



# National Tooling & Machining Association

*Premier Representative of Custom Precision U.S. Manufacturers*

## **What Is the National Tooling & Machining Association?**

### **Marketing:**

*"I went to my first NTMA meeting and met another member from the same city that I didn't know. His largest customer was outsourcing work to him that he didn't want. He allowed me to make some of it and after a few years, that member asked me to take over all of that customer's business. Today, my company is three times bigger and that customer is my largest account." MO Member*

*"My company has attended several NTMA Purchasing Fairs over the years to diversify my customer base. We had been almost 90% automotive and went up and down as the auto-makers did. I met what is now my largest customer at a Purchasing Fair and they are not in automotive." IN Member*

### **Legislative Advocacy:**

*"I became part of the NTMA Legislative Advocacy Team when the NTMA helped form the "One Voice" Advocacy coalition. Because of our teamwork, we've been able to stop numerous dangerous pieces of anti-business legislation that would have sent jobs out of the U.S. We've also gotten several key bills passed that contain tax credits for small manufacturers like ours. When we work as a team, we can get more done."*

*"I applied for one of the tax credits that the NTMA helped pass. My CFO had said we didn't qualify. I got him to talk to an expert I heard at an NTMA meeting. We applied for it and got over \$50K back in tax credits. That's my tax money I got back thanks to the NTMA!" MO Member*

### **Networking:**

*"At an NTMA meeting the group was talking about what to do if OSHA shows up at your door. The NTMA representative gave examples of what we should do and what our rights are. Some in the group had already been hit with hefty fines. I went back to my office and applied as much as I could to my business. A few weeks later, OSHA did come knocking but thanks to paying attention to what the NTMA said, it saved me thousands of dollars in fines." AZ Member*

*"I attended my first NTMA meeting right after my wife and I started the business. I heard many successful business owners talking about how they did things in their companies. Some of the ideas worked and others hadn't. I went back to the shop and put in to practice some ideas I got at that meeting. My company is now about 10x the size it was and I owe a lot of my success to being an NTMA member and listening to others willing to share." IL Member*

*"As a long time NTMA member, I've seen many in our industry stick their heads in the sand hoping something good will happen. As an industry, we can compete in the global market but only if we work together and speak with a united, national voice. Using technology and sharing ideas is the best way for all of us to prosper and survive. The NTMA brings technology to a neutral table for all of us to share. FL Member*

### **Group Buying Power:**

*"We asked an NTMA partner to help us with our electricity costs. They were able to explain how the electrical companies set rates and how we could save money. They helped negotiate a plan for us and we save about \$2000/month on electrical costs." NY Member*

*"With the ability to waive Aircraft Parts exclusion, the NTMA business insurance program automatically saved me over \$7000 on my insurance. With all the other benefits NTMA offers U.S. metalworking shops, it was a win-win situation for me to join" CA Member*

*"My company saves about four times what my dues are on Grainger alone! However, the ability to network with hundreds of peers across the country is why I've been a member for so long." MO Member*