



PRECISION PITTSBURGH

NTMA APPRENTICE GRADS NOT ONLY EARN PROFESSIONAL CREDENTIALS... THEY ARE ON THEIR WAY TO A DEGREE



Thanks to an articulation agreement between the Pittsburgh Chapter NTMA and Westmoreland County Community College, coursework involved with apprentice training also meets requirements for WCCC credits. Apprentices' efforts earn credits toward an Associate in Applied Science (AAS) Degree in the Journeyman Technology degree program. Computer Numerical Control I (four credits), Introduction to Design, Materials and Processing

(three credits), Tool Design (three credits), Mathematics for the Technologies I (four credits), Blueprints (four credits), Machining I (four credits) and Machining II (four credits) accumulate to 26 transferable credits toward the program. This leaves just 39 credits to complete the 65-credit program. The same credits can also transfer into other programs if they meet curriculum requirements. Additionally, other experience and credit may be reviewed on a one-to-one basis with the

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ONE LITTLE CHANGE THAT CAN ADD UP: A HOLIDAY GIFT TO YOUR NTMA CHAPTER THAT COSTS NOTHING

If you shop through Amazon, you need to know about www.Amazon.Smile.org.

The site is an exact clone of Amazon's main site—the only difference: Amazon will donate .5% of the purchase price of eligible items to the charity of your choice. We hope you'll support Pittsburgh manufacturing education by designating the Pittsburgh Chapter NTMF as YOUR charity of choice. Here's how.

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MANUFACTURING AMERICA'S FUTURE

BOTSIQ CELEBRATES MANUFACTURING MONTH WITH VIRTUAL EVENTS

BY MICHEL CONKLIN, EXECUTIVE DIRECTOR, BOTSIQ

This October, BotsIQ joined hundreds of companies across the United States in recognizing the importance of manufacturing and providing opportunities to educate students about career possibilities in the industry. Given restrictions on in-person events, tours, and speakers, this year BotsIQ needed to think outside of the box. Through online communication tools like Zoom and YouTube, BotsIQ brought manufacturing to students virtually.

Throughout the month, BotsIQ hosted eight virtual events, including tours of two NTMA member companies, Stellar Precision

(Continued on page 3)



CELEBRATE MANUFACTURING WITH BOTSIQ

www.botsiqpa.org/events



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MFG (CONT.)

(Continued from page 2)

Components and Oberg

Industries. Each event was live-streamed and simultaneously recorded on YouTube to facilitate non-synchronous participation. BotsIQ created additional activities for students to complete before, during, and after each tour or career panel, including opportunities for students to learn more about the featured company and careers. To date,

nearly 600 participants have viewed the YouTube recordings of the BotsIQ events.

Hosting these events virtually has provided BotsIQ with an opportunity to share resources with schools it had not previously engaged.

“Traditionally, we have partnered with high schools across the region, but with these events, BotsIQ had several elementary and middle schools participate too,” said

Michel Conklin, executive director of BotsIQ. “I am excited that our events reached younger students and am hopeful these activities sparked an interest for them to consider a future in manufacturing.”

To learn more about BotsIQ or how your company can participate in a future event, please contact Michel Conklin at conklin@botsiqpa.com or visit



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NTMF/EHD MANUFACTURING OPEN 2020: A BIG WIN

On August 24, 2020, the Pittsburgh Chapter NTMA hosted its annual PGH NTMF/EHD Manufacturing Open Golf Outing at Westmoreland Country Club in Export, PA. The event has been raising funds for manufacturing education for the last 24 years.

Committed to Client Success

Even in this unusual year, the golf outing was a success hosting 80 golfers and more than 30 sponsors, including the naming sponsor, Engle-Hambright & Davies (EHD).

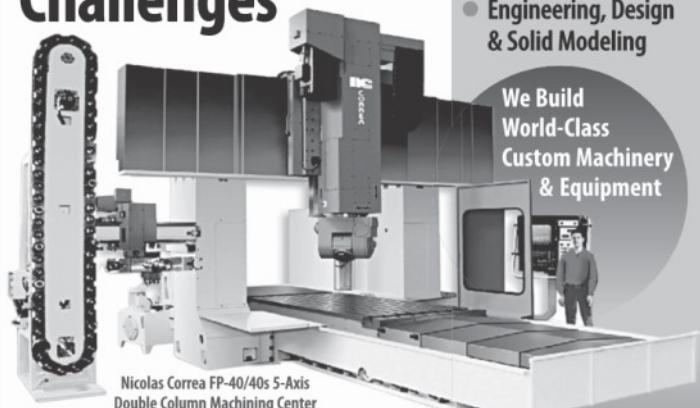
A special thank you to all of our golfers and sponsors!



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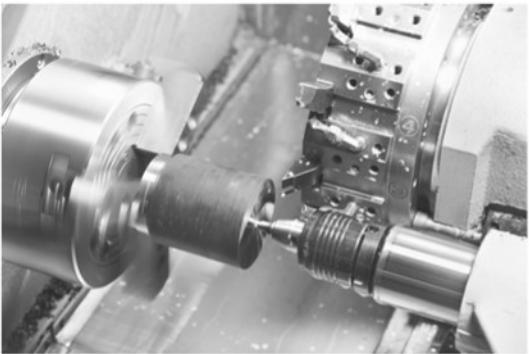
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TRAK, NEW CENTURY CAREERS PARTNER TO OFFER REGIONAL SHOWROOM, DEMONSTRATIONS FOR MANUFACTURERS

BY DIANE WUYCHECK

While businesses were in lockdown and people were quarantined at home during the COVID-19 pandemic, TRAK Machine Tools – Southwestern Industries, Inc. and New Century Careers continued to forge a partnership that will benefit Pittsburgh's regional manufacturing industry.

TRAK Machine Tools Pittsburgh Showroom opened in August at NCC's Anselmo Innovation Training Center, 305 E. Carson Street, South Side. Since then Michael McGarry, TRAK Regional Manager, reports that 12 companies visited for demonstrations and TRAK has sold or booked 10 machines.

"This unique strategic public-nonprofit partnership launches the next iteration of regional post-COVID recovery for the industry," says Neil Ashbaugh, NCC president and CEO. "It will help to reframe NCC for a larger role in the industry as a whole."

At the Pittsburgh location, TRAK offers regional manufacturers and TRAK prospects and customers in central and western Pennsylvania, West Virginia, and eastern Ohio demonstrations of TRAK machines and comprehensive support for TRAK® and ProtoTRAK® products performed by a factory direct personnel. Companies visiting the showroom also will be introduced to NCC training programs and Job Shop, which provides parts for prototype to small batch production runs.

"The partnership between TRAK Machine tools and New Century Careers creates a unique opportunity and synergy that will equip the Southwestern Pennsylvania workforce with the advanced skills employers need for the challenges of Industry 4.0.," says Steve Pinto, President and CEO, TRAK Machine Tools – Southwestern Industries, Inc. "We believe that our presence at NCC will expose more students, trainers and employers to transformative technology that will allow them to compete and be more productive."

The new showroom expands upon the TRAK

(Continued on page 14)



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GRADUATES CELEBRATE FOUR YEARS OF APPRENTICE TRAINING

BY REBECCA DURKOT, COMMUNICATIONS AND MARKETING SPECIALIST, NEW CENTURY CAREERS

The Pittsburgh Chapter NTMA Apprenticeship Program recently recognized 29 apprentices for successfully completing all four years of the program.

NTMA and industry leaders honored the apprentices at a banquet on August 24 at the Westmoreland Country Club.

The apprentices completed 576 hours of related theory instruction over the past four years at classes held at Northern Westmoreland CTC, Central Westmoreland CTC, and the Anselmo Training Innovation Center of New Century Careers.

The keynote speaker for this year's event was

Kelly LaMarca, membership and chapter relations manager with the National NTMA, Cleveland, OH. "You have joined our industry at an interesting juncture in our nation's history. A time that US Manufacturing can rise again to be a driving force of our country's economy. You will be a part of writing this next chapter for our industry," LaMarca said. LaMarca, along with Pittsburgh Chapter President Jim Hoffman, recognized and awarded all graduates with their Certificates of Completion. Another highlight of the evening was the announcement of this year's winner of the annual MSC/Pittsburgh Chapter Apprenticeship Competition held in February. The apprentices competed in a

(Continued on page 9)

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(Continued from page 8)

knowledge and skills test, and then had to attempt to complete two random part projects, one for manual lathe and another for manual mill. In addition to the time limitation of four hours to complete each part, officials gave competitors the blueprints only as they began each part. This year's winner was Cody Endress of Alle-Kiski Industries. Cody's win earned him the apprenticeship competition title, along with an H. Gertsner & Sons machinist's

toolbox. MSC Industrial Supply, Pittsburgh, was once again a major sponsor of this annual event. MSC Industrial Supply Sales Supervisor Chuck Mousseau warded Cody with his prizes. The Chapter and staff of New Century Careers would like to wish all apprentices, and their employers continued success. They would also like to thank the members of the NTMA Apprenticeship Committee, site instructors and advisors, for a great apprenticeship program year and banquet.

CONGRATULATIONS TO THIS YEAR'S GRADUATES AND THEIR EMPLOYERS

Christopher Agostini, Corelle Brands / World Kitchen
Tristan Alincic, EDM Services
Adam Birr, Corestar International Corporation
Tyler Cornelius, VEKA, Inc.
Kevin Cowder, Aerotech, Inc.
Brandon Galford, Able Tool Company
Robert Greene, Metplas, Inc.
Zachary Kinneer, National Hydraulics, Inc.
Zachary Lytle, Bolttech Mannings
Jason Mastrocesare, Conco Systems, Inc.
Ronald Moore, III, Elizabeth Carbide Components, Inc.
Michael Nelson, Accurate Marking Products
Joel Nuzum, Aerotech, Inc.
Joseph Osborne, Jennison Corporation
Tyler Ozarowicz, Alle-Kiski Industries
Briar Ozegovich, Precision Metal Crafters, Inc.
Dylan Paredes, Elizabeth Carbide Components, Inc.
Antonio Paterniti, Custom Tool & Grinding
Blaine Pekarek, General Carbide Corporation
Eric Petrosky, Jr., Die-Tech Manufacturing, Inc.
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Jarrod Roe, Latrobe Machining Corporation
William Roper, Reynolds Machine Company
Daniel Rosenbauer, Metplas, Inc.
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UNDERSTANDING YOUR ENERGY CONTRACT: WHY IT MATTERS AND HOW APPI CAN SHED VALUABLE LIGHT ON YOUR CURRENT (& FUTURE) CONTRACT

Selecting the best energy supplier price and contract is a complex process, and the critical goal is to ensure that each supplier's quote includes the same price components and contract clauses. Contract price **AND** terms need to be considered when comparing suppliers.

One of the first steps you'll take with a dedicated Energy Consultant is taking an educated, *unbiased look at your current contract*. Let's look at a few of the key contract terms that you'll tackle:

Bandwidth Constraints

Bandwidth is an *allowed deviation from predicted and contracted energy usage*. If you go above or below your agreed upon bandwidth, the supplier will

either purchase or sell the leftover or excess on the spot market.

What does this mean for you? Many agreements are restrictive regarding the use of energy that falls outside (above or below) the pre-estimated monthly volumes. Limits to bandwidth can make for a costly bill if you are buying energy outside of your agreement terms while the market is much higher than when you first secured your agreement rate.

Swing Tolerance

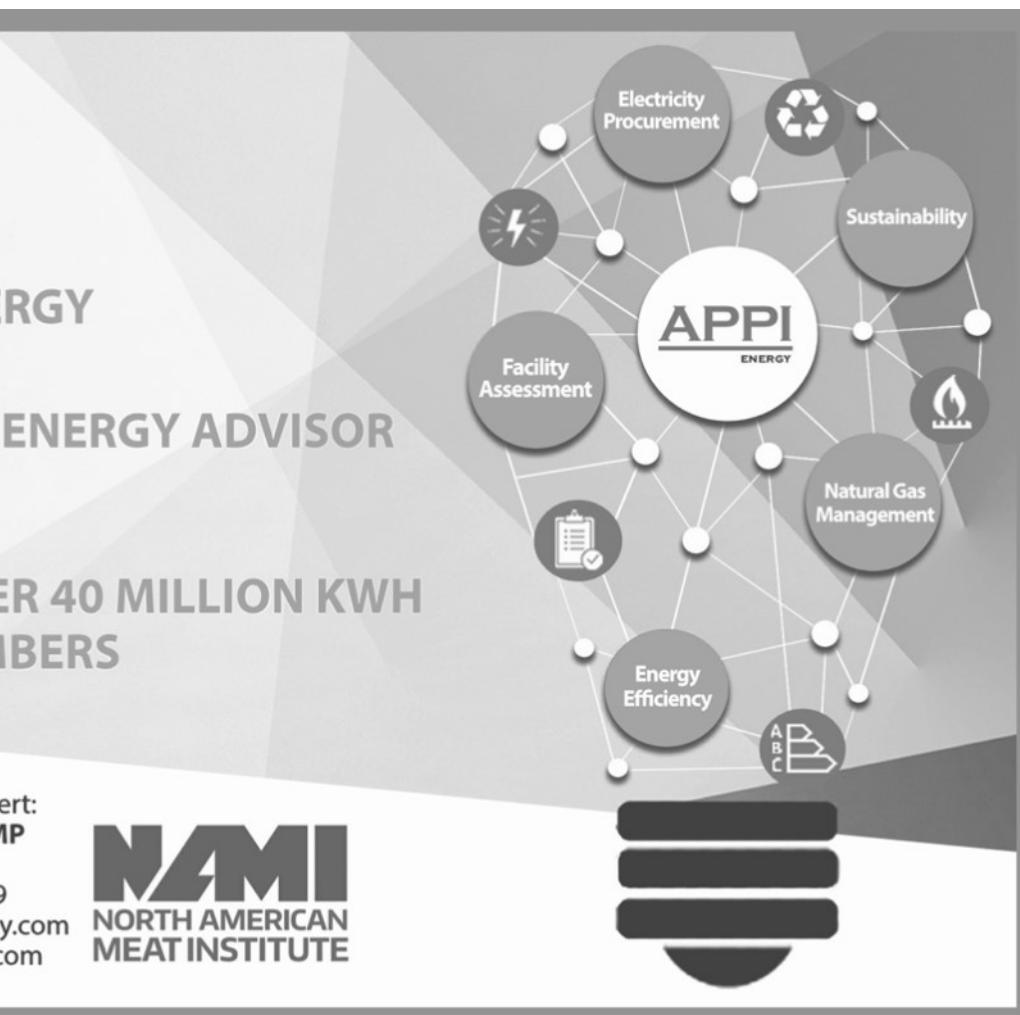
Going hand and hand with bandwidth is 'swing tolerance' or the *percent of energy that can be*

(Continued on page 11)



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The diagram illustrates APPI Energy's services as interconnected nodes. At the center is a white circle with the APPI logo. Surrounding it are several grey circles, each representing a service: Electricity Procurement (with a recycling symbol), Sustainability (with a flame symbol), Natural Gas Management (with a clipboard symbol), Energy Efficiency (with a lightbulb symbol showing ABC), Facility Assessment (with a clipboard symbol), and Electricity Procurement (with a lightning bolt symbol). Lines connect the central circle to each of these surrounding circles, forming a network.



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used above or below contracted quantities at a contracted rate. This percentage ranges from 0% to 100% (0% meaning that no variance is allowed, and 100% meaning you can use up to an additional 100% of projected usage).

What does this mean for you? A few questions you'll want to dig into further are: Does your supplier provide a swing tolerance? If so, is it effective for the entire term? Are there any adjustment or pass-through charges for being over or under?

MAC or Material Adverse Change

Simply stated, a material change is incorporated into most providers' contracts and addresses significant changes in usage, ultimately allowing suppliers to adjust the terms or price of the contract to account for those changes.

What does this mean for you? A supplier could enforce a bill adjustment if you deviate beyond an established swing tolerance for two or more successive months, an unwelcome surprise that you may not be prepared for.

Ready to learn more? This is just the tip of the proverbial iceberg and we're ready to chat further! Our team is committed to complete transparency between our clients and their energy suppliers, but more importantly, we are committed to walking you through the entire process - before and after a contract is signed.

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INTRODUCTION TO FROST BROWN TODD

On October 1, 2020, Jordan S. Blask, Esq., The Pittsburgh Chapter NTMA's resident attorney, transitioned his law practice to the Pittsburgh office of Frost Brown Todd (FBT), a full-service law firm serving some of America's top corporations and emerging companies. Jordan will continue to serve as counsel to the

chapter and its foundation, as well as multiple member companies. He will also continue to offer his Business Health Check to all member companies; a service that is more relevant than ever as the tooling and machining industry continues to be impacted by COVID-19. FBT advises and protects clients

in business transactions and litigation in many industries, including manufacturing, mobility, transportation, logistics, energy, construction, insurance, real estate, financial services, and health care. Every day manufacturers are impacted by countless issues, from politics and shortages to natural catastrophes, all shaping the way they do business.

Jordan and his team regularly work with manufacturing clients in precision tooling and machining, agriculture and heavy equipment, fabricated and component goods, retail and household goods, consumable goods, and hemp to develop an integrated, strategic approach to legal services. They have experience in key areas — labor and employment, litigation, antitrust, intellectual property, supply chain, transactions, construction, environmental, real estate, banking, and government relations.

FBT has more than 525 attorneys in 14 markets in Indiana, Kentucky, Michigan, Ohio, Pennsylvania, Tennessee, Texas, Virginia and West Virginia. Jordan is very excited to continue to represent us and welcomes the opportunity for any member to reach out to him to learn more about FBT. In the coming editions of Precision Pittsburgh, we will be featuring best practices and other legal issues here in the Legal Corner.

Minimizing Risks in an Ever-Changing Market

Frost Brown Todd is a full-service law firm serving some of America's top corporations. Our manufacturing attorneys excel in areas such as:

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- Real Estate
- Government Relations

Jordan S. Blask | Member | Pittsburgh
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Legal services may be performed by other lawyers at the firm.

“WHY DO THEY DO IT?

THE PEOPLE YOU CALL HACKERS ARE CRIMINALS, PURE AND SIMPLE.”

BY LEIA SHILOBOD, CEO, INTECH SOLUTIONS, INC.

Too often a client or prospect complains when I tell them we are going to need to invest more in a security tool, or change a business process to keep them secure. “Why do we have to do this stuff? Why do I have to spend this money. I don’t think I need it.”

Well, yes. You do. If you want to keep your business safe, your livelihood intact, and your employees in their jobs.

“This is just ridiculous. I don’t understand why people do these things. It’s a burden on my

company.” If I had a dollar for every time I held a conversation like this, I could close up shop and live a pretty comfortable life.

So let me spare you the pleading with me or another IT person that the world should be different: the reason you have to take cyber security seriously is because cyber crime is run by CRIMINALS who are in the BUSINESS of taking your hard earned money.

Before you ask me WHY again, please remember that in the

whole course of human history there have ALWAYS been criminals, the “bad guys.” They used to creep up behind you in dark alleys or hijack buses or airplanes, but you get your hands dirty that way. It’s much easier to buy a piece of software or hire a malicious actor for rent and have money pour in from behind the comfort of your computer screen.

Every time you move, they find ways to counter-move. That’s why you need to take the total

(Continued on page 15)

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The SVA's Strategic Early Warning Network program provides no-cost turnaround services to distressed small- and medium-sized manufacturers throughout Pennsylvania. Our network of public and private partners have helped us save more than 30,000 jobs across the Commonwealth.



PARTNERSHIP (CONT.)

(Continued from page 7)

equipment NCC currently utilizes for its onsite training including the DPMRX3 Bed Mill, 1845RX Lathe, the 2op-M11 Portable VMC, and the new VMC5, introduced by TRAK in March of 2020.

The TRAK VMC5 is a full-featured 3-axis machining center to run low volume production while running in "Production Ops." The machine delivers powerful capability with an easy-to-use interface. With the flip of a keyed switch, the operator can enter into Toolroom Ops™ and the VMC works like a TRAK DPM, only with an enclosure that keeps chips and coolant contained.

"For manufacturers, this equipment offers a high level of flexibility, design and onsite maintenance capabilities to support maximum productivity. Also NCC trainees will gain experience on these machines, promoting entry-level job readiness for dozens of open positions regionally," explains Ashbaugh. "NCC can now educate more trainees on CNC sooner. The TRAK controllers and simple-to-use interface make this possible," he adds.

NCC training is free and classes are now enrolling. New trainees will be among the first to work on the new showroom machines. Interested candidates, including those unemployed or underemployed due to the pandemic, are encouraged to apply. The enrollment application is available at www.ncsquared.com or contact Patrick Bendel, 412-258-6668.

CYBER SECURITY (CONT.)

security of your company seriously: physical security, cyber security, and personnel security (anyone reading this do drug tests or background checks?).

Now I'm certainly not suggesting you spastically buy up all the newest cyber security tools and services you can. Its important to approach your investment with a solid plan, based on the assessed risk your business has against attacks, your risk tolerance, and of course, your budget. I recently spoke at Indiana University of Pennsylvania's Cyber Security Symposium on "How To Choose A Security Vendor or Product

Without Getting Fleeced" and put together a handy checklist to use in your assessment. Grab a copy for yourself here: www.intechit.net/files/2020/11/ChoosingCyberVendor_CHECKLIST.pdf

Stay secure out there!

LEIA SHILOBOD – CEO of InTech Solutions, author of *Cyber Warfare: Protecting Your Business From Total Annihilation* and *The Three Indisputable Rules Every Manufacturer Must Know Before Purchasing Any IT Product or Service*. As a cyber security advisor, Leia speaks frequently at venues such as Harvard, IUP, Catalyst Connection, and industry events for IT, Accounting, and Manufacturing. Also known as the "IT Princess of Power," Leia saves mid-market firms from hackers and keeps them compliant by delivering enterprise-class IT security solutions that would otherwise be cost prohibitive.

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