freedom is a state of liberty rather than being under confinement or physical restraint.

Freedom – is ours as a nation. Though at times we question how free we really are, this is still the greatest nation on earth. It is the place where our ancestors found fulfillment of their dreams. Many paid a great price to live in a land where they were free. Freedom released them from some of the greatest fears that any human mind could experience. Those experiences came to us but a great price has been and continues to be paid for us to have and to experience liberty.

In my travels to the metro, I occasionally find myself in the vicinity of the Fort Snelling Cemetery. When I see the markers in perfect alignment, I am reminded that thousands paid the price so I could come and go as I choose. My freedom came at their expense.

Freedom can also mean exception from external control and interference. It includes the power to determine action without restraint. As business people we offer such freedom as best we can to employees. When we know the skill and expertise, then we want our colleagues to be free to do their task in the best possible manner. We provide minimal interference. When performance lags, that is when the controls enter and soon a battle may ensue. Where ever freedom exists – there has been a cost and a give and take to make it happen. This process will continue and we need to do our best to preserve that spirit.

Freedom is a national experience we take time to celebrate. When it is at work we struggle to maintain. There is, however, another aspect. It is personal. Life lived for oneself without consideration of others' needs and values is a life lived in bondage. On a personal level, liberty is best experienced by living in the truth. It has been said by many greats – 'knowing the truth sets you free'.

As you reflect on freedom – it is my wish that each discover a new freedom personally that will carry into our business and our nation. Freedom is worth the great price paid so that future generations can be FREE!



Highlights of the TSMAs June Board Meeting

The Tri-State Manufacturers' Association Board of Directors met on June 7, 2010, at Perkins Restaurant in Fergus Falls. The meeting was called to order by president Elroy Vesta at 8:00 AM and adjourned at 9:20 AM.

The consent agenda was approved, including May meeting minutes, May financial reports, and updates on: Growing Leadership workshop, Trifac Fund, OSHA Training, Green Consortium, MJSP grant, 20th anniversary, high school memberships, and annual awards.

Steve Larson, MN DEED, and Dale Umlauf, West Central Initiative, attended the meeting to lead a discussion on a recently conducted "study of automation industries in West Central Minnesota." It was agreed that TSMAs should further explore suggested action items in a conversation with PMMC.

Following an update of recent Dream It Do It activity, the board passed a motion to provide \$1,000 to support the Tour of Manufacturing – Alexandria Area, scheduled in October 2010.

The board passed a motion approving promotion of a pending apprenticeship meeting in the region.

Discussion regarding the 2010 Tabletop Trade Show was tabled.

The board indicated interest in learning more about potential partnership activities with the BioBusiness Alliance.

Update from Government Affairs Committee: Pending activity includes a meeting with Senator Al Franken on June 4 in Fergus Falls.

Discussion was heard regarding the possibility of conducting a telephone survey with all TSMAs members to gather feedback on a variety of issues.

LeeAnn Rostberg, the new MMA assistant, made a number of improvements to the TSMAs website; the board will review the site and offer feedback.

Mike provided an update regarding the list of manufacturers in the region.

The next TSMAs board meeting will be scheduled in August unless a meeting is deemed necessary in July.

Tri-State Manufacturers Association

17th Annual

Golf Social

Wednesday July 21, 2010 Thumper Pond Golf Course

Hwy 108 & 78 Ottertail, MN 56571

www.thumperpond.com

- 11:00 AM Registration
- Noon Shotgun Start
- 4:30 PM Social Hour & Awards
- 5:15 PM Picnic Buffet Dinner



\$70/person

Includes green fees, shared cart and picnic buffet dinner. 18 hole 4-person scramble

Come and network with others sharing an interest in manufacturing! Golf social open to members, friends, and guests of Tri State Manufacturers' Association.

Corporate Hole Sponsorship - Great Value at \$200!

Hole Sponsorships are just \$200/hole. This is a great value - one golf registration (\$70 value) included with each sponsorship! Call the office at 800-654-5773 to add your name to the list of sponsors. Hold a contest or event at your hole!

2010 Sponsors (To Date):

AdvisorNet Financial • Alexandria Technical College • Arvig Comm Systems • Cosmos Enterprises
Dawson Insurance • Eide Bailly - Primary Sponsor • EJ Enterprises • Frontier Power Sports
Innova Industries • Lavelle Company • Meadowbrook Ins. • Productivity, Inc. • The Work Connection

Tri-State Golf Social

The 17th annual TSMA Golf Social, a 4-ball scramble, will be held on Wednesday, July 21, 2010, with a shotgun start at Noon. Proceeds from the event will continue to support the TSMA Scholarship Program that was created in 2004. Eide Bailly, LLP has again committed as primary sponsor of the event. As in the past, the afternoon of golf will conclude with an awards ceremony and steak dinner.

All members and friends of the Association are invited to attend the golf social ... typical attendance is 80 to 90 golfers. You don't have to be an experienced golfer to enjoy the TSMA Golf Social - many "non-golfers" participate.

Make plans to join us on July 21st! Watch for registration information to arrive via email, or access the information at www.tзма.org.

Corporate Hole Sponsorships are available at a rate of \$200 ... a great value, since the fee includes one FREE golf registration (a \$70 value)! Call the office today to sign up as a hole sponsor.

If you have questions or suggestions regarding the golf social, contact a 2010 committee member: Chair - Bob Grove (Cosmos Enterprises), Tom Mastellar (Kendeco), Bob Nathe (Lavelle Company), Evan Westra (West Tool), or Steve Winter (Dawson Insurance).

HOLE-IN-ONE CONTEST. GRAND PRIZE VALUED AT \$13,000!

Dream It. Do It. Update

MNREM Renewable Energy Showcase highlights grant-funded projects

On June 14th, more than 200 attendees gathered at the MNREM Renewable Energy Showcase at the MN History Center in St. Paul. The Capstone Event showcased the efforts of 28 projected funded by a federal Department of Labor WIRED grant, including an exhibit representing the Dream It. Do It. campaign in west central Minnesota. Highlights of event included an industry panel, gubernatorial candidate panel, and the release of the MNREM White Paper.

Under the leadership of Tri-State Manufacturers' Association and the 360° Center of Excellence, Bemidji State University, the Dream It. Do It. campaign has been actively involved, for the past 18 months, in efforts to change the perception of manufacturing and increase interest in manufacturing careers. A \$51,000 grant from MNREM helped provide financial resources to support these efforts.

The Minnesota Renewable Energy Marketplace is leading the way in training new workers, encouraging job creation, and supporting innovations in the industry. MNREM is a private-public sector coalition working together to drive economic development in rural Minnesota communities. The organization's strategies include:

- Providing a diverse, skilled workforce for the renewable energy industry to strengthen the Marketplace region's competitiveness in the global economy
- Improving recruitment, retention, and credentialing of talent by aligning and enhancing education and training resources
- Establishing a regional leadership framework to define and support a regional agenda, evaluate its success, and preside over a meaningful change mechanism
- Advising on public policy to support the renewable energy industry cluster, driving the region to provide solutions forenergy production and other value-added products
- Developing a regional culture that supports and attracts new firms and new ideas that can create new products for the emerging renewable energy/ bioscience industries and supporting industry sectors
- Building on the opportunity to drive research and development and create additional products that use agricultural inputs and entrepreneurship

MNREM provided oversight for some \$3.8 million in grant funded projects in 2009-2010, which culminated in the Capstone Event held in St. Paul earlier this month. Beth Campus, 360° Center of Excellence, and Sandy Kashmark, Tri-State Manufacturers' Association, attended the event on behalf of Dream It. Do It.



Beth Campus, 360° Center of Excellence, represented the Dream It. Do It. campaign at the MNREM Capstone Event in St. Paul

www.dreamit-doit.com/mn

TSMA Financial Reports

Tri-State Manufacturers' Association Balance Sheet May 31, 2010

ASSETS	
Petty Cash	100
Cash	89,195
Investment/CVI	1,000
Grants Receivable	<u>420</u>
Total Assets	<u>90,715</u>
LIABILITIES	
Liabilities	61
FUND BALANCE	
Fund Balance	93,733
Revenue Over (Under) Exp.	<u>-3,079</u>
Total Fund Balance	<u>90,654</u>
Total Liabilities and Fund Bal.	<u>90,715</u>

Minnesota WIND Supply Chain Workshop

July 14, 2010

8:00 AM – Noon

Bloomington – Ramada Mall of America

Why Should I Attend?

The Minnesota Department of Employment and Economic Development (DEED) has secured the expert services of the Great Lakes WIND Network™ (GLWN), who has created workshops for manufacturers who want a fast way to learn the business of this hard-to-grasp industry. GLWN has toured the world's largest OEMs, both here and in Europe, interviewed supply chain managers, and have condensed their findings into a half-day educational program. For manufacturers considering this industry, information provided at the workshop includes:

- New business opportunities in the exploding WIND supply chain market
- Current global trends driving market demand for key components in an already sold-out supply chain
- The WIND supply chain structure and the kinds of components needed
- What WIND OEMs look for in their suppliers
- Ways to accelerate their growth in wind

Who Should Attend?

This workshop is designed for manufacturers who operate a foundry, forge, machine shop, or fabricating plant or for those who operate a factory that produces power electronics, control systems, hydraulics, fasteners, brakes, blades, nacelles, or supplemental equipment for the wind industry such as ladders, elevators, hoists fire-suppression, lighting, or meteorological equipment.

How Much Does it Cost?

\$79 Businesses

\$99 Non-profits, education, government organizations

Questions? Contact:

Lisa Hughes, Wind Industry Specialist

MN DEED

507.389.6779

lisa.hughes@state.mn.us

For information & registration, please visit the web page:

[Wind Industry Supply Chain Workshop](http://www.positivelyminnesota.com/Calendar_of_Events/Wind_Industry_Supply_Chain_Workshop/index.aspx)

(http://www.positivelyminnesota.com/Calendar_of_Events/Wind_Industry_Supply_Chain_Workshop/index.aspx)

Tabletop Trade Show To be scheduled this Fall.

The annual TSMA Tabletop Trade Show, originally scheduled in Alexandria on May 4, has been postponed to the fall of 2010, to allow organizers time to implement new ideas to enhance the show.

TSMA members and prospective members, students, parents, community members --- all are invited to attend the Tabletop Trade Show to learn about the manufacturing related products and services available in the region.

Exhibit space at the Tabletop Show is available to members only, at no charge.

- 6' table provided
- Displays can be formal or informal
- Offer a door prize to encourage visits to your booth!
- Trade show attendance is free and open to the public
- Following the Tabletop Show, join us for dinner at a cost of \$15/person. (This is an excellent time for networking!)
- Cash bar available

To reserve an exhibit space

Contact: LeeAnn
leeannr@runestone.net or 800-654-5773



TSMA Board of Director Positions Available

Nominations Requested for Annual Election

Nominations are being accepted for director positions on the Tri-State Manufacturers' Association Boards of Directors. Nominations will be accepted through Friday, October 8, 2010.

The Tri-State Board has three two-year positions up for election. The terms of Don Leapaldt (State Bank & Trust), Kevin Schutz (OECS, Inc.), and Elroy Vesta (EJ Enterprises) will expire in December of 2010.

Please consider nominating yourself, one of your employees, or a fellow Tri-State member to serve as a director. All owners and employees of TSMA member companies are eligible to serve on the Board. Board meetings are typically held monthly in a location convenient to the existing directors. Nominations will be accepted through October 8th and ballots will be distributed to all Tri-State members in October.

Email or call the office at 800-654-5773 to make a nomination(s) or to simply inquire about the responsibilities of serving as a director for Tri-State Manufacturers' Association. You'll find that membership in the Association provides more value to your company when you get involved!

Advertising Rates

TSMA Member Rates

	one <u>month</u>	six <u>months</u>	twelve <u>months</u>
1/8 page	\$20	\$100	\$180
1/4 page	\$35	\$175	\$315
1/2 page	\$60	\$300	\$540
Full page	\$100	\$500	\$900

Contact Sandy Kashmark at the TSMA office for more information:
Phone: 800-654-5773
Email: midwest@runestone.net

November 19 Deadline for TSMA Scholarship Program

\$5,000 to be awarded in 2011
Tell your employees about this opportunity!

TSMA's Youth Involvement Committee is excited to announce the request for 2010 scholarship applications. Applications for the next round of awards must be received in the TSMA office by Friday, November 19, 2010.

A total of \$5,000 in awards is anticipated during spring semester 2011. Up to six scholarships are available, depending on the mix of applications received. Applications are encouraged from students enrolled in manufacturing and non-manufacturing programs of study. That being said, a portion of the scholarship awards are intended for students enrolled in a manufacturing-related program.

All scholarship applicants must be associated with a Tri-State Manufacturers' Association member in good standing at the time of application and at the time of disbursement of funds. The employees of any Tri-State Manufacturers' Association member company are eligible to apply, as are the spouse or dependent-age son or daughter of said employee. Students must be enrolled a minimum of halftime at a post-secondary institution (6 or more credits) to qualify for a scholarship. (High school students are not eligible.) Individuals are not eligible for a scholarship two consecutive years.

The purpose of the TSMA Scholarship Program is twofold. Foremost, the program is intended to impact the availability of a work force trained for careers in manufacturing and manufacturing support industries within the TSMA membership region. Second, the program is intended as an added benefit of membership in Tri-State Manufacturers' Association.

TSMA business owners or managers ... tell your employees about this wonderful opportunity! The Scholarship Application and supporting information will be distributed via mail or email to all current Tri-State members. Additional copies of the scholarship materials can be found at www.tзма.org, or contact the TSMA office.

The Scholarship Program is supported by proceeds from the annual TSMA Golf Social, which will be held in Ottertail on July 21, 2010.

New Member Corner

A welcome is extended to the newest members of Tri-State Manufacturers' Association...

Employment Resource Center, Inc.

415 S. 6th Street., Brainerd, MN 56401

Product/Service: Staffing Agency

Employees: 96

TSMA contact: Jody Harting, President

Website: www.ercstaffing.com

WASP Inc.

20631 State Hwy 55, PO Box 249, Glenwood, MN 56334

Products/Service: Ground support for airlines and packaging handling equipment for UPS, Fed Ex and industries.

Employees: 170

TSMA contact: Teresa Jergenson, HR/Benefit Administrator

Website: www.waspinc.com

Welcome!

Upcoming Events

Date	Location	Event/Speaker/Topic
July 21	Ottertail	TSMA Golf Outing
Sep 7	Fergus Falls	TSMA Dinner Meeting
Sep 30 & Oct 1	St.Cloud	OSHA 10-Hour Training
Oct 5	Alexandria	Tabletop Trade Show
Nov 2	Fergus Falls	TSMA Monthly Meeting
Dec 7	TBA	Holiday Party



TSMA Members Meet with Senator Al Franken During a visit to Fergus Falls

A small group of manufacturers in the Fergus Falls region were invited to meet with Senator Al Franken during a scheduled visit to Fergus Falls on Friday, June 4, 2010. West Tool & Design hosted the gathering, intending to provide the Senator with a tour of their production facility (scheduling challenges precluded a tour).

A number of business issues were raised throughout a 45-minute conversation with the Senator. Franken talked of the need to push STEM education and tie K-12 education to the MnSCU system, indicating this would impact the workforce needed to ensure the future of manufacturing in the United States.

Questions were raised regarding the new healthcare legislation and the potential negative impact it could have on Health Savings Accounts (HSA). OSHA regulations were also discussed, including a request for information about the recent increased frequency of OSHA inspections and the severity of corresponding fines.

Manufacturers in attendance inquired about the status of Card Check legislation; the Senator indicated that the legislation will not happen as written. One key factor for compromise seems to be Labor's request for "equal access to the workplace."

The meeting concluded with the suggestion that "business should be allowed to run business" - and the acknowledgement that Franken has an opposing philosophy on that subject.

The TSMA office would like to thank Harold Stanislawski (Fergus Falls Economic Improvement Commission) and Evan Westra (West Tool & Design) for their assistance in hosting Senator Franken.

Check out the TSMA website:

www.tsma.org



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Business Products Manager
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TSMA Core Values

1. Tri-State Manufacturers' Association is committed to developing people and companies by providing opportunities for members to acquire industry relevant knowledge or skills.
2. Integrity and trust are guiding principals for Tri-State Manufacturers' Association.
3. Tri-State Manufacturers' Association believes that open, accurate and timely communication is important to accomplishing its mission.



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Membership Plaques are presented to current members at TSMA networking events. Several TSMA members collaborated with the Machine Technology students at North Dakota State College of Science to produce the plaques.

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Planning for Product Safety: Establish a Product Safety Team

Contributed by: Diane Brzezinski, Sentry Insurance

The costs and frequency of product liability lawsuits have increased for American manufacturers. More companies are becoming aware that product safety programs not only reduce the potential for accidents but also reduce the potential for liability, resulting in more competitive products. In order to achieve desired results, a product safety program should:

- Gain full support of top management
- Centralize authority and responsibility for product safety
- Involve all company units in the safety effort
- Develop a safety database with an emphasis on product standards and regulations
- Create and communicate a company-wide safety policy
- Develop a product safety team

An effective method for meeting your product safety goals is to establish and organize a product safety team. Both small and large organizations benefit from the combined input of a variety of departments and functions, including representatives from production, administration, purchasing, engineering and design, quality control, marketing and sales.

Many teams tend to meet on a demand basis; however, larger operations may find scheduled meetings necessary. Duties and responsibilities must be outlined in written form for each member of the team. All personnel should have the authority and responsibility to make appropriate recommendations for product improvement. The team will provide advice to senior management and report on existing products as well as new prototypes.

The responsibilities of a product safety team include:

1. Establishing guidelines and criteria for the evaluation of product hazards
2. Establishing criteria for warnings, labels and manuals
3. Establishing guidelines for advertising, product brochures and other printed materials
4. Arranging for legal counsel to review all product warranties, exculpatory clauses, disclaimers and liability release statements
5. Arranging for and issuing notifications to government agencies regarding product defects or noncompliance with safety standards
6. Determining whether to recall products from the field; implementing and managing recall campaigns

Select a product safety team leader or chairperson to oversee the efforts of the group. This person should report directly to top management or a senior executive officer.

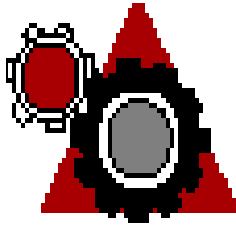
In the final analysis, the defense for product liability claims begins with the manufacturer who understands safety as it relates to product manufacturing and addresses the importance of safety in all phases of design, manufacture, servicing and marketing of the product. A successful product safety team can be an effective method to achieve that end.

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SENTRY[®]
INSURANCE



10-Hour OSHA General Industry Course

September 30 & October 1 in St. Cloud

About the Course

Employees at every level in a manufacturing company, from production staff to management, will benefit from this comprehensive introductory course. Learn about the scope and application of OSHA standards to workplace safety and health. Emphasis is placed on using the 29 CFR Part 1910 general industry standards to identify and recommend abatement for the greatest safety and health hazards. Special emphasis will be placed on recognizing Minnesota-specific regulations. Participants have an opportunity to increase hazard awareness and avoidance using OSHA standard as a guideline, and **earn a general industry OSHA 10-Hour Course Completion Card.**

About the Presenter

Scott Huberty, Loss Control Supervisor
Meadowbrook Insurance Group

Meadowbrook Insurance Group provides a variety of traditional and alternative risk management and insurance services. In Minnesota, Meadowbrook serves as the TPA (Third Party Administrator) for self-insurance groups, including the Trifac Workers Compensation Fund, which is available to members of: Arrowhead Manufacturers & Fabricators Association, Central Minnesota Manufacturers Association, and Tri-State Manufacturers' Association.

Scott Huberty, Loss Control Supervisor for the organization, completed a 30-hour "train the trainer" session that qualifies him to lead the 10-Hour OSHA General Industry Course. TSMA members have appreciated Scott's relaxed yet informative training style at past workshops.



Ten hours of training offered in a one and one-half day format.

Day One: September 30, 2010

10:30 - 11:00 AM Registration
11:00 - 12:00 PM Morning Session
Noon - 12:30 PM Lunch On site
12:30 - 5:00 PM Afternoon Session

Day Two: October 1, 2010

7:30 - 8:00 AM Full Breakfast
8:00 - 12:30 PM Training Session

Location

St.Cloud Location to be Announced

Cost

TMSA Member: \$99/person

Non Members: \$149/person

Price includes: Training manual, lunch, and refreshments on day one. Full breakfast and refreshments on day two.

Registration

Class size limited to 30 people.

Contact TSMA Office for Registration information.



Tri-State Manufacturers' Association

PO Box 150, Elbow Lake, MN 56531

Ph: 800-654-5773

Fax: 218-685-5397

midwest@runestone.net

TSMA Board of Directors

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Directors:

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rdgrove@cosmos-enterprises.com

Mike Westergard
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TSMA Standing Committees

Tri-State members are invited to join a committee at any point throughout the year. Contact the TSMA office or the committee chair directly.

Membership Committee, chair:
Todd Peterson, TS&L Properties / 3M

Program Committee, chair:
Elroy Vesta, EJ Enterprises

Special Events Committee, chair:
Bob Grove, Cosmos Enterprises

Youth Involvement Committee, chair:
Mike Westergard, StoneL Corporation

Membership Dues Structure

The TSMA Membership Dues Structure is identical for manufacturing and associate members. Dues are based on number of employees.

No. of Employees	Annual Dues
1 person shop.....	\$ 75
2 to 5.....	\$ 125
6 to 15.....	\$ 175
16 to 30.....	\$ 200
31 to 50.....	\$ 250
51 to 99.....	\$ 275
100 to 199.....	\$ 325
200 or more.....	\$ 350

TSMA MISSION STATEMENT: Tri-State Manufacturers' Association assists manufacturing related companies by providing networking, education and programs to enhance the success of members and their communities.



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