



LACountyBusinessConnect

Helping Business Thrive in LA County

Get Lean! Lean efficient processes and continuous improvement solutions for your business.

LEAN MANUFACTURING

What is it?

Put simply, Lean Manufacturing or Lean is the method of eliminating waste. If you manufacture or provide a product to a customer, you produce waste, often at every stage of your product cycle. Waste includes:

- Overproduction
- Lost time
- Employee inefficiency
- Overprocessing

In the 1990's Lean Manufacturing in part, stemmed from the process developed by Toyota. Known as the **Toyota Production System or TPS**, Toyota created a **Lean culture** by which every employee, from the office personnel to the assembly line worker to the truck driver, adhered to—continuously.

[See the video here.](#)

Where customer value is the center, Lean behaviors branch out to make the goal simple—**eliminate waste** and get the customer order in and out as quickly as possible.

If you are just starting out to recreate your business into a Lean environment or you are already using Lean, it starts with education and training.

LEAN RECRUITING

Good hiring and training of your employees is key. Lean recruitment starts by looking at the entire talent acquisition process and asking yourself questions, such as:

- What are the different processes involved in filling an open position in my company?
- How cost effective are those processes?
- What are the other resources available to me?

"Asking such questions and providing answers will enable our America's Job Center of California representative (AJCC) to effectively market our services as an integral part of Lean Manufacturing strategy in relation to employers workforce needs," says Ogonnaya Oke, Business and Professional Services, Community and Senior Services (CSS).



The LA COUNTY Workforce Development Board (WDB) and the Los Angeles County Economic Development Corporation (LAEDC)

Partnering for business.

Welcome to our seventeenth issue of *LA County Business Connect*. Our newsletter is a service offered by the LA County WDB and the LAEDC to provide valuable tools to support and grow your business. One call, one click, can put you in touch with people who know where and how to get things done.

Just a few ways we can help:

- Resources for hiring and training employees.
- Identify incentives and resources that can save you money.
- Assist with access to financing.
- Provide existing workers with new skills to help you compete.
- Best of all, LAEDC services are **FREE!**

Call the LAEDC today, and let us connect you to resources to help your business thrive!

Visit www.laedc.org/our-services/business-assistance-layoff-aversion/ or call **888-4-LAEDC-1**



"By approaching talent acquisition from the position of increasing efficiency, which is the same goal as lean manufacturing, it sets out to achieve **the goal—reducing waste and ensuring customer satisfaction.**"

[See employer resources here.](#)

Low cost advice on many Lean protocols and solutions from these providers below can **make a big difference in your bottom line, and your value to your customer:**

1. CMTC – CALIFORNIA MANUFACTURING TECHNOLOGY CONSULTING

"CMTC is a non-profit dedicated to your success. CMTC exclusively serves small-to-medium size manufacturers to assist with continuous improvement, profitability and growth opportunities. CMTC's seasoned staff has assisted thousands of manufacturers to achieve their goals and prosper," says John Anderson, Director, California Manufacturing Technology Consulting.

- **Innovation to foster growth** through market diversification, export services, innovation development or sales and marketing strategies.
- **Leverage technology to enhance your business.** Technology can impact your business in many ways. It can affect your bottom line by using a new information technology system that delivers improved communications and operational efficiencies. Technology can also affect your top line through the adoption of new technologies leading to new products and markets. **CMTC can help you with your IT selection and implementation.**
- **Continuous improvement leading to higher productivity,** quality and on time delivery. We assist manufacturers who want to continuously improve their operational performance.
- **Develop quality standards to ensure compliance.**
- **Recruitment and human resources** to assist you in all aspects related to your workforce.
- **Use sustainability as a competitive advantage.**
- **Develop a skilled workforce for the future.**
- **Create an efficient and agile supply chain.**
- **Improve your global competitiveness.**

[Visit the CMTC here.](#)

2. CALIFORNIA MANUFACTURERS ADVANTAGE PROGRAM® (CMA)

Do you have issues in your manufacturing processes that are creating obstacles to growth? Do you ever think what your manufacturing business needs is a good coach to come in with a fresh perspective and helpful direction? The CMTC California Manufacturers Advantage program does just that. Designed for small and medium sized businesses CMA Advisors work with hundreds of manufacturers every year.

CMA Program Benefits

- Tools and resources to **improve productivity and profitability.**
- A CMA Advisor acting as a **Business Advisor**, may work in concert with a Growth Coach, providing one-on-one coaching to help you achieve your business goals.
- Helpful referrals to other business assistance resources.
- **Networking opportunities** with local manufacturers as potential customers, suppliers, and strategic partners.
- Information to **leverage incentives and funding**, when these special programs are available to offset costs for improvement or employee training.

[Visit the CMT Advantage Program here.](#)

For a complimentary assessment of your business, contact the Los Angeles County Economic Development Corporation (LAEDC) at 888-4-LAEDC-1 or Visit www.laedc.org/our-services

3. National Tooling and Machining Association (NTMA)

The National Tooling and Machining Association is a membership-based industry organization that puts you in the company of 2,000 other manufacturing businesses.

- Gain new opportunities with local, regional and national **networking.**
- The NTMA offers a cache of **training programs** for vocational and technical employees for today's precision manufacturing.
- **Discount programs.**
- Online resources that include **job postings to webinars.**
- **Market research and data.**

[Learn more and join at www.ntma.org](http://www.ntma.org)

4. NTMA Training Centers of Southern California

Part of the National Tooling and Machining Association, these centers provide valuable training for entry level and advanced machinists.

"Since 1968, the NTMA Training Centers of Southern California have trained more than 10,000 men and women for a career in the machining, tooling and manufacturing industry! We offer a well-developed curriculum that combines classroom instruction and computer lab experience with **real world shop floor experience on state-of-the-art equipment.**" NTMA website.

Scholarships and financial aid available. [Visit www.trainingcenters.org](http://www.trainingcenters.org) to learn more.

5. CMTA – California Manufacturing Technology Association

The CMTA is a Sacramento-based organization that **advocates for and against bills and regulations that matter to manufacturers.**

- Reasonable environmental regulations.
- Competitive taxes.
- Protection from complex labor laws.
- Lower workers' compensation costs.
- Fair treatment in litigation.
- Skilled workers in California.
- Members are kept informed through weekly legislative and regulatory updates.
- Members have the opportunity to influence positions on legislation and comment on proposed regulations.

[See more at www.cmta.net](http://www.cmta.net)

6. America's Job Center of California

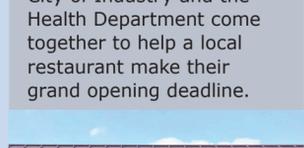
Representatives are available to help you recruit the best employees in a timely manner.

[Visit here to learn more.](#)

Grand Opening—LAEDC Success Story



LAEDC, along with the City of Industry and the Health Department come together to help a local restaurant make their grand opening deadline.



Shanxi Noodle House is a new restaurant in the City of Industry that celebrated their grand opening on Saturday, December 19, 2015.

This opening date was very important as they were hosting a large Chinese delegation to kick-off the grand opening of this new restaurant.

A week prior to the opening, the owners were running into delays with the city relative to the sign and occupancy permits as well as final inspection from county health department.

The restaurant was told it could be weeks before the final permits and inspection could be completed thereby threatening the planned grand opening of the business.

LAEDC was introduced to the project. LAEDC was able to work with city planning department at the eleventh hour to **expedite the approval of the sign permit and coordinated with the Health department for final inspection and occupancy approval.**

The restaurant met their deadline for their grand opening and now employ 20 workers.

CONNECT WITH US!

Put the LA County WDB and the LAEDC to work for you!

Call **888-4-LAEDC-1** Or visit LAEDC.org/business-assistance