



PRESS RELEASE

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CMTC Program Successful in Bringing Defense Work to Small Manufacturers

TORRANCE, CA – Southern California small and medium-sized companies have increased new sales approximately \$500,000 to Department of Defense military systems. These sales opportunities for manufacturing and supplying parts and assemblies were initiated through a federally funded program, California Enhanced Manufacturing Supply Chain, managed by [California Manufacturing Technology Consulting](http://www.cmtc.com) (CMTC). In the period ending October 31, 2008, CMTC has engaged Southern California companies to manufacture parts and assemblies used in legacy aircraft or naval systems where small quantities and rapid response are required to maintain operational readiness.

California's vast network of 30,000 manufacturers represents DoD's largest potential for a secure, revitalized and responsive supply chain in order to reduce dependency on foreign sources and at the same time reduce over-all costs. CMTC's role is overcoming the existing barriers relating to small manufacturing companies, such as the lack capabilities to either find Defense related opportunities or be responsive to DoD procurement requirements. "Our DoD customers are delighted with our progress in engaging and expanding the small and medium-sized industrial base capacity for more secure, cost-effective, and rapid response parts and sub-assemblies" notes David Braunstein, President and CEO of CMTC.

The federally funded, [California Enhanced Manufacturing Supply Chain program](http://www.cmtc.com) is proving to be a win-win. Southern California manufacturers are benefiting from new opportunities in the "legacy parts" military market. They are now willing to face competition and embrace new production and management strategies designed to meet the DoD stringent quality control and production requirements. Manufacturers are able to expand their business base, grow in California and provide more high-paying manufacturing jobs. "The companies that CMTC works with are not only investing in change to meet the ongoing challenges of global competition, they are at the same time increasing the security of weapon systems with a broader replacement parts supply base in the U.S." said David Braunstein.

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. 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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