

[MemberSPOTLIGHT]

All in the Family

In many cases, the name of a machine tool company is a family name. What started with a father, grandfather or great-grandfather, has been passed down to sons, brothers and nephews. These companies operate with pride, with legacies, and with commitment. In this issue of ToolTALK, we profile one of these companies.

Packard Machinery Co. (PMC) was founded in 1942 by Wendell H. Packard Sr. He founded the company as a distributorship for South Bend lathes. For the past 65 years, PMC has been serving the six New England states, carrying a full line of machine tools including Kitamura, Hardinge, Bridgeport and others. There are currently two generations of Packards working at PMC—the president, Wendell H. Packard Jr., who has been at the company since 1973 and his son, Wendell H. Packard III, who has been at the company since 2004. Wendell Sr. has been enjoying retirement for more than 30 years, and just celebrated his 99th birthday. He is very active and enjoys good health, and still visits the PMC showroom from time to time to keep up on the latest technologies.

Each of the three Wendell's found a different path to PMC. Both Wen-



The Packards. Left to Right it's Wendell III, Wendell Sr. and Wendell Jr.

dell Jr. and III had indirect involvement with the business as children. They both spent various weekends and summers sweeping floors, cleaning machines and doing odd jobs around the office.

Wendell Sr. was a direct South Bend salesman when the opportunity to branch out as a distributor presented itself. Wendell Jr. began with the company after college, seeing the need for family continuity at the company. Wendell III spent over 7 years working on political campaigns and for various elected officials. Eventually his interest

in continuing the family tradition brought him into the business.

So how is it working with family? Wendell Packard III says that working in a family environment adds a distinct element to the work place. "All family members have an understanding and knowledge base of each other that is completely unique. Adding that element to the work environment can mean a better understanding of decision making processes. Many of our customers are family owned job shops. This gives us something in common, and hopefully helps us in the sales process." ■

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ment on projects has enabled us to remain viable," he added.

Addy says that although his company has struggled to remain profitable, he expects things to get better. Unlike other regions in the country, Michigan has been experiencing a

single state recession since 2000, and that is about to turn around. And the recent GM-UAW settlement will help the area and machine tool industry as well.

Addy has been part of the machine tool industry for many years. And

to those who may just be coming into the industry, he has good news. First, get a good education, take CNC and machining classes at a local community college and most importantly, call him at 800-ADDY-NOW. "I have a job for you!" ■

Future:

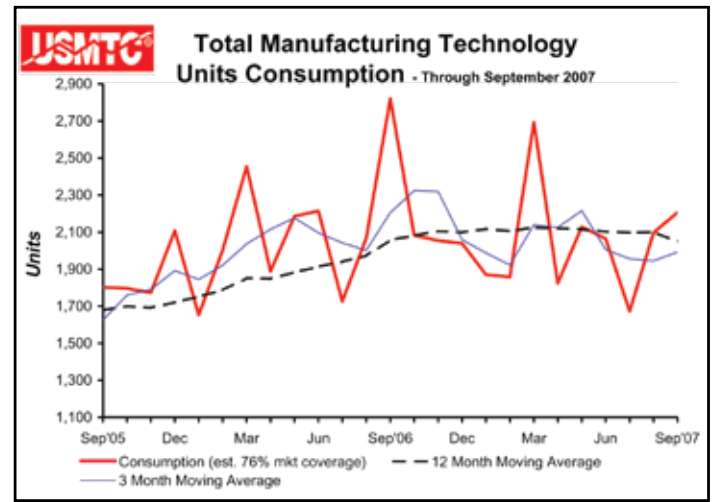
"The future you see is the future you get."—Robert G Allen,



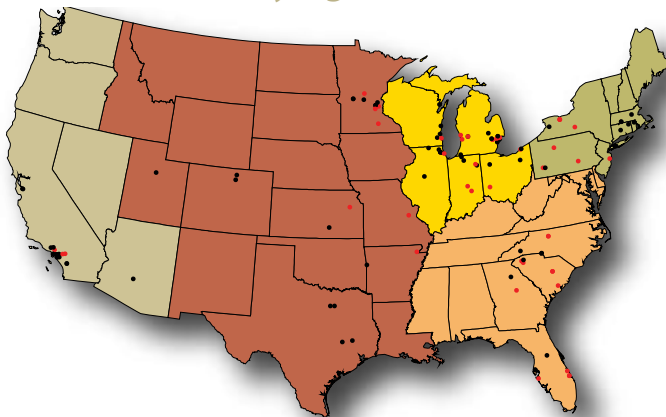
[USMTC] Manufacturing Technology Consumption up 6.7% through September

September U.S. Manufacturing Technology Consumption (USMTC) participants accounted for 2,206 orders for machine tools with a value of \$439 million. Metal Cutting orders accounted for 2,089 machines with a value of \$421 million. Metal forming orders accounted for 117 machines with a value of \$18 million. The USMTC report is a joint program of AMTDA® and AMT—the Association for Manufacturing Technology. Each month, ToolTALK presents a USMTC graph illustrating either machine tool orders by dollar volume or units sold. This month the graph shows consumption in units.

Additional graphs showing dollars with regional breakdowns, along with the data table used to plot the graphs, are available on AMTDA's web site at www.amtda.org under "Industry Statistics." ||



UCC Useful in Identifying Potential Markets



Grinders 1st Quarter 2007

| EQUIPMENT TYPE | CENTRAL | MIDWEST | NORTH | SOUTH | WEST | TOTAL |
|--------------------|---------|---------|-------|-------|------|-------|
| ● CNC Grinders | 15 | 25 | 11 | 9 | 14 | 74 |
| ● Surface Grinders | 8 | 16 | 8 | 12 | 3 | 47 |
| Grand Total | 23 | 41 | 19 | 21 | 17 | 121 |

EDA

Besides USMTC, UCCs are the next best tool for assisting members in identifying potential markets and buying cycles.

For example, the information provided in the accompanying diagram represents the 1st quarter 2007 UCC-1 filings processed in the United States for machining centers. Each point plotted on the map illustrates the location of a financed machine tool.

For more information or to order the documents at the AMTDA® member discounted rates, contact David Schwartz, Equipment Data Associates, at: 704-845-1030 or dschwartz@edadata.com

Cost Summary Results are In!

Did you know that the typical AMTDA® distributor company had a pre-tax profit of 2.7 percent, while a high profit firm had a profit of 5.9 percent last year? You would know that and much more detailed financial information from the industry if you participated in the 2007 AMTDA Distributors' Annual Cost Summary released last month.

Each year, AMTDA members are asked to participate in a cost survey that provides detailed financial results of machine tool distributors based on income statements, balance sheets, and operating data. The information provided is confidential.

Those companies participating in the survey had the results mailed to them earlier last month. If you are interested participating in the 2008 AMTDA Distributors' Annual Cost Summary, contact Joshua Caulfield at AMTDA at jcaulfield@amtda.org.

Annual Meeting:

AMTDA's Annual meeting is coming up, have you registered? Visit www.amtda.org for information.

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[PeopleTALK]

AMTDA Member News

Anniversaries/Records

2007 marks 75 years as a machine tool distributor for **Iverson & Company**. Founded in 1931 by Edward A. Iverson, the company was the first Hardinge distributor.

Heidenhain Corporation has just sold their 200,000th NC Control

which marks a new record in their history.

New Hires/Promotions/ Appointments

Omax Corporation has appointed **Miguel Cervantes** to the position of sales representative for Mexico.

Jeroen Schmits has been appointed the new CEO of **ANCA**.

Hangsterfer's Laboratories has appointed **Leslie Jones** as its new president. The appointment becomes effective in May 2008. The company is also preparing to celebrate its 70th anniversary. ||

[CalendarOfEVENTS]

2008 Events

- March 3-8, 2008** 25th International Machine Tool Biennial (BIEMH) www.bec.eu.
- March 12, 2008** Certified Machine Tool Sales Engineer (CMTSE) Online Exam. Registration deadline, January 23, 2008. Contact Clara Mora for details at cmora@amtlda.org.
- March 31, 2008- April 3, 2008** WESTEC Exposition & Conference, Los Angeles Convention Center, Los Angeles, CA, Visit <http://www.amtlda.org/website/calendar.asp?navitemid=141> for more information.
- April 6-9, 2008** 2008 AMTDA® Leadership Conference. The premier gathering of the machine tool industries suppliers and distribution professionals. Hilton Head, SC. For more information, contact Naomi Romanchok at nromanchok@amtlda.org.
- April 8-13, 2008** SIMTOS 2008, the Seoul International Machine Tool Show www.simtos.org.

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[ToolTALKSTAFF]

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