

Cal Recycle
“Zone Works Workshop”
June 5, 2013

The NIST MEP Program

- Manex and CMTC are a non-profit public benefit corporations
- Manex was founded in 1995 as an MEP for Northern California (Fresno to the California / Oregon border)
- CMTC was founded in 1992 as the MEP for Southern California (Fresno to Mexican border)
- Program started in 1988, with at least one center in all 50 states by 1996
- 60 centers with over 370 field locations
- System wide, Non-Federal staff is over 1,450
- Partnership Model – Federal/State/Industry
- 1/3 Federal, 2/3 State and Industry
- Emphasis on performance – program and center – measurement based upon impact of center services on client firms. sCore Metrics.



**MEP • MANUFACTURING
EXTENSION PARTNERSHIP**

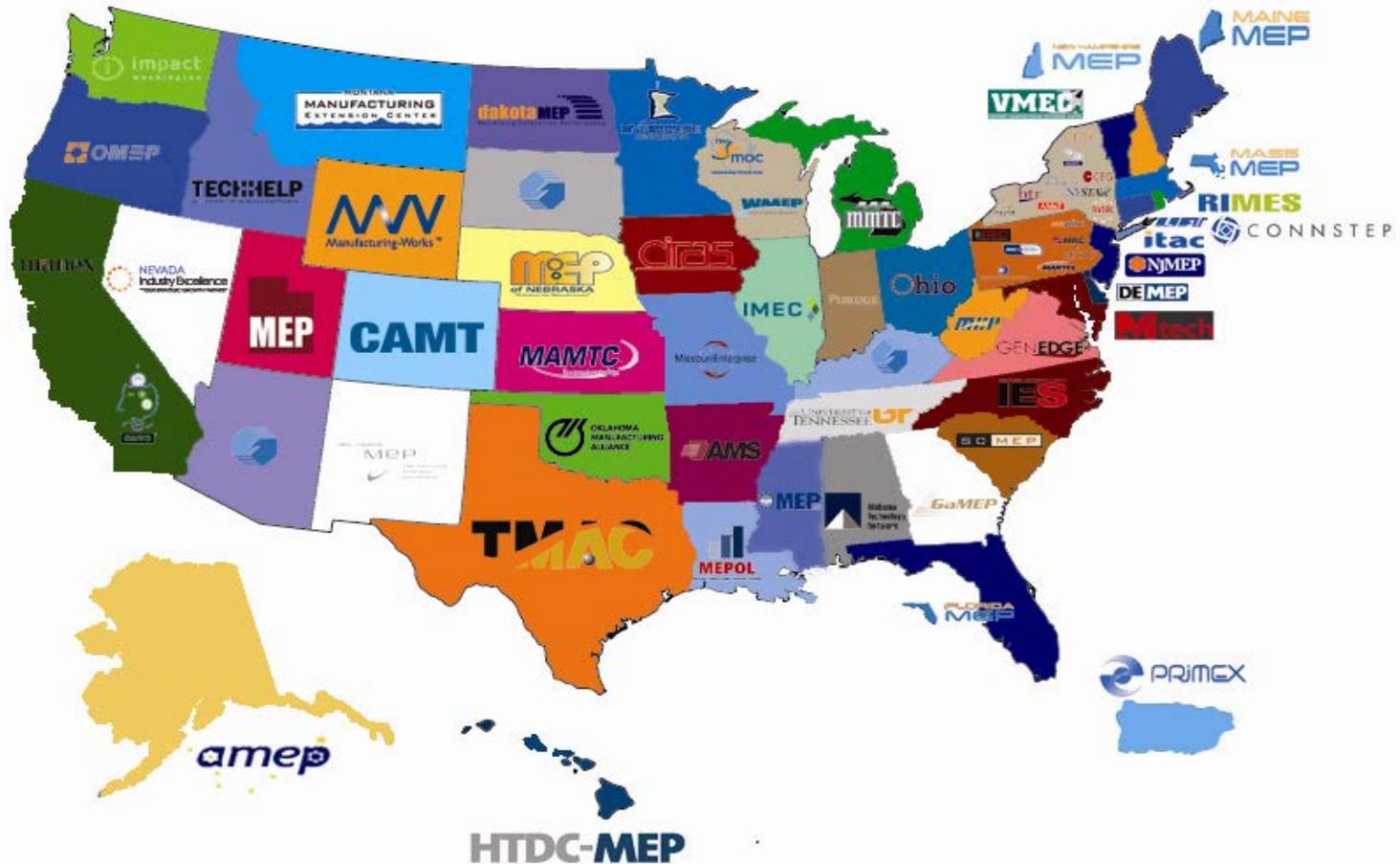
VISION

MEP program is a catalyst for strengthening American manufacturing – accelerating its ongoing transformation into a more efficient and powerful engine of innovation while driving economic growth and job creation.

MISSION

To act as a strategic advisor promoting business growth and connecting manufacturers to public and private resources essential for increased competitiveness and profitability.

MEP Centers Across the U.S.



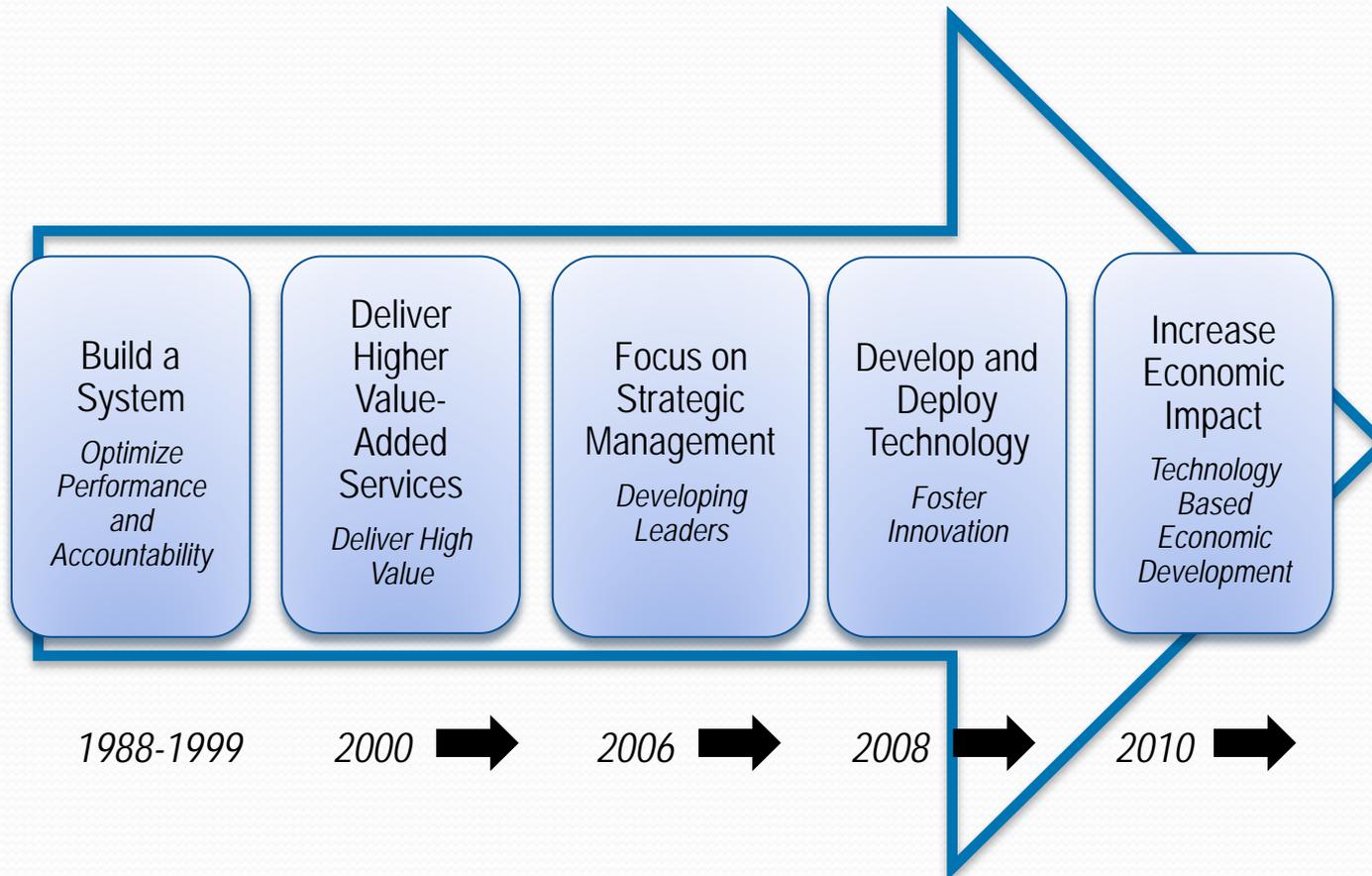
Impact on Manufacturers

- Improved Costs & Profitability
 - Higher Gross Margins
 - Clarity of business model assumptions
- Improved Financial Performance
 - Improved Gross Profit Margins
 - Lower overhead
 - Streamlined production and office procedures
 - Clarity of operational and strategic assumptions
 - EBITDA
- Culture Driven Changes
 - Long term thinking
 - Near term results
 - Clients facing difficulties: Stop the bleeding
 - Clients recovering from recession: Trajectory to growth and profits
 - Clients seeking turn around: Improve Production, Find Clients, Grow Pipeline
 - Clients in good health but want more than the status Quo: Improve, Grow, Innovate

Next Generation MEP



Evolution of New MEP Focus: Profitable Growth Services – Beyond the Plant Floor



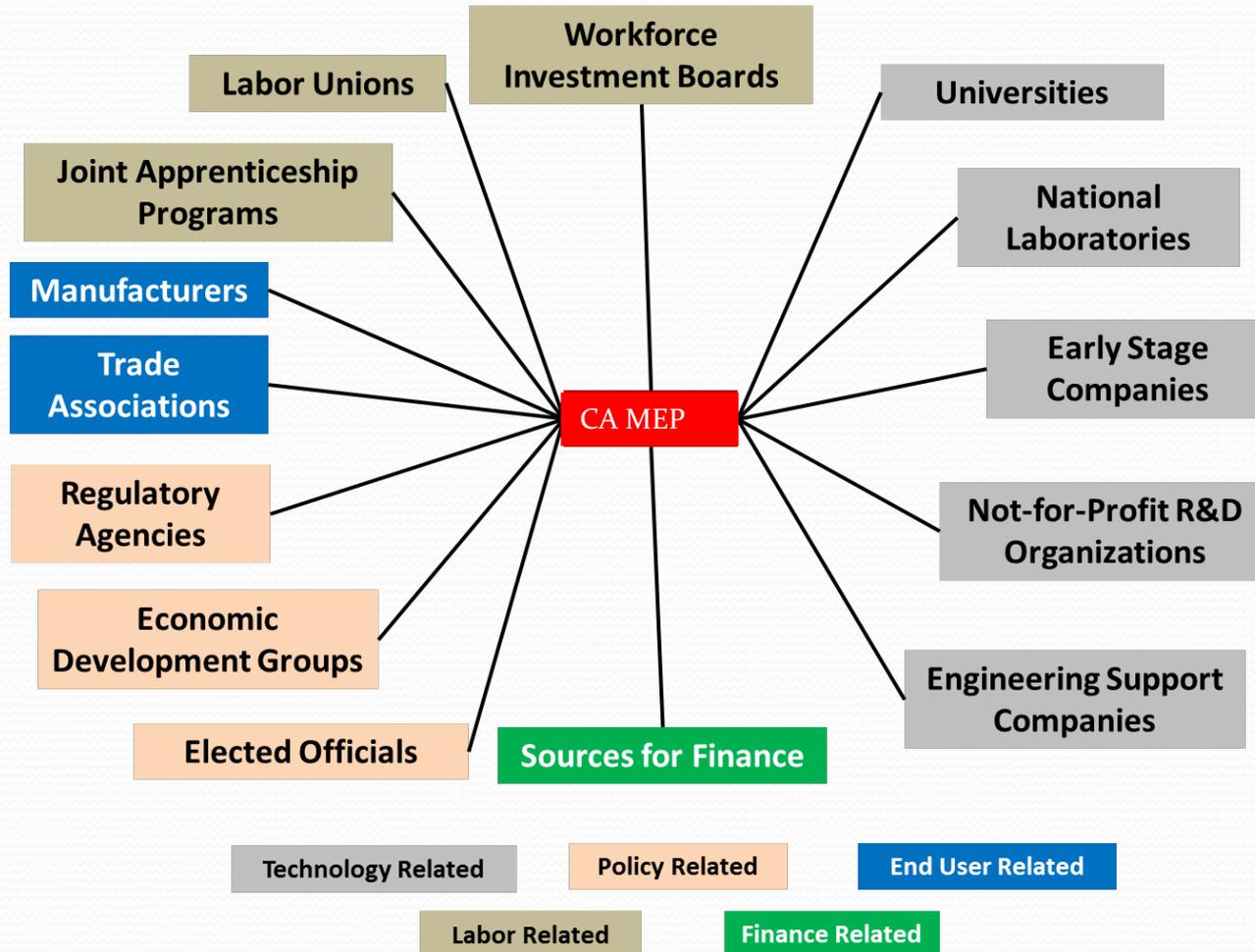
Industry Focus

- Food and Beverage
- Consumer Packaged Goods
- High Technology
- Medical Devices
- Aerospace
- Biotechnology
- Pharmaceuticals
- Precision Manufacturing
- Automotive

Competency & Expertise

- A diverse team
- Average 20 years experience
- Deliver depth and breadth of industry and business know-how, from strategy through implementation, including former:
 - General Managers
 - Directors of Lean
 - Vice President of Sales
 - Directors of Logistics
 - Plant Managers

CA MEP Ecosystem



2012 CMTC & MANEX Benefits for California

Regions & Counties	Mfrs Served	Total Sales	Cost Savings	Total Investment	Jobs Impacted	Total Mfg & Non-Mfg Jobs*
Northern California	75	\$13M	\$8M	\$14M	209	1,045
Central California	22	\$2M	\$4M	\$7M	33	165
Los Angeles County	351	\$132M	\$13M	\$81M	1,118	5,590
Riverside/San Bernardino	133	\$48M	\$14M	\$18M	795	3,975
Orange County	147	\$82M	\$7M	\$19M	878	4,390
San Diego/Imperial	88	\$8M	\$3M	\$5M	196	980
TOTAL:	816	\$285M	\$49M	\$144M	3,229	16,145

Manufacturing is Still a Vital Economic Engine for California

- 44,000 manufacturers in the state more than any other state in the country
- 8.9% of California's workforce is employed in the manufacturing sector
- In 2011, the manufacturing sector made up 11.7% of CA's Gross State Product
- Mfg jobs average \$64,000
- Mfg jobs are job multipliers, yielding 4-7 additional non-mfg jobs.



Source: National Association of Manufacturers www.nam.org

Why do manufacturers stay in California?

Top attributes for staying in California

- Great location to reach customers and suppliers
 - Excellent access to Nationwide customers, Canada/Mexico/Central and South America, and the Pacific Rim
- Outstanding core customer base in High-tech, Biotech, Healthcare, Startups, Aerospace, etc....
- Difficult to relocate to other states
- High quality of life

Source: CA Manufacturers & Technology Association





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Made in California

A Resource for Manufacturers

Purpose of the Program

- Create an online community of manufacturers within the state
- Create ways for manufacturers to network with each other
- Expand the reach of manufacturers throughout the State



Program Benefits for Manufacturers

- Free Advertising on the Manex and CMTC websites
- Online resource directory of manufacturers
- Increased website traffic translates to increased leads for manufacturers
- Greater visibility and perceived value with the Made in CA label
- Social media sites dedicated to manufacturers – Facebook, Twitter and LinkedIn “Made in California” Group
 - Link to manufacturers social media sites to increase reach
- Receive business opportunities from the National Program (NIST)
- Discounts for events

Open Houses

- Opportunity for manufacturers to network
- Showcase their products
- Facility tour of host
- Business generation between attendees
- New sign-ups to the program
- Validation from participants that the program was beneficial to their business

Three very successful events have been held

Sample Online Company Page and Components



Become a Made in CA Manufacturer

Learn about the benefits of joining the Made in CA Program and sign up. [\[register here\]](#)

Learn more about California Manufacturers

Google Custom Search

Find a CA Manufacturer by Category

- Aerospace Products & Parts
- Apparel
- Beverage & Tobacco Products
- Chemical
- Computer & Electronic Products
- Electrical Equipment
- Fabricated Metal Products
- Food Manufacturing
- Furniture & Related Products

Valley Box Company

Since 1965, Valley Box has been a fixture of San Diego's Packaging Industry. We are a leading industry provider of high-quality crating solutions for over-size products, shock-resistant packaging for sensitive equipment, heat treated export containers, and effective moisture barrier resistant packing and materials.

Our products range from stock corrugated to custom engineered designs for Defense, Aerospace, Biotech and Commercial applications.

Manufacturer Profile

Company Name: **Valley Box Company**
Category: Wood Products
Location: Santee, CA
Contact Person: Kimberly Bennett
Email Address: kymberly@valleybox.com
Website Address: www.valleybox.com



Featured Products



Multiple Wood Box & Skid Configurations



Reusable Wood with Painted

- Medical
- Miscellaneous
- Musical Instruments
- Nonmetallic Mineral Products
- Paper
- Petroleum & Coal Products
- Plastics & Rubber Products
- Primary Metal
- Printing
- Research & Development
- Textiles
- Transportation Equipment
- Wood Products

Company Description

Contact Info

Products, News, and Videos

Products & Services

Steel material handling fixtures and bases, industrial wood boxes, triplewall boxes.

Manufacturing Processes

Steel and wood fabrication.

Company News

- [Valley Box Company Brochure](#)
- [Collapsible Shipper Case Study](#)
- [Unmanned Aircraft Tire Changer](#)

Learn More About Valley Box Company



World's Greatest Box Manufacturer Video



Triple Wall Corrugated Box Video

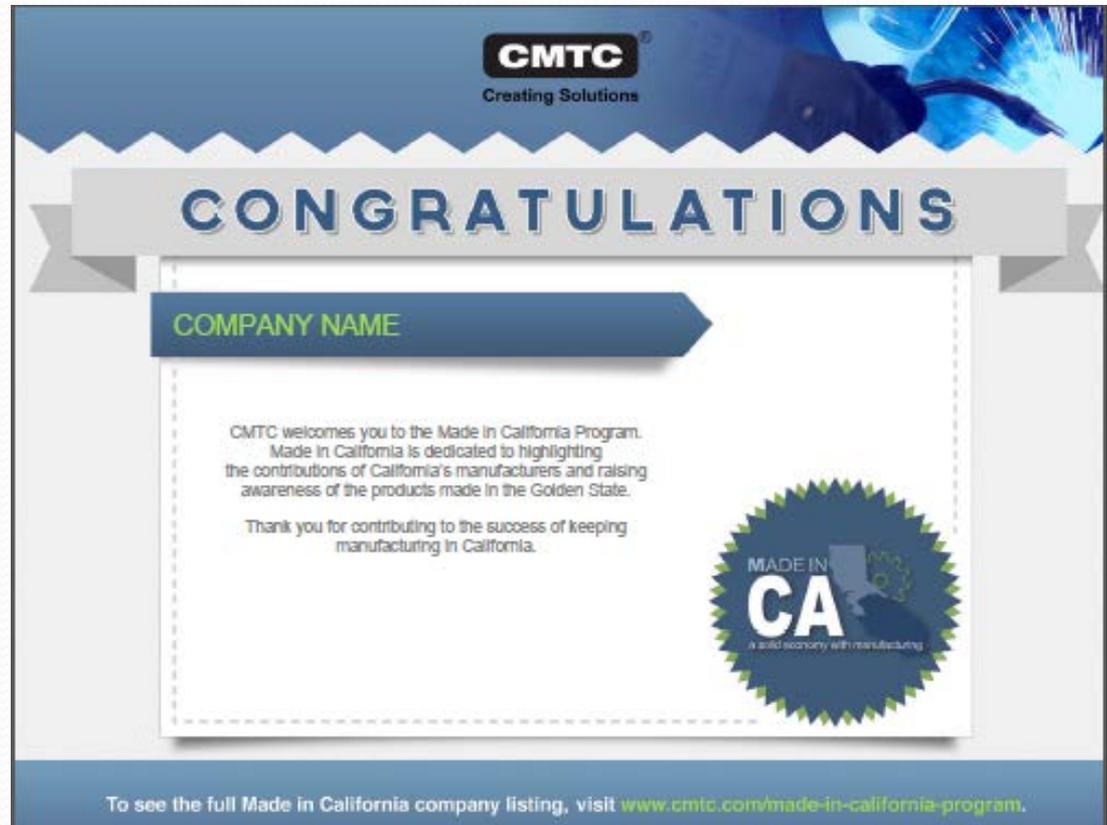


R-PWC Assembly Instructional Video

Category Search function

Recognition for Joining the Program

- Certificate to Display in their establishment
- Made in CA Logo for their own website and product packaging



What Manufacturers are Saying....

"When Valley Box was approached to join the Made in CA program, we jumped at the chance to be listed and have a page in their exclusive online directory. The Made in CA program has enhanced our visibility as a California manufacturer which has increased the quality of leads coming in."

- Kymberly Bennett, Valley Box

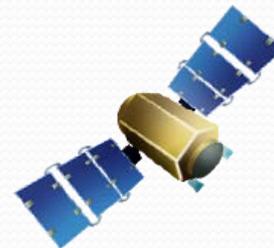
Valley Box has had **216 views** of their profile page since they joined the program

"The Made In CA Open House held in Chino in March of this year proved to be another valuable event where we made new contacts and continue to expand our business' reach. I highly recommend any CA manufacturer to join the program to benefit from and contribute to the group."

-TJ Rossi, Monarch Green

CA Has Diverse Manufacturers

- Duffy Electric Boat Company – high end boats
- Synergeyes – contact lens maker
- Flap Happy – kids clothing line to protect kids faces and necks from the sun
- Interorbital Systems – produce launch vehicles and satellites
- Celprogen – cancer therapeutic products
- Tag Toys – toys for kids between 1 and 6 years old.
- Crystal Craft - custom acrylic fabricator
- Rerubber – recycle old tires to make roof materials all the way to playground floors for kids



Questions



Supporting Manufacturing Leadership Through Sustainability

E3: Economy, Energy, and Environment



E3 Initiatives Strengthen Manufacturers

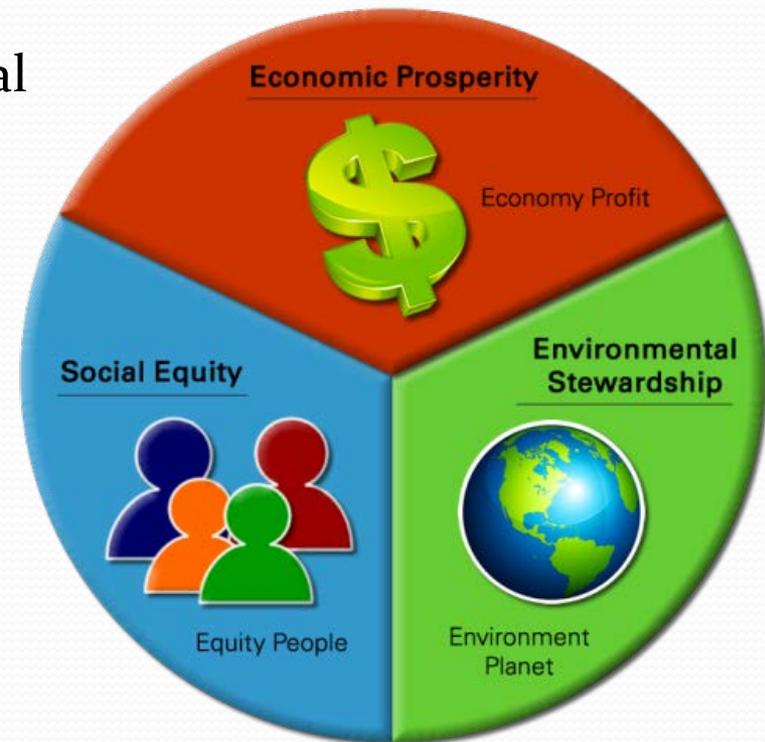
E3: Economy, Energy, and the Environment

Strengthening your “triple bottom line”

- Supporting economic growth through a local team approach
- Promoting environmental stewardship and energy efficiency
- Transforming facilities and their workforce toward sustainable work practices

E3 drives comprehensive evaluation and optimized solutions ...

Federal, State and Local efforts working together



E3 Partners in Southern CA

- **California Manufacturing Technology Consulting (CMTC)**
- **The Southern California Gas Company**
- **California Department of Toxic Substances Control (DTSC)**
- **City of Los Angeles**
- **County of San Bernardino Workforce Development Department**
- **Long Beach Water Department**
- **Los Angeles Department of Water and Power (LADWP)**
- **Los Angeles/ Orange County Environmental Training Center**
- **North Orange Co Community College District/Center for Applied Competitive Technologies (CACT)**
- **Pacific Gateway Workforce Investment Board (Pacific Gateway)**
- **San Diego State University's Industrial Assessment Center**
- **Small Business Development Center (SBDC) – Santa Monica College**
- **South Bay Workforce Investment Board**

Technical Assessment

A **Lean Review** which leads to increased productivity and reduced costs

An **Energy Assessment** which provides tools and insight to reduce energy demand and costs

A **Greenhouse Gas (GHG) Evaluation** that teaches manufacturers how to calculate GHG emissions and evaluate reduction strategies

A **Clean Review** which results in water and energy conservation, pollution prevention, reduced emissions, and additional cost savings

Post-Assessment Recommendations that guide each facility toward improvements in overall efficiency, reduced waste, more efficient use of resources including energy and water, and cost savings

Implementation Support

SBA and its Small Business Development Centers (SBDCs) provide business excellence counseling services and financing through guaranteed loan programs

DOL and its Workforce Investment Boards provide green job and skills training and apprenticeships supported by workforce development and training grants

Local and Regional E3 Team provides additional resources and support such as state recognition, internship programs and local funding and grant opportunities

Success Stories

Facility	Strategy	Results
Textile dyeing & finishing East Rancho Dominguez	Value Stream Map (VSM) + water survey	<ul style="list-style-type: none"> • \$177k annual water savings identified • \$34k annual sewer savings identified
Packaging facility La Mirada	VSM + Kaizen events, energy	<ul style="list-style-type: none"> • \$558k saved in labor costs • 41% improved productivity • \$61k saved in electricity
Battery recycler Santa Fe Springs	VSM + Kaizen events, energy	<ul style="list-style-type: none"> • Reduced energy intensity 33% • Saved \$100k in annual energy costs
Automated entrance systems North Carolina	VSM, Energy, Safety	<ul style="list-style-type: none"> • 50% reduction manufacturing defects • 50% faster lead time • \$200k annual lean savings • \$26k annual energy savings

E3 Metrics

Economic Metrics:

- Jobs created
- Jobs retained
- Environmental savings identified
- Lean savings identified
- Other cost savings
- One time potential cost savings identified
- Individuals trained
- Number of small businesses engaged
- Percentage of small businesses engaged
- Number and value of SBA loans granted
- Capital infusion dollars invested
- Hours of counseling provided

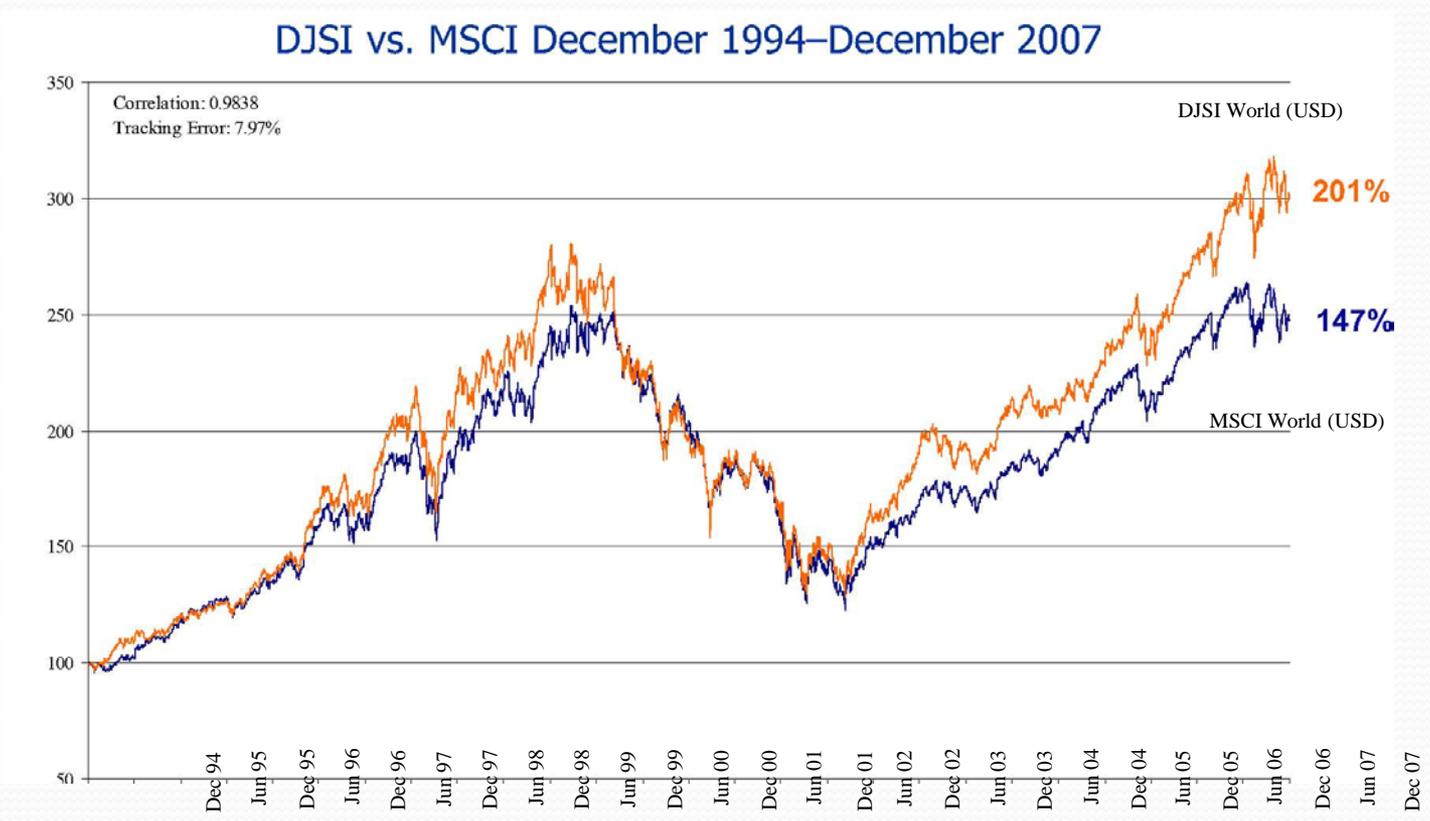
Energy Metrics:

- Energy conserved (MM BTU/kWh)
- Energy intensity per unit of production
- Carbon reductions (tons)
- Carbon intensity per unit of production

Environment Metrics:

- Air emissions reduced (lbs)
- Solid waste reduced (lbs)
- Material intensity per unit of production
- Hazardous waste reduced (lbs)
- Hazardous materials reduced (lbs)
- Water pollution reduced (lbs)
- Water used/conserved (gal)
- Water intensity per unit of production

Imagine the Results: Bottom line benefits of sustainability



Southern California E3: Value of Services

Service	Value Estimation
Enhanced Value Stream w/ Current & Future State Maps <i>(Senior Consultant & Senior Advisor & detailed reports)</i>	\$12,500
Pollution Prevention Assessment <i>(1 expert for 1-2 days on-site, & detailed report)</i>	\$ 6,000
Energy Systems Assessment with Utilities <i>(1 or 2 experts for 1-2 days on-site, additional time off-site)</i>	\$ 4,000 (depending on size of facility and operations)
Financial Benchmarking Analysis	\$ 2,000
Worker Safety Review <i>(1 expert for 1 day on-site approximately, additional time off-site)</i>	\$ 1,000
Follow-up assistance to develop an action plan for implementation of recommendations resulting from assessments.	CMTC can provide ETP funding and consultants to implement process improvement or environmental projects
SBDC Assistance and training for facility fiscal health, access to loans etc.	TBD
Workforce Board – Workforce development and training for participating E3 facilities	TBD
Industrial Site Assessment	\$10,000 based on availability by SDSU
TOTAL PROGRAM VALUE	\$25,500 to \$35,500 PLUS THE LONG TERM SAVINGS

E3 Participation Process for Manufacturer

- Agrees to scope of work
- Contributes cost share for the customized E3 project
- Makes necessary time commitment and contribution to E3 assessment activities
- Collects and reports appropriate E3 metrics
- Shares success story and lessons learned
- Experience success from sustained cost savings, increased competitiveness, and greater employee satisfaction



E3: ECONOMY - ENERGY - ENVIRONMENT
SUPPORTING MANUFACTURING LEADERSHIP THROUGH SUSTAINABILITY

www.e3.gov

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