



CALIFORNIA MANUFACTURING TECHNOLOGY CONSULTING (CMTC)

CMTC, a private non-profit corporation, was established in 1992 to provide consulting services to small and medium-sized manufacturers in California. In 2016, The U.S. Commerce Department's National Institute of Standards and Technology (NIST) awarded CMTC a five-year agreement to be California's Manufacturing Extension Partnership (MEP) Center. This agreement makes CMTC the lead organization for delivering services to small and medium-sized manufacturers in California with support of "California's Manufacturing Network" partners throughout the state.

Through its collaboration with these partners, CMTC will enhance operational performance, new product development, market expansion and technology adoption for manufacturers in both urban and rural centers. CMTC is part of the MEP National Network™ which is a unique public-private partnership that delivers comprehensive, proven solutions to U.S. manufacturers, fueling growth and advancing U.S. manufacturing. For more information visit www.cmtc.com.

ECONOMIC IMPACT

MEP Center impacts are based on clients surveyed in FY2023



\$580.5 Million

Total Increased/Retained Sales



7,574

Total Increased/Retained Jobs



\$359.3 Million

New Client Investments



\$121.2 Million

Cost Savings

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CMTC

TRILLIUM PUMPS USA INCREASES ITS WORKFORCE

ABOUT TRILLIUM PUMPS USA, INC.. Trillium Pumps USA serves customers in the power, oil and gas, general industry, water, and wastewater sectors with highly engineered valves, pumps, and actuators. The company's supply chain spans the globe, with key manufacturing and service centers located in Canada, China, France, India, Italy, South Korea, the United Kingdom, and the United States. Trillium Pumps' Fresno, California, operation has produced the Floway range of vertical pump products for 80 years. Manufacturing and fabrication activities from Trillium's Salt Lake City plant were consolidated to Fresno starting in 2021.

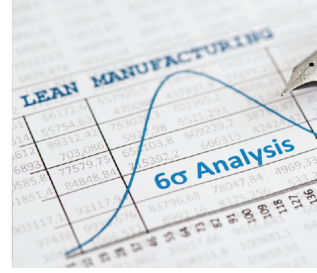
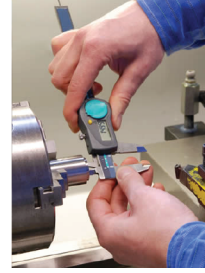
THE CHALLENGE. Trillium Pumps USA experienced major growth and changes in 2020. Trillium's Fresno plant was competing with another Trillium plant and was at risk of closing if the on-time delivery and performance did not improve. Company leaders reached out to CMTC, part of the MEP National Network™, with a request for assistance in pursuing Employment Training Panel (ETP) funds, implementing lean and leadership skills, and exploring ways to improve operations and increase cost efficiencies to stay competitive.

MEP CENTER'S ROLE. Throughout 2020, CMTC facilitated an ETP Single Employer Contract providing assistance for Trillium's Fresno plant. CMTC brought together a team of local economic development professionals and secured a meeting with the director of the Governor's Office of Business and Economic Development. As a result, Trillium's Fresno plant received approval for ETP "Critical Pathway" funding – a designation that targets industries with a growth mode and occupations associated with a company's business expansion or new location.

CMTC also led a team of Trillium staff through the Lean Fundamentals Series Workshop from June-November 2020. The team updated a value stream process map; identified and communicated waste opportunities; used a data collection plan to understand operations, cycle times, and demand; and built a calculator to track how improvements could impact on-time delivery percentages. CMTC provided training and coaching throughout each step of the process.

"The benefits of working with CMTC extended well beyond the scope of learning the skills of Lean and Six Sigma principles. The ETP development assistance and Lean training resulted in improvements to our on-time deliveries and our ability to be more responsive to customers. The training helped us develop a confident team that can be the force of change in the business."

-Vera Haitayan, Vice President of Operations



RESULTS



75 new jobs at Fresno plant



12 incumbent employees retained



\$3,200,000 invested in new capital improvements

CMTC