

## Winter Issue 2015

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*"The greatest waste ... is failure to use the abilities of people... to learn about their frustrations and about the contributions that they are eager to make."* W. Edwards Deming



I hope this newsletter finds you warm and well as we boldly begin 2015 together. The economy is strong with U.S. manufacturing adding 17,000 jobs in December, bringing the 12-month net job gain in manufacturing to 186,000. In Minnesota, manufacturers are more confident in their firms' future than at any point since 2009, according to the sixth annual The State of Manufacturing®, a survey sponsored by Enterprise Minnesota. CMMA has been hard at work delivering educational, business and social opportunities to our valued members. Together at membership meetings, we've most recently learned about A3 problem solving, Six Sigma and other helpful tools to increase productivity and efficiency. We've heard inspiring stories from high school robotics students and their mentors. We've witnessed the energy and enthusiasm that is created through hands on experiential learning. We've gained a new understanding of how important high school science, technology, engineering and math are for our industry's future. Members have had recent opportunities to tour world class manufacturers including Graco and Liberty Paper. We request, appreciate and utilize your feedback to help construct meetings and events that add value to membership. Our roster now stands at an impressive 143 members and growing!

## Upcoming Events

### February 16

Are you interested in helping plan the 2015 CMMA Golf Social? Contact the association office for information on the teleconference planned at 1 p.m.

### February 26

CMMA Breakfast meeting at HealthPartners Central MN Clinic, Sartell

### March 26

CMMA Breakfast Meeting

### April 23

CMMA Breakfast Meeting

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

Your investment in CMMA membership and participation in events has positioned the organization to be a significant supporter of students enrolled in manufacturing training. CMMA scholarships to area technical schools and colleges have become an ever more important part of our work, our success and our future. CMMA is committed to the development of our member's current and future workforce. Internships, Apprenticeships, Customized and On The Job Training are significant workplace talent solutions available to you through CMMA. Let us know when you're ready and we'll connect you to get started toward increased capacity and better outcomes.

Since inception, CMMA has been blessed to have an active and productive board of directors. These volunteers have helped shape and form the organization into who we are today, a reputable trade association that delivers value to members. We thank continuing board members for their service. We wish the best for exiting board member Lisa Koll; we appreciate her years of service and will miss her vision and passion for manufacturing in central Minnesota. We also welcome new board members Tim Paumen, Scott Doeden and Ken Voigt. Roll up your sleeves, gentlemen, the work is worthwhile, important and meaningful! Thanks for stepping up, bringing new insight and fresh energy.

Remember to take full advantage of your investment in CMMA. Post your open positions on CMMA's website, tap into the innovative training and development tools available to you. Invite your elected officials to your shop to show them your expertise, let them know how you feel and tell them what you need. CMMA can help you connect with your political representative.

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## Featured Member: Louis Industries, Inc.

Louis Industries was started in 1940 as Louis Blacksmith Shop, owned by Alfred Louis. Today, Louis Industries, Inc. has one of the most modern steel processing facilities in the Midwest. We are currently equipped with state of the art lasers, turret blanking center, the latest in press brake technology, robotic welding cells, various support equipment, and a quality and continuous improvement program. Louis Industries also is a small steel service center dealing in carbon, stainless, aluminum and galvanized sheets of metal.

With these capabilities, Louis Industries is a flexible manufacturer focusing on long term relationships and making quality products.

### Major Expansion in 2014

Fighting the cold Minnesota winter of 2013, Louis Industries finalized the 31,000 ft<sup>2</sup> expansion to the main plant in early 2014. This addition helped to improve logistics, offering more space for the shipping and receiving departments. The Company now has 103,000 ft<sup>2</sup> of manufacturing and warehouse area.

Louis Industries seeks to find ways to use the latest technology in production. In the spring of 2014, the company advanced by investing in a 2,000W fiber laser that is fully automated with an FMS tower. The new laser offers a 60" x 120" working space, and fiber is used to convey the light from the source to the material versus conventional CO<sub>2</sub> lasers that use mirrors to transfer the light.



Louis Industries is a strong supporter of environmentally responsible manufacturing. We have a robust recycling program that includes recycling scrap material from the production floor as well glass, plastic, paper and cardboard in all departments. The company also strives to recycle and reuse pallets, paper, and cardboard throughout operations. To help reduce energy costs and to become more efficient, 1,280 solar panels were installed on the facility's roof late Fall 2014.



A new 7-axis, 10-foot, 135-ton press brake was added in late 2014 that includes an angle measuring laser and auto crowning capabilities.

Also in 2014, Louis Industries began the journey of attaining ISO 9000:2008 certification.



## Welcome New Members!

**Albany Area Schools**

**Annandale High School**

**Big River Group, LLC**

**Eden Valley Watkins Secondary School**

**Foley Public Schools**

**Innovative Power Systems, Inc.**

**Integrity Insurance & Financial Services**

**Kimball Area High School**

**Lakeside Welding, LLC**

**Minnwest Bank**

**New London-Spicer High School**

**Partners Funding, Inc.**

**Prototek Engineering**

**Sauk Centre Public Schools**

**Zimmerman High School**

## CMMA Board of Director Election, 2015 Officers

CMMA's annual Board of Director election, held in December, met with an overwhelming response as some two dozen members expressed interest in serving on the board this year. This is seen as a great tribute to the value and success of the organization. The size of the board was expanded from 12 to 14 members. When all was said and done, three new board members were elected along with five incumbents (listed below). To everyone who expressed interest in serving on the CMMA Board of Directors, THANK YOU! In lieu of board servitude, we encourage you to share your time and talent with one of our working committees. Call the office for details.

### CMMA 2015 Officers

**Les Engel** was named 2015 President of Central Minnesota Manufacturers Association for the eighth consecutive year. Engel owns and operates Engel Metallurgical, a St. Cloud-based independent materials, engineering, consulting and testing company. He has served on the Board since 2008.

**Nick Weis**, Operations Manager at Custom Caseworks, Sauk Rapids, was elected to a sixth term as Vice President of the organization.

**Tim Zipoy**, Workforce Development Advisor at Central Minnesota Jobs & Training Services in Monticello, was named to his fifth term as Secretary and **Steve Leen**, CPA at KDV, Ltd in St. Cloud, was elected to his first term as Treasurer.

Serving as directors in 2015 are:

**Brian Bastian**, Schlenner Wenner, St. Cloud  
**Scott Doeden**, St. Cloud Window, St. Cloud (new)  
**Dr. Kurt Helgeson**, St. Cloud State University  
**Jason Iverson**, Falcon National Bank, St. Cloud  
**Tim Paumen**, Cedar Lake Engineering, Maple Lake (new)  
**Randy Pelletier**, Pellco Machine, St. Michael  
**Jared Powell**, Custom Caseworks, Sauk Rapids  
**Bonnie Supan**, Brenny Transportation, St. Cloud  
**Stan Voas**, St. Cloud  
**Ken Voigt**, BlackHawk Industrial, St. Cloud (new)

## 2015 Membership Directory

CMMA members are encouraged to submit updated information for the 2015 MMA Membership Directory, which is scheduled for distribution in May. Current members will receive an email in January with instructions about how to submit updated information. All current CMMA members will be listed in the directory at no charge, with the option to increase exposure by purchasing display advertising space. Over 460 companies will be represented in the 2015 edition. The deadline to submit updated information and request advertising space is March 2, 2015. All current members will receive a copy of the directory at no cost when it is distributed in May.

## Board Bio

**Name:** Tim Paumen

### Where do you work, what do you do?

I am the VP of Finance for Cedar Lake Engineering in Maple Lake, MN.

### What was your first job?

My father started Cedar Lake before I was born, so when I was 7 or 8 from time to time we got to go to work with him for a day and box parts in the shipping department. It was exciting for us to do as kids. My first job outside of Cedar Lake was cleaning horse stalls at a horse stable near my house growing up.



**Hometown:** Maple Lake, MN

**Family:** I am married with a soon-to-be 2 year daughter and expecting my second child in May.

**Pets:** Lots. We have 5 horses, 2 dogs, 4 cats, a rabbit, and 13 chickens.

**Do you have a favorite book or author?** Favorite book is "Brian's Winter" by Gary Paulson. It is the sequel to "Hatchet". It is a survival story of a young guy stranded in the Canadian Wilderness.

**Favorite movie?** My Favorite Movie would have to be the "Rambo" movies or "Hot Shots! Part Duex". It's funny to think about since the second movie is a spoof of the first.

**Favorite food?** Hands down it is a Medium Rare Steak. I am also a quantity guy over quality guy. Give me an average Porterhouse over the best Filet Mignon. I like to eat.

### Do you have any hobbies, play any sports or favorite games?

I really enjoy working with my hands on my house (framing, plumbing etc.) and yard work. I also play in a basketball league and am very into working on vintage, classic cars and demolition derby cars.

**Comment on your involvement in CMMA:** I'm excited to be a part of CMMA. Since I was born, my whole life has been around manufacturing. And now that I am a part owner of the business, along with my brothers, manufacturing is that much more important to me. The world depends on manufacturing, and being involved in CMMA makes me feel like I can make a positive impact on our world and our future. CMMA, in return, is a community that highlights and brings awareness to what others have done always pushing manufacturing in a forward direction.

### What would CMMA members be surprised to learn about you?

I come from a simple background but I am fascinated by the complexity of politics. Regardless if I don't like a lot that is going on, it still seems to grab my interest. The idea of how a simple law can create a wave effect across the entire world and all the information that should be researched before is amazing to me.

## Local VEX Tournament features 60 Robotics Teams

*Seven teams qualify for the World Championship*

Sixty teams qualified and competed in the Dream It. Do It. Minnesota State VEX Robotics Tournament on January 23-24, 2015. Held at the River's Edge Convention Center in St. Cloud, an exciting elimination bracket ended the day, with the tournament championship being decided by a tie-breaker match won by teams from Osseo Senior High, Concordia Academy in Roseville, and Mankato East High School. All told, seven teams from Minnesota have been invited to attend upcoming national and world competitions!

"It's great to see teams demonstrating STEM (science, technology, engineering and math) skills and competing at such a high level," says Aaron Barker, tournament coordinator, VEX Robotics Coordinator and instructor at St. Cloud Technical and Community College. "Even better, students are learning and practicing the same skills that are used in the real world, like today's manufacturing careers."

Several teams received support from 360° partner colleges, including receiving robotics kits and invitations to attend practices as part of the college's work with the manufacturing-based center. To prepare for the tournament, the teams used their STEM knowledge to design and built robots using the VEX Robotics Design System to compete in the game "Skyrise."

The Dream It. Do It. Minnesota State VEX Robotics Tournament was one of four tournaments hosted by 360° and Dream It. Do It. Minnesota, which have led VEX Robotics in Minnesota, helping youth connect their interest in robotics to career opportunities in modern manufacturing.

Manufacturers, please note these teams still seek sponsorships to support their travel and registration fees. If you are interested in learning more about how to support VEX Robotics in Minnesota, give the CMMA office a call at 800-654-5773.

Additional photos from the State Tournament are posted on the Dream It. Do It. Minnesota Facebook page. To learn more, visit [www.dreamitdoitmn.com](http://www.dreamitdoitmn.com).



## Letter from Les ...Continued

*Continued from page 1*

Make a difference, connect with your local high school and tell them that CMMA membership is free to them. Schools can develop their students, instructors and programs by partnering with CMMA. Share the good news, it's a step toward alignment and the rewards that come from hard work and success.

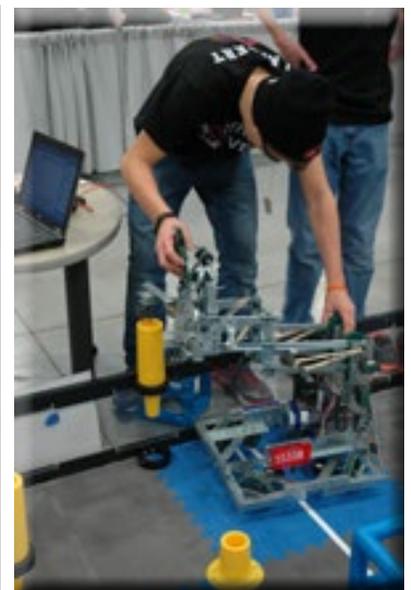
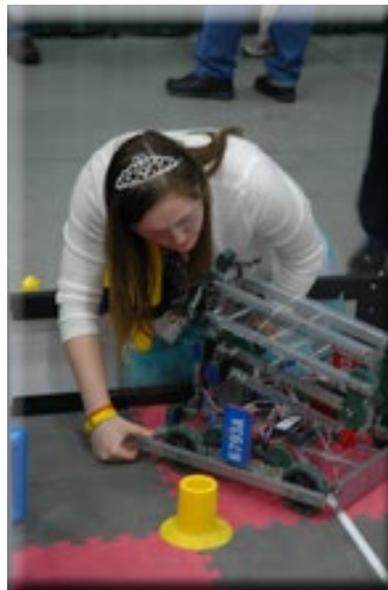
Let's stay connected with [www.CMMAworks.org](http://www.CMMAworks.org) Pick up your supply of new brochures so you can tell a friend what you like about CMMA, tell them why you brave winter's best for an early meeting with a great bunch of people.

CMMA, we are Membership Education, Workforce Development and Legislative Advocacy. We're moving manufacturing forward and we're stronger together.

My best to you and your efforts this year. Let's continue our upward trajectory, together.

In service,  
Les Engel, CMMA President

MN State VEX Tournament photos



## MMA Names Officers for 2015

**Dan Larson**, Hydrosolutions of Duluth, was recently named 2015 President of Elbow Lake-based Midwest Manufacturers' Association. Larson is a founding member of Midwest Manufacturers' Association and has served on the board since 2001. This is his second term as President.

**Steve Utech**, Republic Bank, Duluth, was named Vice President of the association. He, too, is a founding member and has served on the board of directors for Midwest Manufacturers' Association since 2001.

The Treasurer position was filled by **Ed Bolas**, Dycast Specialties, Starbuck, with the secretary position yet to be filled.

Serving as Directors in 2015 are: **Les Engel**, Engel Metallurgical, Sauk Rapids; **Twyla Flaws**, Clow Stamping, Merrifield; **Debby Hoel**, Pequot Tool & Manufacturing, Pequot Lakes; **Mary Gottsch**, Brainerd Chamber, Brainerd; **Jeremy Lehman**, Tritec Steel, Virginia; **Elroy Vesta**, EJ Enterprises, Fergus Falls; **Nick Weis**, Custom Caseworks, Sauk Rapids; and **Evan Westra**, West Tool & Design, Fergus Falls.

## Did You Know?

### 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 school 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.

**Manufacturing Matters** is edited and published at the Midwest Manufacturers' Association office, PO Box 150, Elbow Lake, MN 56531. Toll free: 800-654-5773. Email: [stephd@runestone.net](mailto:stephd@runestone.net). Office hours are 8:30 AM to 5:00 PM Monday through Friday. However, messages can be left on the answering machine at any time.

## CMMA Grants Support Robotics in the Region

Since its inception in 2008, CMMA has provided funding support for FIRST and VEX robotics programs in the region, along with support for a myriad of other manufacturing-related projects. The recently streamlined "CMMA Education Sponsorship Program" is gaining momentum: four grants have been awarded in the last two months.

North Jr. High ISD 742 received a \$500 grant to help develop and sustain a Robotics Club for grades 6-8. Kimball Area High School received \$500 in support of their VEX robotics program. \$1,000 was awarded to support Albany High School's involvement with FIRST robotics. Last but not least, CMMA once again provided \$1,000 of support for the VEX State Tournament, an event held in St. Cloud in late January each year.

Your membership dollars and volunteers efforts are making a difference! Feel free to encourage your local high school to submit an Education Sponsorship Application; call the office for details.

## Member News

A handful of Central Minnesota companies are taking the skilled labor shortage into their own hands by participating in the new Minnesota Youth Apprenticeship Program through CMMA member High School, **Wright Technical Center**. [Read more](#) about this innovative program. If you want more information on Youth Apprenticeships you can [click here](#).



A cost effective way to reach a broad manufacturing audience.

To learn more, contact  
Sandy Kashmark at 800-654-5773 or  
[midwest@runestone.net](mailto:midwest@runestone.net)