

ADVANCED MANUFACTURING NEWSLETTER

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www.mant.us

MANT
MANUFACTURERS ASSOCIATION OF NORTH TEXAS

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Ball Corporation Fort Worth Facility to Host Tour June 8th

Ball Corporation is one of the world's leading suppliers of metal and plastic packaging to the beverage and food industries. The company also owns Ball Aerospace & Technologies Corp. Ball, based in Broomfield, Colo., reported 2003 sales of \$4.9 billion. Ball's packaging strategy is to manufacture, market, sell and service products that will meet the metal and plastic packaging needs of the beverage and food markets.



In aerospace, Ball capitalizes on the world-class capabilities of its aerospace and technologies subsidiary.

Ball Corporation is the largest producer of metal beverage cans in the world operating more than 30 plants worldwide and manufacturing more than 45 billion cans annually.

Their Fort Worth plant is one of 18 manufacturing plants in the US. Ball produces two-piece aluminum beverage cans and easy-open beverage can-ends on some of the industry's most state-of-the-art equipment. They promote recycling and use extensive amounts of recycled aluminum in its operations.

Ball's Fort Worth facility was built in 1976 by Reynolds Metals Company for Miller Brewing Company. The plant was built to supply 12 oz. cans to Miller's Fort Worth brewery. It was modernized in 1990 to upgrade technology and increase productivity. In 1993, it was sold by Miller Brewing Company to Reynolds Metals Company and continued supplying Miller's Fort Worth brewery. In 1997 the plant was modernized to increase productivity. It was acquired by Ball Corporation in August of 1998.

Ball Metal Beverage Container Operations is located at:
6600 Will Rogers Boulevard
Fort Worth, TX 76140-3199
(817) 551-3100

The Fort Worth facility occupies 322,000 square feet in the Carter Industrial Park, five miles south of downtown Fort Worth.

Please join us for this unique opportunity to visit one of our local manufacturing enterprises. The tour is open to all MANT members and visitors. However, all participants must be registered in advance of the event. Tour fees are \$15 for members and \$20 for non-members. The event will begin at 3:00 pm and adjourn by 4:30 pm. Light refreshments will be served. Please see our fax-back form on page 4 to reserve your place. Space is limited to the first 40. See you there!



Ball Corporation
Fort Worth

Machine Tool Sector Stages a Comeback

The US Machine tool industry is coming back to life. During the first quarter of this year, consumption surged to \$609.5 million, an increase of 44.4 percent over the same period last year, reports the US Machine Tool Consumption Survey. For the month of March, consumption increased by 60.5 percent over February to \$272 million. US machine tool consumption remains about half of what it was during the late 1990s.

US Trade Deficit, Exports Reach Record Numbers

The trade deficit reached a new record in March: \$46 billion, up 9 percent from the \$42 billion deficit measured in February. The March trade deficit was \$3 billion higher than the same month in 2003. The negative balance of trade in goods increased by 8 percent for the month from \$47.5 billion in February to \$51.2 billion in March. Exports of goods during March reached a new record of \$67 billion (up from \$65 billion); but goods imports also reached a new record; \$118.4 billion.

On a seasonally adjusted basis, the Census Bureau found that:

- * March exports of industrial supplies and materials (\$16.9 billion) were a record
- * March exports of automotive vehicles, parts, and engines (%7.2 billion) were a record
- * March exports of consumer goods (\$8.6 billion) were a record
- * March exports of capital goods (\$27.7 billion) were the highest since May 2001
- * March imports of foods and beverages (\$5.2 billion) were a record
- * March imports of industrial supplies and materials (\$31.6 billion) were a record
- * March imports of automotive vehicles, parts, and engines (\$19 billion) were a record
- * March imports of consumer goods (\$31.3 billion) were a record
- * March exports to Canada (\$17.2 billion) and March imports from Canada (\$22.3 billion) were records
- * March imports from Mexico (\$13.5 billion) were a record
- * March exports to the European Union (\$15.7 billion) were a record
- * March imports from the European Union (\$25 billion) were a record
- * March exports to China (\$3.37 billion) were a record
- * March imports from China (\$13.8 billion) were \$1.5 billion higher than in February, but fell short of the record month of October 2003 when the US imported \$16.4 billion from China
- * March exports to Japan broke records at \$5.9 billion
- * Japanese imports were recorded at \$12.1 billion, the highest recorded since 2001
- * The March deficit with OPEC was \$5.6 billion and imports were \$7.4 billion



**5th Annual MANT Summer Mixer
& Membership Drive**

Date: Tuesday, July 6, 2004
Time: 5:30 - 7:30 p.m.

Location: COORS HOSPITALITY ROOM COLD BEVERAGES & FOOD!!
I-35 at Meacham Exit, FORT Worth, Texas 2550
McMillan Pkwy

NORTH ON INTERSTATE 35 FROM DOWNTOWN FORT WORTH, EXIT MEACHAM BLVD

Cost: Members \$15.00
Non-Members \$20.00

Bring lots of company literature and business cards for our exchange table

PROGRAM: Meet at 5:30p.m. at the Coors Distribution Center in the Hospitality Room - at I35 and Meacham Blvd. We ll have door prizes special recognitions and plenty of networking, snacks and cold drinks. Make a new friend, find a new customer, meet other manufacturers and the companies that support industry. Bring a friend

RSVP requested by Friday, June 25th



GM Will Increase Outsourcing

General Motors is aggressively pursuing the strategy of outsourcing work to low-cost nations around the globe. According to an internal report obtained by the Detroit News, GM says that it plans to increase offshore outsourcing of work from \$3 million last year to \$48 million in 2004. The 2003 Vehicle Operations report says GM will send most of its service-sector outsourcing work to India and Canada this year, including computer-aided planning of future factory layouts.



MANT, the San Antonio Manufacturers Association and the South Texas Manufacturers Association recently joined forces in a letter to President Bush and the Congress about manufacturing.

These three Texas manufacturing associations joined over 60 other professional industrial associations in asking the President to reprogram funds for the Manufacturing Extension Partnership (MEP). The request of an additional \$40M is necessary to prevent dismantling of the this valuable resource for American manufacturers.

The US has lost 2.7 million well-paying manufacturing jobs in the last three years. The economy is creating some replacement jobs but they pay 18 percent less, on average.

It is estimated that with a budget of only \$39M as proposed by the Administration that approximately 11,000 few manufacturers will receive MEP services. They will lose \$1.7 billion in sales; their costs will be \$425 million higher; and they will not invest \$585 million in plant modernization.

The letter states that this slide is unnecessary and that by funding MEP our manufacturers will receive the assistance they need to help them stay competitive and maintain strong high paying jobs.

Please visit:

www.nam.org for more information or
www.modforum.org to submit an email on your views regarding the state of US Manufacturing.

European Union Becomes Bigger Trading Block

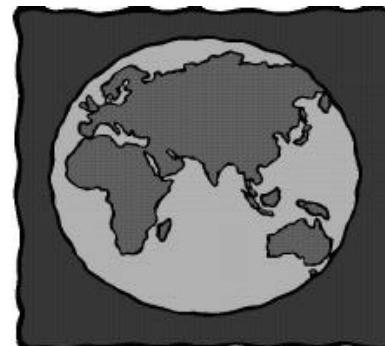
The European Union has become a very large market for goods and services, thanks to the additional 10 new member states. With an addition of 77 million people the EU's population is now 455 million, far surpassing in size the 293 million people living in the United States.

The new member states include, Cypress, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Malta, Poland,

Slovakia, and Slovenia. After generations in which internal conflict in Europe posed one of the most serious security threats to the US, the Western alliance

and world peace, the unification of Europe by consent is a major strategic prize for the US

as well as Europe. EU enlargement ensures that the democratic transition in Central and Eastern Europe is irreversible.



Increasing Worry Is Expressed Over Paltry Commitment To Funding Physical Sciences And Engineering Research

The Republican leadership in the House of Representatives has unveiled a legislative agenda for the coming two months to counter the controversial issue of outsourcing U.S. jobs overseas.

Republicans will pursue a legislative blitz on the floor of the House entitled Building Careers for a 21st Century America. The campaign will focus on traditional Republican issues such as reducing the burden of government regulation, energy legislation and taxes.

New anxieties like outsourcing pose new questions to policymakers about how we keep American jobs in America, House Majority Leader Rep. Tom Delay (R-Texas) told reporters at a press conference in a room on the first floor of the U.S. Capitol building.

Flanked by Majority Whip Roy Blunt (R-Mo.), Rep. Todd Tiahrt (R-Kansas), who organized the agenda, Commerce Secretary Don Evans and Don Wainwright, chairman of the new Manufacturing Council at the Commerce Department, DeLay said that Careers for the 21st Century America is the broadest most forward looking economic agenda that Congress has undertaken in a generation.

The goal of the campaign is to double the U.S. gross domestic product in 10 to 15 years. "Lowering the cost of doing business is vitally important for allowing us to compete in the world economy," said DeLay.

The agenda will encompass eight areas: health care; "bureaucratic red-tape termination"; lifelong learning; trade fairness; tax relief and simplification; energy; spurring innovation; and ending lawsuit abuse. There will be specific bills on lifelong learning and creating health savings accounts and association health plans. Bills on reducing red tape and tax relief will be on the floor immediately, "and we will go for eight weeks solid for passing these bills," DeLay said.

On trade, the House will consider the Australian Free Trade Agreement and the Miscellaneous Trade and Technical Corrections Act intended to "bring our codes up to where they need to be so we can compete and our negotiators can negotiate more fairly," said Blunt.

For access to the complete article please visit www.manufacturingnews.com.



URGENT: Information Suppliers to the Electronics Industry Need to Know

New legislation will dramatically impact your manufacturing processes, costs and revenues. Workshops are being held throughout the Metroplex during the month of June on the upcoming compliance requirements regarding new global substance bans. The European Union's Restrictions on the Use of Hazardous Substances (RoHS) Directive control or severely restrict the use of certain materials in components and products shipped into the EU, Japan, China and other countries as well as a growing number of US states.

Effective July 1, 2006 suppliers have to eliminate certain chemicals from products and provide legal declarations. Also required is the transition to lead-free assembly.

Why be concerned now? These regulations go into effect less than 9 quarters from now. Some design cycles need up to 2 years of lead time. You don't want to be hit with a flood of time-consuming substance declaration forms from your customers. Substances restricted include common substances used in solder, electronic components, metal finishing, dyes, paints and plastics - including lead, mercury, cadmium, chromium and certain polybrominated flame retardants.

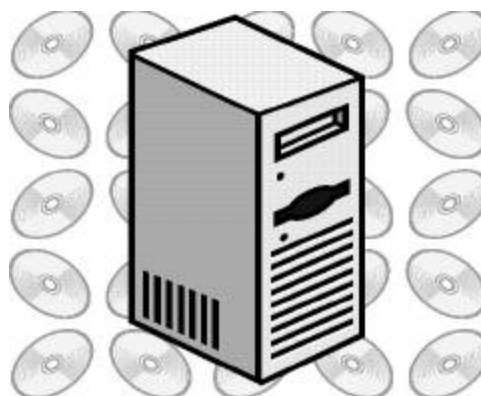
By participating in a 1/2 day workshop your company will learn the legislative and technical requirements, how they impact you and what you can do to accelerate your compliance activities and minimize costs.

Workshops will be conducted in Dallas, Fort Worth, Houston and Austin. Registration fee is \$60 until June 10th and \$75 after this date.

Access more information at the following location on the web:

<http://tmac.org/documents/ColorTX.pdf>

or contact Iris Bruton with the Texas Manufacturing Assistance Center at 817-272-5909 - ibruton@arri.uta.edu.



MANT GOLF TOURNAMENT

MANT cordially invites you to participate in our 2nd Golf Tournament at the beautiful Mansfield National Golf Course this September. Proceeds from this event go to the operating expenses for the Association and its programs.

We are actively seeking sponsorships and doorprize donations. Please contact Linda Lummus for information on where you or your company can contribute at llummus@flash.net.

WHEN:

September 24, 2004

12:30 PM Lunch and Registration

2:00 PM Shotgun

WHERE:

Mansfield National Golf Club

3750 National Parkway

Mansfield, Texas 75063

COST:

Tournament Fee: \$100 per player

Price includes Deli Lunch Buffet before tournament, green fees, shared golf cart, and range balls.

Please go to

www.thegolfspot.com/eforms/

[MANT_tournament.aspx](http://www.thegolfspot.com/eforms/MANT_tournament.aspx)

to download registration form and

Send payment to:

Manufacturers Association of North Texas

1150 South Freeway Ste. 143

Fort Worth, Texas 76104



Bulletin Board

EVENTS & TRAINING

8th Annual Congressman Martin Frost Procurement Conference

On Friday, July 30th, the Cross Timbers Procurement Center (CTPC), one of UTA's Small Business Assistance Centers, will host the 8th Annual Congressman Martin Frost Procurement Conference at the E.H. Hereford University Center on the UTA main campus. In the U.S. Congress, Frost has devoted substantial time to helping both the defense industry and small businesses promote economic development in North Texas. The conference, a joint effort between CTPC, Congressman Frost, and the Office of Naval Legislative Affairs educates businesses in conducting business with the government and other public sector entities. Procurement contracts are an important part of the Dallas-Fort Worth area economy, accounting for more than \$6 billion in federal purchases in 2003. The Tarrant/Dallas county area is a major contributor.

Speakers at the conference include Navy Rear Admiral (Sel) Martin J. Brown, and Derrick Kinney, media financial expert. The conference features access to defense contractors, state, local and federal government agencies and other contracting officials. Educational workshops will be presented for both the novice and more experienced vendor, covering topics such as:

- * How to Sell to the Government 101
- * Writing Winning Proposals
- * How to Sell Your Products & Services in a Down Economy
- * Monopolizing Your Market Place
- * Leveraging Joint Ventures
- * Small Business Innovative Research (SBIR) Grants
- * How to Prepare for Match Making Events
- * Selling to the Government: What You Don't Know Can Cost You Big Bucks

The conference will wrap up with a Success Story panel featuring customer testimonials on the challenges and opportunities of contracting with government agencies.

Cost is \$55.00 per person through June 26th and \$65.00 June 27 - July 22 at the door. For more information, please call Ms. Trini Do at 817-272-5915 or visit the CTPC website at <http://arri.uta.edu/crosstimbers>.

CERTIFIED HACCP TRAINING CLASSES

We take the Hassle out of HACCP Training

SCHEDULE

Certified HACCP Workshop•
Wed-Thur June 9th-10th, 2004;
8-5 PM
Advanced HACCP Workshop•
Friday June 11th, 2004; 8-5 PM

LOCATION

Fort Worth Texas-ARRI (Automation & Robotics Research Institute)
7300 Jack Newell Boulevard South
Fort Worth, TX 76118
Iris Bruton Ph. 817-272-5909

HACCP TRAINING OVERVIEW

Importance of Food Safety•
USDA Regulations•
Pre HACCP Requirements•
History and Overview of HACCP•
Relationship of GMPs and SOP's to HACCP•
Identifying Hazards, Physical and Chemical•
Identifying Hazards, Microbiological•
Interventions and Controls in Meat Processing/Listeria Control•
Implementation and Management of your HACCP plan•
7 HACCP Principles•
Development of mock HACCP Plans•
Summary



MANT Ball Corp. Plant Tour Reservation Form

For questions contact MANT Program Chair Deborrah Wallace at dwallace@arri.uta.edu or call 817-272-5922. All tour participants are required to register in advance.
Fee: Members \$15 and Non-members \$20. Light snacks and a beverage will be provided.

Yes, I am a MANT supporter and will attend.

Name: _____

Address: _____

Company: _____ email: _____

Voice Number: _____ Fax Number: _____

To RSVP by Fax complete the information and send to Cathey Karnes: 817-871-6031



The Manufacturers Association of North Texas newsletter is proudly sponsored by
The University of Texas at Arlington and the Texas Manufacturing Assistance Center, a component of the
Automation & Robotics Research Institute
www.tmac.org - 817-272-5922 - Editor, D.M. Wallace

