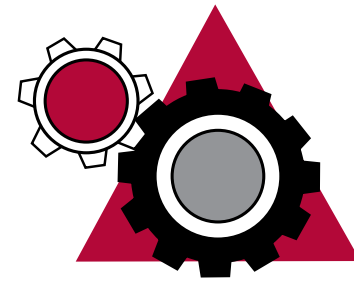


# The Network News



Tri-State Manufacturers' Association  
Newsletter

**May 2011**

## Company of the Month

**DS Manufacturing Inc.**



DS Manufacturing is celebrating 50 years of service contracting quality metal products. In their first couple years of business, DS Manufacturing designed after market Harley Davidson parts. It didn't take long for them to get into contract manufacturing and supply their own line of products. With 75,000 square feet and over 100 employees, DS Manufacturing can reassure their client's peace of mind. Their commitment is to supply customers with quality products, at a reasonable price, delivered on time.

Located in Pine Island, MN, DS Manufacturing specializes in tube and metal fabrication, including all types of materials. Their tube and metal fabrication capabilities include bending, swaging, piercing, drilling, machining, slotting, notching, expanding, welding, polishing, and chrome plating. They have the capabilities to provide component parts or a complete assembled finished product with packaging.

DS Manufacturing is a quality supplier to customers in a variety of industries. They service customers in material handling,

*Cont. on page 2*

## This Issue

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TSMA is affiliated with Midwest Manufacturers' Association.

# DS Manufacturing Inc.

*Cont. from page 1*

floor maintenance, industrial, lawn care, motorcycles, ATV, construction, agriculture, office furniture, exhaust, and fluid movement.

DS Manufacturing has a separate division, Khrome Werks, which specializes in designing, manufacturing, and supplying accessories for Harley-Davidson, Gold Wing and Yamaha motorcycles. Some of these accessories include: mufflers, high performance exhaust systems, exhaust accessories, trailer hitches, sissy bars, racks and saddlebag supports, and handlebars. Khrome Werks products are all designed utilizing Cadkey 3D software.

An example of one product Khrome Werks creates is a "high performance, 3.50 inch diameter, slip-on touring absorptive muffler." These mufflers are designed for increased horsepower and torque with a distinctive deep, throaty sound.

Hand polishing stations insure that all DS Manufacturing and Khrome Werks parts leave the facility in exceptional condition. Machines such as the Haas Machining Center and ABB Robotic Welding Cell create an efficient environment and help these companies stay competitive in today's markets.

For more information contact:

**Michael Gaveske**

507-456-4898

[www.dsmfgmn.com](http://www.dsmfgmn.com)

[www.khromewerks.com](http://www.khromewerks.com)



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](mailto:midwest@runestone.net)

# T SMA General Meeting Tuesday, May 3

Brooten, MN  
MaxBat, Inc.  
530 First Street

Glacial Wood Products  
410 Railway Avenue

## Schedule of Events

- 2:00 - 4:00 PM QCI Network Meeting  
4:00 - 5:30 PM Tour: MaxBat then Glacial Wood Products  
5:30 - 6:00 PM Social  
6:00 - 7:30 PM Catered Dinner & Guest Speaker

**Cost: \$15/person**

*Online Payment Now Available!*  
Visit [www.tзма.org](http://www.tзма.org)

## Guest Speaker:

### “Tools to Promote Your Company”

Presenter: **Elroy Vesta**, EJ Enterprises

Discussion on the methods available to business that will help the company be known in their community and industry.

## Tours:



Glacial Wood Products was formed and incorporated on January 1, 1991 and can now boast of being one of the largest and most professional wood turning businesses in the country with markets throughout the U.S. and Japan. Our products include craft items as well as supplying components to major cabinet and furniture manufacturers, store fixture companies, stair building & millwork suppliers and many other companies which use wood parts in their product lines. Glacial Wood Products' modern facilities and “state of the art” equipment meets the increasing and diversified needs of our customers.

On May 3rd, join us for a tour of both facilities. The first tour will be held at MaxBat, Inc and then we will travel a half mile to Glacial Wood Products. Following the second tour, join us in the cafeteria at MaxBat, Inc. for the T SMA dinner meeting featuring guest speaker Elroy Vesta.

In January 2005 a new corporation MaxBat Inc. was established, which would be dedicated specifically to manufacturing and marketing of baseball bats. Machinery was relocated, space was allotted and personnel reassigned to support the growing new enterprise.

MaxBat is dedicated to the great game of baseball and the millions who play it. Our vision is to produce professional grade bats from a superior maple, birch, and ash selection that has remarkable strength and durability. The meticulous craftsmanship and engineering produces bats with great balance, tremendous power, and outstanding feel. Baseball bats from MaxBat are the hardest bats in the game. MaxBat is one of the most popular bats in professional, amateur and youth baseball worldwide.

**RSVP by Friday, April 29. 800-654-5773 or [leannr@runestone.net](mailto:leannr@runestone.net)**



*QCI Network meetings are free and open to any company interested in discussions related to quality in a manufacturing setting.*

### “Measuring Customer Satisfaction”

**The application of control charts for maximizing business performance**

Presenter: **Dale K. Mize**, President of Advanced Quality Engineering, Inc.

Control charts are commonly used these days in our manufacturing processes to improve quality, reduce costs, and often just because customers require them. Join us for a presentation is on the practical application of control charts to improve business performance beyond the production floor. This includes applications of control charts to customer satisfaction measurements.

**Dale K. Mize**, president of Advanced Quality Engineering, Inc. has 20 years of experience consulting and training and 21 years of technical and managerial experience comprised of 4 years in customer service, 7 years in product engineering, and 10 years in manufacturing as a qual-

ity engineer, quality manager, and corporate director of quality assurance. He began implementing SPC in glass forming operations at General Electric in 1976 and has since implemented SPC into a multitude of processes, both manufacturing and service. For 18 years, he was adjunct faculty at The Center for Business Excellence, University of St. Thomas, where he was also the Chair, Six Sigma Programs. He now holds a similar role at Normandale Community College and provides seminars regularly through the MnSCU, the South Dakota Technical Institutes and the Iowa Technical Colleges. Dale holds an AAS in Electronic Engineering Technology and a BS in Quality Management from the University of Minnesota.



????

## Elroy Says...

**Elroy Vesta**, TSMA President  
EJ Enterprises, Fergus Falls

???

## Upcoming Events

Date	Location	Event/Speaker/Topic
May 3	Brooten	TSMA General Meeting
May 12	St. Paul	TRIFAC Annual Meeting
July 21	Fergus Falls	TSMA Golf Social
Aug. 23	Alexandria	Legislative Forum
Sept. 6	No Location	No General Meeting
Sept. 13	Gwinner, ND	Tour of Bobcat



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# Tri-State Manufacturers Association

## 18<sup>th</sup> Annual

# Golf Social

**Thursday July 21, 2011**

1918 Pebble Lake Road, Fergus Falls, MN 56537

**Pebble Lake Golf Course**

www.playpebblelake.com

- 12:00 PM Registration
- 1:00 PM Shotgun Start
- 5:30 PM Social Hour & Awards
- 6:15 PM Dinner



**\$70/person**

*Includes green fees, shared cart and 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!

## Tri-State Golf Social

The 18th annual TSMA Golf Social, a 4-ball scramble, will be held on Thursday, July 21, 2011, with a shotgun start at 1:00 PM. 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 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](http://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 2011 committee member: Chair - Don Leapaldt (State Bank and Trust), Bob Nathe (Lavelle Company), Evan Westra (West Tool), or Steve Winter (Dawson Insurance).

Primary Sponsor:



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

## Tour of Bobcat planned in September



Tri-State Manufacturers Association is pleased to announce an upcoming special event—a tour of the Bobcat production facility in Gwinner, ND. Mark your calendar—TSMA members are scheduled to take the tour from 9:30–11:00AM on Tuesday, September 13. Plans are underway for group transportation via charter bus, departing from Wahpeton at 8:30 AM. Space is limited to 55 people; TSMA members will take precedence during the registration process.

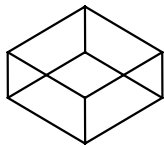
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loaders; compact excavator; mini-track loaders; VersaHandler telescopic tool carriers; utility vehicles; compact tractors and Toolcat utility work machines. Bobcat Company has factories in Gwinner and Wahpeton, ND, Litchfield, MN, Statesville NC, Pont château France, Dobris Czech Republic, and Wujiang China.

There are 1700 Bobcat employees in North Dakota including 1300+ employees at the Gwinner location supporting various production operations, engineering and marketing service functions.

Bobcat Company is a business of Doosan Infracore International, a US-based subsidiary of Doosan Infracore, South Korea.

The tour on September 13th will take the place of the TSMA general meeting, originally scheduled on September 6, 2011. Watch your email for complete details regarding the Bobcat tour.



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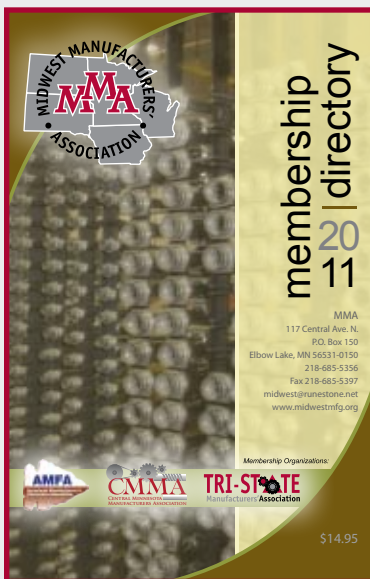
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## 2011 MMA Membership Directory

All current TSMA members will be receiving a complimentary copy of the 2011 MMA Membership Directory via regular bulk mail in May. If your company can make use of additional free copies, call or email the office with your request. The directory is also available electronically as a pdf file. Thank you to the following members for their advertising support of the directory:

401(k) Plan Professionals  
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Apollo Insurance Co.  
Atlas Staffing  
Bauer Design Build  
Brenny Transportation  
Central McGowan  
Cosmos Enterprises  
Custom Welding & Metal Fab  
Douglas Finishing  
Dycast Specialties  
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Technical Die-Casting  
UMD Center for Econ  
URSA Major  
Wahpeton ED  
Wells Fargo  
West Central Initiative

## AMFA - ET 13th Annual Golf Fundraiser

Wednesday, June 8  
Ruttger's Sugar Lake Lodge  
Grand Rapids, MN

12:30 PM Shot Gun Start

Before June 1: \$115/person  
After June 1: \$125/person  
Dinner Only: \$25/person

Includes 18 holes, shared cart, dinner and prizes.  
Proceeds support workforce development efforts.

TSMA and CMMA members  
are invited to attend.

Call the office for registration information.

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© Captain John Parker photo 40-3072 729898 1/18/11

## TSMA Legislative Forum Planned in August

Interact with a panel of state and federal legislators

New this year, TSMA is making plans to host a Legislative Forum that will provide an opportunity for interaction between industry and state/federal legislators. The TSMA Legislative Forum is scheduled from 2:00 – 4:00 PM on Tuesday, August 23, 2011, at Alexandria Technical & Community College. Mark your calendar!

The Legislative Forum will provide a voice for manufacturers; members are encouraged to come prepared with comments and questions on issues that have an impact on the continued success of the manufacturing industry.

Legislators will hear from you and you'll hear from them on:

- New legislation enacted during the recent legislative session
- Update on manufacturing-related legislation that was not passed or acted on during the recent session

All senators and representatives from west central Minnesota will be invited to have a seat on the panel discussion on August 23, with involvement limited to the first four to six legislators who accept the invitation. A roster of panel members will be communicated via email as the date draws nearer. Watch your email for detailed event information to arrive in May, or check the website at [www.tsma.org](http://www.tsma.org).

**LFDC to host a Legislative Panel:** For those who prefer a different venue, please be aware that a similar event is being hosted by the Labor Force Development Council this summer. The LFDC session is scheduled from 11:30 – 2:00 PM on Monday, June 6, at West Central Initiative, Fergus Falls. The June event will exclusively feature MN state legislators (federal legislators will be in session) and will be open to other industries, such as healthcare and education, in addition to manufacturing.

## Interested in Sponsoring a Meeting?

Promote your company's products/service to potential customers in the region. TSMA is looking for companies that would like to sponsor a meeting. Meeting sponsorships are available at a rate of just \$50/meeting. The meeting sponsor is invited to:

- Do a 5-minute presentation about your company during the business meeting
- Distribute brochures/promotional items, etc. to each meeting participant
- Include your company name/logo on the meeting announcement/newsletter

TSMA meetings are held on the first Tuesday of the month in various locations. To inquire about available sponsorship dates and locations, contact LeeAnn at 800-654-5774 or [leeannr@runestone.net](mailto:leeannr@runestone.net)

## Office Manufacturing Complex



Five year old 6,848 sq. ft. energy efficient building with loading dock on busy State Highway 59, Pelican Rapids. Suitable for manufacturing or warehousing. Building is in mint condition with room to expand on the 5 acre lot. \$389,000.

For details call John Olson, Century 21 Vista Fergus Falls. 218-205-7983.

## Highlights of the TSMA April Board Meeting

The Tri-State Manufacturers' Association Board of Directors met on April 18, 2011, at Mabel Murphy's in Fergus Falls, MN.

The consent agenda was approved, including March meeting minutes, March financial reports, and updates on: ICeBerG and QCI Network, high school memberships, Dream It. Do It., and PMMC.

Discussion was heard regarding the scheduling of a Legislative Forum that will provide members with the opportunity to speak to local senators and representatives about current legislative issues. It was agreed to schedule the event in June, when both state and federal legislators are believed to be out of session.

Changes to the TSMA Scholarship Program, as recommended by the Youth Committee, were approved. There was no change to the level of funding that TSMA will provide in 2012; \$5,000 will again be made available. However, students enrolled in non-manufacturing related fields will no longer be eligible for a TSMA scholarship. It was agreed that awards amounts will vary at the discretion of the Scholarship Review Committee, but no one award will be larger than \$2,000.

The board reviewed the results of the "MMA Shared Office" survey and approved the list

of survey topics for the remainder of the year.

The Dream It. Do It. Committee reported that volunteers from Fergus Falls and Wahpeton intend to hold a "Tour of Manufacturing" event in their communities on April 21, 2012. Kashmark will inquire about potential hosts for an event in the fall of 2011.

The Program Committee reviewed the fall meeting schedule, confirming that TSMA will not host a Tabletop Trade Show this year. Developments this fall include a bus trip to Gwinner for a tour of the Bobcat facility and a proposed "tour day" with Mark Phillips, MN DEED Commissioner, and area legislators.

The Marketing Committee shared pricing information regarding a condensed "manufacturing services" directory for the membership. A postcard promotion was also discussed. Mailing list options will be evaluated prior to the next board meeting.

Discussion regarding former TSMA members was tabled.

The date of the next TSMA board meeting will be announced.

## Dream It. Do It. Update Adopt-a-School Guide for Employers

### Dream !t. Do !t.

West central Minnesota Dream It. Do It. is a marketing campaign designed to change perceptions about manufacturing and encourage young people to pursue the challenging and rewarding careers that employers in the region have to offer.

The 2-year old campaign has used a number of techniques to get its message out, including the launch of a dynamic career-exploration website, distribution of LEGO robotic toolkits to classrooms, teacher and guidance counselor workshops, having a presence at career fairs, and involvement in Tour of Manufacturing events.

A new project is underway – the development of an "Adopt-A-School Guide" for employers. This document is intended to provide advice and best practice testimonials for manufacturers

interested in becoming more engaged with K-12 institutions in their region. The comprehensive guide will include such elements as a readiness assessment and tips on managing change, communication, and safety issues. The "do's and don'ts" for running a successful project or event - like Career & Tech Ed Day, student counseling, or a manufacturing open houses – will be explained in detail.

Has your company engaged with a K-12 school in recent years? We'd love to hear from you with input on what worked ... and what didn't work. The project coordinator is the midst of conducting email and phone interviews with a number of companies in the region. To have your name added to her contact list, please give the TMA office a call.

## Call to Action... Have Taxes or Regulations Impacted the Growth of your Company?

Share your story with us.  
Testify at a legislative  
committee meeting in May.

On March 29, several members from our sister organization, Central Minnesota Manufacturers Association, visited with Minnesota legislators as part of the annual "CMMA at the State Capitol" event. During this visit, Representative Steve Gottwalt encouraged manufacturers to tell their stories where taxes and/or regulations have hurt their companies and stifled the growth of our economy.

If you have a story to share, we would love to hear it!

- Please submit letters/stories to the TSMA office by Friday, May 6, 2011.
- Please limit your testimony to one page or less as we plan to send the collection on to Representative Gottwalt so he can share it with all Minnesota legislators.
- To aid you in writing your letter, review the "example letter" provided by Pellco Machine (a CMMA member) on the TSMA website. Or, check your email

inbox from April 19 – a "Call to Action" email sent by Sandy Kashmark on that date includes the letter as an attachment.

In addition to sharing your story in writing – share it in person! Manufacturers are invited to testify before the House and/or Senate Tax Committees in May. Specific committee dates and times are not yet known; contact the TSMA to express your interest and we'll keep you updated as details become known.

Please note that the complete elimination of sales tax on manufacturing equipment (HF 0042) is still included in the Omnibus Tax Bill (HF 1231) but the upfront exemption is not slated to go into effect until fiscal year 2014, which means it will apply to equipment purchases made after June 30, 2013. In effect, legislators "kicked the can" to the next biennial state budget cycle, to be addressed by legislators two years from now.

Thank you in advance for "raising your voice" in support of issues that are important to the success of manufacturers in Minnesota.



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Contributed By:  
**Brad Stevens**, Relationship  
Manager

## Bankable Companies, Related Indicators

*Brad Stevens is a Relationship Manager with Alerus Financial, a full service commercial bank serving in your best interest. With over twenty years experience, Brad works closely with business owners to provide advice and financial solutions amongst the ever-changing market cycles. Contact Brad at 651.746.6153 to discuss fresh, innovative financial strategies for your business.*

Under any estimate, the last three years have been brutal to sales as well as margins across all industries. That your company continues to exist when so many others have closed is a testament to your leadership ability as well as how you prepared for and reacted to the economic changes that occurred. Just because you survived does not mean banks are willing to work with you. Two months ago this column laid out what a bankable balance sheet looks like. Last month, a bankable income statement and cash flow coverage level was explained. This month the cash and financing cycles will be explained in the hope that it will help you make decisions that will assist your company in getting the financing to take advantage of that great deal and push your firm to the next level.

Whenever a line of credit is involved, banks look at your cash to cash cycle, comparing it to your financing cycle. How fast are you collecting cash, starting with inventory, processing the raw material, billing the sale and collecting the receivable? Bankers use four calculations to assess this cycle, Accounts Receivable days on hand, Inventory days on hand, Accounts Payable days on hand and the line of credit days. To get the actual formulas for these calculations talk to your banker or drop me an email at [Bstevens@alermail.com](mailto:Bstevens@alermail.com). I can provide a spread sheet with them for your use.

The goal is to keep the A/R days on hand as close to 40 as possible. Inventory days on

hand will depend on the type of manufacturing you do, however, if you exceed 30 days, see if you can analyze the best way to get that number down without missing orders. If it is feasible for you, developing lean supplier relationships will help drive this number down. The lower the number of days, the more cash you have faster. By combining the A/R days with the Inventory days, you have your cash to cash cycle. On average this should not exceed 70 days. The financing cycle reflects your reliance on other people's funds to cover this cash to cash cycle. The payable days on hand and the line of credit days is your financing cycle. A good rule of thumb is to be around 75% of the cash to cash cycle. That would mean this should never be, on average over 53 days. In the normal case, you are financing 17 days of the cycle internally. Stretching payables or relying too much on your line of credit creates an imbalance that will grab some negative attention from your banker. The key is to be balanced in your approach of using your payables as well as the line to fund the cash to cash cycle while still financing part of that cycle with your money.

What are banks looking for? A firm that has a leverage position no higher than 3.5, a current ratio over 1.0, cash flow coverage over 1.25, profitable with good margins and a balanced approach to the cash to cash cycle. If you fall in these parameters your risk profile should be acceptable to any bank.

# Dream !t. Do !t.

[www.dreamit-doit.com/mn](http://www.dreamit-doit.com/mn)



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## TSMA Scholarship Program to focus exclusively on manufacturing careers

Upon recommendation from the TSMA Youth Committee, the TSMA board of directors recently adopted a new policy regarding the association's Scholarship Program. TSMA scholarship funds will now be used to assist only those students who are enrolled in a manufacturing-related program. Historically, TSMA funds have avored students enrolled in manufacturing fields, with non-manufacturing students being awarded scholarships as well.

A second change to the program provides a contingency option in the event that the application process doesn't draw a qualified pool of applicants. In any given year, all or a portion of the budgeted program amount may be disbursed to students enrolled in designated manufacturing programs at member schools (currently, Alexandria Technical & Community College, MState, and North Dakota State College of Science). Unlike the award winners garnered from the application process, the college-generated

award winners are not likely to have a direct association with a member of Tri-State Manufacturers' Association.

A deadline of November 18, 2011, has been implemented for the next round of scholarship applications. The awards will be disbursed in January 2012 to assist with Spring Semester 2012 tuition. Again this year, TSMA has committed \$5,000 towards the Scholarship Program; proceeds from the Golf Social help support this program each year. (See details on Page 5 of this newsletter if you are interested in being a hole sponsor.)

In mid-May, TSMA members will receive email notification about the 2011 application process, including a poster that can be printed and displayed in a location readily available to your employees.



## Meeting Update: \$100 Cash Drawing, and Thank You

Remember to turn in your business card at each Tri-State meeting for a chance to win \$100 at a future meeting! One business card will be drawn from "the hat" each month; the person named on the card must be present to win.

At the April meeting the name of **Nancy Rubner**, Jack's Family Recycling Center, was drawn. Nancy was not present and \$100 was donated to the TSMA Scholarship Fund.

## Thank You

Thank you to **John Moorhouse** for his presentation "Effective Internal Audits" at the April QCI Network meeting.

Thank you to **Julie Sachs**, Rural MN CEP, for her presentation at the April meeting.

We also want to thank **Ross Ohman** and **Jimmy Lyback**, Bay West, for their presentation at the April meeting.

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## Improved Minnesota Pollution Control Agency Web site offers expanded information access

Contributed By:  
**Melissa Wenzel**, Industrial Stormwater Program

For stormwater materials contact  
800-657-3804 or  
[iswprogram.pca@state.mn.us](mailto:iswprogram.pca@state.mn.us)

In response to requests for more compliance information available electronically, increase accessibility and make public data more transparent, the Minnesota Pollution Control Agency is expanding its online information services. These tools can provide trade associations, consultants, permittees, and interested others easier access to the Industrial Stormwater, required permit documents and monitoring report forms currently available online.

Called the “Industrial Stormwater Multi-Sector General Permit Electronic Information Access,” there are a number of benefits for permittees and others. Through this portal, users can:

- View a list of applicants who applied for permit coverage or certified for the No Exposure Exclusion (sortable by county, sector, city, facility name and other search options)
- View and confirm industrial stormwater application information, and if necessary, download the forms to modify/change application data, or terminate permit coverage altogether
- View facility-specific monitoring calendars, allowing the permittee to understand exactly when stormwater samples must be collected and submitted
- Download benchmark and effluent monitoring report forms. Most of the required information on the forms is pre-filled in; the permittee only has to write in the monitoring values and sign/date the form before mailing it in
- Download a copy of the permit coverage card and/or cover letter
- View monitoring data results, once submitted
- Download benchmark monitoring waivers, if applicable. The most commonly requested waiver will likely be the “General Benchmark Monitoring Waiver,” which will allow facilities to be “waived” from

stormwater sampling if they design a stormwater pond or infiltration system to the Industrial Stormwater Permit’s standards. The following subsectors are not allowed to utilize the General Benchmark Monitoring Waiver:

- o A2, Wood Preserving
- o K1 and K2, Hazardous Waste Treatment, Storage, or Disposal Facilities
- o M1, Automobile Salvage Yards
- o N1, Scrap Recycling Facilities
- o S1 and S2, Air Transportation

For more information, see Appendix C of the Industrial Stormwater Permit

**It’s important to note that the monitoring report forms will be available online only.** Permittees can request a paper copy for the forms to be mailed out to them by contacting the Industrial Stormwater Program at (651) 757-2119 or (800) 657-3804 (non-metro only) or via email at: [iswprogram.pca@state.mn.us](mailto:iswprogram.pca@state.mn.us).

This new online tool should help facilities stay on target with their compliance requirements, thus ensuring that contaminated stormwater discharges are avoided or eliminated. Tips and suggestions for using the “Industrial Stormwater Multi-Sector General Permit Electronic Information Access” tool:

- Less is more: enter less information to find the facility you’re looking for. Better yet, search by Facility ID number if you know it
- Select “active” as a status type to see a list of all active facilities
- Not sure of the facility name? Enter just a few letters of the facility name to populate a list
- Leave all fields blank to get a full return of all facilities

Questions and suggestions on this tool are welcome. Email [iswprogram.pca@state.mn.us](mailto:iswprogram.pca@state.mn.us) for any technical difficulties or if you have questions about this online tool.

## TSMA Survey Feedback

March/April 2011

Thank you to the 41 people who responded to TSMA's online survey in late March/early April. TSMA intends to conduct brief surveys on a regular basis throughout the year in an effort to continually gather input as to whether TSMA is meeting the needs of its members.

The March/April survey gathered information about the "MMA Shared Office." Midwest Manufacturers Association (MMA) is a "shared office" providing services for Tri-State and two additional associations (AMFA and CMMA). The survey helped us gauge the extent to which the membership understands the relationships between the various associations, as well as taking a look at a few specific benefits offered by MMA.

We learned that:

- Nearly everyone (97%) understands that current members receive a free listing in the Membership Directory produced by MMA each year.
- About half (55%) of the companies have used the directory to generate business for their company.
- Nearly half (47%) of the respondents told us their purchasing department does not use the directory to source products/services.
- Our membership still prefers the hard copy printed directory (vs. the online version).

- Nearly everyone (92%) is aware of the reciprocity arrangement between the three associations.
- There is interest in reviving the MMA-sponsored Autumn Golf social that was discontinued a couple of years ago due to the faltering economy.
- Some of the value-added suggestions from our members included: offer webinars on manufacturing topics, make TSMA meetings available as webinars, hold a networking-only event, and develop a performance center for training & certificate endorsement.

Complete results of the March/April survey are available from the TSMA office, as are results of the January/February survey (which asked about the newsletter and general meetings).

Please take the time to share your input regarding "legislative impact" when the May survey arrives in your inbox. (If you do not receive an invitation to complete the survey, please contact the office so we can check our distribution list.) Help us add value to your membership in Tri-State Manufacturers' Association!

## TRIFAC Annual Meeting

Thursday, May 12  
11:00 AM  
Southview Country Club,  
West St. Paul

Open to all members of the  
Trifac Workers Compensation  
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## T SMA 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.

## T SMA Standing Committees

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

### Membership Committee, chair:

Linda Besse, Northern Contours

### Program Committee, co-chairs:

Kevin Schutz, OECS, Inc.  
Elroy Vesta, EJ Enterprises

### Special Events Committee, chair:

Don Leapaldt, State Bank & Trust

### Youth Involvement Committee, co-chairs:

Bob Grove, Cosmos Enterprises  
Todd Peterson, TS&L Properties / 3M

### Government Relations Committee, co-chairs:

Don Leapaldt, State Bank & Trust  
Mike Westergard, StoneL Corporation

## T SMA Membership Dues

The T SMA 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

## T SMA Mission Statement

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



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