

UPDIKE



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UPDIKE UPDATE

USEFUL IDEAS VOLUME-REDUCED FROM LEADING PUBLICATIONS



Kennametal "Select" Insert Line



The new Kennametal **Select** platform is a complete ISO turning offering designed for price sensitive customers looking for performance and reliability. The **Select** platform is specifically designed to work on all general OD and ID

turning operations and in a variety of workpiece materials such as Steels, Stainless Steels, Cast Irons and High-Temperature Alloys. **These inserts can be used in an incredible 80% of all applications and are MADE in the USA!**

This versatility, along with a simple grade selection method and great price, make **Kennametal Select** inserts perfect for small and midsize turning operations, particularly job shops. More durable than other competitive products, Kennametal Select inserts ensure an overall reduction of tooling costs.

What does "Select" mean for you?

Versatility - a single insert can be used in several different tasks; only 8 grades and chip breaker styles

Time savings - change the workpiece material without needing to change the insert

Inventory reduction - one insert, multiple applications reduces need for multiple inserts and inventory

Kennametal Promos

Updike and Kennametal have teamed up to make it even easier to do business with us! We've created 2 new promos that run through December 31st.

Kennametal Select Inserts

Convert business from a Kennametal competitor to "Select" and **only pay for 8 inserts when buying a pack of 10 inserts at your regular price.** We will give you credit for 2 inserts right on the invoice so your net cost is for only 8 inserts.

Create A Promo

Want to convert business from a Kennametal competitor but need to change holders? **Determine what holders and how many and we'll work to develop a promo that meets your needs. For example, you buy an agreed upon number of inserts and we'll give you the holder(s). As long as it makes sense for both of us- let's do it!** Subject to quantity restrictions and other terms and conditions.

Mike Lockwood Joins Updike Supply

Mike joins us as a Business Systems / Data Specialist. He previously worked for AutoCrib developing databases and installing AutoCrib systems. Inventory management systems and custom spend analysis reporting for our customers is a growing segment of Updike's value proposition. Mike will be working on both our inventory management and business intelligence services teams. We are happy to further strengthen our team. Welcome!!

Recession & The Entrepreneurial Spirit

After years of painful losses and gut-wrenching cutbacks, many small businesses are now enjoying a much-deserved moment in the sun. Across the country, small businesses are reporting a greater number of accepted loan applications. They're hiring added workers, bankruptcy filings are down, and their confidence in the economy has gained ground in the past year. Still, inflation and consumer confidence remain significant and growing concerns. Further, access to capital is still restricted for many.

If there's a silver lining to the recession, it may be the surge in entrepreneurial activity as more people start their own companies instead of seeking employment at established firms. According to the Kauffman Index of Entrepreneurial Activity, a leading indicator of new-business creation in the United States, 340 out of 100,000 adults started a business each month in 2009, an increase of 4 percent from 2008. (The recession officially began in December 2007.) That added up to 27,000 more businesses a month over 2008, and 60,000 more monthly than in 2007. More recently, 0.34 percent of American adults created a business per month in 2010, or 565,000 new businesses, a rate that remained consistent with 2009 and represents the highest level of entrepreneurship over the past decade and a half. In contrast, however, the quarterly employer firm rate has dropped from 0.13 percent in 2007 to 0.10 percent in 2010.

—Adapted from www.kauffman.org

Avoid These Potential Career Breakers

Many people sabotage their careers with bad habits and a poor attitude. If you don't want to become one of them, steer clear of these mistakes that can land you on your employer's short list of people to let go:

- Chronic lateness.
- Online antics.
- Sloppy personal habits.
- Egotism.
- "It's not my job." A good work ethic tells supervisors and co-workers they can depend on you for results.
- Dishonesty. A lie on your resume can get you fired, but even casual lies in the workplace can gain you a reputation as someone who can't be trusted.

—Adapted from First Draft

Power Equipment Safety In The Workplace

Whether you're talking about big or small power tools or equipment such as cutter's, mills, drills, chainsaws, etc., the potential hazards multiply. Keep your workforce safe by making sure employees follow these basic precautions:

- **Train thoroughly.** Anyone working with machinery should be properly trained in its use before using it on the job.
- **Dress appropriately.** Gloves, protective goggles, and other equipment may be needed to ensure safety. Require their use and replace them as necessary.
- **Check equipment before use.** Examine the equipment before turning it on. Be on the lookout for any defects that might cause an injury.
- **Clear the area.** Your workspace should be uncluttered and free of distractions.
- **Pay attention.** While using the tool, keep your eyes and your mind on the work.
- **Shut down and/or store tools properly.** Keep all power equipment safe and secure, locked up if necessary.
- **Keep first aid handy.** Even if you never need them, keep first aid kits where they'll be easy to find in case of an accident.

—Adapted from *First Draft*

Columbus Day: The True Story

Everyone knows that Columbus commanded three ships when he first voyaged to the New World: The Niña, the Pinta, and the Santa María. Right? Actually, according to a 1987 article in the Los Angeles Times, those weren't the actual names of the ships that the intrepid explorer sailed on. They were nicknames. The Santa María's real name was La Galicia. The Niña was really the Santa Clara. The Pinta's true name is unknown. The ships were built and supplied by a Spanish town called Palos as a punishment for offending the crown. And you probably know that Columbus didn't actually "prove" the world was round. By the 15th century, virtually all educated Europeans—especially seagoing navigators—knew the world wasn't flat, though some uneducated folks probably still expected him to fall off the edge. Columbus Day became a federal holiday in the United States in 1934.

Job Outlook Brightens

For The Class Of 2011

The job market may be looking up, at least for new college graduates. An annual survey conducted by the National Association of Colleges and Employers indicates that employers plan to hire 19.3 percent more grads from the class of 2011 than they did last year. It's the first double-digit rise since 2007. **Starting salaries are edging higher as well.** The average offer for a brand-new grad will come to about \$50,462, up from the \$47,673 annual salary that 2010 graduates were offered. Sectors that typically recruit and hire earlier, including various business and engineering jobs, posted some of the highest salary increases, according to NACE's Winter 2011 Salary Survey. Offers to accounting majors, on average, have increased 2.2 percent to \$49,022; electrical engineer offers are up 4.4 percent to \$61,690, the study found. It may be too late for them to change their major, but here's a look at the highest-paying jobs for new college graduates this year:

Profession Average salary

- Chemical engineering \$66,886
- Computer science \$63,017
- Mechanical engineering \$60,739
- Electrical/electronics and communications engineering \$60,646
- Computer engineering \$60,112

—Adapted from usnews.com

A 'Friendly' Wager On The Golf Course

Lawrence was getting ready to tee off on the first hole when a second golfer approached and asked if he could join him. Lawrence told him that he usually played alone, but agreed to the twosome. They were even after the first few holes. Then the second guy said, "We're about evenly matched, how about playing for five bucks a hole?" Lawrence said that he wasn't much for betting, but he agreed to the terms. The second man won the remaining holes with ease. As they were walking off the 18th green, the winner was counting his money. He confessed that he was a pro at a neighboring golf course and liked to pick on suckers. Lawrence then revealed that he was the parish priest. The pro was flustered and apologetic, offering to return the money. Lawrence replied: "You won fair and square, and I was foolish to bet with you. You keep your winnings." The pro said, "Is there anything I can do to make it up to you?" Lawrence said, "Well, you could come to Mass on Sunday and make a donation. And, if you want to bring your mother and father along, I'll marry them."

---IDEAS & FACTS---

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Did you know that other countries recognize Columbus Day as well! In Costa Rica, it's known as Dia de las Culturas (Day of the Cultures); Uruguay calls it Dia de las Americas (Day of the Americas); in the Bahamas, it's Discovery Day; and in Spain it's celebrated as Dia de la Hispanidad and Fiesta Nacional.

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College Savings Month. Most parents need to plan ahead for the cost of a college education for their children. Sponsored by the College Savings Plans Network, College Savings Month emphasizes the importance of a higher education and the need to prepare for it well in advance of the first day of class. Get the facts at www.collegesavings.org.

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Successful teams must have balanced strength—action people, careful analyzers, big picture thinkers, and attention to detailers. Without balance, a team may develop a beautiful, creative product that's so impractical that it can't be manufactured, sold or serviced.

---Thought Starters---

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Nothing is indestructible, with the possible exception of discount-priced fruitcakes.

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Talk is cheap---unless you hire a lawyer.

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When you stretch the truth, people usually see through it.

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No matter what happens, somebody knew it would.

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To err is human.
To blame it on the other guy is even more human.

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Hitting the ceiling is the worst way
to get up in the world.

.....
No one ever *listened* his way out of a job.

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Many an argument is sound—merely sound.

Yom Kippur is Friday, October 7th.
Canada's Thanksgiving Day is Monday, October 10th.
Columbus Day is Monday, October 10th.
Boss's Day is Sunday, October 16th.
Halloween is Monday, October 31st.

Daylight Saving Time is Sunday, November, 6th.
Veteran's Day is Friday, November 11th.
Thanksgiving Day is Thursday, November, 24th.

