

Winter Issue 2016

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Individual commitment to a group effort - that is what makes a team work, a company work, a society work, a civilization work. – Vince Lombardi

Happy New Year to CMMA members and friends; wishing the best for you in 2016! This January marks CMMA's eighth birthday and we have much to celebrate! At present, we have 156 members and have steadily increased our numbers over the years. Our group consists of a healthy mix of new and sustaining members. We are made up of a strong cross section of manufacturers, service providers, suppliers and supporters.



Amazingly, CMMA has contributed an impressive \$70,596 in grants, sponsorships and scholarships since inception, with \$12,885 awarded in 2015 alone! This support and investment in our communities includes college scholarships, high school robotics, STEM education, events and expos, student field trips, Tour of Manufacturing and more. What an accomplishment for a group of like-minded, well-intentioned, hardworking folks! CMMA salutes you; together we are making a difference!

We also celebrate the start of the CMMA Foundation and recognize initial investors Pellco Machine, Glenn Metalcraft, Starrett Tru-Stone and Falcon National Bank. CMMA deeply appreciates your early support and investment; you have strengthened the Foundation for future growth and purpose; well done!

As I write this column, the CMMA Board of Directors is in the midst of strategic planning to ensure that the Association is on track, in check and looking ahead. Your volunteer board members are vigilant about the development of CMMA's three core strategies: Educating Members, Workforce Preparation, and Legislative Advocacy.

It's that time of year when high school robotics teams are busy designing, building and testing their robots and equipment for the upcoming events, including the VEX tournament in St. Cloud on January 29-30. Visit your school's team and learn how you can help them succeed. You'll leave motivated and excited for the future - theirs and ours!

Consider inviting your legislators on a tour; give them the opportunity to experience modern manufacturing at its best in our area. Create the opportunity to inform legislators about needs and concerns that are important to you.

Thanks to members for completing our new online meeting evaluation - your feedback is important and together we'll continue to focus on items that matter most. See you at the next meeting, bring a friend!

CMMA. Coming together, working together and succeeding together.

In service, Les Engel, CMMA President

Upcoming Events

January 28

CMMA Breakfast Meeting
The Landing, Avon
Discussion Topic: "Understanding and Resolving Conflict Resolution"
Tour: Midsota Manufacturing
To register

February 25

CMMA Breakfast Meeting - St. Cloud
Discussion Topic: "Park Industries During a Slow Cycle"
Tour: Park Industries
Final details are pending

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

Featured Member: McDowall Company



The McDowall family's legacy in construction has continued for five generations, spanning more than 110 years. Although the company experienced a brief interruption during the Depression, it was revived in the late 1940s and operates today with the same drive and spirit it had when George Atkinson McDowall first opened the doors at McDowall Roofing Company in 1895 in Joliet, Illinois. Roofing remained McDowall's area of focus until the 1940s when the company's craftsmanship and capabilities enabled them to enter the specialty sheet metal industry.

In the early 1960's George J. McDowall introduced the company to the fabrication and installation of Full-HVAC Systems and this proved to be a good strength for McDowall Company. The growing company was relocated to a 14,000 square-foot building in west St. Cloud. Throughout the 1970's McDowall Company continued to thrive under the leadership of George J. McDowall and his brothers Bob & Bill. The company spent time working on large scale energy projects in North Dakota and Iowa.

The 1980's brought challenges to the roofing department with the rise of single ply EPDM systems, but saw the Commercial HVAC market grow as McDowall Company started to specialize in the educational field. As the 1990's rolled around the commercial roofing market had stabilized and McDowall Company was growing in all departments. In the late 1990's McDowall Company's 3rd generation (George J., Bob, & Bill) were ready to pass the torch to the 4th generation of McDowall's (John W. & Lawrence) who took over full ownership of McDowall Co. and McDowall Comfort Management in 2001. At this point McDowall Company was employing 85 people and had 10 million in sales.

The company started to excel at a new level under the leadership of John W. in the early 2000's and McDowall Company was outgrowing the current locations. In May of 2007, John's son Mathew entered the business full-time marking the fifth generation of McDowall's to work at the company. This was also the same year that operations shifted from three locations spread around the St. Cloud area to one NEW state of the art 42,000 square foot facility in Waite Park.

Currently the company employs 135 people during peak season and posts \$25+ million in sales. John W. serves as president and CEO, Lawrence as treasurer, and Matt serves as secretary/operations manager.

Architectural Sheet Metal

From a small piece of pre-finished metal trim to a complete copper roofing and wall system, McDowall's Architectural Sheet Metal Division can do it all. In their state-of-the-art facility they fabricate products from various metals including copper, stainless steel, aluminum, fluorocarbon painted sheet metal, and galvanized sheet metal. McDowall's professional, experienced installers install a wide range of wall panels, roof panels, metal coping caps, signs, and trims.

Comfort Management

At McDowall Comfort Management, the focus is to help building owners maintain proactive control of their facility's owning and operating costs. McDowall is a single source contractor for keeping every component in the heating, ventilation, and air conditioning systems running reliably, efficiently and affordably. Service programs available offer benefits such as customized HVAC/R maintenance, energy conservation, extended equipment life, reduction of operating problems, improved system reliability, controlled maintenance budget, etc.

Commercial Roofing

Dating back to the late 1800's, McDowall Company has mastered and perfected the expertise in installing a wide range of Commercial Roofing Systems. From the durability and toughness of a Built-Up Asphalt and Gravel System, to the cool comfort of a White TPO System, they can install almost any roofing system.

From emergency leak repairs and maintenance inspections to complete roofing system overhauls their Roofing Maintenance and Repair Division can do it all. With service crews that are experienced, consumer driven technicians that specialize in completing a variety of work on existing roof systems. Whether adding a penetration because of interior renovations or needing to extend the life of a current system, McDowall will complete the work safely and timely. In addition to quality work, they provide real time service reports explaining all of the work that was performed.

Commercial HVAC

McDowall Company has been installing heating, ventilating and air conditioning (HVAC) systems for industrial, commercial, healthcare, municipal, and education facilities since 1960. They provide these HVAC systems through the use of plans and specifications developed by others (plan/spec method) or by custom designing a system for the customer's needs and applications (design-build method). McDowall's computer-aided design capabilities lend added versatility and quality to any size project. From fabrication of sheet metal to installation of ductwork and equipment, the McDowall method consistently results in cost-effective, reliable and comfortable working environments.

McDowall Company has been a member of CMMA since 2008, almost from its inception! For more information go to www.mcdowallco.com.



Left to right: John W., Lawrence and Matt McDowall

CMMA Funds K-12 Programs

The CMMA Education Sponsorship Program encourages K-12 institutions in the CMMA service region to submit grant applications for a project/activity related to manufacturing and/or STEM.

Two such applications recently received funding approval. CMMA awarded \$750 in support of Albany High School's FIRST robotics program, with some 25 students involved this year. The program is in its fifth year. CMMA also provided sponsorship support of \$1,000 for the Dream It Do It MN State VEX Robotics Tournament happening in St. Cloud on January 29-30.

Your membership dollars and volunteers efforts really 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

CMMA member **American Time**, manufacturer of integrated time solutions, recently was awarded a New Product Award for its Wi-Fi network clocks. [Read more...](#)

CMMA member **Louis Industries** partnered with **Xcel Energy**, **Innovative Power Systems**, and **Winkelman Building Corporation**, all CMMA members, as they recently activated one of Minnesota's largest solar arrays. A long-time industry leader in steel, Louis Industries has worked to reduce its electricity bill while increasing its manufacturing process. The solar power system is expected to cut their electric bill by 1/3 each month. [Read more...](#)



Glencoe-Silver Lake High School students with the Supermileage car they built with funding help from CMMA

Board Bio

Name: Lance G. Louis

Where do you work, what do you do? Louis Industries Inc. It is our family business, we are the premier metal fabricator in central MN.

What was your first job? Louis Industries. My father paid me \$.01 per LB to pick up scrap, trash, etc.... He got a great deal!

Hometown: Paynesville

Family: Wife – Tina
3 Daughters
Miranda – 9
Aubrie – 7
Elodie - 3



Pets: 2 dogs Chief and Pixie

Do you have a favorite book or author? I am an avid reader of magazines Forbes, Harvard Business Review, and the Economist.

Favorite movie? I am not really a movie guy, but anything NFL or NHL. My kids have recently found a passion for Star Wars, so stay tuned

Favorite food? Anything on a grill

Do you have any hobbies, play any sports or favorite games? My hobbies include travel, camping, helping and watching my kids participate in activities, and almost anything outdoors

Comment on your involvement in CMMA: I have enjoyed what CMMA has been building the last few years, and decided it was time to start giving back

Welcome New Members!

American Door Works

Chris Hauck & Associates, Inc.

DCI, Inc.

FaceTime Business Resources

SFM Mutual Insurance Company

South Junior High School

Did You Know?

SCTCC will host the largest VEX competition in the state for the fifth consecutive year: Stop by the River's Edge Convention Center on January 29 – 30 for an experience you won't soon forget, the **Dream It Do It MN State VEX Tournament!**

MMA Membership Directory

Watch for an email to confirm the accuracy of your listing in the upcoming 2016 Membership Directory. 450+ companies will be listed. Competitive advertising rates make this a smart marketing choice. Contact stephd@runestone.net for advertising information.

Members can request a FREE search on the MNI manufacturing database. Search by NAICS, city, county and more. Call the office for details!

CMMA Committees have been restructured for the year. NOW is a great time to get involved in YOUR association; call the office to volunteer.

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!

Job Openings Posted Free of Charge

Post your manufacturing-related job openings on the CMMA website for FREE! Send to stephd@runestone.net

Thank You

Dear CMMA,

Our Storm Robotics team greatly appreciates your grant for our Humanoid Project!. This grant will assist our team in purchasing materials for the engineering and manufacturing of our humanoid. Our team will be contacting you again later on in the year to let you know how the project is going. Thanks again!

Storm Robotics, Sauk Rapids - Rice Public Schools

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. 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 FOUNDATION

Managed by CommunityGiving

Did you know...

CMMA is working to change the image of manufacturing and increase interest in manufacturing careers?

Collaboration with area high schools includes:

- ✓ Grants to purchase materials/equipment
- ✓ Grants to support robotics teams
- ✓ Grants for field trips to mfg facilities
- ✓ FREE K-12 membership in CMMA
- ✓ FREE K-12 attendance at CMMA meetings/tours
- ✓ Scholarships awarded to manufacturing-focused students
- ✓ Over \$70,000 awarded since 2008!

Did you know...

The CMMA Foundation was established to help fund workforce development activities.

- Donations are treated as Charitable Contributions by the IRS (full tax advantage)
- Donations of any amount are encouraged
- Donations accepted from a company and/or individual

Are you ready to learn more?

800.654.5773 or midwest@runestone.net



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To learn more, contact
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