



On-the-Job Problem Solver

Terry Weiner knows about aerospace, automotive, electronics, printing, plastics, general manufacturing and healthcare. He's an expert on quality management systems and has guided dozens of companies towards earning coveted quality standard certifications that drive customers in the door and keep them there. But the senior consultant at California Manufacturing Technology Consulting™ (CMTC) sees himself mainly as a teacher.

"Each day presents a new opportunity to learn something I didn't know before and to get the satisfaction of knowing that I have made someone's business a little better."



Weiner came to the manufacturing consulting group in 2000 with atypical expertise. While many CMTC consultants might have engineering degrees, Weiner holds a Bachelor of Science degree in Pharmacy from the University of Arizona and a Masters in Business Administration from Pepperdine University. He went from working at a hospital pharmacy to a management position in home health care and nursing services. Later, he became vice president at a plastics-manufacturing company before starting his own automotive and aerospace consulting company.

During his tenure at CMTC, Weiner has worked with a range of companies from automotive suppliers to electronics manufacturers to companies that make products as varied as food service equipment, pharmaceuticals, divers suits and microprocessors. He finds it fascinating to peek into the world of new technologies that are years from becoming commercially available.

The manufacturing consulting business has changed dramatically in the decade since he first arrived at CMTC. Now, there is more of a focus on creating cultural change within an organization in order to sustain the process improvements attained through Quality Management or Lean Six Sigma Systems. In the past, there was often backsliding. In six months, companies might be right back where they started. It can still be challenging, he says, for a client to ramp up quickly and make improvements while not reverting to old ways.

"Some people wake up in the morning and dread going to work," said Weiner, "I go to work knowing I'm going to help people to find ways to make their products better and their jobs easier."

Weiner says the joy of his job comes from the satisfaction of being able to assist clients with difficult problems and help in making American manufacturers more globally competitive. Weiner is grateful that CMTC, which encourages personal development, has given him opportunities to advance his professional skills through the Six Sigma Black Belt and Lean Six Sigma Master Black Belt.

Weiner described the work he did with two companies as good examples of this professional expertise. When one company that manufactured fasteners had a problem with defects, Weiner and the team used a statistical process to analyze the cause and determine how to eliminate the problem. Another manufacturer, which produced lightweight composite panels for use in aircraft, wanted to make their manufacturing process more efficient and predictable. Rather than conducting expensive and time-consuming physical experiments to control all of the factors involved in the process, Weiner used Six Sigma analysis to find the best possible combination of factors to achieve the desired result for the client.

To date, Weiner has helped approximately 100 companies become registered to the ISO: 9001 & AS9100 Standards, Lean manufacturing techniques and Six Sigma. He also worked with a high precision machine shop to assist them to improve their supply chain management capabilities.

The only downside to being a busy consultant is the Southern California traffic. The nature of the job is to go where the client is, and in Los Angeles that means lots of time on the freeways. But that doesn't dampen Weiner's enthusiasm. He said he is privileged to be able to work with "very bright people who are doing incredible things for our country and society."

For more information or to contact Terry, you can reach him at tweiner@cmtc.com or 310-984-0052.

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