

\$447 million in new and retained sales
\$128.8 million in new investments
3,769 jobs created or retained

California Manufacturing Technology Consulting (CMTC's) philosophy and operating principles emerged from a passion to make a difference in California. CMTC's unique organization provides manufacturing and distribution consulting services which improve California's Industrial base and the State's economic vitality.

CMTC serves manufacturers in Southern California.
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Corporation for Manufacturing Excellence (MANEX) is a premier provider of high-value consulting and business advisory services to manufacturers in Northern California, enabling them to improve global competitiveness by significantly increasing their growth, productivity, quality and profitability. They use a holistic and proven approach — from strategy through implementation - that delivers immediate results and positions manufacturers for long-term success, while enabling them to serve their current customers effectively without undue distraction.

MANEX serves manufacturers in Northern California.
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* Impacts are based on clients receiving service in FY2010

CALIFORNIA CLIENT SUCCESSES

“To stay competitive in this industry you need to be Lean and mean. CMTC helped us with the Lean part.”

Terry Kaller, President
Notthoff Engineering Inc

Estimated sales
increase of \$4 million

Notthoff Engineering is a manufacturer of aircraft parts and equipment. The company specializes in high precision machining of steel, aluminum, and titanium parts for the aerospace and defense industry using state-of-the-art machining equipment. Notthoff employs 55 people at its facility in Huntington Beach, California.

Notthoff's vision was to double the company's sales in three to five years. To grow, Notthoff needed to improve customer satisfaction by improving on-time delivery and quality. To accomplish these objectives, it was critical that the company reduce lead times, reduce work-in-process, improve on-time delivery and increase capacity. It was also critical that equipment set-up time be reduced and down-time minimized, if not eliminated. Notthoff contacted California Manufacturing Technology Consulting (CMTC), a NIST MEP network affiliate, for help.

CMTC initiated a Lean manufacturing program to train Notthoff employees on methods to reduce waste in their set-up processes. Notthoff's team focused on the concepts of 5S for organization and Single Minute Exchange of Die (SMED) to reduce set-up time. CMTC conducted training on basic Lean principles and 5S methods to identify and remove waste in two key pilot production areas. Current set-up processes were then analyzed and the team brainstormed on how to reduce process waste and shorten the time between the 'last good part produced' and the 'first good part produced' on the next job. 5S also helped to decrease equipment downtime by improving machine cleanliness and exposing equipment problems.

“As a result of working with Manex, we rapidly gained our ISO certification with the implementation of an effective Quality Management System. The System has helped us to improve our key metrics including first pass yield, supplier on time delivery, and downtime.”

Michelle Rasmussen, CFO & COO
Morgan Hill Precision, Inc

Invested \$18,500 in
workforce development

Morgan Hill Precision, Inc. is a job/machine shop specializing in the fabrication of components for a variety of materials including aluminum stainless steel, copper, brass, and plastic. Located in Morgan Hill, California, the company serves the medical and laser industries. Morgan Hill Precision employs 12 people.

Morgan Hill Precision wanted to pursue ISO 9001:2000 certification to address client demand and competitive pressures in the marketplace. The company's management team engaged the Corporation for Manufacturing Excellence (Manex), a NIST MEP network affiliate, to help them establish an effective quality management system and pursue ISO certification.

Manex assisted Morgan Hill Precision in the development of its quality management system using ISO 9001:2000 as the underlying framework. The quality improvement plan included the following components: 1) identified organizational processes; 2) developed quality objectives and a quality manual that set policy according to the ISO requirements; 3) implemented a disaster recovery system to ensure the ability to recreate and service the product throughout its life cycle; 4) trained employees on the quality system; and 5) established, implemented, and documented procedures and metrics for critical manufacturing processes. With help from Manex, Morgan Hill Precision implemented a well-designed Quality Management System. The company now has documented procedures for all critical processes in the manufacturing operation.