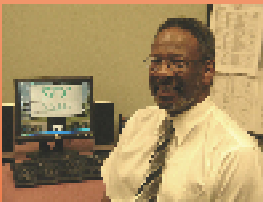


Great Lakes Bay Manufacturers Association

(Formerly Saginaw Valley Manufacturers Association)

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*Norm Braddock, 2010
GLBMA President*

GLBMA Mission

The Mission of the GLBMA is to be a source of support for regional manufacturers in their quest to be competitive in the global marketplace.



Presidents Message:

According to CNNMoney.com the manufacturing sector is making a comeback. The long-battered U.S. manufacturing sector is showing surprising signs of strength and many experts think it has relatively bright prospects for at least the next several years. Mainly, because of improved productivity the global economic recovery and a lower value of the dollar which have lifted exports of goods 24% since April. January was the first month in three years that there was a gain in manufacturing jobs nationwide. In fact, activity in the sector is better than any time in more than five years, according to the Institute of Supply Management survey of manufacturing executives. "Manufacturing is clearly leading the way out of the recession", said Mark Zandi, chief economist for Moody's Economy.com. Zandi said there even should be some new manufacturing jobs created in the next few years, and that "modest gains are a big swing from massive job losses." Further signs of strength came when the Federal Reserve reported last week that industrial production showed growth for the seventh straight month. While the index is still 10% below where it was at the start of the Great Recession in December 2007, it has jumped 4% in the nine months since the low point it hit in April. Even those bullish on manufacturing admit that much of the growth since last spring was due to the need to replenish depleted inventories, a trend that can't last more than a few more months. But the end of inventory restocking will only slow the recent fact pace of growth, not end it. The increased demand for U.S. exports should help the sector. But an expected pickup in consumer and business spending in the U.S. later this year could be particularly good news for manufacturers. Experts point to the pent-up demand for new cars and new homes as a good sign. "The level of vehicle sales and housing construction are much below where general demographic trends suggest they should be," said Zandi. Automakers are among the leading purchasers of goods as varied as semiconductors, carpeting, glass, metals and paint, in addition to traditional auto parts. New home sales lead to the purchases of furniture and appliances far more than sales of existing homes. Zandi said this recession was much tougher on U.S. manufacturers than past downturns, but those that were able to cut capacity and costs and survive are far more competitive than those that came out of the past downturns. Dave Huether, chief economist for the National Association of Manufacturers, agrees with Zandi that U.S. manufacturers have a relatively bright outlook. Huether believes that manufacturers could start to hire significant numbers of workers later this year, and that job growth will continue all the way through 2012. He is predicting a million new manufacturing jobs in the next few years. There hasn't been an annual net gain in jobs since 1997. "Will we get all the jobs back? Probably not. But we'll do better than in the last recovery when we really didn't see any job growth," Huether said. Still those worried about the competitiveness of U.S. manufacturers, especially compared to competition from China, aren't ready to declare that only good times lie ahead for the manufacturing sector. "It's too early to say that manufacturing has seen the worst and that it'll be on an upswing for a while, although all of us are pleased that we seem to have halted a slide that was pretty frightening" said Scott Paul, executive director for the Alliance for American Manufacturing, a trade group that includes smaller manufacturers and labor unions. With all this said and done, this adds creditably to the Great Lakes Bay Economic Development Corporation's prediction of 5,000 new jobs being added in this region by the solar manufacturing industry.

Turning up the Heat

While the nation shivers through another blast of cold weather, a new survey finds that the office thermostat plays an integral role in controlling employee productivity.

As large swaths of the nation suffer through plunging temperatures and snowy conditions, a new survey by Chicago-based job board Careerbuilder.com finds that the temperature inside an office can influence just how productive an employee feels he or she can be. Nearly one-quarter (22 percent) of 4,285 full-time workers surveyed said that, when an office is "too hot," it's difficult to concentrate, while another 11 percent said when the office is "too cold," it's just as distracting. And, in fact, 27 percent of the workers said their current workplace was "too hot," while 19 percent described their office as "too cold."

It's such a hot-button issue that union workers at New York Public Library system even have a clause written in their contract allowing them to earn compensatory time off when the temperature drops below 68 degrees, according to a recent story in the *New York Times*. Debate over office temperatures will probably come as no surprise to most HR professionals, as complaints about "too cold" or "too hot" ranked as the No. 1 and No. 2 office complaints, respectively, in a poll by the International Facility Management Association, says Glenn Friedman, principal of Taylor Engineering in Alameda, Calif.

That debate led about 10 percent of the workers surveyed by Careerbuilder to respond that they have fought with co-workers over the office temperature. Rosemary Haefner, Careerbuilder.com's vice president of human resources, suggests HR take the lead in seeking reconciliation. When there is disagreement, Haefner says, HR could send an e-mail to the affected staff in order to directly discuss a compromise on temperature with colleagues so that workers and employers can come together to find a workaround to the thorny issue of the right temperature. But even an offer to compromise won't always make everyone happy, Friedman says. "For typical comfort conditions, five percent of occupants will be dissatisfied," he says. He also notes that "complaints occur even with perfect temperature control. If individual occupant control is not justified, do not expect every occupant to be satisfied with the same conditions," according to research reported in the American Society of Heating, Refrigerating and Air-conditioning Engineers' journal, *Transactions*. James Lee, founder of the Los Angeles-based consultancy Lee Strategy Group Inc., says that new "green standards" could affect the temperature conversation in the future. Part of the planning that goes into most traditional, centralized, climate-controlled buildings is the belief that making specific and small changes in temperature for smaller square footages raises the cost of system tremendously, he says. "Thus, you would get one thermostat for four or five offices, and if that thermostat was set on the wall where someone decided to park a busy printer, the heat from it would cause everyone to shiver," he says.

"So, as a result, with new green building systems being designed, temperature control becomes more of a building-wide design and [is thus] managed from that view, i.e., [of] using greenery and water displays to regulate temperatures," he says. "The upside to all this was the reduction in wider variances in temperature in specific parts of the building. This reduces energy costs and keeps people's tempers cooler." Lee says that, instead of focusing on the setting of the thermostat in the office, more companies "will be focused on the energy policies and systems in the building they move into or design. That will hopefully help mitigate this nettlesome problem." But at least one workplace expert isn't holding much hope out for a peaceable resolution to the age-old question of what the right temperature should be in an office. "This is not a solvable issue, sorry to say," says David Lewis, president of OperationsInc., a human resource outsourcing and consulting agency based in Stamford, Conn. Most companies, he says, leave the temperature settings up to the facilities departments, because "HR figured out a long time ago that they, out of all departments, do not want to control this, of all issues." He notes that the warmer it is in

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State of the Community Luncheon

The Bay Area Chamber of Commerce's State of the Community luncheon was held Feb. 12. Michael Debo, of Chemical Bank, welcomed over 300 business and community leaders in attendance. **GLBMA Board Member, Sohail Qamar**, vice chair of the Public Affairs Division and general manager of Carbone of America Corp. introduced the four speakers that spoke on different topics in the Bay Area community.

Mayor Charles Brunner spoke on the state of Bay City; Bay County Executive Tom Hickner gave updates on the state of the county; Superintendent of the Bay-Arenac ISD Mike Dewey presented the state of education; and Brad Kessel, Executive Vice President & COO of Independent Bank, spoke on the state of business. Their presentations were followed by questions from the audience. It was a great program.

an office, "the sleepier people tend to get, regardless of ... thermostat. I would be more concerned about productivity than about the complaints I will field about it being too cold." He advises companies to hand out space heaters and blankets, if necessary, in order to keep as many people as possible happy and warm (or other amenities such as fans to keep them cool, as the case may be.) But Lewis is convinced that a peaceful solution to the thermostat question is nowhere in sight.

"If my wife and I battle over the temperature in my house, and we chose each other as mates," he asked, "how can you expect co-workers to agree on whether 68 or 74 is the right setting on the thermostat?"

Source:
HR resources on Line- article by Michael O'Brien

Light at the End of the Tunnel?

LETTER FROM THE PRESIDENT & CEO of the Michigan Economic Development Corporation

Dear Friends:

It would be difficult to top the good news value of February's announcement by Dow Chemical that it will invest more than \$1 billion creating more than 6,900 new jobs in clean-tech expansions here in Michigan. But it was highly gratifying to learn of Michigan's stronger showing this year in the annual Site Selection Governor's Cup ranking for new corporate facilities and expansions. Not only did we take the No. 3 spot for the second year running, but only a handful of projects separated Michigan from Ohio and Texas in first and second place, respectively. The gold is within our reach as we're fighting everyday to create and retain jobs in Michigan. I wouldn't bet against us in 2010.

The MEDC in February assisted 10 companies to expand or locate in Michigan in addition to a brownfield redevelopment that will allow an existing company to expand. Combined, the 11 projects are expected to create 17,321 new jobs (5,749 direct and 11,572 indirect) and generate over \$804 million in new investment in the state.

The projects range across the business spectrum, from two facilities in different stages of development and production of advanced cells and batteries for electric and hybrid vehicles to a scrap-tire recycler, from the re-launch of a boat-building company in Cadillac to the expansion of a high-tech firm providing automotive engineering and test development services. There is a facility for production of solar roof shingles and it's development center. Each had any number of choices of location within the United States or overseas, places like North Carolina, South Carolina, Florida, Pennsylvania, Ohio, Indiana, Illinois, Minnesota, Texas, Colorado, Mexico and South Korea.

In the end, they all chose Michigan—proving that our strategy is working and we continue to move the needle in the right direction.

Greg Main, President and CEO
Michigan Economic Development Corporation



How Is Your Business?

By Patrick Curry

How is your business? If it is like everyone else in American Manufacturing, it has been like a roller coaster ride lately with more downs than ups. That doesn't make for a fun ride. Although most of the economic key indicators are pointing in the right direction, it is going to be a bumpy ride for a while, especially in this buyers market. One of my salesmen was talking to a competitor about their sales. He said it has been up and down for them and the reason for the inconsistencies is that we are all going after the same piece of pie. We keep taking business from each other.

There are many reasons for these American Manufacturer woes; a mass influx of Global competition, the increase costs of running a company, and huge exiting of manufacturing plants from closings to moving to cheap labor countries resulting in the decrease of sales opportunities. United States manufactures need to join together to utilize our resources, exchanging ideas, encouraging one another, creating total package manufacturing processes by doing joint ventures, and developing a passion for manufacturing in our youth by getting involved with our local educational programs and community activities. The GLBMA is the forum to accomplish all of this. It takes a positive attitude and a willingness to participate. If you truly care about your job and your future, get involved. Manufacturing is what this country was built on. It is our strength. Let's work hard together to keep it that way.

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Fullerton Tool Company has been a leader for 65 years in the manufacturing and development of Quality Solid Carbide Round Cutting Tools. Today, they offer the most diverse offering of advanced Metalworking Tooling. Fullerton provides High-Quality Round Carbide Cutting Tools to many major production machine shops as well as many small job shop facilities throughout the world. Industries where material removal and making holes have a direct impact on the bottom line understand that the price of the tool does not produce the biggest cost savings, the PERFORMANCE DOES.

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The Power of Networking

Wikipedia describes business networking as a marketing method by which business opportunities are created through networks of like-minded business people. Key advantages of business networking include bringing a higher level of credibility to your business at a low cost – relationship building. In our economic times, this is a valuable option.

Because of my involvement in the community with both the Great Lakes Bay Manufacturers Association and the SVSU Center for Family Business, we have toured a few of the member company's facilities. In doing so, we have identified opportunities for local supply of items we are currently purchasing out-of-state. The oil is our own backyard!

As Keith Ferrazzi, author of the networking book *Never Eat Alone*, says "Success in any field, but especially in business is about working with people, not against them." If you want to help grow our community, first look at our membership for supply of goods and services. Next, be sure that you visit member companies to see what you can offer them. We are strong as our ability to network.

-Beth Thieme, Amigo Mobility International, Inc.



GLBMA



*Great Lakes Bay
Manufacturers
Association – Helping
you keep pace with the
changing face of
manufacturing!*

UPCOMING EVENTS

- April 15, 2010 Dinner and Tour at Nexteer Automotive
5:00 pm - 7:00 pm
\$25 Members/ \$30 Non-Members
Call 989-964-4048 to register
(Tour limited to first 50 registered. Safety requirements
and parking information will be shared upon
registration.)
- May 13, 2010 Year End Lunch Meeting at SVSU
Call 989-964-4048 to register

GLBMA Newsletter

The **GLBMA Newsletter** is published monthly throughout the year by the Great Lakes Bay Manufacturers Association and the Center for Business & Economic Development of Saginaw Valley State University. *We would love to hear from you! Tell us about your business or any news that would be of interest to area manufacturers. Articles may be submitted electronically to: mlpcock@svsu.edu, maximum 600 words. Great Lakes Bay Manufacturers Association reserves the right to deny, adjust, or edit any article submitted. No advertisements will be accepted.*

Annual GLBMA Golf Outing Scheduled

MARK YOUR CALENDAR – The 2010 Annual GLBMA Golf Outing is scheduled for **Thursday, September 23, 2010 at Apple Mountain Golf Course**; 4519 N. River Road, Freeland, Michigan.

GLBMA will host its 12th **Annual Golf Outing!** All proceeds go toward business education programs in the area. **LOTS OF PRIZES, CONTESTS, GREAT FOOD and GREAT FUN!**

GLBMA Members and Guests are welcome!

For additional information or if you are interested in donating a prize, sponsoring a hole or being a table sponsor, call Missy at 989-964-4048.

