



PRESS RELEASE
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For Immediate Release

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**CMTC Announces a New Export Exchange Collaborative
to Assist Southern California Manufacturers with Export Efforts**

TORRANCE, CA – CMTC[®] announced the formation of the Southern California Export Exchange[™], a distinctive collaborative organized to provide services to manufacturers in Southern California with a desire to begin or expand their export program. Each of the organizations that are part of the collaborative can play a significant role in assisting companies with their plans to increase their exporting capabilities and revenues. The Export Exchange will provide services to assist manufacturers in areas such as international market research, export planning, finance and logistics along with general exporting guidance to support their plans to enter or expand global sales.

“This new Export Exchange collaborative consists of public and private organizations specifically focused on small to medium sized manufacturers—the group in most need of export assistance” states [Jim Watson](#), President and CEO of CMTC. “We anticipate the results of the Export Exchange program will provide new business opportunities to many manufactures in Southern California who have a desire to grow their businesses by entering foreign markets.”

This new Southern California Export Exchange includes members from the [Port of Los Angeles](#), [Centers for International Trade Development \(CITD\)](#) in conjunction with El Camino College, [U.S. Commercial Service](#), [Southern California Regional District Export Council](#), [FedEx](#), [Harbor City/Harbor Gateway Chamber of Commerce](#), [City National Bank](#) and [One Accord](#).

"We are very pleased to partner with CMTC and our other partners in reaching out to Southern California businesses to assist them in diversifying into international markets. Exports have been a consistent bright spot in our cargo business since January 2010. With a second record year for exports from the Port predicted for 2011, we view it as a continuing opportunity for local businesses," stated Jim MacLellan, Director of Trade Development for the Port of Los Angeles.

The Export Exchange collaborative will launch two new initiatives in October. An [Intro to Global Exporting](#), a complimentary workshop giving a brief overview of global exporting with a follow-up export development program called ExporTech. ExporTech is [a 3 month executive management program](#) that will initiate or enhance a manufacturer's exporting efforts. Companies that go through ExporTech often generate export sales within 3 to 6 months, and in some cases even before the program is completed.

ABOUT CALIFORNIA MANUFACTURING TECHNOLOGY CONSULTING

A private, nonprofit corporation established in 1992, CMTC is an affiliate of NIST MEP, under the Federal Hollings Manufacturing Extension Partnership (MEP) program, a network of more than 60 centers across the country that provides 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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