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SEPTEMBER 2018

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

**In this issue:** Manufacturing Day Will be Here in Two Weeks - Exhibitor Opportunities Available; Supply Chain Management & Logistics: What's the Difference; Do You Qualify for a Partial Sales & Use Tax Exemption; Find Out More About California's Manufacturing Network; Manex Consulting - Serving the Bay Area and Sacramento Regions; Congratulations to Two of our Made in CA Companies; Informative Lists & Infographics; and more!

**Industry News**



**MANUFACTURING DAY WILL BE HERE IN TWO WEEKS!**

**Exhibitor opportunities available for Manufacturers who want to participate.**

Manufacturing Day takes place this year on Friday, October 5th. There will be events throughout California, as well as the entire U.S., Canada and Mexico. Not all events, however, will be on October 5th. Many companies host events as early as September and throughout the entire month of October.

This year, CMTC is involved in sponsoring a number of events. Two of the larger events that we are co-sponsoring are the [UC Irvine Calit2 event on October 9th](#) and the [Los Angeles Trade Tech College \(LATTC\) event on October 16th](#).

**Sign up now to exhibit at one or both of these events.** Take advantage of the opportunity to promote: your products, the importance of manufacturing, and the careers available at your company to hundreds of students and other attendees. Contact **Steve Brand, CMTC's Strategic Communications Manager**, at [310-263-3018](tel:310-263-3018) or [sbrand@cmtc.com](mailto:sbrand@cmtc.com), or download the participation forms below and email them to Steve.

[LATTC - Event Flyer & Exhibitor Form](#)

[UC IRVINE CALIT2 - Event Flyer & Exhibitor Form](#)

View a list of everyone [Who's Participating in MFG DAY](#) in California! Hosting an event and looking for students to attend? Check out [CMTC's Schools Participating page](#).



**SUPPLY CHAIN MANAGEMENT AND LOGISTICS: WHAT'S THE DIFFERENCE**

Are supply chain management and logistics the 21st century's answer to Gershwin's famous lyrics "to-mayto, to-mah-to"? Today, many manufacturers treat the words as one in the same, and often use them interchangeably. Complicating matters further, what is considered supply chain management (SCM) in the U.S. is known as logistics management in Europe. However, while the words share commonalities, they are very different concepts meaning very different things.

[Read More>>](#)



**DO YOU QUALIFY FOR A PARTIAL SALES & USE TAX EXEMPTION?**

Since July 1, 2014, manufacturers and certain research and developers may qualify for a partial exemption of sales and use tax on certain manufacturing and research and development purchases and leases.

As part of their Business Workshop Series, the San Bernardino County Workforce Development Board will be conducting a free workshop on October 4th from 10:00 am to noon to help manufacturers determine whether they qualify for this sales and use tax exemption. The workshop will be held at the City of San Bernardino Community Development Center.

[Read More & Register>>](#)

**Spotlight on CMTC & California's Manufacturing Network**



**FIND OUT MORE ABOUT CALIFORNIA'S MANUFACTURING NETWORK**

California's Manufacturing Network is a collaborative of manufacturing-focused partners designed to expand CMTC's ability to serve small and medium-sized manufacturers statewide. The Network delivers the capacity to provide a broad range of services

from improvements on the production floor to the discovery of new products and markets. The Network's mission is to generate a positive financial impact for manufacturers and the California economy.

Visit [CMTC's California's Manufacturing Network page](#) to:

- Learn more about CMTC's service partners throughout California
- Download our 2017 Year In Review and 2017 Impact Report
- View our California Manufacturing Dashboard which provides a snapshot of the state's economy, with a focus on the manufacturing industry.

[Find Out More>>](#)



**MANEX CONSULTING - SERVING THE BAY AREA AND SACRAMENTO REGIONS**

As part of California's Manufacturing Network, Manex serves manufacturers in the San Francisco and Sacramento regions of California. Their consulting services for manufacturers address the total organization and include services ranging from strategic planning, to continuous improvement, to sales and marketing, to workforce development, and so much more.

Vintage 99, a custom label manufacturer for wineries and specialty food manufacturers, is just one of the hundreds of manufacturers that Manex has helped throughout their many years working with MEP.

**Vintage 99**

[Read the Success Story](#) | [Watch the Video](#) | [View Made in CA Profile Page](#)

[Find Out More About Manex>>](#)

**Made in CA Program News**

**CONGRATULATIONS TO TWO OF OUR MADE IN CA COMPANIES ON THEIR RECENT AWARDS!**



During the annual Manufacturer's Summit held by the Manufacturers' Council of the Inland Empire (MCIE), VSI Technologies was announced as the 2018 Innovation in Product Development winner. The E=mc<sup>2</sup> Award is presented to a local manufacturer who submits the best innovation that results in tangible business improvement. Find out more about VSI Technologies and their award-winning Solamatic technology:

[VSI Technologies, Inc. - Made in CA profile page](#)  
[MCIE's award announcement](#)

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On July 3rd, Gordon Brush Mfg. Co., Inc. was presented with the 2018 MADE: In America Award. Company President and CEO Ken Rakusin was on hand to receive the award in Capitol Hill in Washington, DC. Presented by Maryland Congressman and Democratic House Whip, Steny Hoyer, the MADE: In America award represents Gordon Brush Mfg. Co.'s commitment to ongoing manufacturing and job creation in the United States. Find out more about Gordon Brush Mfg. Co., Inc. and their recent award:

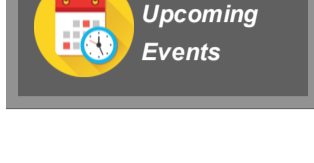
[Gordon Brush Mfg. Co., Inc. - Made in CA profile page](#)  
[MADE: In America award announcement](#)

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

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



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**Santa Cruz Manufacturing Meetup 411**  
Santa Cruz, CA  
September 26, 2018  
[Event Details](#)

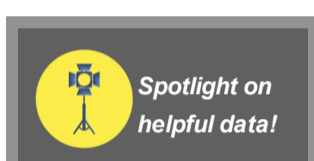
**Calit2 at UC Irvine Manufacturing Day Expo & Career Day**  
Irvine, CA  
October 9, 2018  
[Event Details & Exhibitor Registration](#)

**Promoting Your Exports - the Flight Path to Success**  
Los Angeles, CA  
October 9, 2018  
[Event Details](#)

**Lunch 'N Learn: Additive Manufacturing - The Evolution of 3D Printing**  
Corona, CA  
October 16, 2018  
[Event Details](#)

**LATTC Manufacturing Day Expo & Career Day**  
Los Angeles, CA  
October 16, 2018  
[Event Details & Exhibitor Registration](#)

[Other Events](#)



**Informative Infographics and Lists**

Infographics and lists are a useful tool to convey information quickly, easily, and concisely in a way that can help the reader process and absorb the information faster than they would by reading a long article.

Here are a few infographics and lists about the manufacturing industry that you may find interesting:

[List: Top 20 Facts About Manufacturing](#)

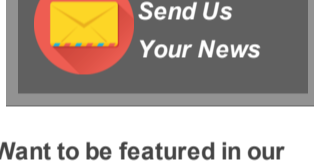
[Infographic: Facts About Manufacturing](#)

[Infographic: The Facts About Exporting](#)

[Infographic: Funding Innovation with SBIR](#)

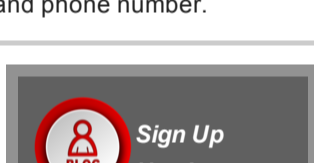
[Infographic: Manufacturing Day by the Numbers](#)

[Infographic: Manufacturing Day by the Numbers](#)



**Want to be featured in our eNewsletter?**

If you have any important news about your company that you would like us to announce, send it to [mktg@cmtc.com](mailto:mktg@cmtc.com). Include your name, company name and phone number.



**CMTC's Recent Blog Posts**

[Why Smart Manufacturing Is About More Than Just Technology](#)

[MFG Day 2018: 3 Ways to Get Involved](#)

[5 Ways Manufacturers Can Successfully Onboard New Hires](#)

[Six Industries Benefiting from Additive Manufacturing](#)

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**Request a consultation**

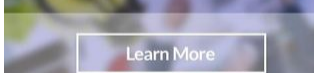
[Learn More](#)

**Share our newsletter with other manufacturers!**

If you know of any manufacturers that would benefit from 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](#).



**Fall begins September 22!**



**Questions or Comments?**

Contact Newsletter Editor Marjorie Dunn at [mktg@cmtc.com](mailto:mktg@cmtc.com)

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

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