



NEWS RELEASE

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Contact: Ellen McKewen

(310) 263-3018

emckewen@cmtc.com

www.cmtc.com

CMTC spotlights Royal Truck Body's business practices

TORRANCE, CA – [California Manufacturing Technology Consulting](http://www.cmtc.com) has recognized Royal Truck Body for its exceptional record for making manufacturing process improvements. CMTC, a leader in providing consulting services to the automotive industry, has helped the largest manufacturer of truck service bodies in the Western United States improve the quality of their labor force, eliminate waste and dramatically drive up sales.

“We called CMTC because we were losing market share. We noticed more importing from overseas and we were losing some ground,” said Marc San Paolo, Project Manager at [Royal Truck Body](http://www.royaltruckbody.com), based in Paramount. “They have helped us become more efficient and profitable.”

In 2004, CMTC identified several challenges facing the 36-year-old company, including the need for leadership training, better material handling and inventory management. CMTC also supplied training in communication, problem solving and team building. The project team also focused on occupational safety such as implementing the safest, most efficient way for an operator to lift a part. Workers were trained to do their job as if the next worker on the assembly line was a customer. As a result of the project, [Royal Truck Body's](http://www.royaltruckbody.com) sales increased by \$25 million in 2006 and reported \$38 million in retained sales.

In a subsequent project, CMTC assisted Royal Truck Body in making significant process improvements in their paint shop where freshly painted trucks were contaminated during the sanding process. By redesigning their process, CMTC helped Royal Truck Body boost labor productivity and cut raw material use, saving the company \$400,000 a year.

“They have been an ideal customer,” said Jerry G. McNair, CMTC's Director of Industry Development for the [Automotive Consulting Group](http://www.automotiveconsulting.com). “They have made improvements throughout their company increasing their competitiveness and profitability. They are committed to keeping jobs and manufacturing in California.”

ABOUT CALIFORNIA MANUFACTURING TECHNOLOGY CONSULTING

A private, nonprofit corporation, CMTC was established in 1992 to provide high value consulting services to California's high tech and traditional small and medium-size manufacturers to increase their competitive advantage through improved methods of management and manufacturing. Today, through its regional teams, CMTC provides consulting services in the practice areas of Strategic Business, Lean Enterprise, Information Technology, Energy Services, Quality, Distribution and Supply Chain Management. CMTC's regional teams cover Los Angeles, the Inland Empire, Orange County, Ventura/Santa Barbara County, the San Fernando/San Gabriel Valley, the San Joaquin Valley and San Diego/Imperial County. For more information, visit www.cmtc.com.

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