

AUGUST 2020 NEWSLETTER



Worried about the long-term effects COVID-19 is having on your business?

CMTC is offering an assistance program to support California small and medium-sized manufacturers through our statewide network. Our Business Stabilization Consultants can help you develop a customized plan of action to ensure you are on track to achieve your long-term objectives. [Request a meeting today.](#)

How it works:

- **STEP 1:** [Sign up!](#)
- **STEP 2:** We will reach out to schedule your meeting with an expert Business Stabilization Consultant (BSC).
- **STEP 3:** The BSC will work to understand your current state as well as your specific needs, challenges, and opportunities.
- **STEP 4:** A customized Plan of Action with recommendations and resources will be provided to help with your business recovery and growth during COVID-19 and beyond.

"Thank you, CMTC, for providing this service to my company! The timing and the amazingly kind and encouraging Plan of Action is fantastic and spot on! I have already been taking action on many of the recommendations in your plan."

- Cinnamon Alvarez, President, A19 Artisan Lighting

"I didn't know what to expect and I didn't know if it was even right for me. But I was wrong. This was what I needed for my business. It was great to take the time to look at the business and start thinking of a strategy instead of doing all the busy work of running a business."

- Marilyn Peters, President, Aluminex Inc.

Manufacturing Month 2020



Manufacturing Day is an opportunity for manufacturers to highlight their work and energize a future pipeline of skilled workers. An annual event that occurs on the first Friday of every October, MFG Day is an occasion during which manufacturers open their doors, showcase the potential of modern manufacturing, and foster interest in manufacturing careers. Events have typically included in-person plant tours; however, due to COVID-19, MFG Day is **going virtual this year!**

Manufacturing Day 2020 will officially be observed on **Friday, October 2nd**, but manufacturing in California is too big for a single day, so we will be celebrating **Manufacturing Month!**

[For more information on MFG Month 2020's virtual events, click here.](#)

CMTC Spotlight



Marway Power Systems designs and manufactures power distribution products for electronic equipment in standard rack-mount form and for custom enclosures. While well-established, Marway Power Systems was looking for opportunities for growth and began

working with CMTC on approaches to implement quantifiable measures to ascertain what performance objectives needed to be met in order to resolve issues related to lead time, increased throughput/labor hours and improved workflow. The company recognized that it needed to improve its workplace “value stream” in order to keep up with customer demand.

The results of the project were as follows:

- **Scheduled labor hour variation reduced from $\pm 68\%$ to $\pm 10\%$**
- **Reduced kit pull inventory from 30 days to 3.5 days, a reduction of 88%**
- **Reduction of kits on production floor with shortages moving from 73% to 0%**

- **15% increased sales**
- **8% retained sales**
- **6 new jobs created**
- **12 jobs retained**
- **\$100,000 in cost savings**

Find Out How We Did It

Made in California Showcase



Today's customers are looking for American-made products because they associate them with quality. In fact, recent reports reveal that 60% of Americans are willing to pay more for products made here at home. So, adding a Made in CA logo to your website and marketing and packaging materials can really pay off. There's no cost to join the other 2,000-plus Made in CA members, just [click here to sign up](#).

This Month's featured manufacturers

**CLASSIC COSMETICS | A19 ARTISAN LIGHTING| PRODUCTIVE ROBOTICS
CRYOWORKS, INC.**

Every month, CMTC is proud to showcase manufacturers participating in the Made in CA program. Featured companies appear in order from when they qualified for and joined the program. Each week, a single featured manufacturer is promoted on the Made in CA social media sites, giving that company even more visibility. Check out our featured manufacturers:



Latest Blog Posts

WORKPLACE SAFETY

CYBERSECURITY





Surviving and Driving Through the Crisis

How can employers protect their employees and workplaces while battling COVID-19?

In order for manufacturers to develop a safety plan for their facilities, they must consider the whole workforce and all visitors. “Your assumption should be that people who look perfectly healthy may be asymptomatic carriers and spreaders,” said Eliot Dratch, a CMTC consultant and manufacturing operations/safety expert.

[Read more...](#)

Working Collaboratively to Gain Compliance: How 2 Key Cybersecurity Assumptions Are Impacting DoD Suppliers

It is estimated that there are around 300,000 companies in the Defense Industrial Base (“DIB”) across the manufacturing and non-manufacturing sectors. Roughly 99% of the DIB is made up of small and medium-sized businesses which are companies with fewer than 500 employees. Since December 2017, all companies in the DIB have had the Defense Federal Acquisition Regulation Supplement (“DFARS”) clause in their contracts.

[Read more...](#)

[CLICK HERE TO VIEW OUR BLOG](#)

Events



COVID-19 Best Practices: How to Protect Your Employees & Workplace

Wednesday, August 26th
10:00 am – 12:00 pm

During this webinar, CMTC's Eliot Dratch and Brenda Lopez from Los Angeles County Health (emergency response) will present **important best practices for workplace safety** to protect employees during the COVID-19 pandemic.

[Register Now](#)

[View COVID-19 Webinars](#)

We have other upcoming COVID-related webinars throughout August and September. Get valuable guidance and help from CMTC and our guest speakers. [Register now.](#)

Harassment Avoidance Training

California State Bill (SB) 1343 mandates that all employers with five or more employees must provide Harassment Avoidance Training to fulfill all CA requirements. CMTC offers web-based 'live' sessions supporting State and Federal regulations and facilitated by a Harassment Avoidance trainer. [For a complete list of scheduled Harassment Avoidance Training Webinars, click here.](#)

USC Center for Advanced Manufacturing Survey

The University of Southern California Viterbi School of Engineering is in the process of updating their manufacturing curriculum to respond to the needs of the manufacturing industry as it adopts Industry 4.0 Technologies.

They would truly appreciate your assistance by completing their survey of the required competencies at your firm. It should not take more than 10 minutes to complete the survey. Please [click here](#) to get started.



Stay connected with us



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