



PRESS RELEASE

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For Immediate Release

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CMTC Awarded SDSDC Exemplary Small Business Program Initiative Award

TORRANCE, CA – [California Manufacturing Technology Consulting® \(CMTC\)](http://www.cmtc.com), a private, nonprofit corporation which assists Southern California manufacturers become more efficient, productive and profitable, was honored at the [San Diego Supplier Development Council's \(SDSDC\)](http://www.sdsdc.org) 26th Annual Executive Awareness Awards. CMTC was awarded the Exemplary Small Business Program Initiative Award for its [Small Manufacturers Advantage® \(SMA\)](http://www.cmtc.com) program.

According to the SDSDC, the Exemplary Small Business Program Initiative category “highlights new or innovative initiatives that an organization has taken to improve its overall small business subcontracting program performance”.

“We are honored to receive this prestigious recognition from the SDSDC,” says David Braunstein, President and CEO of CMTC. “We look forward to supporting more San Diego manufacturers through our SMA program.”

In 2004, CMTC developed and launched the SMA program for small manufacturers who couldn't afford consulting services but would benefit from working with CMTC's Small Business Consulting Group, a team comprised of experienced consultants. The program helps companies identify their business issues through a Company SnapShot™ assessment tool and provides improvement plans leading to increased productivity and higher profits.

Common areas addressed include: manufacturing process improvement, quality management, strategic planning, marketing and executive coaching. The program is federally funded, so there is no fee for small manufacturers to participate. Since the program's inception, more than 2000 manufacturers have received assistance.

Statistics from the latest available 12-month period report state that 419 SMA customers recorded \$24.7M in increased sales, \$35.7M in retained sales and \$15.2M in cost savings. Additionally, SMA participants reported that 352 jobs were created and 1092 employees were retained as a result of the SMA program.

“The success of smaller-sized manufacturers is critical to the improvement of our local economy,” adds Braunstein. “It's important to give this important sector of our industry the support they need to grow and prosper.”

For more information about the SMA program, please call Ellen McKewen at 310-263-3018 or visit <http://www.cmtc.com/sma.html>. For more information about the SDSDC, please call or visit <http://www.sdsdc.org/>.

ABOUT CALIFORNIA MANUFACTURING TECHNOLOGY CONSULTING

A private, nonprofit corporation established in 1992, CMTC is an affiliate of NIST MEP, under the Federal 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.

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