

American Turned Products

American Turned Products (ATP) is a high-volume, contract manufacturer specializing in precision turning and assembly of complex components. The family-owned-and-operated business was established in 1984 in Erie, Penn. by current president, Jerry Eighmy.



ATP expanded operations three years later by moving into a larger, 45,000-square-foot plant in Erie. Shortly after that, the company opened a facility in El Paso, Tex. to serve the Mexican automotive assembly plants.

In 1998, ATP built a 50,000-square-foot facility in Fairview, Penn., which serves as the company's current headquarters. The manufacturer has since sold the El Paso operation.

In addition to the company's founder, ATP is guided by his two sons, chief executive officer Scott Eighmy and chief operating officer Harry Eighmy. The latter also serves as manager of the Erie plant.

"Ours is a highly technical company," Harry Eighmy says. "ATP is on the cutting edge of new technologies, which makes us very competitive within the markets we serve. We can turn parts faster, for less money and with better quality than a lot of our competitors."

One example of that cutting edge technology is the recent addition of a vertical trunnion-style rotary transfer machine. It enables ATP to machine both ends of a part simultaneously instead of doing just one end at a time. According to Mr. Eighmy, very few companies in North America have that technology.

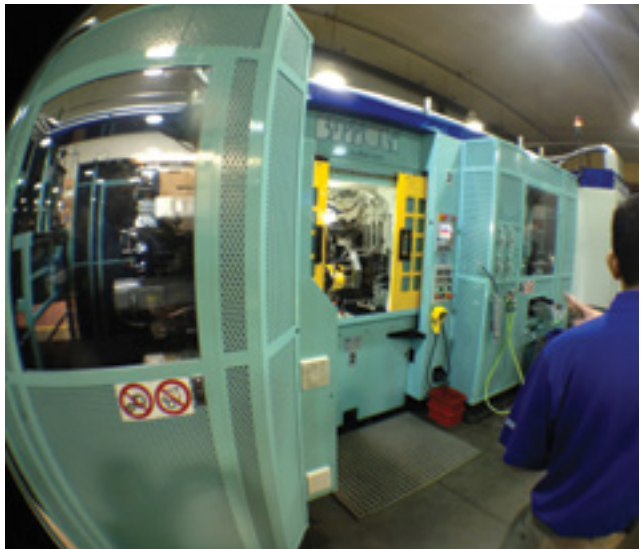
With 125 employees at its two locations, ATP serves a variety of industries, including the fluid power, medical, marine and electrical markets. The majority of its parts are used by the automotive industry for airbags, engine timing and fuel injection systems.

"We're a Tier 2 supplier," Mr. Eighmy explains. "We machine parts for a lot of the companies that supply the major automotive manufacturers."

The Eighmy family has been in the precision machining industry for more than 50 years. "My grandfather was involved in contract machining in the 1950s when he operated screw machines for TRW," Mr. Eighmy continues. "Then, my father got into the business and guided the company to where it is today."

Jerry Eighmy's sons, Scott and Harry, both began working at ATP in 1989. Scott's son, who is also named Jerry, became the family's fourth generation of contract manufacturers when he recently joined the business.

Both the elder Jerry Eighmy and Scott Eighmy were PMPA presidents. They also both served on PMPA's board of directors, as did Harry Eighmy.



CONTINUED PAGE 5

CONTINUED FROM PAGE 1

WHAT'S THE RIGHT STRATEGY?

is a lot of experience leaving the workplace. Promoting opportunities just makes sense given the demographics.

PMPA is going to be actively supporting Training Initiatives, too. Our Educational Foundation has been the primary way that PMPA has supported training in our industry. As our new goal is showing us, there is more we can do. Helping members connect with local community colleges that can offer relevant programming is time well spent.

As for Career Paths, we are going to take the initiative to develop materials that show people just what's in it for them: wages, benefits, interesting work and quality of work life. There's also satisfaction in knowing that because of you, airplanes fly and cars go (and stop). Because of you, people can resume normal lives with medical parts that make a difference.

PMPA has a new goal: "Promote Industry Opportunities, Training Initiatives and Career Paths." We think that goal makes perfect sense for our organization. We also think that if Strategy is how a company actually operates, maybe our goal should be your goal as well.

After all, isn't it your people who operate your technology? Isn't it your people who are responsible for your quality and productivity? If Strategy is how we compete, people are our competitive advantage.

What is the right strategy for your shop? What does your current strategy say about finding and developing your future workforce? I can tell you what ours says.

CONTINUED FROM PAGE 2

AMERICAN TURNED PRODUCTS

"There are so many benefits in being a PMPA member," Harry Eighmy notes. "The networking is probably the biggest benefit. Being able to network with our peers.

"Sharing information is another big benefit," he adds. "The information we get through the association, from a bench-marking point-of-view, has been very valuable to our company."

Mr. Eighmy points to the various PMPA conferences as tremendous opportunities for networking with fellow members. "We attend the Technical Conference, Management Update and the PMPA National Conference," he says. "We are also very active at our local district meetings."

Advocacy is another major reason for belonging to PMPA. "ATP has been a part of the association's lobbying efforts," Mr. Eighmy continues. "We've sent our people to Washington, D.C. with other PMPA members. We're very much involved on the national level. We're also involved at the state and local levels, talking to our representatives to encourage them to help small businesses and manufacturers like ATP"

In summing up, Mr. Eighmy says, "PMPA has been a terrific organization for ATP. The association has really helped transform us into the company we are today."

American Turned Products is located at 7626 Klier Drive, Fairview, Penn. 16415. Phone: 814-474-4200. Fax: 814-474-4718. Website: www.atpteam.com.

Think of PMPA as an extension of your engineering and marketing departments. We help you focus on excellence and intelligently manage risk to sustain your success. We are also continually working to protect our industry by working to change government regulations that are unfair or too restrictive. We help walk you through the steps required when an OSHA representative shows up at your door. And, we lobby on behalf of the industry to protect the interests of precision machined products manufacturers. It is our goal to help you and other members calibrate your businesses so you can add value and compete globally. The tools we offer are designed to help you better understand your company's performance. That way, you can continue to not merely survive, but to thrive in today's competitive environment.

SUSTAIN!



Why Join PMPA?