



In This Issue

Letter From Les

Featured Member

Upcoming Events

Did You Know?

CMMA Mentoring Program

Board Bio

Welcome New Members!

A.R. Engh Heating & Air

Crystal Certified Solutions

Custom Welding & Metal Fab

Leonard, Street, & Deinard

Midsota Manufacturing

Ursa Major

Letter From Les



As hardy Minnesotans, we've made it through the first half of a cold and snowy winter, and if we listen to current forecasts, we're slowly making our way out of these tough economic times. Before we know it, the days will get warmer and longer and the daytime high will reach a balmy 40 degrees. The time is also coming when manufacturers will need to re-build their workforce with qualified workers, and unless we work together to get young people interested and support their efforts, we may be facing a shortage.

I've been mentoring students in our area for many years and I personally get a kick out of it. I love working with young people who are eager to learn, and I enjoy feeling as though I may have some part in their future success. It only takes a small time commitment each month and the reward on both ends can be so great. You, too, could volunteer on our Workforce Development Committee to share your talents and help execute new ideas for growth.

Another area where you can help is through tax-free contributions to our scholarship fund. We're currently working out the details of how funds can be donated through CMMA. If you or your organization is interested in a scholarship donation in your name and distributed through CMMA, please contact the CMMA office or me.

Featured Member: Alpine Cabinetry, LLC and Interior Components Group Inc.

Alpine Cabinetry, LLC is a full service in house cabinet manufacturer. We are proud to provide cabinets, countertops, refacing and fine furniture pieces for both the residential and multi-dwelling sectors. From our free design consults to final installation, our staff is happy to assist our customers in personalizing their needs. We have set ourselves apart from other cabinet manufacturers by offering both custom & modular cabinetry fabrication and providing installation services for both of our product lines.

Alpine is located on the outskirts of St. Cloud in a 40,000 square foot facility coinciding with Interior Components Group. We also have a neighboring building serving as our showroom which showcases our product lines and offers a quiet place for our clients to discuss ideas with our design team. In servicing the greater Minnesota region along with neighboring states, we have always strived to provide our customers with the very best product at the most economical price.

Interior Components Group Inc. is a custom manufacturer of architectural millwork, commercial casework, and store fixtures. We work with architects, design professionals, and commercial businesses. ICG offers computer aided design and ma-



Alpine Cabinetry, LLC and Interior Components Group Inc. *Continued*

chining along with project management and fulfillment within the 48 contiguous states. We provide contractors with exceptional products for the commercial market. Our company's portfolio is comprised of schools, medical and nursing facilities, courthouses, libraries and hotels.

Alpine was purchased in 1998 by Steve Barthelemy, John Prom, and Steve Prom which originated in Rice, MN as D&D Custom Woodworking, Inc. ICG was acquired by the same principals in 2005 and was located in Sauk Rapids. Alpine relocated to St Cloud after a fire in 2006 & ICG moved operations during the summer of 2008 into their current location. John Prom retired on January 1, 2008, consequently, Steve Barthelemy and Steve Prom acquired his percentages of the companies.

What distinguishes us (Alpine and ICG) from the crowd is our employees and their dedication to our customers. Some of our employees have been with us for the duration of our owning the companies. We are continually striving to better our products, our processes, and our team to exceed our customers' expectations.



Upcoming Events

Thursday January 27, 2011

CMMA breakfast meeting and STEM Summit at SCSU.
 Guest Speaker: Granite City Gearheads.
 Tour: SCSU Engineering, Technology, and Imaging areas.

Thursday February 17, 2011

Lean Supplier Partnerships at New Flyer.

Thursday February 24, 2011

CMMA breakfast meeting in St. Cloud
 Guest Speaker: Bruce Miles "Looking Out for Number 2."
 Tour location to be announced.

CMMA at the State Capital.

Date not yet set - Watch your email

Thursday March 24, 2011

CMMA breakfast meeting.
 Guest Speaker: U.S. Commercial Services
 Tour location to be announced.

For full event listings and details, please visit the **Events page here**. For questions or reservations contact LeeAnn Rostberg at leeannr@runestone.net.

Do you have suggestions for speakers or topics you'd like presented? Please contact Sandy Kashmark at midwest@runestone.net.

Did You Know?

CMMA reached the 100 member milestone in 2010! At the end of the year, the membership roster included the names of 103 companies who have invested in CMMA. We added 26 new members throughout the year and retained 88% of our previous members for a 2010 growth rate of five percent. Thank you for your continued investment in Central Minnesota Manufacturers' Association!

Speaking of membership ... word of mouth is our best recruitment tool. Are your suppliers, customers and/or neighborhood manufacturers aware of the benefits CMMA has to offer? Please call or email the office with the names of any companies you'd like us to contact, or better yet – invite them as your guest at a CMMA breakfast meeting!

The CMMA website contains a link for online payments of meetings and events. Register and pay for your meeting 100% online. You will find the link located on the events page.

www.centralmnmanufacturing.com

Did You Know? *Cont.*

Publication of the 2011 Membership Directory is underway, with a deadline of March 1st for submitting updated information. As a benefit of membership, all CMMA members will be listed in the directory at no cost and receive a complimentary copy(s) of the book when it's available in May. Display advertising rates are a great value; some 700 copies of the directory will be distributed to folks involved in manufacturing. Contact LeeAnn at the CMMA office with updates or questions about advertising.

Be Remembered and Admired

CMMA to Launch a Mentoring Program

Contributed by Mark Thelen, Thelen Advertising

Who doesn't want to be remembered and admired for a long time. You see evidence for this any time you pass a cemetery and notice the largest, tallest tombstones. Such monuments are an effort in that direction.

Another way is to be that person who comes into contact with a (frequently, younger) person or persons when they are trying to figure out where to go in life. Shows them a way to get going. Builds confidence and cuts through their uncertainty.

Maybe it happened to you. Think back. For me, it was a phone call from a man named Andy in which he said, "Your dad tells me you are going to study business administration; in which case, come see me about a summer internship in my accounting department (at Honeywell). I had not much been out of my home town of Albany in the early sixties (been to the state fair and had been to two Minneapolis Millers games.) and now I was going to be working in a Minneapolis Fortune 500 company -- wow. Long story short, it changed my life. And I tell him so, every time I see him. I remember and admire.

Today, we call such a phone call and the subsequent association "mentoring". You can be a mentor, be remembered and admired. But, more importantly, you can make a genuine and positive difference in someone's life. CMMA will show you the way and support you. To get started, contact the CMMA office at 800-654-5773 or info@centralmnmanufacturing.com.

Board Bio



Name: Henry Fischer

Where do you work, what do you do? Development Director at the St. Cloud Area Economic Development Partnership. Our focus is on business retention and expansion in Central Minnesota along with marketing the region to complementary target industries. We are often the first point of contact for business owners

and site selectors seeking information about land, buildings, resources, incentives; and we visit with over 100 major employers each year in an effort to help them grow.

What was your first job? Book bindery "helper" loading sacks of catalogs into railroad boxcars and trucks on the south side of Chicago; also worked at my uncle's silk screen printing company.

Hometown: Chicago, Illinois. Grew up on the west side, graduated from Austin H.S.

Family: Wife, Barbara; three children, Tom, Debbie and Mike; two grandchildren, Karina and Lincoln Henry.

Pets: Hannah, a 3-year-old Sheltie.

Favorite book? I read a lot, but mostly for business, and I follow noted economists. Just finished reading "Aftershock: Protect Yourself and Profit in the Next Global Financial Melt-down."

Favorite movie? "Somewhere in Time," starring Jane Seymour and Christopher Reeve; traces successful time travel.

Favorite food? Quick and dirty coleslaw. I make it myself. Trust me, you don't want to know the ingredients.

Hobbies, Sports or Favorite Games? Boating in the summer, model railroading in the winter (I collect and operate O gauge Lionel trains).

Comment on your involvement in CMMA: Always looking for opportunities to help manufacturers grow and expand in Central Minnesota. Manufacturing is the lifeblood of our regional economy.

What would CMMA members be surprised to learn about you? I almost went into the ministry; worked four summers canvassing inner-city Chicago neighborhoods inviting people of all races and cultures to come to our church.