



JUNE 2019

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

NEVADA COUNTY MANUFACTURING CONNECTION MEETUP

Successful Manufacturers Meetup for Tech-related Networking

The Nevada County Tech Connection (NCTC) and CMTC client manufacturers participated in a Manufacturing Meetup event in May. NCTC provides tech-related events, education, training, coaching, networking, and mentoring opportunities for Nevada County's tech community. Partnering with CMTC, NCTC offered local manufacturers an opportunity to benefit from networking with local tech leaders in this cross-sector event.

Gil Gonzalez, CMTC Director of Strategic Business Development, noted that, "having a forum to discuss the important issues that directly affect business and meeting support in the area helps make all business stronger." Jonathan Palmer, CEO of Autometrix, who is familiar with the unique struggles faced by many family-owned manufacturers, was the guest presenter.

Digital technology and high tech manufacturing are high-wage and high-growth industries which support a local workforce through greater work opportunities.

[Click to see more CMTC events](#)



IS YOUR COMPANY READY FOR CONTINUOUS IMPROVEMENT?

What level of impact can continuous improvement achieve?

What does continuous improvement look like in action?

According to a recent post by McKinsey & Company (May 10, 2019), continuous improvement "rests on the belief that a steady stream of improvements, diligently executed, will have transformational results." Building a "Lean culture" through continuous improvement requires commitment at every level of a company.

Manufacturers who adopt a Lean approach in their processes benefit from improved success in the competitive global market. Check out the introduction to Lean principles by clicking on the link below and contact us for a complimentary consultation to review if continuous improvement solutions are right for your business.

[Click Here to Download 5 Necessary Tools](#)

4 WAYS ROBOTS DELIVER ROI TO SMM COMPANIES

**How can robotics improve your quality control? Make your workplace safer?
Raise your competitive advantage?**

Robots present a common conundrum for small and medium-sized manufacturers (SMMs). On the one hand, they can help smaller operations improve efficiencies and become more competitive within their industry, but are they worth the initial investment, time, resources, and

risk to implement?

Click to read the recent IndustryWeek.com article.

[Click to Read More](#)



Jales Mello, CEO/Founder (center) receiving the Present's "E" Award from U.S. Secretary of Commerce Wilbur Ross.

EXPORTECH™ NEWS AND SCHOLARSHIP PROGRAM

Manufacturer Aleph Group, Inc. received the President's "E" Award recognizing their years of successive export growth. AGI is a participant company in CMTC's ExporTech™ program. Coming soon, ExporTech™ programs offered in Inland Empire and in Los Angeles will offer opportunities to learn more.

San Fernando Valley Dates

Expotech™ Los Angeles 2019

- Session 1 • Tuesday, August 13
- Session 2 • Tuesday, September 10
- Session 3 • Tuesday, October 15

Are you interested in Access to New Customers? Expanding Sales? Increasing Profits?

CMTC Scholarship Available

To find out more about our ExporTech™ program and/or CMTC's ExporTech™ Scholarship Program, please contact Elizabeth Glynn at 310-263-3052 or eglynn@cmtc.com.

[Click to find out more](#)



MANUFACTURING DAY 2019: FRIDAY, OCTOBER 4

MFG DAY gives manufacturers an opportunity to open their doors and show students what today's manufacturing is — and what it isn't.

CMTC pairs up high schools with local manufacturers to help provide student learning experiences. This annual celebration gives manufacturers the opportunity to showcase their facilities to the public. By learning more about modern manufacturing, many students see for the first-time the innovative and tech-driven role manufacturing plays in growing California's economy.

Numerous manufacturers who took part in Manufacturing Day 2018 are participants in CMTC's Made in CA program! If you would like to participate this year, [please click here](#) to start planning your on-site event.

October 4 • #MFGDAY19

Remember, Manufacturing Day events can take place on any day throughout October!

CMTC actively promotes MFG DAY through a variety of media to raise visibility of manufacturing, education, manufacturing tech, local programs and more.

[Register My Event for MFG Day](#)

CMTC's Recent Blog Posts



BE AWARE: NEW ANTI-HARASSMENT TRAINING FOR CALIFORNIA MANUFACTURERS IN EFFECT JANUARY 1, 2020

In 2004, the Golden State began leading the way in workplace anti-harassment training, establishing Assembly Bill (AB) 1825, which requires supervisors to learn about the subject.

According to more recent changes in California State Law (SB1343), if your organization employs five or more employees you **MUST** provide two hours of anti-harassment training for supervisory staff and one hour of anti-harassment training for non-supervisory employees.

Still have questions? We're here to help answer them.

[Read More](#)



MANUFACTURING DAY ARRIVES OCTOBER 4: HOW TO HOST OR PARTICIPATE IN AN EVENT

Manufacturers across the country are preparing for Manufacturing Day® 2019, or MFG Day. Arriving October 4 this year, MFG Day is designed to inspire and recruit the next generation of manufacturers. The annual event began in 2012, and was created to dispel the notion that all manufacturing jobs are “dark, dirty, and dangerous,” and to show students, businesspeople, politicians, and the media that manufacturing offers some of the most exciting and innovative work environments around. This is vital for recruitment, which is of importance as many manufacturing facilities lose seasoned [workers to retirement](#).

[Read More](#)

[Click Here to View All of Our Blogs](#)

THE MADE IN CALIFORNIA PROGRAM

Would you like to increase the visibility of your manufacturing company and benefit from local network events?

The Made in California Program supported by CMTTC recognizes manufacturers who produce products within the State, and collectively are responsible for employing more than 1.4M people. With our ideal location on the West Coast, California is a major



exporter of manufactured goods globally. Click the link below and apply to participate in this no cost program.

[Join the Made in California Program](#)

UPCOMING EVENTS

June, 2019

**Made in California Event —
No Cost Technology Showcase and Acquisition of Capital Seminar for the Small and
Medium-Sized Manufacturer**

Tuesday, June 18, 2019

4:00 p.m. – 6:00 p.m.

San Diego & Imperial Regional Network
880 National City Blvd., Suite 7118
National City, CA 91950

Join our group of experts to learn important advances in new manufacturing technologies and the process of raising capital for the procurement of equipment and fostering growth. Hear how technologies such as Smart Manufacturing, Robotics and Machine Vision are changing the way in which products are made and the innovative solutions that can be used to acquire this new technology.

[Click Here to Register](#)

**9th Annual SBA Southern California Small Business and Government Contracting
Conference**

Wednesday, June 19

Delta Hotel by Marriott Anaheim
12021 Harbor Blvd.
Garden Grove CA

[Click Here for Information](#)

July, 2019

**2019 Department of the Navy Gold Coast
Small Business Procurement Event**

Thursday, July 25 - Friday, July 26

8:00 AM - 5:00 PM

San Diego Convention Center
111 W Harbor Dr
San Diego, California 92101

Registration Questions:

Phone: 619-584-4738, Email: events@sandiegositepros.com

[Visit Our CMTC Events Page](#)



AMBAYArea Spring CEO Roundtable Discussion

Join fellow Bay Area manufacturing CEOs to discuss specific challenges, compare best practices and exchange ideas with other leaders in the industry.

- ▶ Hosted by Varian Medical Systems, Palo Alto
- ▶ 11 a.m. to 1 p.m. Lunch provided.
- ▶ Thursday, June 13, 2019
- ▶ Free to AMBAYArea Members*
- ▶ Join at ambayarea.org/join

Sponsored by
manex
The Corporation for Manufacturing Excellence



Register at ambayarea.ticketleap.com/ceo-june2019
*This event is exclusively for manufacturing executives.

AMBAY AREA EVENT ON JUNE 13

[Find Out More About June 13 Event](#)



MANUFACTURING MAKER BILLS UPDATE

Workforce development efforts benefit California

Developments in legislative policy impacting manufacturers in California are updates you should know about. Recently CMTA (California Manufacturers & Technology Association) released a status update on "Manufacturing Maker Bills" that help improve manufacturing competitiveness: <https://cmta.net> We have included some highlights below.

AB 23 (Burke) – Creating a Deputy of Business and Workforce Coordination with GO-Biz - Passed to Senate

Creates a dedicated position within the Office of the Small Business Advocate to coordinate workforce development efforts that are crucial to California's manufacturing industry.

AB 48 (O' Donnell) – Bond to Fund CTE Education - Passed to Senate

Provides necessary funding to build California's pipeline of skilled workers.

AB 1248 (E. Garcia) – Incentive Program for Manufacturers Revitalizing Communities with their Investment - Passed to Senate

Establishes a program that allows local governments to enter into partnerships with small and mid-size manufacturers as part of their plans to revitalize and develop their communities.

SB 162 (Galgiani) – Extending Treasurer's SUT Program for Alternative Energy and Advanced Transportation Manufacturing - Passed to Assembly

Extends the CAEATFA program that has been involved in the development of many California-based manufacturers creating innovative and next generation technologies.

[Read More](#)