



NOVEMBER 2020 NEWSLETTER



MEP National Network News

On Oct. 19, the [MEP National Network](#) partnered with [Additive Manufacturing Magazine](#) to bring together industry experts to discuss how the use of additive manufacturing for tooling and patterns offers significant benefits for traditional casting and injection molding processes by shortening lead time to production, reducing tooling costs, reducing cycle times and opening up design opportunities.

The [resulting discussion](#) highlighted "hybrid" applications where additive is combined with traditional manufacturing processes in ways that help companies reduce costs and quickly pivot to pursue new market opportunities — critical as existing markets decline due to the disruption from the pandemic. [Click here to view the webinar on-demand.](#)

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!

With your help, this will be the largest national study ever done about how smart technology can benefit small and medium-sized manufacturers. The survey results will

provide invaluable data for guiding future development of smart manufacturing tools tailored to the needs of these companies. You don't have to be a technology expert—we want a wide range of opinions. Participation is voluntary, and we'll send you a report summarizing the results if requested. This survey is being conducted by University of California Irvine through a grant from the U.S. Department of Energy. [To participate in the survey, click here.](#)

CMTC Spotlight



LGM Soil Amendments is a family-owned business that produces a variety of soil options for commercial and gardening use. LGM required skilled guidance in defining their position, achieving a competitive advantage, and establishing a unique value proposition in their marketplace. They sought to modernize their brand, increase their organic search rankings, expand reseller opportunities, and improve their website in order to educate consumers and retailers. To accomplish this, LGM turned to CMTC to assist with website design and development, photography, rebranding, and other marketing services.

Based on the improvements, LGM estimated a **10% to 15% increase in sales**, leading to **2 jobs added**. In addition, improved processes resulted in **cost reductions of 5%**. LGM invested approximately \$50,000 in new products and \$250,000 in new equipment.

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

[DYNACAST INTERNATIONAL, INC.](#) | [TECMA COMPANY, INC.](#)
[ROGAR MANUFACTURING](#) | [ROO-HIDE SADDLERY](#)

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

ROBOTICS

CYBERSECURITY



Latest Developments In Industrial Robotics: CoBots

One of the most significant developments of potential interest to small and medium-sized manufacturers in the area of industrial robots is the introduction about 10 years or so ago of a subset of industrial robots called collaborative robots or “CoBots”.

What makes them different from standard industrial robots is that CoBots are specifically designed to be safely used around people. Why is this significant? Well, more than you might think.

[Read more...](#)

The Next Generation Security and Privacy Controls—Protecting the Nation’s Critical Assets

Brought to you by NIST

It has been seven years since the last major update to NIST’s flagship security and privacy guidance document. Since 2013, the publication has been accessed or downloaded from the NIST web site millions of times. This month, NIST unveiled an historic update to its security and privacy controls catalog that will provide a solid foundation for protecting

organizations and systems—including the personal privacy of individuals—well into the 21st century.

[Read more...](#)

[CLICK HERE TO VIEW OUR BLOG](#)

Events



Top Strategies for Mitigating COVID-19's Toll on the Economy

Wednesday, November 18th
11:00 AM – 12:00 PM PT

During this webinar, Los Angeles County Economic Development Corporation (LAEDC) Staff Economists will provide an expert outlook on COVID-19's impact on California manufacturing; and, CMTC will offer mitigation strategies for how to offset the harm done by this pandemic.

[Register Now](#)

[View All Webinars](#)

We have other informative webinars scheduled throughout the remainder of the year.
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.](#)



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

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