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JANUARY 2018

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

In this issue: Manufacturing Year in Review; Setting the Stage for 2018; "How It's Made" TV Show Looking for Manufacturers to Feature; Interested in a Reduced Sales & Use Tax Rate; CMTC's Top Manufacturing Stories in 2017; CMTC Partners With "Company Week" to Feature Manufacturers; CMTC Hosts Embedded Staff Quarterly Summit; CMTC's New Emerging Trends Tip Sheet; and more!


Industry News



MANUFACTURING YEAR IN REVIEW: SETTING THE STAGE FOR 2018

Bolstered by manufacturing wins in 2017, many California manufacturers are welcoming the new year as a chance to further improve their fortune while fostering growth that benefits both American manufacturers and consumers. But before we look forward, it's important to reflect upon some of 2017's significant manufacturing developments.

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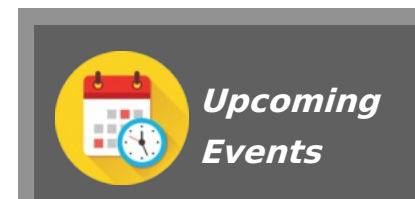


"HOW IT'S MADE" TELEVISION SHOW LOOKING FOR MANUFACTURERS TO FEATURE

The Discovery Channel show "How It's Made" will be coming to California to film new episodes in February and March. They are actively searching for manufacturers of all types who wish to participate. If you manufacture a product that you feel might make for an interesting television segment, this is your chance to promote your product on a television show that is seen world wide in 180+ countries with an audience of over one hundred million viewers per week.

In 2017, two of CMTC's Made in CA members were featured!


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7th Annual Manufacturers' Summit
Ontario, CA
February 25, 2018
[Event Details](#)

Additive Manufacturing Lunch 'N Learn
Irvine, CA
February 23, 2018
[Event Details](#)

[Other Events](#)



INTERESTED IN A REDUCED SALES AND USE TAX RATE?


Did you know you may qualify for a reduced sales and use tax rate? It's true! What you purchase or lease items like conveyors, robotic systems, welders, or other qualified equipment used in manufacturing, you may get a savings on the sales and use tax you pay! As a manufacturer in California, your sales and use tax rate is reduced by 3.327% percent when you purchase or lease qualifying manufacturing equipment, or build a special purpose building for manufacturing.

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CMTC'S TOP MANUFACTURING STORIES OF 2017

2017 had its share of ups and downs, challenges and opportunities. But for many manufacturers, it was another banner year. In California, the manufacturing sector continues to drive the economy. Manufacturing now accounts for nearly 11.5 percent of The Golden State's total output, while employing 7.8 percent of its workforce.

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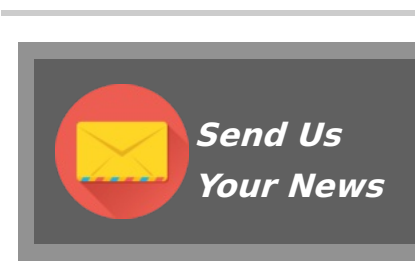


CMTC'S NEW TIP SHEET: TOP 5 TRENDS FOR 2018

CMTC has selected five emerging trends that manufacturers of all sizes need to be aware of in 2018:

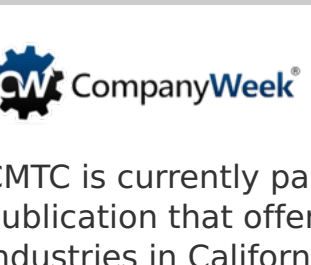
- Additive Manufacturing
- E-Commerce
- Network Cybersecurity
- Robotics
- SMART Manufacturing

[Download Our Tip Sheet>>](#)



Want to be featured in our Newsletter?
If you have any important news about your company that you would like us to announce, send it to mkt@cmtc.com. Include your name, company name and phone number.

Spotlight on CMTC




CMTC PARTNERS WITH COMPANY WEEK TO FEATURE MANUFACTURERS

CMTC is currently partnering with "Company Week," a free digital e-publication that offers exposure to manufacturers in a variety of industries in California, Utah and Colorado. Company Week features growth-oriented manufacturers in an effort to change old perceptions about manufacturing and tell the story of a new, tech-savvy, progressive sector, thus inviting a new workforce to take a look at a career in manufacturing.

If you're interested in being featured in Company Week, contact:
Steve Brand, CMTC's Strategic Communications Manager
sbrand@cmtc.com or 310-263-3018

[Find out more about Company Week>>](#)


[View manufacturer profiles on Company Week>>](#)



CMTC HOSTS EMBEDDED STAFF QUARTERLY SUMMIT

The Embedded Staff Quarterly Summit, held January 16-18 at UC Irvine in Irvine, California, was sponsored by CMTC and the MEP National Network. Call2 (the California Institute for Telecommunications and Information Technology at UC Irvine) and CE2i@ (Clean Energy Smart Manufacturing Innovation Institute) hosted the 3-day event. The Summit was attended by key personnel from the MEP National Network and 14 Manufacturing USA Institutes from across the country, as well as UC professors and staff and other invited guests. The focus of the Summit was to provide a forum for continued collaboration on the transfer of institute developed technologies (additive manufacturing, advanced robotics, SMART, flexible hybrid electronics, and more) to small and medium-sized manufacturers (SMMs).

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CMTC's Most Popular Blogs in 2017

[The Keys to Exporting Successfully as a Manufacturer in CA](#)

[3 Steps to Lower Supply Chain Costs for Aerospace & Defense Manufacturers](#)

[An Integrated Approach for Glass, Food Manufacturers in Northern California](#)

[How Factory Automation Can Help Increase Manufacturing Efficiency, Speed, Success](#)

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Made in CA Program News



MADE IN CA PROFILE PAGES - NEW DESIGN!


New look! New format! Maybe you haven't noticed yet, but your Made in CA profile page has a brand new look. Over the past several months, CMTC has been redesigning our website, one portion at a time, and the design for our Made in CA profile pages has now been updated to match the new look of our website. The main [Made in CA page](#) has also been redesigned, along with adding new functionality in the search tool, making it easier for anyone who visits our site to search for manufacturers who make their products in California.

As with rolling out any new technology, we admit there have been a few glitches along the way (mostly with the formatting/layout of images and videos). *Please be sure to review your Made in CA profile page and let us know if you notice any formatting that may not look quite right, or any other problems such as broken links, etc.* Also, while you're reviewing your page, make sure to let us know if you'd like us to update the text of add images, videos, or social links, etc. **Your Made in CA profile page is your opportunity to gain extra exposure for your company, for free, so make sure you take full advantage of it!**

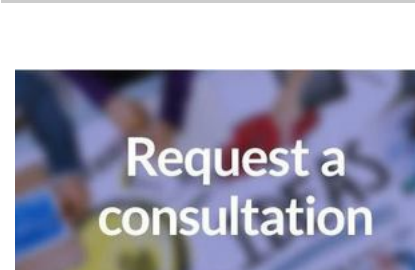
Requests for changes or updates to your page should be emailed to:
Marjorie Dunn at mdunn@cmtc.com

If you haven't yet joined our Made in CA program, click here to view the benefits our program has to offer.

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Share our newsletter with other manufacturers!

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](#).

Questions or Comments?
Contact Newsletter Editor Marjorie Dunn at mkt@cmtc.com

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

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