



# The Gage

Volume 13, Issue 2  
November 7, 2008

*American Measuring Tool Manufacturers Association*

Look at Some of the Ways AMTMA Can Help Your Business and You:

- Network Among Your Peers & Keep Abreast of Industry Trends
- AMTMA annual meetings
- Technical Services, Including Round Robin Programs and Educational Workshops.
- Business Surveys
- Regulatory Support
- Human Resources Support

## President's Message - James W. Gregory Hi-Tech Tool Corporation



WOW, it has already been three months since our last "The Gage" newsletter. Since then we have seen such drastic changes in our economy, stock market and housing industry. We have all been through rough times before, and I'm sure we can survive this one too.

Congratulations to Automation Metrology for accepting my "The Power of One" challenge

issued in the last "The Gage" news letter.

Automation Metrology sponsored not one but TWO new organizations for membership to our association: Phase II Machine & Tool Inc. and Universal Punch Corp. Welcome !!

Who else is up to "The Power of One" challenge ? I know it will be a bit more of a challenge with the economy and marketplace being soft, but I must ask EACH of our members to put extra effort in this recruiting endeavor. I know "The Power of One" is an aggressive goal but I know that it can be done. Let's all make this a priority and work with our Membership Committee Chair Barb Bishop over the next six months until our spring meeting and see what can be accomplished.

Our Managing Director Jim Popovic sent out a letter earlier this month to every member company regarding our upcoming Spring meeting in San Diego on March 18-20-2009. We have two days scheduled to be packed with information sessions and a plant tour of a Naval Base. It's very important that you provide Jim with the feedback requested so that we can properly plan the meeting and reserve a sufficient number of rooms. Even if you are unable to attend the spring meeting, I would still encourage you to submit ideas that you feel would be good for our pane to address at one of the meeting's work sessions. Hopefully you will be able to attend, but if you aren't you are at least supporting your association by providing the information requested.

See you in San Diego !!

Sincerely

James W. Gregory

President



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## Support the AMTMA



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### Spring Meeting 2009

March 19-20, 2009  
Embassy Suites  
San Diego, CA.

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## Plan now for the March 2009 Annual Meeting



Mark your calendar for March 19-20, 2009 for the next Annual General Membership meeting of the AMTMA at the Embassy Suites in San Diego, CA.

Topics are being planned to include Technical sessions, Voice of the Customer and Business improvement topics. We are also planning a tour of a Naval Base near by that does some machining and they have a large Standards Laboratory.

Watch for the registration forms in January.

## Tech Committee Report Available

### Hill Cox

In a recent issue of *The Gage* I noted some details respecting the Industrial Fasteners Institute's document IFI 301 that deals with the calibration of gages.

The AMTMA Technical Committee has issued a nine page in-depth report on the IFI document that explains why the IFI standard needs major reworking. You should be aware of these details if you make or calibrate thread gages because they have already been distributed to folks like A2LA and the Federal Aviation Authority, both of whom have now received a copy of our report.

Contact Jim Popovic at AMTMA headquarters for a copy of our report.

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## IMTS 2008 A Success

**George Schuetz**

Another two years – another IMTS Show. This one happened to be a little different but in many ways it was the same.

A new six day format did not seem to have an affect on attendance – while maybe helping the exhibitors save a little on expense.

From the press reviews – “IMTS 2008 was a very productive show for both visitors and exhibitors. The continued increase in attendance over 2006 clearly shows visitors understand the key to the future is productivity and innovation. With the show two days shorter, it was especially exciting to surpass the registration total from 2006. Our visitors came with the goal of finding ways to improve their operations and found a tremendous variety of resources to do that.”

In walking the show, especially the Quality Pavilion it seemed that most exhibitors, both large and small were satisfied with the turnout and quality of leads. The combination of continued show growth and ample leads over a shortened period makes what is typically one of the best shows for our business just a little bit more productive.

Despite what seems like pretty weak economic times over the summer (with more to come) reports from the show management was that purchasing activity at IMTS was high and will continue for exhibiting companies for a full two-year cycle leading up to IMTS 2010. More comments for the show releases include, “From large manufacturing companies to small job shops, the economic climate in manufacturing is strong and booth traffic was high. Customers came with very specific objectives and were looking for solutions to make them more productive.”

In our small measurement community this show not only provides the opportunity of creating and building new customers, but it is also a chance to strengthen our own relationships. Many of us are competitors but at all time we all have a common string that inches us together. So the show provides an opportunity to see old friends, make new ones and get caught up on what new technologies are influencing our market.

Despite being two years away many of us are already beginning to think about IMTS 2010 which will run September 13 – 18. We don't know what the economy will be like in two years but with the use of the same six day format and the importance of quality in manufacturing we will make the best of our efforts.



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## Pictures From IMTS



Mahr Corporation



Mahr Corporation



The Fred V. Fowler Co.



AMTMA Attendees



Leitech-US, Ltd.



Vermont Gage



Western Gage



S-T Industries



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## Vermont Tool Turns 40

### *Family firm attributes success to quality workforce*

Reproduced from the *St. Albans Messenger*

By Heidi Britch-Valenta, Messenger Correspondent

Published: October 24, 2008

WEST SWANTON -The owners of Vermont Precision Tools, Inc. (VPT) took time out from their work schedule last Friday to celebrate 40 years of business success. Forty-five employees and those who have had long-time business connections with the company attended the event, held at the Tabor House Inn here. Owners, Norman Leduc, Richard Paquette, and Monica Greene, shared stories of the company's history in Swanton, from their humble beginnings on Brooklyn Street to their current attractive and ample location at the aptly named, Precision Drive, in the newer Swanton Industrial Park.

VPT creates tools and components for metalworking industries, including aerospace, automotive, cold heading, cutting tool, die casting, injection molding, fastener, medical tooling, powder metal, stamping and tool and die.

Founding owner and chief executive officer Leduc started the company with Raymond Boutin, who retired in 1997, making room for Monica (Leduc) Greene, Norman's daughter, and long-time employee Richard Paquette to become partners.

Greene said her transition to ownership was very natural because she had grown up in the shop. "We all worked in the business," said Greene referring to her family's involvement in the everyday demands.

VPT remains a family affair with siblings, Suzanne (Leduc) Ladieu, as production control manager, and Chris Leduc as head of information technology. Norman Leduc, while addressing the guests, noted that after 25 years, partner Richard Paquette "is almost like family."

Paquette told how he came to VPT, as a jobless, soon-to-be father in 1973 who responded to an ad for employment. He arrived at the factory and "wasn't sure if I was at the right place," he said, describing his reservations when arriving at the less than prestigious building. The makeshift location belied the potential within, but Paquette did apply and hasn't regretted that choice one bit.

Today, Vermont Precision Tools remains "positioned for success," in the words of Gov. Jim Douglas, who was present for the celebration. Douglas said he often refers to VPT as an example of the ability of businesses to thrive in Vermont, adding, "Times change but VPT has changed with them."

There are probably many reasons why VPT has experienced consistent growth since its inception, but many would agree that one of the primary factors to their success is Norman Leduc's guiding principal. "People do business with people," Leduc says of his style. He prides himself on the fact that his customers know him and can easily reach him when they have a concern.



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Tim Smith, Franklin County Industrial Development Corp. (FCIDC) executive director agreed with that statement saying, "Norman Leduc has demonstrated that customer service does have value."

Smith's relationship with VPT began at a crucial time for the business and for Smith as well. By 2003, VPT was occupying three buildings and continuing to grow but had encountered challenges in moving forward to consolidate in one location.

The unique heating and cooling requirements of their manufacturing process made the building a resale risk and banks were hesitant to provide the loans necessary to secure an adequate space.

Smith said he was encouraged to attend a meeting at VPT, by company accountant, Dana Kittel, of KBS, a St. Albans based accounting firm. In the first few weeks in his position at FCIDC, Smith hit the ground running, working collaboratively with VPT, USDA, Economic Council of Northern Vermont, Chittenden Bank, and the Town of Swanton to secure funds for the move.

"We put him through his paces in his first few weeks in the job," said Greene of Smith. Greene credits Smith with aiding in the company's success by getting all the necessary players to work together to make the new building a reality, where they currently employ 140 people.

Smith returned the compliment to VPT saying, "They are a pleasure to deal with." He expressed a respect for the balance that Leduc has been able to maintain between a successful business and family.

"You incorporate the family in everything," said Smith of Leduc." Norm epitomizes the spirit of FCIDC. He started in a small shop and has continued to improve and grow over the years."

Despite these tough economic times, VPT is experiencing their best year yet. Greene cited several reasons beyond their customer service edge for this counter trend, "One of our largest markets is the medical field which is recession proof to a certain extent." She also counts their quality product as a major factor.

"We hold the edge on quality and that is a result of our qualified work force," said Greene. "We strive to be the employer of choice because it is our workers that keep us ahead of the competition."

Longevity was evident of those in attendance. One table of five employees represented over 100 years of experience at VPT. Tim Rogers, a team leader for the medical instruments division with 31 years of experience on the job, said he likes working for VPT for many reasons including job security, good wages, an attractive benefit package, and finding the owners to be "good people to work for."

Mark Rocheleau, a team leader with 20 year experience, says he ranks having a personal relationship with the owners as key to his contentment, but his minimal commuting expenses are also a plus.

When all had had a chance to speak and Monica Greene had acknowledged everyone in the room by name, she and Paquette presented Leduc with an



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award for visionary achievement on behalf of the team. The inscription, read by an emotional Greene, said in part, "for being our strength in tough times and our voice of reason in good times."

Leduc humbly accepted the award and shared the accolades with his audience. "This is not a one man show. Our success is due to your efforts. I am just the front man," he said addressing the group.

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## Promotions At Laboratory Testing, Inc.

HATFIELD, PA. AUGUST 29, 2008- Eve Pellow of Perkasio, PA has been promoted to Metrology Manager at Laboratory Testing Inc. She oversees all calibration and dimensional inspection orders, field service, instrument repairs, subcontracted calibration orders, and purchases of new instruments and replacement parts. Pellow started with LTI in April 1991 as a technician in the Metrology Lab, and most recently held the position of Metrology Supervisor for the past few years.

The position of Metrology Supervisor was filled by Ed Phillips of Bedminster, PA, also employed by Laboratory Testing Inc. since April 1991. He joined the company as a Calibration Technician and was later promoted to Metrologist. In his new position as supervisor, Phillips is responsible for calibration and dimensional inspection methods and procedures, technical training, and equipment maintenance and purchases.



Eve Pellow



Ed Phillips



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## Welcome To Our New AMTMA Members!



**Universal Punch Corp.  
Klint & Regina Williams**

Manufacturer of Concentricity Gages, Pro-Modular Gage Systems, and Thread measuring gages.



**Phase II  
Neil Gitter & Neil Brett**

Precision Measuring Instruments, Machine Tool Accessories, and Material Testing Equipment.



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