

## In This Issue

**Letter From Les**

**Featured Member**

**Upcoming Events**

**CMMA Committee Update**

**Board Bio**

**Did You Know?**

## Welcome New Members!

**AdvisorNet Financial**

**Air Power Equipment Corporation**

**Alerus Financial**

**Energy Cost Cutters**

**Euler Hermes ACI**

**G & J Awning and Canvas, Inc.**

**Glenn Metalcraft Incorporated**

**MFR Metals**

**MN DEED**

**North Jr. High District 742**

**Northern Wire Products**

**Northstar Technology Solutions**

**Precision Fiberglass Products, LTD**

**Sartell High School ISD 748**

**Sunbelt Business Advisors /  
Mulvaney & Associates**

**Technical Die-Casting, Inc.**

**Wells Fargo Bank, N.A.**

## Letter From Les

Another summer has come and gone. School's are back in session, leaves are changing color and will soon be falling, and CMMA's membership meetings are back in full-swing. Our first meeting of the fall was a special event, thanks to Jeff Skumautz and all the great folks at Central McGowan who hosted and allowed us to be a part of their manufacturing expo. There was a large turnout to see the latest equipment and technology, partake in the contests, and attend the seminars. If you're interested in sponsoring, hosting a meeting or tour, or have a suggestion for a speaker, please contact Nick Weiss or Lisa Koll.



As we begin the third quarter of 2010, it's a good time to reflect on the past year and look ahead to the next. We've all been dealing with the realities of hard economic times, struggling to do more with less, all while remaining optimistic about the future. As an organization, it's never been more important to work together by participating in meetings, volunteering your time or expertise, and supporting other members with bid requests and referrals whenever possible. A great way to be involved is to serve on the board. We have six, 2-year terms coming up for election, with new terms beginning January 1, 2011. If you're interested or know of someone who would be a good addition, contact Sandy at our CMMA office; any owner or employee of a CMMA member company is eligible to serve. Nominations will be accepted through November 1, 2010.

Here's looking forward to raking, cool, crisp weather, seeing you at the next meeting, and the continued growth of our organization and manufacturing community!

## Featured Member: Central McGowan



Central McGowan was founded in 1947 as Central Welding Supply in downtown St. Cloud, and later merged with McGowan Welding Supply of Little Falls, becoming Central McGowan, Inc. Today we are one of Minnesota's largest independent welding suppliers serving most of Minnesota from our two locations in St. Cloud and Little Falls.

Central McGowan, Inc. is Central Minnesota's preferred locally owned distributor of welding equipment and industrial MRO supplies. In addition, we handle all types of industrial, welding, laser, specialty, beverage and medical gases. We

# Central McGowan *Continued*

distribute these gases in high-pressure cylinders, portable liquid containers, and for the primary gases we dispatch our own fleet of bulk transport trailers. Through a “shared vision” with our customers we are especially proud to have developed over our 60+ years, a leadership role in the welding and metal cutting industry. In addition, our staff has more than 40 years of robotic/automation experience. Utilizing our state-of-the-art automation training center to enhance customer productivity brings an extra dimension to our offering of value added services.

We believe our success is due in large part to the longevity, loyalty and dedication of our staff, with a combined 350+ years of service! Our employees reflect the integrity of our business practices, based on strict adherence to the highest standards of ethics and professionalism. At Central McGowan we work as a team to provide unparalleled service and support to our customers.

Central McGowan specializes in serving the manufacturing sector, plus a variety of other markets, including metal fabrication, agricultural equipment manufacturers, construction, mechanical contractors, educational institutions, medical facilities, food and beverage, auto body repair, home hobbyists, and more. We have a wide variety of items stocked in our retail store and our knowledgeable staff has a well earned reputation for providing excellent over-the-counter guidance. We also maintain inventory in over 65 dealer locations throughout Minnesota for the convenience of our rural retail customers. Our route drivers also carry an inventory of common supplies which allows customers to take delivery of products they need but did not purchase in advance.

While our company has grown considerably over the years, we remain true to our founding philosophy. Central McGowan continues to create strong working and personal relationships with our customers, employees and vendors. We strive to maintain the highest level of integrity as a premier welding industry supplier.



Bulk Trucks



Route Trucks

# Upcoming Events

## Wednesday October 6, 2010

Tabletop Tradeshaw. The show will be held in Alexandria, MN at the Holiday Inn. Tradeshaw runs from 5 PM – 7 PM. There will be six “breakout” sessions to choose from. CMMA members can exhibit at no charge.

## Thursday October 28, 2010

CMMA breakfast meeting will be held in Big Lake, MN featuring a guest speaker on “New Requirements: Industrial Stormwater Permit.” Immediately following the meeting join us for a tour of Industrial Molded Rubber.

## Saturday October 30, 2010

Tour of Manufacturing. This event will be held in the Alexandria Area from 10 AM - 2 PM. Tour one, two or all eight of these companies; bring your family!

- Aagard
- Alexandria Extrusion Company
- Donnelly Custom Manufacturing
- Douglas Machine, Inc.
- Douglas Scientific, Inc.
- ITW Heartland
- Massman Automation Designs, LLC
- WASP, Inc.

## Thursday November 18, 2010

CMMA breakfast meeting - watch the website for details to become available.

For full event listings and details, please visit the **Events page here**. For questions or reservations contact LeeAnn Rostberg at [leeannr@runestone.net](mailto:leeannr@runestone.net).

Do you have suggestions for speakers or topics you'd like presented? Please contact Sandy Kashmark at [midwest@runestone.net](mailto:midwest@runestone.net).

# Manufacturing Week October 25 – October 29

To recognize manufacturing’s importance and to celebrate and promote the industry, the Minnesota Chamber of Commerce, Minnesota Department of Employment and Economic Development and Minnesota Manufacturing Coalition sponsor Minnesota Manufacturers Week. This year Minnesota Manufacturers Week will be celebrated October 25 through October 29. Cities and manufacturers will be hosting their own events throughout the month.

Look for information on Minnesota Manufacturers Week – event planning and communications ideas, proclamations and a calendar of events – to be posted on the DEED web site at:

[http://www.positivelyminnesota.com/Calendar\\_of\\_Events/Minnesota\\_Manufacturers\\_Week/index.aspx](http://www.positivelyminnesota.com/Calendar_of_Events/Minnesota_Manufacturers_Week/index.aspx)

# Committee Update: Workforce Development

## Teamwork is the key to success for two recent workforce development projects

*contributed by Tim Zipoy, CMMA Workforce Development Committee*

Central Minnesota Manufacturers Association's workforce development committee has been actively creating new tools and resources to support manufacturing in our area. Despite current economic conditions, it is common knowledge that manufacturing is facing a looming skilled labor shortage. Public perception of manufacturing remains mixed with many still thinking it's all dark, dirty and dangerous and it's subject to harmful foreign competition. Parents continue to be uninformed about the high wage, high skill and high demand careers that manufacturing in central Minnesota offers. Teachers and counselors are still working with minimal tools to enlighten young minds about the excitement, challenges and rewards that jobs in manufacturing can deliver.

CMMA is very concerned about the future availability of a technically skilled workforce as we know that science, technology, engineering and math skills fuel innovation and productivity and are necessary to further our area's competitive advantage. CMMA's workforce development committee has recently collaborated with two outstanding partners to create new ways to shine bright light upon manufacturing's future.

In an effort to be change makers and industry supporters, CMMA applied for and was awarded a "FIRST" grant from Minnesota's Department of Employment and Economic Development. The spirit of these monies is to positively impact regions, local economies and to spur business retention and job creation.

With \$50,000 in grant funds, CMMA set out to make a difference. CMMA facilitated a very successful "Tour of Manufacturing" in the spring of 2009 that helped to dispel inaccurate public perception and create industry and worker pride.

CMMA has now added two more tools to the "manufacturing fits" toolbox.

CMMA partnered with ISEEK ([www.iseek.org](http://www.iseek.org)) to create a new and dynamic repository of data and connectivity for those seeking more information on manufacturing. ISEEK is Minnesota's preeminent web based career, job, and education resource. CMMA and ISEEK collaborated to create content for the site's new manufacturing "channel," which

focuses on careers, jobs and education unique to manufacturing. This enhancement is certain to be of valuable assistance to students, parents, teachers and counselors as well as others seeking helpful data to make informed decisions about jobs and training. The site includes teaching aids for educators, insight on green manufacturing, labor market statistics, employment projections and much more. CMMA is now promoting this resource to high schools, technical colleges and the general public. Launching of the new site will be on October 25, 2010 from 3-5 PM at John F Kennedy High School, 9701 Nicollet Ave S Minneapolis, MN 55420.

CMMA also partnered with Tell A Vision Productions, an acclaimed video production company based in St. Joseph, MN to produce a delightfully informative and celebratory documentary on "Project Lead The Way" (PLTW). PLTW is a national education curriculum for junior and senior high schools that focuses upon the core skills of Science, Technology, Engineering and Math (STEM). CMMA and the videographer had the fortune of filming PLTW students and teachers at four schools in the St. Cloud area. This video effectively captures and imparts the interest and intrigue of PLTW students, celebrates the passion and commitment of its instructors and compels viewers to further investigate the program. The goal of this project is to support and advance existing PLTW schools and to spark new interest in students, teachers and school administrators. CMMA views PLTW to be an integral part of the industry's skilled labor pipeline and realized that the video would be an opportunity to have positive impact on a less than favorable labor forecast. Told in their own words, these are real life stories of success and opportunity. The video, on You Tube, is currently available, DVD distribution is also available and is sure to be a valuable tool for the work of manufacturing education and career promotion.

CMMA and its workforce development committee extend sincere gratitude for willing partnership and fruitful collaboration. The website and the video are true testaments to teamwork with a purpose. CMMA encourages all to fully utilize these new resources and is ready help when needed to ensure usage and return on investment.

## Board Bio



CMMA would like to welcome Becky Ten Voorde to the Board of Directors effective September 1, 2010. Becky was appointed to fill the term recently vacated by Nicole Snell.

Thank you, Nicole, for your commitment to CMMA and your leadership on the Marketing Committee.

**Name:** Becky Ten Voorde

**Where do you work, what do you do?** Thelen Advertising. I started working here in 1999 as the administrator and have added the roles of sales and account manager to my responsibilities.

**What was your first job?** At 14 I got a job cleaning Gary Serum's parents' house two afternoons a week. Gary Serum was a pitcher for the Twins from '77 – '79. My first brush with Twins' fame was riding the same school bus as Terry Steinbach in New Ulm. My worst job was stretching beaver pelts at a furrier. It lasted one day.

**Hometown:** New Ulm first half of school life, then Alexandria.

**Family:** Husband Randy, sons Zach & John, daughter Sammy.

**Pets:** I have almost enough cats to be considered crazy.

**Favorite book?** "Catcher in the Rye" by JD Salinger.

**Favorite movie?** I love the Marx Brothers and my favorite of theirs is "A Night at the Opera".

**Favorite food?** I make really good beef tips in gravy. Slow cook a 4 – 5 pound roast all day with 3 cups ginger ale, 3 cans cream of celery soup, 3 tablespoons of beef base and after cooking all day, add sour cream to taste and heat through. Sounds weird but it's delicious.

**Hobbies, Sports or Favorite Games?** Randy and I are trivia fanatics. I also read every day, like to cook, and watch classic movies.

**Comment on your involvement in CMMA:** I've been a member of the Marketing Committee ever since Thelen joined the association, and I have worked with Harry on the Membership Committee. I'm looking forward to being more involved as a board member and seeing what I can do to help CMMA grow and develop.

What would CMMA members be surprised to learn about you? I'm pretty introverted but have learned to hide it well. I also have enough anxieties to use as a plot for an action movie!

## Did You Know?

On behalf of the welding program at Central Lakes College, Brainerd Campus, thank you (CMMA) for sponsoring the transportation to allow our students to attend the open house at Central McGowan in September. The experience provided over 40 students access to the latest innovations offered in the welding field. Timely educational seminars on safety and equipment selection will also be of benefit to the students as they enter the work force. We strive to provide a hands on learning environment with the latest technology and equipment available for the students to be successful. Central McGowan has been an integral part of our continued success.

*Michael A. Reeser, Instructor Central Lakes College Welding Program*

My name is Chad Edelman from Brainerd, MN. I am a student at CLC in welding. I enjoyed going to St. Cloud to the open house to learn about welding equipment. I learned a lot and enjoyed the demonstrations by the various vendors. I really enjoyed using Lincoln Electric's virtual trainer. Again, thank you for making the trip possible.

Hi, my name is Josh Zelinske. I am a student at Central Lakes College. I liked the safety demonstrations and being able to use some of the new technology provided by the vendors. I also enjoyed meeting people who are interested in the same field. Thank you.

My name is Jordan Hultgren from Pepin, WI. I am enrolled at Central Lakes College. I had a pleasure seeing all the new welding technology at the Central McGowan open house. I really enjoyed talking to the Lincoln and Miller salesmen because they taught us about the technology needed to weld. They even let us use the equipment and gave us pointers. Thank you for giving us this chance to see the new welding technology that will help us succeed.



CLC Welding Instructor Michael Reeser experiments with the Lincoln Virtex 360 virtual welding simulator at the Central McGowan open house in September.

## Did You Know?

The CMMA website contains a complete directory of all current members, with a number of search options offered. Search by company name, city, zip code, or capability/service to find the member you are looking for. To date, there are 105 companies listed.

[www.centralmnmanufacturing.com](http://www.centralmnmanufacturing.com)