



California Manufacturing Technology Consulting

Partnership in Action: Retention and Growth of LA County Manufacturers





- Founded in 1992, CMTC is a 501(c)(3) non-profit corporation serving manufacturers in California as a part of the national NIST MEP program
- Help manufacturers improve sales, profitability, productivity, and competitiveness
- 360-Degree Strategic Partner: Wide range of consulting & training services

Justice Design Group

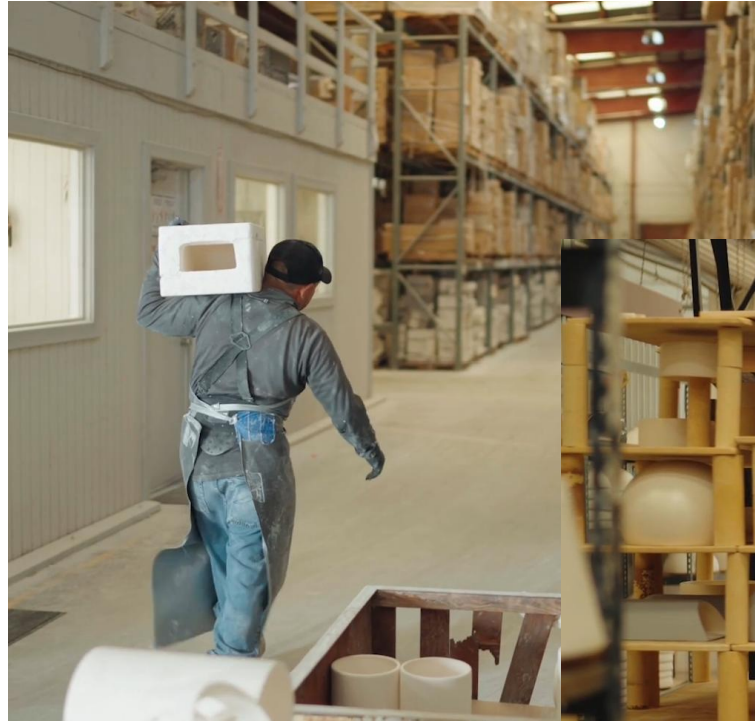


CUSTOM DECORATIVE LIGHTING SOLUTIONS

Justice Design Group manufactures lighting solutions uniquely designed & crafted with specialty materials.

Justice Design Group Impact

- Sales growth: \$600K
- Sales retained: \$150K
- Cost savings: \$160K
- Investments: \$225K
- Job growth: 3
- Jobs retained: 2



Cosmetic Lab Inc.

A close-up photograph of a person in a white lab coat using a pipette to transfer a blue liquid into a glass beaker. The beaker is held by a metal chain and sits on a laboratory stand. The background is a blurred laboratory setting with various pieces of equipment.

AN INNOVATIVE R&D DRIVEN COSMETIC CONTRACT MANUFACTURER
Leading cosmetic and skincare brands partner with Cosmetic Lab to develop and manufacture their beauty products.

Cosmetic Lab Impact

- Sales growth: \$700K
- Sales retained: \$100K
- Cost savings: \$110K
- Investments: \$400K
- Jobs retained: 10





Action Duct Cleaning Company

LEADING PROVIDER OF DUCT, EXHAUST & SILO CLEANING SERVICES

Action Duct is meticulous in their work and passionate about providing remarkable customer service, including being on call 24/7 with their rapid response team.

Action Duct Impact

- Sales growth: \$950K
- Sales retained: \$200K
- Cost savings: \$250K
- Investments: \$145K
- Job growth: 4
- Jobs retained: 10





ACTION DUCT
CLEANING COMPANY
since 1978

CAPABILITY STATEMENT



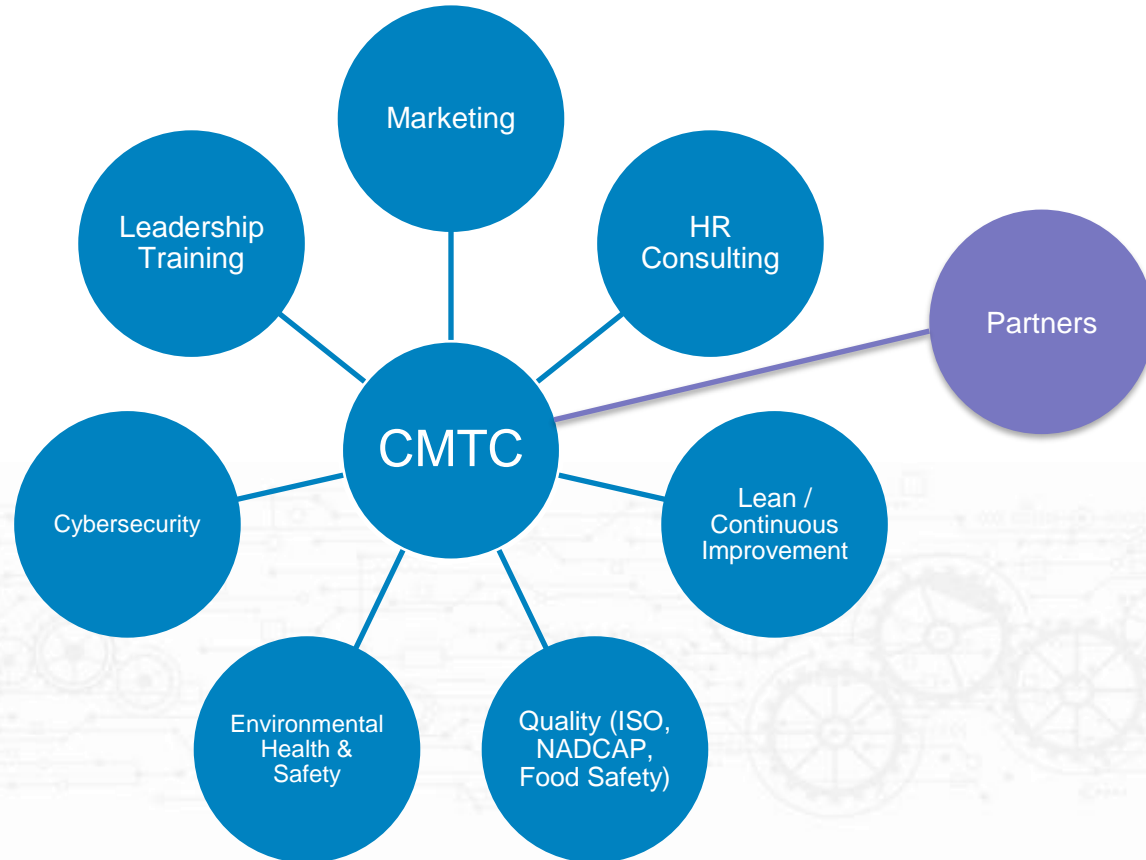

www.ActionDuct.com

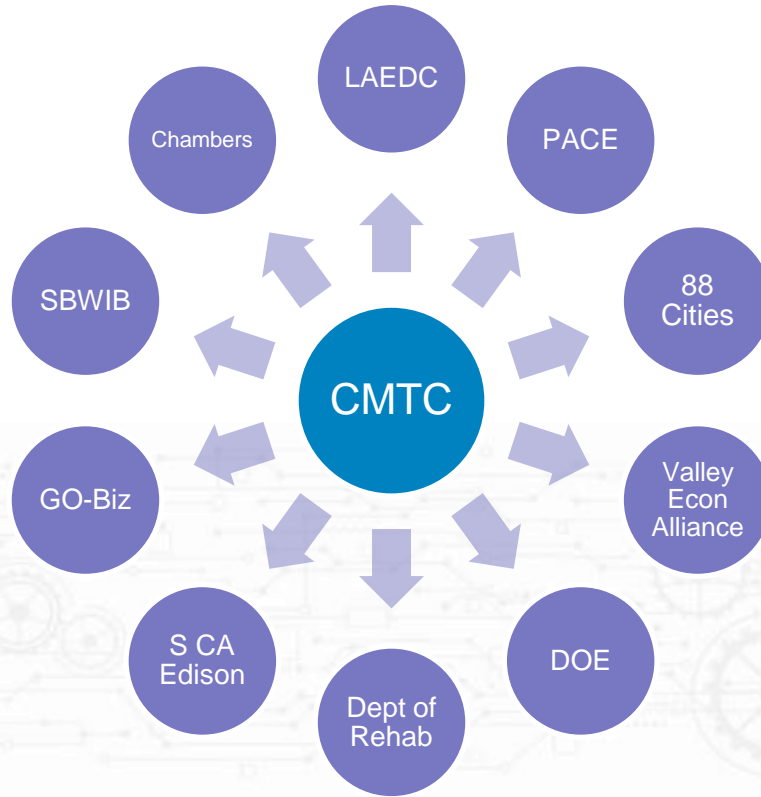
CORE COMPETENCIES

Action Duct, founded in 1978, is a family-owned business providing duct cleaning and other specialty cleaning services to improve air quality, energy efficiency and cost savings for businesses, government entities, military, hospitals and school districts:

- HVAC Cleaning • Silo & Tank Cleaning • Kitchen Exhaust Cleaning
- Industrial Oven Cleaning • Smoke/Mold Remediation for HVAC
- High Ceiling Cleaning • Dryer Duct Cleaning • Aeresoal Duct Sealing
- Paint Booth Cleaning • RTO Cleaning • Camera Duct Inspection

COMPANY SNAPSHOT	PAST PERFORMANCE
<p>Tax ID: 95-3950214 UE: KH2LMXHHJBL1 CAGE Code: 0PW24 CSLB Licenses: B, C=20, C=61, D=62, D=64 CSLB: 570541 ISNetwork ID: 400-233097 D#: 1000039853 WBENC Certification: WBE2301526</p>	<p>Chevron JPL-NASA Greif Nestlé Nissin Coca Cola Bimbo Johnson & Johnson 3M Lockheed Martin Costco Bayer AG Nike Takeda Pharmaceuticals B. Braun Medical Conagra Walmart Kellanova</p>
DIFFERENTIATORS	PRIMARY NAICS & PSC CODES
<ul style="list-style-type: none"> • 24/7 availability & rapid response teams • Fully insured to \$18 million • Fully OSHA Safety trained • Nationwide service 	<p>238220 – Plumbing, Heating, & Air Conditioning Contractors 811490 – Other Personal & Household Goods Repair & Maintenance 561790 – Other Services to Buildings & Dwellings J041 – Maint/Repair/Rebuild of Equipment—Refrigeration, Air Conditioning & Air Circulating</p>
GOVERNMENT BUSINESS POC	CERTIFICATIONS
<p>Fernando Rivas, A.S.C.S. Chief Operating Officer O: 626.791.7870 C: 323.209.8548 fernando@actionduct.com 2333 Lincoln Ave. Altadena, CA 91001</p>	       





CMTC Impact on CA Manufacturers

CMTC services produce measurable results for manufacturers in California. Quarterly independent third-party surveys of the clients we serve certify this economic impact. The impacts shown below are based on clients surveyed from January - October 2024.



Manufacturers Served

1,096



Jobs Impacted

21,190



Total Sales

\$524M



Total Investment

\$137M



Cost Savings

\$46M

Our LA County Impact (2024)



- **225 Manufacturers Served**
- **Total Sales Impact: \$227M**
- **Total Cost Savings: \$13M**
- **Total Investment: \$44M**
- **Total Job Impact: 7,651**

- Who can add value?
- Provide context to partners
- Warm email introduction with all parties' full contact info
- Have your full contact info in your email signatures
- Follow up
- **ABC:** Always Be Connecting



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