

OCTOBER 2006**Calendar of Events****OCTOBER 5, 2006**

CMFI Board of Directors Meeting
Rosewood Restaurant, Rosemont.
6:00 PM

OCTOBER 26, 2006

CMFI Member Meeting
Grazie Restaurant, Des Plaines
6:00 PM

FEBRUARY 25-28, 2007

SFIC Annual Convention
Mauna Laui Resort, Kona, Hawaii

MAY 1-3, 2007

SFIC Washington Forum
L'Enfant Plaza Hotel, Washington, DC

AUGUST 13-17 2007

SUR/FIN
Cleveland Convention Center

**OCTOBER MEMBER MEETING**

October 26, 2006

Grazie Restaurant ? 1050 E. Oakton
Des Plaines, IL
6:00 – 9:00 PM

**USING YOUR WEBSITE
TO WIN NEW CUSTOMERS**

Mr. Jeff Gibbs has an MBA in International Business and 20 years of marketing and sales experience in the industrial and manufacturing industries. In 2001, he started Industrial Marketing Consultants, Inc. and has been working with manufacturing and industrial related companies to develop and implement strategic internet marketing solutions to increase sales and profits.

Some of the major areas Jeff will cover are:

- ▶ **How and why industrial buyers are looking for your products and services on the Internet.**
- ▶ **Where industrial buyers go online and what they expect from your website.**
- ▶ **Strategies for turning your website into your best sales person.**

FOR RESERVATIONS: mail in your pink card, fax (773-784-1304) or e-mail (cmfi@netzero.net) to the Institute office ASAP.

UPDATE ON THE REORGANIZATION OF NAMF AND RELATED ORGANIZATIONS

(The following are excerpts from an article prepared by Bill Sass, President of the Ohio Association of Metal Finishers)

As most of you are aware, the NAMF Board of Directors voted unanimously to approve the reorganization documents which proposed that AESF, NAMF, and MFSA reorganize under the National Association for Surface Finishing (NASF). The AESF and MFSA Boards also approved the documents and the final step was a vote by the membership of these three groups as well as a vote by the AESF Council of Delegates (also passed with 72% in favor of reorganization) at the recent SUR/FIN meeting. The associations will officially become known as NASF on January 1, 2007 and the parent organizations will be designated as "Councils".

The original concept of "merging" the existing associations into a single organization has been replaced by the concept of "reorganizing" them in a more efficient fashion. Inter-association discussions over the last several months revealed that the notion of merging was too tall a mountain to climb in a single step. Fortunately, creativity prevailed and this alternative plan won the day.

The current plan calls for the three associations to remain as separate corporate entities with NAMF and MFSA remaining as 501 (c)6 corporations and AESF retaining its 501 (c)3 tax status. What will change is the day-to-day operations of the three associations.

The idea is to refocus the same degree of volunteer effort that is currently being expended by all three associations into a

better coordinated and more efficient manner. For example, committees common to all three associations – such as Membership and Marketing – will be reformed under the new National Association of Surface Finishing (NASF) as a single committee that will include volunteers from all three associations. This will eliminate having three separate committees dealing with essentially the same topics and challenges. Other committees with common areas of interest will be reorganized in a similar manner. The proposed plan creates seven distinct committees on which members from all three current associations will be invited and encouraged to serve. There is some possibility that the exact make up of the committees and their respective individual responsibilities may change slightly as we move forward, but the overall concept of minimizing overlap and redundancy in favor of improved efficiency will not change. Furthermore, rest assured that programs near and dear to NAMF member companies (e.g., business barometers, shop costs data, compensation surveys, etc.) will not only be preserved in the future, but there is reason to expect they will be strengthened to offer additional member benefits compared to now.

According to Ray Lucas, NASF Transition Board Member, "Most industry experts agree that due to declining memberships and budgets that have been in the red for several years, consolidation makes sense. In fact, it could be the salvation for one or more of the organizations. These experts have pointed out that streamlined operations such as one board instead of three and one set of meetings instead of three as well as reduced staff functions will save enough money that projections show the new organization to be in the black by the second year."

Our CMFI affiliate, as well as all the NAMF affiliates and AESF branches will continue

to exist and function under the newly consolidated organization – NASF. This consolidation strictly affects the National Organization and will benefit our members. The CMFI will continue to function as an affiliate of the NASF and the transition at the National level is seamless. Please call or e-mail our CMFI National Directors, Rick Delawder (rick@swdinc.com) or Becky Bennett (bbennett@ppc1904.com) with any questions you may have.

NAMF DUES INCREASE

We have just been notified by the National Association of Metal Finishers (NAMF) that there will be a dues increase beginning with your fourth quarter dues billing. At present, 55% of NAMF dues is earmarked for the Industry Environmental Fund which is used to support our government relations activities in Washington.

We value the continued support and assistance of our membership. Today's successful metal finisher is more challenged than ever before and the decision to raise dues at this time was not made lightly, but with the realization that it was necessary in order to continue the effectiveness of our association.

If you're wondering how your dues dollars are spent and of what value your membership is to you, your company, and your employees, you need only consult the following list of some of the benefit highlights. We're certain you'll agree that your money has, and will continue to be, well spent on your behalf.

Industry Environmental Fund. – Through the IEF, we have successfully led the fight to defeat the proposed MP&M regulation which, if enacted would have put 10-20%

of platers out of business. The estimated cost savings to metal finishers for the defeat of this regulation is \$1 Billion in annual compliance costs.

The industry associations have incurred over \$500,000 to challenge the Chrome PEL legislations on the basis of health risks to workers, technological feasibility, and economic impact. The original proposed legislation called for a PEL of 1 µg/m³. Because of our diligent efforts, OSHA's final rule raised this to a sustainable PEL of 5 µg/m³.

Government Relations Program. -- NAMF maintains a highly effective and well respected lobbyist in DC; monitoring and influencing legislation and regulations on the national level.

Legislative Conference and Capitol Hill Visits. – In conjunction with the government relations activities, NAMF coordinates an annual legislative conference, providing an opportunity for members to meet with elected officials to discuss issues affecting their companies. The conference is an important function of NAMF, and provides its members with yet another means of having a voice on important national issues.

Management Manual. – For information on competing finishing methods prevalent in the business world. With over 500 pages of technical, statistical, and financial information, this manual helps members run their business better by addressing job costs and profit centers, quality control, personnel management, insurance, financial management, sales/marketing policies and pollution control, to name a few.

Crisis Management Manual. – If a major accident or disaster strikes your plant, you

cmfi

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Dues Increase (continued from page 3.....)

will want to be ready with a proven, successful crisis management plan for government officials and members of the media. This Manual was created with that in mind and is geared specifically toward the surface finishing industry.

Industry Trade Shows and Conferences. –

These annual events combine timely management seminars and trade shows. Attendees learn new management and regulatory concepts, share ideas, develop strategies with peers, and leave with practical applications to improve their business.

Industry Publications. – These include newsletters, government relations updates, member directory and resource guide.

With your continued support we can continue to meet the industry challenges to remain a viable force in the surface finishing industry.

NEW HAZARDOUS WASTE MANIFEST FORM

Effective September 5, 2006, the new hazardous waste manifest form must be used by hazardous waste generators, transports, disposal/treatment facilities for new shipments of hazardous waste. For a quick overview of the new form and its use see:

<http://www.pneac.org/hazwastemanifest/>

The training video was prepared by the University of Wisconsin-Extension for the Printers' National Environmental Assistance Center.

Additional information about the new manifest form and federal requirements regarding the management of hazardous waste can be found at the EPA Hazardous Waste Manifest web page.