

FEBRUARY 2021 NEWSLETTER



Introducing CMTC's New Podcast *Shifting Gears*

In the world of manufacturing, where change is a constant, it can be difficult for small and medium-sized manufacturers (SMMs) to keep up with new technologies, regulations, and other important shifts. CMTC's new podcast [*Shifting Gears*](#) covers the latest news, trends, technology, and expert insights with the sole purpose of helping manufacturers recover and thrive in today's economy.

Each season of *Shifting Gears* will highlight a variety of manufacturers, consultants, and industry experts. The seasons' quarterly distribution will include six episodes which will be released all at once, offering a broad range of topics that address critical opportunities and challenges facing SMMs. Season One ([available now](#)) deep-dives into the [challenges of the pandemic](#), [workplace safety](#), [virtual selling](#), [cash flow](#), [apprenticeships](#), and [reshoring](#).

Shifting Gears is available for listening on CMTC's website at www.cmtc.com/shiftinggears as well as across all major podcast directories like [Spotify](#), [Apple Podcasts](#), and [Google Podcasts](#).

Defense Supply Chain Cyber Resilience Labs

In partnership with California's ETP, El Camino College is offering a [25-hour readiness](#)

[workshop](#) designed to help DoD suppliers understand the DFARS 7012 requirements and forthcoming Cybersecurity Model Certification (CMMC) audit requirements. The workshop sessions are led by industry experts who will facilitate group learning. Participants who attend the workshop will be expected to complete assigned learning modules to begin developing a Systems Security Plan (SSP) and progress towards becoming compliant with DoD-mandated NIST cybersecurity controls. The classes will be instructor-led via a Zoom classroom.

[For more information or to register today, click here.](#)

CMTC Spotlight



M&R Engineering is a woman-owned business with over 40 years of experience in delivering high precision CNC machined parts and high-quality screw machined parts. In order to retain their existing DoD and aerospace customers and enable sales growth with new customers, M&R needed to update their Quality Management System. CMTC partnered with M&R to implement a multi-step plan to prepare the company for successful certification to AS9100: (RevD) by its 3rd-party registrar, which included creation or modification of documentation; implementation and training on procedures; training on internal auditing; corrective action training; and training on Management Review.

As a result, M&R **increased their sales by \$300,000, retained \$400,000 in sales, and added 7 new jobs.** M&R is also now well-positioned to compete for additional DoD and aerospace business to help achieve its growth goals.

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

[ALARD MACHINE PRODUCTS](#) | [MERCOTAC, INC.](#)

[MTM INDUSTRIAL](#) | [EARTHRISE NUTRITIONALS](#)

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

SMART MANUFACTURING

CYBERSECURITY



How Can Food Manufacturers Prepare For a Second COVID-19 Demand Surge?

The COVID-19 pandemic has impacted most industries in the U.S., with food manufacturing being one of the hardest hit sectors. Besides shortages in raw materials, supply chain disruptions, and lockdown restrictions, panic stockpiling by consumers resulted in a rapid shift in demand, further compounding the challenges facing food manufacturers. Many in the food industry were caught off guard by increased consumer demand and, as the U.S. went into national lockdown in March 2020, the following months saw many grocery shelves frequently bare.

[Read more...](#)

2021: What's Ahead from NIST in Cybersecurity and Privacy?

Brought to you by NIST

In 2020, NIST prioritized helping individuals and organizations shift to a more online environment to keep people safe and our economy productive. Despite the many challenges brought by the pandemic, we were fortunate to be able to continue our work on an array of new resources to help manage cybersecurity and privacy risks. As NIST looks ahead to the “new normal,” we plan to build on lessons learned during the pandemic and to be even more strategic in anticipating and tackling the many challenges ahead.

[Read more...](#)

[CLICK HERE TO VIEW OUR BLOG](#)

Events



Quality 502: Planning Operations Excellence on Your Shop Floor

Tuesday, February 23rd
11:00 AM – 12:00 PM PT

During this webinar, CMTC Quality Practice Lead Eliot Dratch will discuss the implementation of several "best manufacturing practices" for several manufacturing processes, such as Receiving, Inspection, Production, Test, Final QC, Packaging, and Shipping.

[Register Now](#)

[View All Webinars](#)

We have other informative webinars scheduled throughout the new year. Get valuable guidance and help from CMTC and our guest speakers. [Register now.](#)

UCI Smart Manufacturing Survey

*Do you work in a small or medium-sized manufacturing firm (fewer than 500 employees)? Or, do you work with such companies as a consultant? Consider donating 10-15 minutes of your time and you could **win a gift card of \$500!***

[To participate in the survey, click here.](#) With your help, this will be the largest national study ever done about how smart technology can benefit small and medium-sized manufacturers.

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.](#)



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CMTC, 690 Knox Street, Suite 200, Torrance, CA 90502, United States, (310) 263-3060

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