



**FEBRUARY 2020**

***News for Manufacturers eNewsletter***  
**from CMTC**

**In the News**

**CESMII ANNUAL MEETING 2020 NEW DECADE. NEW OUTLOOK ON  
INNOVATION.**



## You are invited to attend - March 4 - 5, 2020 Carnesale Commons, UCLA - Los Angeles, CA

A new year brings renewed energy and excitement to focus on what's important. A new decade, even more so. At CESMII, our focus is on you – the U.S. Manufacturing ecosystem looking to realize the promises of Smart Manufacturing.

Wednesday March 4 <sup>th</sup>	Thursday March 5 <sup>th</sup>
UCLA - Carnesale Commons	UCLA - Carnesale Commons
<b>Annual Meeting Presentations</b> 9:00am – 7:30pm	<b>Dialogue Sessions</b> 9:00am – 12:30pm
-Institute Overview, Vision & Accomplishments	-Roundtables, Panels & Project Deep Dives
-Technology – Projects – Education & Workforce Development – Business Processes	
-Networking, Poster Sessions, Tech Forum & Evening Reception	
CESMII Leaders, Members, Project Teams, Partners & Supporters	

**JUST ADDED**  
Small and Medium Sized Manufacturer Affinity Group meeting scheduled for Thursday

### WHY YOU SHOULD ATTEND

Join us in Los Angeles to gain a new outlook on innovation in U.S. Manufacturing. As manufacturers, we're all problem solvers by nature. We've been innovating for decades – but, we've innovated in isolation, solving one-off problems as they present themselves. This decade – and this event – holds the promise that we can innovate at scale, driving the business value of Smart Manufacturing throughout the entire U.S. Manufacturing ecosystem.

**Registration Fee is Waived for Small and Medium Sized Manufacturers!**

(On the registration page, simply use the "guest" option in the registration type drop down menu)

For further information and to register, please visit:  
[www.cesmii.org/cesmii-2020-annual-meeting](http://www.cesmii.org/cesmii-2020-annual-meeting)

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## A STRATEGIC APPROACH TO SMART MANUFACTURING

Article by Shekhar Chandrashekhar, Smart Manufacturing Practice Lead for [CMTC](#)

Manufacturers are spending millions of dollars to implement smart systems that include machine learning, sensors, and robotics to jump on the Industry 4.0 bandwagon. The white papers and news articles all make sense. Technology is available — and increasingly affordable — to enable even small and medium-size manufacturers to reap benefits previously reserved for massive corporations with deep pockets.

But before businesses sign off on investments in technology, it's important that they step back and leverage their most important asset: human strategy. Otherwise, those not-

inconsequential investments in technology might go to waste.

Read the article online...

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### **MACHINE VISION PROMISES NEARLY FLAWLESS QUALITY CONTROL**

Article by Raminder Sandhu, Robotics & Automation Practice Lead at [CMTC](#)

Robots are capable of incredible feats well beyond human abilities: [Guinness World Records recognizes the Fanuc Corporation's M-2000iA/2300 Super Heavy Payload Robot](#) as the world's strongest, capable of moving objects that weigh more than 5,000 pounds.

Strength has long made robots a staple of assembly lines, where their immense power transcends human limitations. But companies are discovering that robots can be leveraged not just to overcome human physical limitations, but *mental* limitations as well.

Read the article online...

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## Veteran Owned Small Business Implements Lean Culture to Manage Growth



### Great Western Eagle Packaging



[www.gwepack.com/](http://www.gwepack.com/)

Established in 2008 and based in Ontario, CA, Great Western Eagle (GWE) Packaging is a Veteran-Owned Small Business (VOSB) providing custom design, engineering services, is a leading supplier of custom foam cases, and inserts to protect products and valuables. GWE specializes in high-end, custom foam inserts used in a multitude of markets. Additionally, GWE provides assembly services to place foam inserts into cases for their clients and then shipping the finished cases with inserts to its client's customers.



**Challenges** GWE's business has grown rapidly, and is projected to continue growing. As a result, the current facility has become very space constrained. There is an immediate need to improve space utilization to enable continued growth in the current facility, improve productivity and to eliminate storage on the top rack, which will eliminate the need to install a high rack sprinkler system.

GWE recognized that it needed the outside expertise to assist in improving its space utilization and to become more productive.



**Solution** CMTC's approach was to design a project that would provide training and facilitation of improvements. It was critical that key GWE employees be introduced to and trained on the concepts and tools of Lean Manufacturing so that they would embrace change, drive the internal changes needed, and sustain and improve upon the changes. The project objectives were to improve space utilization to support growth within the existing facility; eliminate storage on the top racks to avoid an estimated \$50,000 investment in a high rack sprinkler system required by the Fire Department; and improve overall productivity through more efficient product flow, less clutter and a more effective die storage area.



#### Impact

- Increased throughput of \$1K - \$1.5K per day, or approximately \$250K annually
- Increased available space by >10%
- Equipment relocated to improve space utilization and efficiency included waterjet and air compressors, and the elimination of 2 saws, 2 die press
- Sales increase of \$420,000 and retained sales of \$1,000,000, which led to 10 retained jobs and the addition of 5 jobs
- Investment – New Products/Processes: \$100,000
- Investment – Plant and Equipment: \$25,000
- Investment – IT: \$25,000



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## Made in California Proud





### #MadeinCAProud

Studies demonstrate that consumers are seeking out—and willing to pay more—for American-made products because they're known for their quality. That means sharing your Made in CA logo can really pay off.

Simply take a photo of your Made in CA logo and post it to Twitter, Facebook or LinkedIn using the hashtag **#MadeinCAProud**. The logo can be on the wall (frame and display your certificate), on your packaging, on your website, or even in a selfie! When you share the photo, we'll then feature it on our main Made in CA webpage and repost it in our social media posts in 2020. Increasing your company's online visibility at no cost to you can only be a plus!

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## Events

### 2020

#### March

**Wednesday, March 25 - Friday, March 27**

**CALED 2020 Annual Conference: Getting It Done**

Sheraton Grand Sacramento Hotel  
13th and J St  
Sacramento, CA 95814

California Association for Local Economic Development Conference. CMTC is a co-sponsor of the event.

Register: <https://caled.org/40-caled-annual-training-conference/> Secure the Early Bird rates through 2019.

## Regulatory Updates

### SB 1343 Harassment Avoidance Training Requirement

To ensure a workplace free of sexual harassment, **employers must satisfy the harassment avoidance training requirement** under Section 12950.1.



CMTC offers web-based events, facilitated by a Harassment Avoidance trainer, to satisfy this legal requirement. This comprehensive course is designed specifically for the small- and medium-sized manufacturer.

Price is only \$35 per person. To register, simply select from the dates below, click on the date that fits your schedule. Training available in English or in Spanish.

*Upon completion of the webinar, your company will be sent a third-party survey from our funding partner. This survey is confidential and is used to capture the economic impacts of our projects.*

### March - April, 2020 Webinars

#### Classes in English

#### Classes in English

Wednesdays 9 am - 11 am	Thursdays 1 pm - 3 pm
<a href="#">March 4</a>	<a href="#">March 5</a>
<a href="#">March 18</a>	<a href="#">March 19</a>
<a href="#">April 8</a>	<a href="#">April 9</a>
<a href="#">April 22</a>	<a href="#">April 23</a>

## Classes in Spanish

Tuesdays 8 am - 10 am	Thursdays 10 am - Noon
<a href="#">March 3</a>	<a href="#">March 5</a>
<a href="#">March 17</a>	<a href="#">March 19</a>
<a href="#">April 7</a>	<a href="#">April 9</a>
<a href="#">April 21</a>	<a href="#">April 23</a>

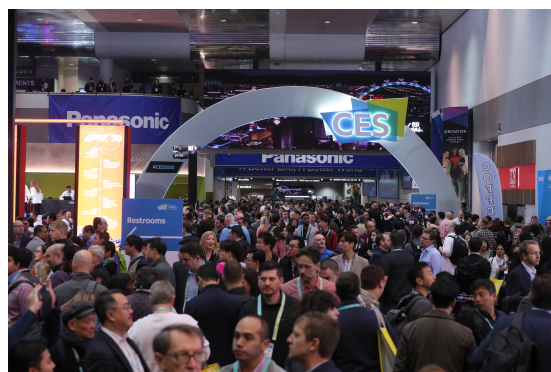
SB 1343 requires California employers who employ 5 or more employees, including temporary or seasonal employees, to provide at least 2 hours of sexual harassment avoidance training to all supervisory employees and at least one hour of sexual harassment avoidance training to all non-supervisory employees and once every 2 years as specified.

## Recent Blog Posts From CMTC



### FOOD MANUFACTURING: HOW TO KEEP CALIFORNIA LEADING THE WAY

California is a food manufacturing powerhouse. According to the U.S. Department of Agriculture's [Economic Research Service](#), the Golden State has the highest number of food manufacturing plants in the nation—nearly [5,650](#). To continue to lead the country forward, it's important that food manufacturers follow best practices when it comes to improving quality; reducing food safety mistakes;



### CES 2020 ROUNDUP: A FOCUS ON ROBOTICS AND AI

A proving ground for established companies and startups, innovators and entrepreneurs, the annual four-day [Consumer Electronics Show](#) in Las Vegas was decked-out with new tech this year. California was well-represented, with more than [650 Golden State companies](#) showing up to show off. Many of the most exciting exhibits had a focus on robotics and artificial intelligence (AI), and for good reason: According



utilizing new technologies such as Machine Vision; monitoring consumer trends; and adopting an integrated approach to manufacturing.

That's a lot to digest (pun intended), so let's take a look at each of these aspects of food manufacturing one at a time. You'll also notice that there is a lot of overlap between each of these best practices, so by following one you're likely to improve in another area as well.

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to [Loup Ventures research](#), the industrial robotics market is expected to grow by 175% over the next decade. Much of this growth (nearly 35%) will be due to an increase in collaborative robots ("cobots") designed to work safely alongside humans in factories and plants. AI is also witnessing huge growth, with forecasts expecting it to become a \$190 billion industry by 2025.

With this in mind, here's a look at some of the most innovative robotic and AI creations featured at CES 2020.

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## SMART MANUFACTURING SERVICES WITH CMTC

<https://www.cmtc.com/smart>

## ADVANCED ROBOTICS AND AUTOMATION SERVICES WITH CMTC

<https://www.cmtc.com/advanced-robotics-cmtc>

## Questions or Comments?

Please contact our newsletter editor Steven Brand at [comm@cmtc.com](mailto:comm@cmtc.com).

Visit our website for additional information and resources: [www.cmtc.com](http://www.cmtc.com).



**WANT TO TEST YOUR MASTERY OF MANUFACTURING?**

Take this quick quiz to find out how much you know about the industry in California!

[Take the Quiz](#)

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