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Barry & Sewall Industrial Supply

Custom Caseworks

Halleland Habicht, PA

Professional & Workforce Training (Anoka Tech & Anoka-Ramsey Community College)

SCR, Inc.

Wright Technical Center

Letter From Les



Warm greetings from CMMA, we've made it through another (record breaking/never ending?) winter! This year's dance with subzero temps and exorbitant snow helped us to appreciate the many reasons we call Minnesota home. Thoughts of cabins, docks, bonfires, and golf courses sustained many a hearty CMMA soul; a mosquito never sounded so good!

Congratulations to Thermo-Tech Premium Windows and Doors, the CMMA 2013 Manufacturer of the Year! CMMA is honored celebrate Thermo-Tech's manufacturing excellence and celebrate the company's ongoing support of and investment in CMMA.

In this our sixth year, CMMA's membership stands at 129 companies. We're steady, growing and diverse. There's always room for more so spread the word about your dynamic trade association and the value you find in membership.

CMMA's Education Systems Group is concentrating on workforce preparation with a keen focus on Tech Prep and STEM education. Our partnerships and activities in K-12 schools, along with college scholarships, are helping to address the need for skilled workers. We're influencing and informing those that can help guide future talent into our sector. This committee is in need of CMMA manufacturing firms that are savvy about the opportunity to host a tour for local teachers and guidance counselors. The ROI is clearly worth your investment.

CMMA's Government Legislative Group encourages you to open your doors to your local elected officials. Follow CMMA member Pellco Machine's lead and host a tour to share your wants, needs, and opportunities with those who represent your company at the legislature. CMMA staff can serve as the liaison between the you and the legislative aide(s) to schedule the tour at a time that works for both of you. These leaders are interested in engaging you, understanding how to best support your efforts, and learning of your challenges and success.

CMMA's Educating Members Group is hard at work planning the delivery of modern manufacturing knowledge and insight. This group targets valuable, relevant, and current manufacturing topics and issues. CMMA responds to the training suggestions that our members provide so please continue to give us your ideas and we'll do the rest! CMMA provides the expertise; you do the learning and implementation.

CMMA's second annual Golf Social is scheduled in June at Oak Hills Golf Club in Rice. This is a fun and worthwhile gathering for CMMA members and friends. We appreciate and thank our generous sponsors for their support. The proceeds from this event are used to support College Scholarships and Youth Robotics initiatives. Put down the snow shovel and grab your golf clubs - we'll have a great time and raise much needed funds.

Like you, I'm proud of the goals we share, the work we do together, the opportunities we create, and the outcomes we achieve!

In service,

Les Engel, CMMA President

Featured Member: Towmaster

Towmaster is an Upper Midwest manufacturer of equipment trailers and truck bodies that services the construction, rental, landscape, utility, and municipal markets. As a top-tier manufacturer, the Towmaster brand has earned a reputation for outstanding durability, quality construction, fit and finish, and above all, service.

The Towmaster brand started in the 1970's with a low deck trailer designed to haul skid-steer loaders. Soon after, a deck-over-the-wheels trailer was designed to haul larger equipment. Towmaster built a strong network through equipment dealers and as sales grew, so did the different types and models of trailers to accommodate different types of machines.

Drop-deck trailers are the most popular and come in both a ramp design and tilt-deck design. They feature a low deck height and rubber-torsion axles for a smooth pull. Capacities range from 5,000 to 20,000 pounds. Deck-over trailers are also available in a ramp design or tilt-deck design and can haul wider and larger equipment. Capacities range from 10,000 to 70,000 pounds.



Hydraulic dump box trailers are used to haul smaller equipment and can also carry dirt, sand, rocks, or debris. For the really big equipment, look to Towmaster's detachable



gooseneck trailers. These trailers feature a neck that detaches from the main deck where equipment is loaded. They can haul up to 120,000 pounds. A lot of rental places and some equipment haulers

demand a trailer to haul multiple pieces of equipment at the same time, and that's where the Hydraulic Tail series fills the need. These utilize a long wide flat deck and hydraulic ramps to position equipment on the portion of the trailer that is over the tractor hitch.

As the markets grow, so do the variety of trailers Towmaster manufactures. Currently customers are demanding trailers for specific uses, and this is where Towmaster shines. Towmaster

has dozens of options that allow a trailer to be custom built to the customer's specific needs.

In 2008, Towmaster expanded its manufacturing operation to including building truck bodies and outfitting plow truck and contractor truck chassis for the municipal markets. Chances are, you've seen a Towmaster built truck plowing the highways, roads, and streets this past winter. If you didn't notice, look for them next snow season. This division has grown the last few years to be more than 35% of our total business.

Towmaster's truck division is a major supplier to many townships, cities, counties, and even the state of Minnesota for their plow trucks, PAL Pro service trucks, pup trailers, and more. The reputation earned by the trailer division carries over to the truck division and is well received by municipalities all over Minnesota and surrounding states.

Towmaster is the first trailer company, and one of the few companies in the construction industry to develop a smartphone or tablet app. Towmaster's app allows customers and dealers to download information regarding their products, including brochures and photos. This helps them make informed purchasing decisions when it comes to hauling their equipment.

Towmaster is a growing company with a reputation for quality products and outstanding service. It's a company with products you can count on.



CMMA 2013 Manufacturer of the Year:

Central Minnesota Manufacturers Association is proud to proclaim Thermo-Tech Windows as the 2013 CMMA Manufacturer of the Year. CMMA President Les Engel and board member Brian Baustian recently presented Thermo-Tech representatives with this well-earned award to celebrate the company's commitment to and support of CMMA.

Thermo-Tech Windows is a six-year member of CMMA, having joined the organization upon its inception in 2008. This outstanding company has added value in many ways to CMMA and the manufacturing community, including:

- Active and contributing membership
- Hosting facility tours
- Significant investments in innovation and technology
- Job creation and adding to the economic vitality of the region

On behalf of the CMMA membership, thank you, Thermo-Tech Windows, for your partnership and your investment in manufacturing in Central Minnesota!



Thermo-Tech Windows accepting the CMMA Manufacturer of the Year Award. Pictured from left: Brian Bastian (CMMA Board member); Lyle Ferkinhoff, Owner; John Ferkinhoff, Owner; Les Engel (CMMA President); and Michael Kutay, President.

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CMMA Awards Grant Funds

CMMA recently awarded \$1,000 in grant funding to projects that are believed to raise interest in manufacturing careers. Held at SCSU in March, the 24th annual Horizon's Conference was an outreach event for 7-12 grade GIRLS, with the aim to motivate their interest in STEM. CMMA provided \$250 of funding to support the conference.

A \$750 grant was awarded to St. Peter and Paul Elementary School to help fund the cost of sending the VEX team to the national competition in California. Six students from the 5th grade class were involved, stating that their involvement with VEX this year has reinforced critical thinking skills and excitement in robotics.

If your local schools seek funding support for a STEM or manufacturing-related project or event, contact the CMMA office to request the one-page grant application.

Upcoming Events

Thursday, May 22

CMMA Breakfast meeting in Cold Spring. John Mattke, President/COO of Coldspring to speak on "Lean Leadership and Implementation" followed by tour of Coldspring Foundry. [Click Here](#) for more information

Monday, June 16

2nd Annual CMMA Golf Social, Oak Hills Golf Club, Rice [Click Here](#) for more information

Tuesday, June 17

AMFA-ET Golf Social, Cloquet Country Club, Cloquet [Click Here](#) for more information

Wednesday, July 23

TSMA Golf Social, Thumper Pond Golf Course, Ottertail [Click Here](#) for more information

August ?

CMMA Summer Social at Third Street Brewhouse; details pending

September 25

CMMA Breakfast meeting; tour Louis Industries

Do you have suggestions for speakers or topics you'd like presented? Please contact the office.

Granite City GearHeads Thanks CMMA

Dear CMMA Sponsor:

We would like to thank you for your support during the past and previous seasons. Your support has made the Granite City Gear Heads not only possible, but successful. We would also like to give you an update about how our season went. This year our robot was able to pick up an exercise ball, bring it into a net on the robot, or catch a ball thrown by a "human player", and carry it across the field and drop it into a goal, or pass it to an alliance partner. We also had a defender arm to deflect the balls thrown by the opposing alliance.

We participated in the 10,000 Lakes Regional on the University of Minnesota campus on March 27-29. As a team, we placed 16th out of 63 teams, and were selected to be alliance partners with the 6th place team. We were eliminated in the quarter finals, but represented our team very well in competition. We also won one of the "hard hat" safety pins.

We are now preparing for the summer parades, looking forward to vacations and coming back in the fall to begin another season and another challenge.

Granite City Gear Heads
First Robotics Team #3244
granitecitygearheads@gmail.com

Thank You's Received

From St. Cloud State University Foundation:

Thank you for your generous financial support.... The Department of Mechanical and Manufacturing Engineering recently awarded \$500 from the CMMA Scholarship to Andrew Scepurek. [Read more...](#)

St. Cloud Tech & Community College Foundation:

Thank you for your support! Acknowledgement of \$1,000 for VEX/Robotics donation. [Read more...](#)

Board Bio



Name: Jared Powell

Where do you work, what do you do? Woodcraft Industries Inc., Continuous Improvement Coordinator

What was your first job? I worked as a trap boy feeding clay pigeons into a thrower every Tuesday night.

Hometown: Warroad, MN

Family: My wife Keri of 5 years, my son Lincoln (3yr) and twin boys Hudson (18m) & Sawyer (18m).

Pets: Yellow Lab named Poacher and a little Yorkie/Shih Tzu named Jersey (she thinks she's a lab).

Do you have a favorite book or author? Not at the moment.

Favorite movie? Anything Disney (imagine that).

Favorite food? Homemade shredded beef burritos.

Do you have any hobbies, play any sports or favorite games? Playing with my kids, hunting, fishing, dog training, lawn/yard work, softball, golf, cards.

Comment on your involvement in CMMA: Being a part of the CMMA has been a great experience. It has really opened my eyes to other companies and all the good things that this organization does for the local community. It is a great group of people and always enjoyable to see the same and new faces at the monthly meetings. I look forward to the presentations and the tours that follow and cannot say enough how thankful I am that companies open their doors to us and let us observe the products and processes they have in place. As this organization grows I see the potential impact that we can make on the local businesses and schools. There are tons of opportunities in the central Minnesota area and we are doing our part to highlight them. The initiatives that we are tackling as a volunteer group of members is phenomenal and I am enjoying every bit of it. If you know people from other companies that have never been to a meeting or don't know what we are all about, I really encourage you to invite them to be a part of one of the monthly's and get them exposed to the networking and social aspect of the CMMA.

What would CMMA members be surprised to learn about you? I recently lost 65 lbs in a company weight loss challenge.

CMMA Golf Social

Second Annual!

Monday, June 16

Rice, MN

Oak Hills Golf Club



11 AM Complimentary Lunch,
Registration, & Putting Contest

Noon Shot Gun Start

5:30 PM Dinner/Awards Ceremony

\$75/person

Includes lunch, golf, shared cart, and dinner

Proceeds benefit scholarships and youth robotics programs in central Minnesota.

Hole Sponsorship Available - \$150

Includes one FREE golf registration. Two holes remaining as of press time - call the office today!

Hole Sponsors to Date:

- AmeriPride
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- Brenny Transportation
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- Douglas Finishing
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- Winkelman Building Corp
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Golf Committee Volunteers:

- Nathan Brown, Spartan Staffing
- Jason Iverson, Falcon National Bank
- Steve Leen, KDV
- Clint Nelson, Lawing Financial
- Jared Powell, Woodcraft Industries
- Bonnie Supan, Brenny Transportation
- Stan Voas, New Flyer

Did You Know?

Legislator Connection

A new program called Legislator Connection encourages manufacturing members to use CMMA staff time (at no cost) to coordinate a visit from a local senator or representative. With the legislative session scheduled to end soon, perhaps now is a good time to schedule a visit.

Cost-share Program for Headsets

CMMA would like to launch a “cost –share program” to fund the purchase of headsets that could be used to improve the auditory experience for members that attend plant tours in conjunction with the general meetings. Companies participating in the cost could use the headsets “on loan” for non-CMMA related tours and events. If your company would like to learn more this program, contact Sandy Kashmark at the CMMA office.

Bring a FREE guest!

CMMA members are encouraged to bring a prospective member to a CMMA breakfast meeting; your guest can attend (one time) free of charge!

Educators are FREE!

Invite a representative(s) from your local high to an upcoming CMMA meeting. Teachers, administrators, and students are encouraged to attend FREE of charge (includes a free breakfast). And – membership in CMMA is FREE to area high schools!

Post Manufacturing jobs on the CMMA website

Post your manufacturing-related job openings on the CMMA website for FREE! Contact the CMMA office for details.



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