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**MacroAir Credits Hiring And  
Increased Sales To Lean Manufacturing**

*Workforce Investment Board's Lean Manufacturing Training Program  
creates jobs in California*

San Bernardino, CA (December 22, 2011) –The San Bernardino County Workforce Investment Board is helping California manufacturers hire and increase sales.

Six months after taking advantage of the Lean Manufacturing Program funded by the Workforce Investment Board, MacroAir reported a 30% increase in sales which opened up new positions in the company. MacroAir is a third-generation family-owned business in San Bernardino, CA specializing in manufacturing high volume, low speed fans.

"Our production line efficiency has been remarkably improved and we now have the capacity to do 50% more without moving into a larger space," said Ed Boyd, President and CEO of MacroAir.

The lean training program was led by California Manufacturing Technology Consulting<sup>®</sup> (CMTC). "Companies don't get paid for delays," said George Phelps, a consultant with CMTC. "By providing quality products on-time, MacroAir is now prepared to take on larger orders without major capital investments."

"Manufacturing remains a growing industry sector in our county," said Josie Gonzales, Chair and County of San Bernardino Fifth District Supervisor. "Through a variety of programs, training and services our Workforce Investment Board is helping local companies maintain their competitive edge, increase productivity, and provide more local employment opportunities for our residents."

The Workforce Investment Board's Business Resource Team provides funding to businesses for employee training to upgrade existing employee's skills or hire and train new employees through subsidized and On-the-Job Training programs. The team also offers help with recruiting qualified employees, business consulting, job fairs, market research and business workshops.

"Our Business Resource Team has successfully implemented the Lean Manufacturing Program with California Manufacturing Technology Consulting to the benefit of our local employers," said Sandy Harmsen, Executive Director of the Workforce Investment Board and Director of the Workforce Development Department. "We are very proud of the immediate and long-term results of this partnership that has helped manufacturers

grow and profit in this difficult economy.”

The Business Resource Team can be reached at (800) 451-JOBS or <http://www.sbcounty.gov/csb-win/wia.htm>.

**About the Workforce Investment Board of San Bernardino County**

The Workforce Investment Board of San Bernardino County is comprised of private business representatives and public partners appointed by the County of San Bernardino Board of Supervisors. The WIB strives to strengthen the skills of the County’s workforce through partnerships with business, education and community-based organizations. The County of San Bernardino Board of Supervisors is committed to providing county resources which generate jobs and investment.

The WIB, through the County of San Bernardino’s Economic Development Agency and Workforce Development Department, operates the County of San Bernardino’s Employment Resource Centers (ERCs) and Business Resource Centers (BRCs). The ERCs provide individuals with job training, placement and the tools to strengthen their skills to achieve a higher quality of life. The BRCs support and provide services to the County’s businesses including employee recruitment.

**About California Manufacturing Technology Consulting**

A private, nonprofit corporation established in 1992, CMTC is an affiliate of NIST MEP, under the Hollings Manufacturing Extension Partnership (MEP) program, a network of more than 60 centers across the country that provide assistance to small, medium and large manufacturers. CMTC serves Fresno to San Diego/Imperial County. For more information, visit [www.cmtc.com](http://www.cmtc.com).

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