



UNITED STATES CUTTING TOOL INSTITUTE  
LEADING THE FUTURE OF THE CUTTING TOOL INDUSTRY



# USCTI

On the Cutting Edge

THE UNITED STATES CUTTING TOOL INSTITUTE

The United States Cutting Tool Institute is the premier trade association for manufacturers of cutting tools for the metalworking industry. The Institute includes any North American manufacturer and/or remanufacturer of cutting tools, as well as post-fabrication tool surface treatment providers. Members, which number over 70, belong to ten product divisions: Carbide Tooling, Drill & Reamer, Metal Cutting Saw Blades, Milling Cutter, PCD & PCBN, Substrate Materials, Surface Coating, Tap & Die, Tool Holder and All Other Tooling. A wide range of activities includes a comprehensive statistics program, human resources surveys and forums, development of product specifications and standards, and semi-annual meetings to share ideas and receive information on key industry trends.



## MEMBERSHIP ADVANTAGES

### A Wealth of Information

By joining USCTI, you will benefit from a wealth of useful information on the cutting tool industry. This information comes to you in the form of timely newsletters, bulletins, product specifications, and market data.

Institute activities, designed to benefit all members, include:

- The exchange of ideas and information between industry peers.
- Collection and dissemination of data on cutting tool production and sales.
- Promotion of advances in engineering and manufacturing techniques.
- Standardization of cutting tool sizes, dimensions, and tolerances to assist end-users and manufacturers.
- Representation of the cutting tool industry in matters of business and national concern.

As a member of USCTI, you will have a unique opportunity to learn more about emerging technologies and industry trends, help develop product standards that impact your business, and participate in a variety of workshops and seminars on key business and industry issues.

### Networking

As a member of USCTI, you'll share ideas and information with senior executives from the cutting tool industry's leading companies.

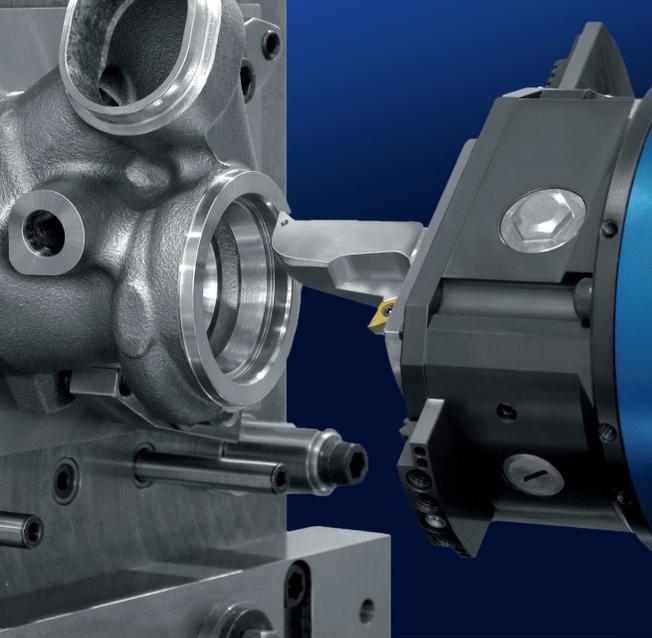
Other opportunities for interfacing with fellow members include USCTI's Spring and Fall national meetings, and the World Cutting Tool Conference, held every three years. These meetings include panel discussions and presentations covering timely business issues such as machining trends, market forecasting, trademarks and patents, the internet, e-commerce, and environmental regulations.

### Beneficial Statistics and Surveys

The Institute's statistics program provides valuable, accurate, and timely information. This can be very helpful in assessing your company's strengths and weaknesses, as well as in spotting industry and business trends. Statistical information available through USCTI, and included in membership, includes:

- Product Line Statistics Report – A detailed monthly analysis of cutting tool shipments by eight specific product types.
- Current Business Report – A composite indicator of members' incoming orders and monthly billings. This report also tracks billings per employee, shipments of coated tools, and the ratio of standards to specials.





- Annual Regrind and Surface Coating Reports - Tracks billings on surface coated tools and regrind tools.
- Import/Export Report – A monthly summary of international cutting tool shipments.
- AMT/USCTI Joint Member Report - Through a partnership with AMT, a monthly product line overview report which includes industry data from both USCTI and AMT members and survey participants.
- Quarterly Cutting Tool Market Forecast and Webinar from IHS Markit.
- Survey of Operating Ratios – An annual look at key performance indicators.

#### **Vital Personnel Information**

USCTI's comprehensive labor relations program includes labor relations meetings and updates on timely personnel issues, as well as two very valuable surveys specific to cutting tool companies:

- Middle Management and Supervisory Salary Survey – Information on annual salaries and bonuses for more than 40 positions.
- Wage and Fringe Benefits Survey – An annual compilation of wage rates and fringe benefits for hourly plant workers.

#### **Promote Your Business to the World**

USCTI has developed an extremely valuable liaison with the European Cutting Tools Association and the Japan Cutting and Wear Resistant Tool Association. In addition, companies from India, Korea, and China are represented during the World Conference. The first ever World Cutting Tool Conference held in April, 1998, resulted from these relationships. The World Cutting Tool Conference takes place every three years, bringing together top cutting tool executives from all corners of the globe.

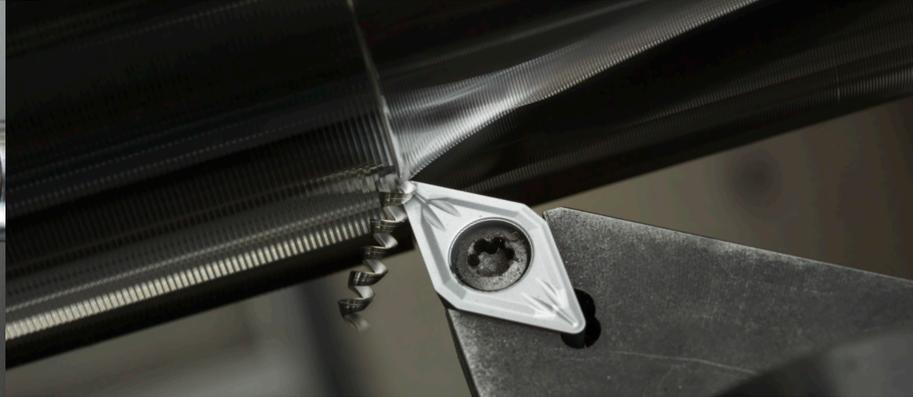
#### **USCTI Website**

USCTI's website offers another opportunity to promote your business. A comprehensive membership directory and product directory provide information about our members to anyone in the world. Hyperlinks to member websites allow potential customers to obtain more details about each company. USCTI also sponsors [mfgcareers.org](http://mfgcareers.org), a website dedicated to promoting careers in manufacturing and available educational resources.

#### **USCTI Scholarship Program**

USCTI offers an annual scholarship of \$5,000 for an individual at a member company or an individual recommended by a member company. This is a great way to promote careers in manufacturing and also to retain employees.





### Access to Valuable Technical Resources

Publication of important technical specifications is another vital function of USCTI. The Institute is recognized as a leading source of technical information on cutting tools, and participates in working groups, including working with the Aerospace Industry Association, providing input on industry standards.

### How We Operate

The Institute is headed by a Board of Directors. The Directors elect a President, a Senior Vice-President and a Vice-President. An Executive Committee, made up of the Officers, provides further direction. A Secretary/Treasurer is retained to manage the Institute's operations and finances.

Members have many opportunities to become involved in the Institute's operations through a network of committees, including programs, statistics, and technical committees.

All Institute activities are closely monitored by legal counsel to ensure strict compliance with antitrust laws.

### How to Join

To become a member of USCTI, your company must be a business entity organized or legally qualified to do business in North America, a manufacturer and/or remanufacturer of cutting tools, or a post-fabrication tool surface treatment provider in North America.

Every full member has a vote, regardless of the size of the company, so all member companies have an equal say in elections and policy-making.

As for dues, USCTI follows the traditional principle of basing membership dues on company size. If you're interested in becoming a member, contact the Institute office for dues information.

For a membership application and/or more information about USCTI, please contact us at:



**United States Cutting Tool Institute**  
1300 Sumner Avenue  
Cleveland, Ohio 44115-2851  
Phone: 216-241-7333  
Fax: 216-241-0105  
Email: [uscti@uscti.com](mailto:uscti@uscti.com)  
[www.uscti.com](http://www.uscti.com)