

Summer Issue 2014

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Upcoming Events

August 14

CMMA Summer Social at Third Street Brewhouse in Cold Spring. Join us for beer, pizza, and wings at 4:00 pm. [Click Here](#) for flyer and to register.

September 25

CMMA Breakfast Meeting in Paynesville. Tour Louis Industries. Topic: Succession Planning.

October 23

CMMA Breakfast meeting in St. Cloud. Tour Carlson Fiberglass. Topic TBD.

October 23-25

Dream It. Do It. Statewide Tour of Manufacturing. Open your doors to the public and help influence the next generation of employees. Details available at:

www.tourofmanufacturingmn.com.

Letter From Les

“Summer afternoon - summer afternoon; to me those have always been the two most beautiful words in the English language.” — *Henry James*

Warm greetings from CMMA, I hope this message finds you enjoying your favorite Minnesota summer activities. It's a busy time of year and your trade association has been hard at work tending and growing our membership value.



Thank you to all the golfers, sponsors, and support crew who made the second annual CMMA Golf Social on June 16 a huge success. Approximately \$5,000 was raised to benefit CMMA college scholarships for students training in manufacturing careers. A portion of these precious funds will also be prudently invested in supporting area robotics programs to continue to inspire and develop the future workforce. This successful event delivered double the funds raised last year, a testament to “playing in partnership for a purpose.” CMMA is blessed with active and supportive members and event sponsors.

CMMA's Summer Social is just around the corner on August 14 at the Third Street Brewhouse in Cold Spring. Tours of their new state-of-the-art brew house are available. Come join the fun and fellowship, let's create memories and opportunities together! The next CMMA General Meeting, scheduled on the morning of September 25 in Paynesville, will include a presentation on succession planning followed by a manufacturing tour hosted by member Louis Industries.

The Statewide Tour of Manufacturing will be held on October 23-25, 2014. This powerful event provides an eye-opening and educational opportunity to learn about the modern, high-tech STEM (science, technology, engineering, and math) field and careers in manufacturing. Manufacturing Week is your opportunity to tell your company's story, dispel outdated myths about manufacturing, and inspire a new generation of manufacturers. Who knows - you may also connect with potential customers in your community. The statewide tour is your opportunity to visit other manufacturers to initiate business relationships and learn what is being made in your community. Start planning now to host a tour! To learn more, visit www.tourofmanufacturingmn.com or speak to a board member about your role in the sensation that originated with CMMA.

CMMA stands upon three pillars that elevate the association to focused productivity: Educating Members, Education Systems, and Government/Legislative. The activities and outcomes of these groups are committee based. Your input and assistance is always needed so talk to a board member if you're interested in any of these areas and the opportunities for growth that they offer.

Remember to post your jobs on the CMMA website, another tool in your recruitment toolbox. Many presentations from previous CMMA meetings are available at www.centralmnmanufacturing.com. Consider inviting legislators to your shop this summer. Show them what you do and the pride you have and tell them the difference you make in the manufacturing community in central Minnesota and beyond. Pass the suntan lotion!

Les Engel, CMMA President

Featured Member:



NEW FLYER

CMMA's featured member for the Summer Issue, New Flyer, is a very significant employer in the St. Cloud, MN, area. An 84 year old company, New Flyer is the largest urban transit bus manufacturer in North America. One in every five city busses in North America is a New Flyer bus. The new Red and Black St. Cloud Metro buses and most of the 60 foot articulated buses in the Twin Cities Metro system were manufactured by New Flyer in St. Cloud.

New Flyer employs roughly 3,200 people in North America, with plants in St. Cloud and Crookston, MN, Winnipeg, Manitoba, Elkhart, Indiana, and aftermarket parts distribution centers in Winnipeg, Erlanger, KY, and Fresno, CA. New Flyer in St. Cloud has grown its local employment over the last two years from 450 to over 768. The St. Cloud plant is a two shift operation and is a full build facility starting with steel parts to weld the frame together and assemble all the parts onto that frame from wall panels and windows to engines, axles and tires to seats, stanchions, radios and cameras.

The last few years have been quite busy at New Flyer:

1. New Flyer created an internal training organization called the New Flyer Institute to dramatically increase the training and education of employees. The New Flyer Institute partners with the St. Cloud Technical & Community College to improve basic skills in math and measurement, air and hand tools, blue print reading, safety, and lean manufacturing techniques. All new employees at New Flyer go through this basic education prior to starting on the production floor.
2. In January, 2013, New Flyer received a sizable investment from Brazilian Bus manufacturer, Marco Polo. Marco Polo is one of the largest bus manufacturers in the world.
3. In 2013 New Flyer purchased the parts business from its exiting competitor, Orion. This helps New Flyer accomplish its mission "To deliver the best bus value and support for Life" of the bus.
4. In 2013 New Flyer purchased its number three competitor NABI and is in the process of merging operations, including the retrofit of NABI's Aniston, Alabama, plant to build New Flyer's Xcelsior bus model.
5. The St. Cloud plant upgraded to add the capability to produce Compressed Natural Gas (CNG) buses. This upgrade included a CNG pumping station, additional assembly areas and natural gas detection and safety equipment.
6. In 2013 New Flyer partnered with Alexander Dennis (a large UK bus manufacturer) to build MiDi buses in the St. Cloud Plant. MiDi buses are 30' and 35' modular, medium-sized, urban buses.

7. In 2013 the St. Cloud plant completed construction of a 20,000 sq. foot addition to accommodate the MiDi production volume.
8. Set up of the MiDi production line started in January of 2014, which led to the hiring of 89 new employees in the St. Cloud plant. The new production line produces three buses per week and will continue to increase its line rate.
9. In early 2013 the St. Cloud plant received a large contract to build Los Angeles Metro Compressed Natural Gas buses. The plant now produces eight of these orange buses per week. You may have seen them driving around the area for testing or delivery.
10. A 103,000 sq. ft. production and service facility was established in Ontario, California, to support the LA contract.
11. In 2014 the St. Cloud plant started production on a large contract to build New York Transit 40' buses. In 2015 the St. Cloud plant will be building eight NY buses per week.
12. An A3 problem solving program was implemented as a part of the Lean Manufacturing system. This A3 system gets all employees involved in making process based quality improvements.
13. New Flyer worked with St. Cloud METRO Bus to deliver 23 CNG Buses. METRO constructed a CNG pumping station at their Sauk Rapids facility.
14. New Flyer developed an all-electric bus and delivered them to a few customers. These buses have no internal combustion engine - just batteries and an electric traction motor. The supporting functions on these buses like air conditioning, steering, and braking are also driven from electric motors.
15. Several projects have been completed to bring purchased parts and assemblies in-house to be made in the plant. This helped to dramatically reduce purchased part cost from suppliers and create some 60 jobs in the St. Cloud plant.
16. Lastly, the production range for the main product line, Xcelsior, has increased from 18 buses to 22 buses per week. This shortens our takt time (line move rate) from 4 hours, 26 minutes to 3 hours, 38 minutes per line move. This is no small feat.

To learn more about this company go to www.newflyer.com.



MiDi production line



CNG (Compressed Natural Gas) bus



All-electric bus

CMMA Golf Social Supports Manufacturing Scholarships and Robotics Teams

High school robotics teams, such as VEX and FIRST, and post-secondary students focused on manufacturing careers will benefit from a successful event staged by CMMA on June 16, 2014. Held at Oak Hill Golf Club in Rice, MN, the second annual CMMA Golf Social raised over \$5,000 – double the amount raised at the inaugural event last year! The rain held off until late afternoon, so most of the event's 90 attendees managed to stay dry.

Team photos and action shots from the CMMA Golf Social are available online. Visit Central Minnesota Manufacturing Association on Facebook and "like us" while you are there.

The tournament featured sponsored events, such as a casting challenge, a hole-in-one opportunity, and productivity challenge - along with the CMMA-sponsored longest drive, longest putt, and closest to the pin contests. A cash prize was awarded to members of the first place team: Bill Molitor (ReMaxResults), Clint Dammon (Aetrotek), Nathan Brown (Spartan Staffing) and Lisa Guzek (Talon Innovations). (Thank you to those team members who donated their winnings back to the organization!) Team scores ranged from a low of 53 to a high of 74 on a 72-Par course.

Since its inception in 2008, CMMA has provided financial support for high school robotics teams and other endeavors that are believed to change perceptions about careers in manufacturing. Many young people are excited to learn about the high wage, high tech job opportunities to be found at manufacturing facilities in small town USA, in large metropolitan areas, and everywhere in between. Proceeds from the Golf Social allow CMMA to be even more active in providing financial support.

CMMA would like to gratefully acknowledge those who volunteered their time to serve on the Golf Social Planning Committee: Clint Nelson, Chair (Lawing Financial), Bonnie Supan (Brenny Transportation), Stan Voas (New Flyer), Steve Leen (KDV), Jason Iverson (Falcon National Bank), Jared Powell (Woodcraft Industries), and Nathan Brown (Spartan Staffing). Contact the office if you'd like to be involved in planning the 2015 event!

Last but not least, thank you for the overwhelming response for event sponsors – listed elsewhere in this newsletter.

For CMMA Golf Social Photo Album Click Below

Member Benefit: Save 20% on Manufacturing Databases by Manufacturers' News, Inc.

Midwest Manufacturers' Association recently signed an agreement with Manufacturers' News, Inc. that entitles all affiliate members to receive a 20% discount on MNI products. Since 1912, Manufacturers' News has been compiling databases of U.S. manufacturers. Each company profile contains up to thirty detailed facts, including names & titles of decision makers. Whether you have a product or service to sell, or are looking to purchase parts or supplies, MNI can connect you with nearly half a million manufacturers, suppliers, wholesalers, distributors, and industrial service providers.

Members of AMFA, CMMA, TSMA and the Brainerd Manufacturing Alliance receive a 20% discount off the list price of MNI directories and online database subscriptions when you order online using the links below.

www.manufacturersnews.com

If you need basic research the MMA office has access to database information in the five-state area, so members - feel free to contact the office. Examples of research that typically takes just a few minutes of our time: address or contact name for a particular company; list of companies in a certain city, county or state; capability search by SIC or NAICS code; and more.

midwest@runestone.net



Member News

July has been an exciting month for HLB Tautges Redpath. The firm is now known as Redpath and Company and their firm headquarters will soon be relocating from White Bear Lake to St. Paul. All emails for the firm will be changing to @redpathcpas.com. All phone numbers will remain the same.

CMMA Golf Social Sponsors

Thank You

Event Sponsors:

Aerotek
KDV
Schlenner Wenner & Co.
W. Gohman Construction

Hole Sponsors:

All Pro Powder Coating
Alliance Building Corporation
AmeriPride
Blackhawk Industrial
Brenny Transportation
C4 Welding (formerly WFSI)
Darter Plastics
Douglas Finishing
Falcon National Bank
Gilleland Chevrolet
Gray Plant Mooty
Greater St. Cloud Development Corp
King Solutions
Lawing Financial
MidCountry Bank
MN Business Finance Corp
New Flyer
Pro Staff
Rengel Printing Company
riteSOFT
Spartan Staffing
Stoneridge Software
Thermo-Tech Windows
Winkelman Building Corporation

Board Bio



Name: Lester Engel, Jr.

Where do you work, what do you do? I work at Engel Metallurgical Ltd. I am a consulting metallurgical engineer. We do all kinds of work on metals for manufacturers, insurance companies, and attorneys.

What was your first job? My first job out of college was working for the Space Power & Propulsion Dept. at General Electric in Evendale, OH. We did R&D work for NASA.

Hometown: Born in Cincinnati, OH, but now home is St. Cloud, MN.

Family: Married to Sallie for 42 years, she died in 2004. We have five children, Lou (deceased), Lester III, Richard, Kathleen, and Marty; and five grandchildren.

Pets: One dog, Toby

Do you have a favorite book or author? Max Lucado

Favorite movie? With the grand kids, Finding Nemo

Favorite food? While I enjoy cooking, my best recipe is for Mai-Tai's. See below:

32 oz pineapple juice; 10 oz orange juice; 10 oz Mai-Tai mix; 8 oz orgeat syrup; 5 oz grapefruit juice; 10 oz light rum; and 10 oz dark rum. Mix them together, chill with ice, and enjoy. I spent a lot of money buying Mai-Tai's at a Polynesian restaurant to get this recipe.

Do you have any hobbies, play any sports or favorite games? Other than work, I enjoy flowers, cooking, fine art, and model trains.

Comment on your involvement in CMMA: I was part of the original group that decided that Central Minnesota needed an organization to support manufacturers. It has been a great time working with amazing folks to create a great organization. Thank you to everyone for your support.

What would CMMA members be surprised to learn about you? I collect fine art.

Welcome New Members!

EMF, Inc.

Rengel Printing

**Bring a guest to a
CMMA meeting
for FREE!**

Made in Minnesota Directory – the way manufacturers FIND and get FOUND

Made in Minnesota is a FREE directory designed to connect manufacturers with home-state suppliers of the materials, components and finished products they need. With Minnesota's well-known strong work ethic and innovation, you can be assured of high quality products. If you're wondering how Made in Minnesota can benefit you, consider the time, money and hassle you can avoid by dealing locally. Need to change an order? Increase quantities? Fix a problem? When your suppliers are local, there's no need to get on a plane or hassle with time zones. Just get in your car and meet face-to-face! And best of all, the Made in Minnesota directory is easy to use. Just [click here](#) and you're on your way.

If you're a Minnesota manufacturer, join us by listing your business in the directory in only a few simple steps. [Click here](#) to sign up, or contact Magda Olson at the Minnesota Department of Employment and Economic Development (DEED) at 651-259-7183 or email magda.olson@state.mn.us.



Statewide Tour of Manufacturing

Plan to Participate!
October 23-25, 2014

www.tourofmanufacturingmn.com

Did You Know?

Legislator Connection

CMMA Manufacturers ... use CMMA staff time (at no cost) to coordinate a visit from a local senator or representative. Call the office for details.

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.



A cost effective way to reach a broad manufacturing audience.

To learn more, contact
Sandy Kashmark at 800-654-5773 or
midwest@runestone.net

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