



SEPTEMBER 2020 NEWSLETTER



CMTC's Supplier Scouting Services: Helping Businesses Succeed

Do you have challenges in sourcing key parts or components? Do you have excess manufacturing capacity that you'd like to employ? Our Supplier Scouting Services can help you connect to new resources, meet new partners, and access the material and goods you need to grow your business.

With a robust list of options, our Supplier Scouting Service experts can match businesses in need of products with those that manufacture or distribute products to meet the demand. We have solved the most unique problems for manufacturers, such as finding packaging for niche products, tubing for electronics products, PPE equipment for medical organizations, and even special solid state motors for renewable energy companies. So, whether you need assistance in addressing supply chain disruptions, or you need help employing your extra manufacturing capacity, we can help.

To participate in CMTC's Supplier Scouting Program, [click here.](#)

Need help navigating COVID-19 challenges?

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.](#)

National Cybersecurity Awareness Month



Credit: National Cybersecurity Alliance

[National Cyber Security Awareness Month \(NCSAM\)](#) — celebrated every October — was created as a collaborative effort between government and industry to ensure every American has the resources they need be safe and secure online. NIST has partnered with other federal agencies to help raise awareness about cybersecurity and engage with public and private sector partners through events and initiatives to raise awareness about cybersecurity, provide them with tools and resources needed to stay safe online, and increase the resiliency of the Nation in the event of a cyber incident.

[To learn more, click here.](#)

MFG Month CA - 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 **MFG Month CA!**

[To sign up for MFG Month CA 2020's virtual events, click here.](#)

CMTC Spotlight



Ocean Aero is an award-winning builder of environmentally-powered, autonomous, underwater and surface vehicles (AUSVs). The company developed the first hybrid, wind and solar-powered surface and subsurface vehicles designed for extended ocean observation and data collection. Demand for the company's technology created a need to focus on brand management and crafting new product launch messaging to fit the brand approach. To accomplish this, Ocean Aero turned to CMTC for assistance in updating its website design, photography, video and key brand messages to clearly differentiate and position its unique technology among a range of USV, ASV, AUV and ROV competitors and alternative service offerings.

The results of the project were as follows:

- **20 retained jobs**
- **Cost savings of \$50,000**

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

[ALL STAR PRECISION](#) | [ADDITIVE SOLUTIONS](#)
[MOLOKO ICE CREAM](#) | [JET MOLD PRODUCTS](#)

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

WORKFORCE DEVELOPMENT

CYBERSECURITY



Training Within Industry (TWI) Part 1: Practice Makes Perfect with On-the-Job Training

Even before COVID-19, manufacturers were facing challenges on several fronts relative to hiring and retaining a high-performing workforce. In addition to the easily observed factors – lack of a qualified applicant pool, turnover and absenteeism, and under-performing KPIs – there are various hidden problems.

[Read more...](#)

Staff Spotlight: NIST Usable Cybersecurity Security and Privacy of

Smart Home Devices

This year, consumers will spend more than \$40 billion in the smart home device market (connected doorbells, vacuums, refrigerators, Internet of Things products like Google Home or Amazon Echo speakers), and nearly half of all U.S. households will have a smart home device by 2023. As smart home devices become ubiquitous in our society, NIST researchers are confronting how well they protect individuals' privacy and security.

[Read more...](#)

[CLICK HERE TO VIEW OUR BLOG](#)

Events



How to Return Manufacturing to America Using a Total Cost of Ownership Analysis

Tuesday, September 22nd

10:30 – 11:30 am

During this webinar, Michele Nash-Hoff will provide information on how and why companies should conduct a Total Cost of Ownership (TCO) analysis to make the decision of whether or not they can return their manufacturing to America. Michele will also discuss the hidden costs and risks of manufacturing offshore and the advantages of manufacturing in the U.S.

Register Now

View COVID-19 Webinars

We have other upcoming COVID-related webinars throughout September and October.

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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