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DECEMBER 2018

WELCOME to CMTC's "News for Manufacturers" eNewsletter!

In this issue: Today's Top 6 Manufacturing Topics; San Diego Companies Honored at CONNECT's Most Innovative New Product Awards; 2019 Inland Empire Manufacturing Summit; California Manufacturers Travel to Baja California, Mexico for Business Opportunities; CMTC Adds Personnel to Help Serve You Better; Made in CA Welcome Kits; California Competes Tax Credit - \$75 Million Available; and more!

Industry News



TODAY'S TOP 6 MANUFACTURING TOPICS

The manufacturing industry has been making rapid advancements in recent years, paving the way for cutting-edge technologies. With each new innovation, manufacturing gets more efficient and more precise,

leading to the cost-effective production of safer and higher-quality products. But despite common perceptions, not all advancements are just for the manufacturing giants; today, many small and medium-sized manufacturers (SMMs) are able to take advantage of them too. Here's a look at a handful of recent technologies and topics trending now within the manufacturing industry.

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SEVEN SAN DIEGO COMPANIES WERE HONORED AT CONNECT'S MOST INNOVATIVE NEW PRODUCT AWARDS



CMTC was honored to again co-sponsor CONNECT's Most Innovative New Product Awards held November 30th in San Diego. During the event, finalists showcased products that had been launched in the last two years, ranging from diagnostic technologies long in the making to techs that can detect and deter drones. For the event's 31st year, judges (including Gregg Profozich, CMTC's Director of Advanced Manufacturing Technologies) reviewed more than 90 applications before narrowing down the pool to 23 finalists, who then pitched their products.

CMTC would like to congratulate all of the winners, including Formalloy (CMTC's client and Made in California member) for winning in the Defense and Cybersecurity category for their L-Series 3D Metal Printer.

[View all of the winners >>](#)

[View Formalloy's Made in CA Profile Page>>](#)



2019 INLAND EMPIRE MANUFACTURING SUMMIT

Make your plans now to [attend the 2019 Inland Empire Manufacturing Summit on February 14th](#) at the Riverside Convention Center. The Keynote Speaker for the 8th Annual Manufacturers' Summit will be Ed Magee, Senior VP of Operations for Fender Musical Instruments Corporation.

If you produce your product(s) in the Inland Empire and would like to display them during the Summit, you must [register to showcase them by February 8th](#).

Three E = mc² Innovation Awards will be awarded at a special ceremony during the Summit. E=mc² Innovation Awards are awarded to local manufacturers (or local manufacturing students) who submit the best innovations that result in tangible business improvement. If you'd like to [nominate someone for an award](#), the deadline is December 31, 2018.



CMTC's Gregg Profozich posing with Citadel Defense as they receive their award



Sponsors of the CONNECT Innovative New Product Awards



CMTC's Kathleen Webber posing with David Dambman, Dir. of Engineering, and Tom Gilman, Pres./CEO of Biosero



SAN DIEGO CENTER FOR INTERNATIONAL TRADE DEVELOPMENT

CALIFORNIA MANUFACTURERS TRAVEL TO BAJA CALIFORNIA, MEXICO FOR BUSINESS OPPORTUNITIES

Elizabeth Glynn, CMTC's Export Advisor, provides an overview of her recent trip to the Baja California, Mexico region on Thursday, October 25th, where she joined a group of companies in Otay Mesa to participate in the Baja Industrial Supplier Tour - a comprehensive one-day program coordinated by the [San Diego Center for International Trade Development](#) (CITD).

It's estimated that the Baja Industrial section represents \$13 Billion in supplier needs. For manufacturers in Southern California who are in close geographic proximity to the area, this can translate into new business opportunities and global markets!

[Read More >>](#)

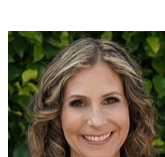
Spotlight on CMTC & California's Manufacturing Network

CMTC ADDS ADDITIONAL PERSONNEL TO HELP SERVE YOU BETTER!

CMTC would like to introduce you to our two new hires, Craig Scharton and Linda Rosenberg.



Craig Scharton has joined CMTC as a Client Associate serving the Central Valley from his home office in Fresno. Craig has 33 years of experience in business, local government management, business incubation and entrepreneurship education. He enjoys working with businesses at all stages of their growth and finding creative solutions to help them succeed.



Linda Rosenberg has joined CMTC as a Client Advisor serving Los Angeles County. Linda has 25 years of marketing and business development experience, both in-house and for world class brands such as Nestlé, ConAgra Foods and Red Bull. She has consulted to dozens of B2B and B2C clients spanning manufacturing, healthcare, industrial services, ecommerce, technology, beauty, education, professional services, and more.

Please be sure to give them both a warm welcome when they're in your neighborhood!

Made in CA Program News



MADE IN CALIFORNIA WELCOME KITS

For all of you who have recently joined our program, just giving you a heads up that your Welcome Kits are in the mail and should be arriving soon (if they haven't already)!

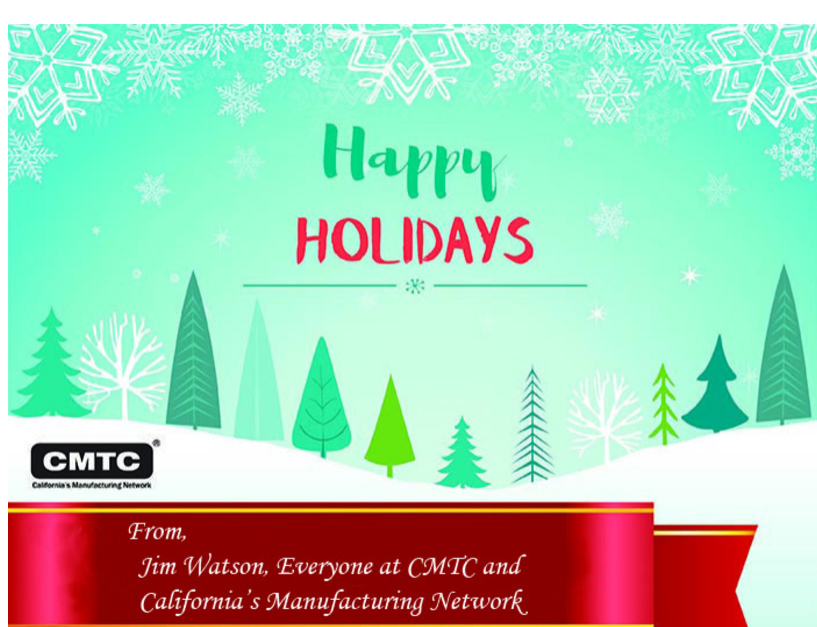


[Find out more about our Made in California program>>](#)

[Click to view our recent Made in CA Featured Manufacturers!](#)



JOIN NOW



From, Jim Watson, Everyone at CMTC and California's Manufacturing Network

Questions or Comments?

Contact Newsletter Editor Marjorie Dunn at mktg@cmtc.com

Visit our website for additional information and resources: www.cmtc.com

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Upcoming Events

Promoting Your Exports - the Flight Path to Success

Los Angeles, CA
January 22, 2019

[Event Details](#)

2019 Inland Empire Manufacturing Summit

Riverside, CA
February 14, 2019

[Event Details](#)

[CMTC's Events Page](#)



Spotlight on helpful info!



California Competes Tax Credit - \$75 Million Available!

The California Competes Tax Credit is an income tax credit available to businesses that want to locate in California or stay and grow in California. Businesses that apply must commit to certain employment or project investment requirements as part of the credit agreement. There is no fee to apply. Questions regarding the application process can be directed to calcompetes@gobiz.ca.gov or (916) 322-4051.

The next application period: January 2 - 21, 2019

[Find out more](#)

[View Application Tutorial Videos](#)



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If you know of any manufacturers that would benefit from the information in this newsletter, please forward it to them. For those who would like to receive our newsletter on a regular basis, [Sign Up Here for Newsletter](#).

REMINDER:

CMTC will be closed for the holidays from Monday, December 24th until Wednesday, January 2nd

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