

California Small Businesses Connect with Baja California Manufacturers During Industrial Tour

1 November 2018



The **San Diego CITD**, in collaboration with the **Baja California Secretary of Economic Development** (SEDECO) and **Ensenada Economic Development Corporation**, led a tour of several manufacturing facilities for small businesses in the Southern California region. More than 20 participants—which included business owners &

representatives, as well as trade specialists and economic development professionals—boarded a bus provided by SEDECO and participated in the [Baja Supplier Day Industrial Tour](#) in Ensenada, Baja California. Companies participating in the event were recruited with the help of San Diego CITD partner, [CMTC](#)—a non-profit provider of manufacturing consulting services to California small and medium-sized manufacturers.

The tour began with a visit to the [NAVICO/Lowrance Electronics of Mexico](#) manufacturing plant in Ensenada. NAVICO is Norwegian manufacturer of marine electronics and Global Positioning Systems (GPS) with operations in 14 countries. As part of the tour of NAVICO's facilities, participants were given an overview of the company and its current need for regional suppliers for a variety of components and services.

Once the tour of the NAVICO plant concluded, the group departed to [Restaurante Madre](#)—a recently opened restaurant in Ensenada by chef Miguel Bahena, who trained under well-known Baja chefs Benito Molina and Drew Deckman—to enjoy a lunch hosted by SEDECO. After lunch, the tour continued on to visit [SUNPOWER/Sunpower Corporation Mexico](#), a leading manufacturer of solar panels for residential and commercial use. SunPower's Ensenada plant, established in 2016 currently has 200 employees with plans to expand to 400. They also have a plant in the City of Mexicali with approximately 2,200 employees. The last stop on the tour was to [Consolidated Precision Products](#) (CPP). Founded in 1991, CPP has 19 facilities across the United States, Mexico, and Europe, and specializes in high-precision, geometrically complex aerospace components and sub-assemblies.

At each stop on the tour, participants had an opportunity to connect with plant managers and buyers to discuss supplier opportunities. The growth in manufacturing across the border has created a **\$13 billion supplier market** within the Baja California manufacturing industry. The Baja Supplier Day Industrial tour was an activity of the San Diego CITD's [Border Export Program](#). Through tours like this and other activities, the **CITD is creating opportunities for Southern California companies to become part of the supply chain in Baja California's growing manufacturing sector.**

[CITD News](#)

