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The United States Is Open For Business

Gary Lindom

Based on our daily interaction with customers from all industries we think it is safe to say that the United States is again open for business and most companies are back to normal operations. Some companies still have non-essential employees working from home or at least working from home part time but operations seem to ramping up in all industries.

TMI is seeing increased interest from companies that want to get caught up on their calibration requirements that have been put on hold during the Covid epidemic. We have seen a dramatic increase in our workload because of this desire to get caught up on their test equipment quality programs. One of the reasons that is driving this increased demand is that during the Covid shutdowns many companies have lost their internal calibration technicians, many of them to retirement, and finding replacements is very difficult. This dramatic increase has caused most of our labs to be flooded with work which causes us to have extended turn-around times. Because of the dramatic increase in calibration requirements TMI has had to expand our search for qualified calibration technicians at many of our labs. The search for these technicians is a slow process so we ask our customers to be patient while we work to fill these open positions. Finding qualified people to fill open positions seems to be a nationwide problem that many of our customers are also experiencing.

TMI will continue to provide the highest level of support to all of our customers while we go through these market changes.



New Capabilities

David Arevalo

TMI continues to discover new opportunities in our expanding territories and we are constantly assessing and responding to the needs of our customers. These requests have triggered an increase in our capabilities across TMI's nine full service labs. While some labs have added standards that are redundancies in the TMI network, other labs are adding new systems that add to our already large list of capabilities. These advances allow us to better serve our customers nationwide and provide them with a quality option, at a fair price, in a reasonable timeframe.

TMI Rockford has added a Mitutoyo Surftest SV-3200 Surface Roughness Tester System as well as a Modal Shop 9350C Sound Measurement System. These systems add High Accuracy Surface Roughness measurement and Sound Level calibrations to the TMI arsenal respectively.

TMI Colorado purchased a 25,000 lbf Morehouse Universal Calibrating Machine to help provide highly accurate force measurement capabilities. The Colorado Springs lab, which is our furthest lab west to date, also added a Banding Tool Calibrator that is the first in the company. TMI Colorado has also added a new rack to increase their RF range up to 50 GHz.

TMI Melbourne has increased their pressure calibration range with a Water Deadweight Tester. This system is able to test pressure ranges of 10 to 10,000 psi with a 0.008% of reading accuracy.

TMI Hilliard also updated their pressure system and now have a DHI Deadweight Pressure calibration system that provides a high accuracy of pressure source from 0-30,000 PSI. They have also added new mass capabilities to the company with some new Mass Comparators and Master Mass Sets allowing us to measure Weight Class Capability: ASTM Class 1, 2, 3, 4, 5, 6, 7, F; OIML Class E2, F1, F2, M1, M2, M3 Mass Range Capability: Metric from 1 milligram up to 25 kilograms. Avoirdupois from 0.001 pounds up to 50 pounds.

TMI Hartford has invested significantly in order to increase TMI's temperature capabilities. With our new temperature baths, a triple point of water cell, a LN2 cell, an annealing furnace, and a super thermometer with a SPRT probe, our range now covers -196°C to 550°C. We have added the capability to calibrate, RTDs, PRTs, and other high accuracy temperature probes. We have the ability to provide ITS-90 coefficients, system calibrations, or both to meet all of your temperature needs.

NEW CAPABILITIES

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New Managers at TMI

Debi Lenczyk

Matt Nicewicz - Lab Manager - Hartford, CT.

Matt joined TMI in 2017 and worked in many areas of the Hartford Lab. Matt trained extensively to learn multiple disciplines within the calibration lab. Through his hard work and training, he was promoted to Lab Supervisor in early 2020 and to Assistant Branch Manager in December of 2020. Matt earned the position of Lab Manager in May 2022. Matt is proof that dedication, hard work and a desire to learn results in greater opportunities!

New Managers

Through his hard work and training, he was promoted to Lab Supervisor in early 2020 and to Assistant Branch Manager in December of 2020. Matt earned the position of Lab Manager in May 2022.



Matt's goal at TMI is to continue to build the strongest team in the Hartford Lab so that this lab can continue to grow and become one of the best labs in the TMI Network. From day one, Matt has appreciated the support that he has been given from Michael Floyd and the other Branch Managers as he has settled into this new management position.

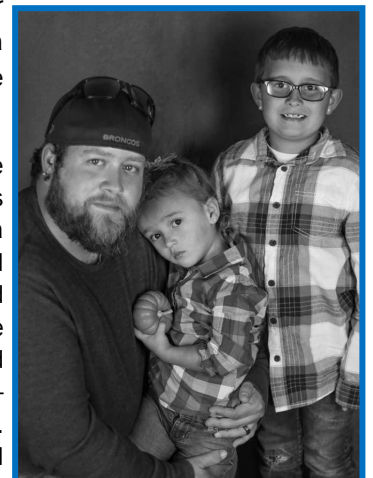
In Matt's spare time, he enjoys his bowling league, volleyball league and playing golf on the weekends. In the winter time he's an avid snowboarder. When he's not participating in sports, he enjoys relaxing with family, his girlfriend, Miranda and his dog Mocha.

Matt Ayres - Lab Manager - Hilliard, OH.

Matt started working in the calibration industry in 2011 where he worked on annual inspection on a friends plane and decided to pursue a career in calibration. He began working in a local testing company first in their shipping and receiving area and then spent the next 4 years working his way up to Senior Tech of their lab. Matt has traveled all over the United States and spent a great deal of time in Colorado working in their traveling trailer doing onsite calibrations.

After the birth of his daughter, he found TMI and started with us in 2016 where he began as a Mechanical Technician. Over time, Matt became a Senior Technician with TMI and then became the Lab Supervisor for a few years. He was promoted to Branch Manager in June 2022. In his free time, Matt enjoys traveling with his family.

Matt's goal at TMI is to build the best team of people while placing them in the best position to excel. He is proud of his long career at TMI as well as the quality service provided by a family-owned business. From day one, Matt has appreciated the small family feeling at TMI as well as the principles and passion instilled by Mike, Wendy and Michael Floyd. "The Floyd family truly cares about all of the employees and should be proud of the business they started". It is also a direct reflection of the morale and expectations set forth by the Floyds. Matt considers it a privilege to work for such a company and works diligently to reinforce those values daily.



New Managers

Luisa enjoys the environment TMI has provided and the opportunity for growth and new challenges. She is laser focused on her new role and enjoying and experiencing life before she and her high school sweetheart, now her husband, have children.

Luisa Buitrago - Account Manager – Ft. Lauderdale Lab

Luisa has been with TMI since 2018 where she began as the lab administrator in our Ft. Lauderdale lab. In March 2022 she was promoted to Account Manager. Luisa enjoys the environment TMI has provided and the opportunity for growth and new challenges. She is laser focused on her new role and enjoying and experiencing life before she and her high school sweetheart, now her husband, have children. They currently have 2 four-legged babies, Ellie and Bruno!

Luisa also has a creative side and did make up professionally for a couple of films, as well as special effects makeup for a haunted house in Boca Raton. This balances out her adrenaline side in building and racing their 2021 Toyota Supra. Needless to say, Luisa loves a challenge, an exhilarating experience and connecting with people!



CAREER OPPORTUNITIES AT TMI

Michael Floyd

TMI continues to experience tremendous growth throughout our company we are adding new labs to our network and placing new OTS Operations in customer facilities. In addition, many of our labs are experiencing tremendous growth so TMI is looking for additional employees at many of our current locations. There are openings for all levels of calibration technicians, PMEL experience is a plus. Advancement opportunities are also available at many of our locations. We need qualified Branch Managers, Lab Supervisors, and Lead Technicians. There are also openings for administrative people and delivery drivers at some locations.

TMI offers a very competitive benefits package which includes industry leading medical, dental and insurance packages which includes a 401K matching program. Salaries are very competitive based on experience and there are many opportunities for fast track advancement within the company. Relocation packages are available for the right people.

There currently are openings in our Illinois, Ohio, Connecticut, Alabama, Florida, Georgia and Colorado locations. Please forward your resume to Michael Floyd at michael.floyd@tmicalibration.com or you may visit our website www.tmicalibration.com and reply through the career tab.



Increased Interest in Outsourcing

Gary Lindom

They say, "If you want it done right, do it yourself." You've said it, I've said it, everyone has said it. But what happens when you must rely on an outside party to provide a service that you would prefer to have control over? How do you identify work that can be performed in-house and work that should, or must, be performed elsewhere? How do you decide who should do the work? And how do you maintain compliance to your quality program when a third party does the work?

What often begins as a simple procurement process can quickly become a complex quality issue. This is particularly true with outsourcing calibration services. The calibration of test and measurement instrumentation must meet quality requirements that are critical to employees' safety, your product's quality, and maintaining your accreditation programs and auditability. Trusting a third party to meet these requirements means not only making that leap of faith but also establishing a well-defined process for outsourcing calibrations.

TMI can offer customized calibration programs that could include one or all of the following service levels.

- ◇ Free Pickup and Delivery for calibrations performed at one of our Network Labs
- ◇ Scheduled onsite calibrations where we bring people and standards to your site to complete calibrations
- ◇ Our OTS (On-Site Technical Services) Program where we build a resident program in your facility with standards and full-time technicians to support your entire calibration program

All of these options include the use of our Cloud Based Calibration Recall & Asset Management software at no additional charge.

Should you outsource?

Most companies discover they cannot effectively perform their own calibrations for many reasons. The most frequent issues with internal calibrations are:

- **Cost of standards:** Often, the cost of the assets with the required accuracy to perform the calibration is prohibitive (It could take years of calibrations to pay for one standard).
- **Developing Procedures:** Many manufacture's procedures are not readily available. Sometimes they require research and development. This can cost hundreds of hours of labor.
- **Productivity of Technicians:** Often a non-commercial calibration laboratory's productivity per employee is only a fraction of what can be obtained through an external commercial calibration laboratory who specializes in automation, efficient procedures and experienced management.
- **Longer turnaround:** When a company relies on in-house calibration, they often face a longer turnaround time for calibrating their equipment. Since most companies don't usually have a dedicated team of workers whose sole task is to calibrate equipment, it can take a long time to complete the process.
- **Cost of Management:** Managing the employees, assets, maintenance and processes of a calibration lab can be burdensome on existing management staff.
- **Cost of Non-Compliance:** The calibration section in ISO 9000 can be confusing. If your calibration is handled by an external source, your audit is relatively simple in the area of calibration. If you perform your own calibrations, an auditor has a multitude of things to examine and find fault with.
- **Not a core competency:** The overall management burden of the operation distracts from the core competency of the company.

TMI can partner with you to provide the Quality calibration program that your company requires to meet your customer expectations. We will partner with you to establish the processes and procedures necessary to improve calibration quality, decrease turnaround times and improve productivity levels while controlling costs.

Gary Lindom

Upcoming Trade Shows

Technical Maintenance, Inc. will be exhibiting at a variety of trade shows in 2022. Trade shows are a great way for TMI to meet existing customers and to introduce ourselves to new potential business partners in a short period of time. Please stop by to see us if any of these events are in your area.



August 20-24, 2022 NCSLI Workshop & Symposium Grapevine, TX

NCSLI International is a member based, volunteer driven, professional trade organization. NCSLI recognized the need to provide excellent opportunities for the world’s measurement science professionals.



September 21-22, 2022 Drive Electric Alabama EV Summit Birmingham Jefferson Convention Complex (BJCC) Birmingham, AL

The Drive Electric Alabama EV Summit will feature discussions on electric vehicle initiatives in Alabama and provide crucial information on charging infrastructure.



September 28, 2022 NOCOM – Manufacturing Partnership Loveland, Colorado
Northern Colorado Manufacturing Partnership is pleased to have hosted the 2022 manufacturing trade show showcasing Colorado’s expanding manufacturing sector, connecting suppliers, manufacturers and public partners.



October 5-7, 2022 Southern Automotive Conference Atlanta, GA
SAC is presented jointly each year by the automotive manufacturers associations of Alabama (AAMA), Georgia (GAMA), Mississippi (MAMA) and Tennessee (TAMA).



October 26-27, 2022 Florida Society of Environmental Analysts
The Plaza Resort & Spa, Daytona Beach, FL
FSEA promotes professionalism and technical excellence, and fosters communication among the community of environmental professionals and facility operators.