

## Summer Issue 2017

### In This Issue

Letter from Les

Featured Member

Volunteer Bio

Central MN Tour of Mfg

Welcome New Members

Committed to Youth  
Apprenticeships

Golf Social Recap

### Letter From Les

*"Perfection is not attainable, but if we chase perfection we can catch excellence."* Vince Lombardi



Hello CMMA members and friends, I hope this message finds you enjoying your favorite Minnesota summer activities.

Thank you to all the golfers, sponsors and committee members who made our 5th Annual CMMA Golf Social a success! It was a great day for golf as we shared food, drink and laughter. We enjoyed one another's company as we networked to create new partnerships and explored new opportunities; we ended the day as even better friends! Together we raised over \$12,000 for CMMA to invest in manufacturing Scholarships and Youth Programs. These funds support high school robotics programs, K-12 STEM initiatives and deserving college students in manufacturing related training. This event is an inspiring example of playing in partnership for a purpose, well done one and all!

CMMA continues to grow, evolve, improve and deliver solid ROI for member investors. We've gained new members, we've set new attendance records at membership meetings, and we've educated our members on modern manufacturing.

CMMA continues to focus on preparing a future workforce as we acknowledge that world class manufacturing in central Minnesota depends upon skilled employees. CMMA has partnered with area high schools to develop and deploy state certified youth apprenticeship programs, successfully utilizing the current Minnesota Department of Education model. Our workforce development committee is creating an inventory of best practices, forms, processes, and protocol related to youth apprenticeship, soon to be available at [CMMAworks.org](http://CMMAworks.org). We are making solid progress toward safe, legal and productive opportunities for student learning in manufacturing. The upcoming 2017 Tour of Manufacturing is another excellent opportunity to shine bright light on our shops for students, parents, educators, supporters and influencers. Ask us how you can open your doors for a public tour; your company can be the difference between wondering about and knowing about manufacturing careers in the region!

Thanks for completing the online meeting evaluation each month; we value your insight as we plan speakers, activities, tours and more. At CMMA, we're in it together and we're working hard to make you proud! CMMA's summer social is coming soon; this casual gathering of friends and colleagues is always time well spent – I hope to see you there!

Wishing you a safe and productive summer.

Les Engel, CMMA President  
Owner, Engel Metallurgical

### Upcoming Events

#### August 8

**CMMA Summer Social** - Bad Habit Brewing  
[Click here](#) for more information/register

#### September 28

**CMMA General Meeting** - St. Cloud  
Tour: Geringhoff  
Topic: Theory of Constraints

#### October 26

**CMMA General Meeting** - Paynesville  
Tour: Avon Plastics  
Topic: Branding

#### November 16

**CMMA General Meeting** - St. Cloud  
Tour: Helicopter Maintenance Facility  
Topic: Cyber Security

#### December

**Holiday Party TBD**

## Featured Member: Seitz Stainless

An article in a 2014 newsletter of the Initiative Foundation shouted the headline: Highly skilled workers have made Central Minnesota a world leader in stainless steel fabrication. It went on to say that it was the infertile soil of Central Minnesota that provided fertile ground for what would become one of the region's leading industries, stainless steel food and dairy equipment fabrication. The rough terrain, with its underlying granite deposits, made crop farming so difficult which transformed the area into one of this country's major dairy-producing areas, resulting in adjunct industries such as the production of stainless equipment.

Seitz Stainless, with its 32 employees, located just outside Avon, MN, is one of those companies. Their stainless tanks and processing equipment are made primarily for the dairy, brewing, and beverage industries. Formed over twenty-five years ago, Seitz Stainless has also developed relationships with pharmaceutical, semiconductor and chemical engineering companies to produce their custom equipment. They specialize in low volume, high value sanitary equipment such as evaporation systems, heat exchangers, vapor separators, cyclonic separators, dryers and dryer components, tanks and pressure vessels. Materials processed in Seitz tanks eventually find their way into such well-known consumer products as Cheetos, Schwan's ice cream, and Gallo wine. And there's a growing demand for Seitz tanks from Minnesota's thriving craft brewing industry. While primarily domestic, Seitz-fabricated equipment occasionally finds its way to Canada, Mexico, and South America as well.

"I will absolutely guarantee that you have eaten or drunk a product that came through our equipment," said Jeff Haviland, owner of Seitz Stainless in Avon. "That's fun for me, that this little company from this little town in Central Minnesota can make that statement."

Stainless steel's resistance to corrosion and staining, low maintenance, and familiar luster make it an ideal material for many applications and it is widely used for food and beverage handling and pharmaceutical applications. It can be steam-cleaned and sterilized and does not need paint or other surface finishes. Stainless steel is an alloy of Iron with a minimum of 10.5% Chromium. Chromium produces a thin layer of oxide on the surface of the steel known as the 'passive layer'. Stainless steel does not readily corrode, rust or stain with water as ordinary steel does.



*The driver checks his load after making the turn with an evaporator on board - pictured in front of Seitz Stainless in Avon, MN.*

At Seitz, incoming sheet material has a vinyl or heavy paper protective layer applied to protect it during fabrication. Vacuum sheet lifters allow for mar-free handling of product surfaces. Various overhead and jib cranes assist in handling material as many of their products are massive such as the photo of the dairy evaporator about to leave the yard. They also use a variety of rubber-tired tank rollers and positioners, some rollers rated up to 200 tons, to move parts through the weld process. Joints up to twelve feet long can be semi-automatically welded in a TIG seam welder. Their Lincoln STT (Surface Transfer Technology) is replacing some of the MIG and TIG operations. Most of the fabrication operations are manual. There are no robots at Seitz Stainless, and every product is one-off, making for lots of hands-on fabrication.

Quality is assured as ultrasonic thickness gages measure material thickness, surface profilometers monitor the finish and lasers measure and help guide the operations. There are a variety of finishes that can be applied to the stainless steel; a mill surface, electro-polishing to a smooth shiny surface which is easy to clean and maintain, or bead blasting which provides a uniform, contaminant-free, low-reflective surface. Their new drive-in bead blast room is one of the largest in the upper Midwest.

With help from an Initiative Foundation bridge loan, Seitz Stainless completed an expansion in 2014 that doubled the company's manufacturing floor space to 30,000 square feet and paves the way for further growth. The company had run out of space to meet the demand for its tanks. The new addition sets the company and the region up for continued growth. "We can grow in the amount of equipment we have and in the size of the tanks we can fabricate," Haviland said. "There's a demand for larger tanks, and now we can meet that."

For more information: [www.seitzstainless.com](http://www.seitzstainless.com)

*The addition of ceiling and crane height in 2014 allows Seitz to produce complete systems on a skid, ready to drop into place at the customer's location.*



## Volunteer Bio

**Name:** Andrew Larson

I work at Aerotek – Helping connect manufacturing companies with top Engineering talent

My first job was a grounds maintenance/ shop assistant for Floor to Ceiling store in my hometown of Fergus Falls.



I am engaged to Dakota Passariello; we met at Concordia College, Moorhead. We have a dog named Beatrice – she is a beagle mix.

My favorite books are How to Win Friends and Influence People by Dale Carnegie which is a great business book, The Great Gatsby is one of my favorite for pleasure reading. My favorite movie is Fargo (1996).

**Our favorite food** is pizza! We are big fans of homemade pizza with pesto sauce replacing pizza sauce – give it a try!

**Do you have any hobbies; play any sports or favorite games?** I played football through college and am a diehard Vikings fan. Nowadays I play weekly basketball and golf on the weekends.

**Comment on your involvement in CMMA:** Currently am a member of the CMMA Golf Committee and a regular attendee of the monthly CMMA meetings. Always open to conversation on how to attract and retain employees!

**What would CMMA members be surprised to learn about you?** My fiancé and I are huge art fans; she has earned her Master's Degree in Art History and is the Assistant Curator for Thrivent Financial's public gallery. We are members of Minneapolis Institute of Art and live in the NE Mpls Arts District.

## Welcome New Members!

Thank you to those who sponsored them (right)

Anderson Center (Bruce Hagberg, riteSOFT)

Bayer Interior Woods

Commercial Realty Solutions

Ellingson Companies

New-Tech Tooling (Eric McCallister, SCTCC)

Silt Sock, Inc. (Jeremy Johnson, Frandsen Bank)

Whirlwind Steel Components (Nick Scherping, Avon Plastics)

## Tours with Legislators Encouraged

The CMMA Government Affairs Committee encourages manufacturers to take advantage of a program designed to increase the visibility of manufacturing facilities in the region. "Tours with Legislators" proposes a concerted effort to invite State Representatives and Senators (as well as other elected officials) on a tour of local manufacturing companies. The tours will be scheduled on a date, or series of dates, in late summer or fall, a time when the Minnesota legislature is not in session.

Please note - you do not have to be a "policy expert" to host a tour! Any manufacturing manager with knowledge of everyday issues relevant to your company has the insight needed to host a tour.

Please note - you do not have to invest significant time scheduling a tour of your facility. CMMA staff is available (at no cost to you) to assist with coordination between legislators and tour hosts. Contact the CMMA office to express interest in getting a Tour with Legislators on your calendar in 2017.

## 2017 Central Minnesota Tour of Manufacturing

Central Minnesota manufacturers - we need your help to showcase local manufacturing and increase awareness of manufacturing careers in the region. Planning is well underway for the Central Minnesota 2017 Tour of Manufacturing scheduled on two Saturdays this fall: September 30 and October 7. Three more companies are needed to reach a goal of 12 tour hosts! Tour host options range in price from \$1,000 to \$5,000.

Can we add your company name to the list? Confirmed participants include: AAM (Grede), Coldspring, DCI Inc., Metal Craft Industries, Park Industries, Talon Innovations, Wells Concrete, Midsota Manufacturing, and Woodcraft Industries. Call the CMMA office to express interest.

The 2016 Central Minnesota Tour logged over 1,500 visits at six manufacturing sites. The "open house" format provides a unique opportunity for youth, parents, teachers, and others to get a first-hand look at modern manufacturing.



## CMMA Golf Social Raises \$12,500 for Youth Programs!

CMMA's fifth annual Golf Social – the association's only fundraiser each year - blew last year's record out of the water with an impressive \$12,500 in profits! Proceeds from the June 13th event, held at Eagle Trace Golf Center, will be used to support manufacturing scholarships and grants for youth manufacturing programs in the region. Since its inception in 2008, CMMA has provided over \$90,000 in support of workforce development and career awareness!

Despite torrential rains in nearby regions of Minnesota on June 13, the weather cooperated beautifully for CMMA supporters. Over 100 golfers and volunteers enjoyed an afternoon of moderate weather and great networking. Adding to the fun were sponsor events on nearly every hole, including a "Kubb" competition that netted a "CMMA Best Sponsor Award" for Douglas Finishing. Members of the first place team, with an astonishing 17 under score of 53, included: Paul Schreiner from Aerotek and Nicki Holthaus, Jason Terwey, and Aaron Kleinschmidt from Cold Spring Brewing. The team's cash prize was graciously donated back to CMMA; thank you!

Visit [Facebook](#) for team shots and other fun photos and "like us" while you are there.

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), Steve Leen (BerganKDV), Jason Iverson (Falcon National Bank), Tim Elness (W. Gohman Construction), Andrew Larson (Aerotek), Jared Powell (Woodcraft Industries), and Nathan Brown (American Door Works).

## Committed to growing Youth Apprenticeships in Minnesota

One year ago, CMMA hosted a well-attended meeting in St. Cloud focused on "How to Start a Youth Apprenticeship Program." Since that first successful meeting, growing Youth Apprenticeships in Central Minnesota has continued as a top priority.

CMMA encourages manufacturers to implement the Youth Apprenticeship program currently housed at the MN Department of Education. CMMA seeks to form a Youth Apprenticeship Advisory Committee – people from education and manufacturing who have experience implementing a Youth Apprenticeship Program – tasked with 1) advising the State of Minnesota in adopting a user-friendly youth apprenticeship program and 2) serving as a resource for high schools and/or manufacturers seeking to embrace Youth Apprenticeship.

In current news, the Minnesota Precision Manufacturing Association (with support from CMMA, AMFA, TSMA and others) was successful in passing legislation entitled, "Youth Skills Training Program." The new MN Department of Labor & Industry program is designed to remove barriers to student participation in high school skilled training programs and expand local internship and apprenticeship programs. The legislation includes \$500,000 in grant funding to aid local partnerships with implementation of Youth Skills Training Programs. The new program is expected to launch at the start of the 2018-2019 school year.

Last but not least, CMMA will host a Youth Apprenticeship Resource Center on its website, [CMMAworks.org](#). The Resource Center is envisioned to include an FAQ section, access to Advisory Committee members, and a "one-stop shop" for the necessary Youth Apprenticeship paperwork.

## Did You Know? ...

**CMMA Foundation** continues to accept donations from businesses (or individuals) interested in encouraging young people to consider careers in manufacturing. The Foundation has awarded nine grants totaling \$6,750 so far this year. In addition, the CMMA Foundation contributed \$2,000 each to the SCTCC Foundation and the SCSU Foundation in support of manufacturing-related scholarships.

CMMA hosted a complimentary booth at **Granite Equity Tradeshow** in May. Kudos to these volunteers: Les Engel, Steve Leen, Lance Louis and Alan Husby.

Congratulations to Craft Pattern & Mold, Grey Plant Mooty and St. Cloud Economic Development on their **5th Anniversary of CMMA membership!**

MMA (the parent office) **seeks to fill a new position:** Program Coordinator. Telecommuting may be an option for this half-time position. Call the CMMA office to suggest a candidate.

CMMA is actively involved with the **MN Manufacturers Coalition**, a MN Chamber of Commerce-led organization that seeks to improve the voice of manufacturers at the Minnesota legislature. The 2017 Summit is scheduled on October 6.