

## BAMA Briefing

### Manufacturing Day 2015

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Manufacturing Day is a celebration of modern manufacturing meant to inspire the next generation of manufacturers. Each year, middle and high school students around the nation tour manufacturing facilities in their community on the first Friday in October in celebration of National Manufacturing Day.

This day has now grown into Manufacturing Month, celebrating and recognizing manufacturers and manufacturing careers during the entire month of October.

State, City and County officials recognize Manufacturing Month with proclamations during October. This recognition helps those elected officials find out what is made locally. Locally, proclamations were issued with Hillsborough and Pinellas counties as well as various cities around the bay.

This year, Congressman David Jolly recognized all that manufacturers do and spoke on the house floor about Manufacturing Day. [Watch the video here.](#)

Among the BAMA members who hosted tours were: American Tool & Mold; Bausch + Lomb; Beckwith Electric; BELAC, LLC; Cavaform; GA Foods; Hydro-Dyne Engineering; Jabil Circuit; Lockheed Martin, PP; Monin Gourmet Flavorings; Sign-Age of Tampa Bay; Southern Mfg Tech; Seaboard Mfg; Somatron Corp.; Sypris Electronics; Teco; and Ventel Plastics.

More information on Manufacturing Day can be found at [www.mfgday.com](http://www.mfgday.com). To find out how you can participate next year, [contact FLATE](#) or BAMA.

BAMA Board of Directors

- President: Cliff Csulik, Jabil Circuit
- Past President: Steve Meitzen, S.C.M Inc.
- Vice President: Rick Concotelli, Lockheed Martin Aeronautics
- Treasurer: Ann Paxton, PDR Certified Public Accountants
- Mike Brewster, Monin Gourmet Flavorings
- James Long, Sypris Electronics
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- Jeff Perkins, Seal Dynamics
- Dennis Piotrowski, BELAC, LLC.
- Dennis Stotts, Lewis, Longman & Walker, P.A.
- Rob Wallace, Environmental Engineering Consultant
- Dru Wilson, USI Insurance Services



*Jabil Circuit opened their doors to students from Dixie Hollins High School on Manufacturing Day.*



*Mfg Day Proclamation received at Hillsborough County Board of County Commissioners*

## Welcome new members!

Between Aug - Oct, we welcomed the following as new manufacturer members:

- ◆ Central Florida Box
- ◆ IC Intracom

## Board Spotlight: Mike Brewster

Although Mike Brewster hasn't been a BAMA Board member for a long time, he has made a significant impact in several areas. It seems that Mike is the first person to volunteer to help with curriculum at St. Pete College as well as serving on the Florida TRADE and Florida Advanced Manufacturing Workforce Leadership Council advisory committees.

As the 2015 winner of BAMA Emerging Leader award, Mike has proven in a short time that he is committed to helping grow BAMA and working to improve our programs, relationships and manufacturing in Tampa Bay.

Currently, Mike is the Vice President of Plant Operations for Monin Gourmet Flavorings in Clearwater, and since he began with Monin, they have seen rapid and continued growth. Mike says that the three things he likes most about working at Monin is working for a strong recognized brand; developing talent and seeing people advance into higher level positions and; driving continuous improvement through the use of lean applications and visual management tools.

He has been in food manufacturing since 1996 - Tampa Bay Co-Pack, Dunkin Donuts, Winn



Mike Brewster  
Monin Gourmet Flavorings

-Dixie, Jasper Products, Perry's Ice Cream - making a variety of food and drinks. Prior to that, Mike worked for companies that engineered and manufactured industrial wastewater and groundwater treatment systems.

Mike is a big supporter of BAMA and the opportunities that can be gained by belonging to an organization that helps its members. He articulates his support this way, "There is a lot of manufacturing in the Tampa Bay region. BAMA is committed to, number one, helping companies improve manufacturing operations by providing relevant content; two, aligning



Syrup Batcher Herman Dominguez (right) provides Mike with the morning syrup batching status update. Monin's pasteurizer is shown through the window.

[See Mike Brewster page 8](#)

## Events you don't want to miss!

### [The 12 C's For Team Building](#)

with Gil Pinney

Tuesday, Nov 10

11:30 AM - 1:00 PM

Pinellas Technical College

6100 - 154th Ave N., Clearwater

### [RoundTable Forum:](#)

### [Lean Strategic Planning](#)

Thursday, Nov 19

5:30 PM - 7:30 PM

Centre Club

123 S. Westshore Blvd., Tampa 33609

See these events and more at [www.bama-fl.org/calendar](http://www.bama-fl.org/calendar)



## BAMA Member Spotlight: Somatron Corporation

The Somatron Corporation has been a member of BAMA for almost three years. The company, founded in 1985 by Byron Eakin, is the leader in the Vibroacoustic Therapy field. Vibroacoustic Therapy is the sounds, music, and tones used to produce the vibrations that flow directly through the body. **It's like listening to music with your whole body.**

Vibroacoustic music therapy offers an energy-based, non-invasive and drug-free approach to health and wellness, basically an alternative way that has successfully treated thousands of people of all ages throughout the world. It was first developed in the 80s in Norway for severely disabled children. By playing music through large speakers pressed against a beanbag on which

the children were lying, the physical vibrations of sound could relax and stimulate the children.

Sound vibrations travel five times more efficiently through water than air, and since the human body is made up of over 70% of water, VAT has been proven to provide a highly efficient method for the deepest,

*See Somatron, page 4*

## RoundTable Forum: Lean Strategic Planning

Thursday, November 19

Registration begins at 5:30 PM

Location: Centre Club, 123 S. Westshore Blvd., Tampa

**BAMA's Manufacturers RoundTable Forums focus on areas of interest for area manufacturers and are designed to promote sharing of best practices to its members with a goal of improving our manufacturing business base.**

**As a follow up to our very successful summer RoundTable event, "Measure what matters: How to establish a Continuous Improvement Program that works", the next BAMA RoundTable event has been scheduled and is a direct result of participants feedback.**

**The second RoundTable Forum, "Developing an effective Lean strategy that works – a collaborative discussion", will be on Thursday, Nov 19 at the Centre Club in Tampa.**

This RoundTable event will provide participants insight on why having a Lean strategy is important, what works, what doesn't, how to keep your organization on track, etc. This event will provide BAMA members another opportunity to collaborate with other Manufacturing RoundTable participants to gain valuable insights that can be applied to their own business.

RoundTable Moderators will be: Jim Long, Vice President, Operations and Electronic Manufacturing Services for Sypris Electronics; and Bill Mazurek, Global Director of Continuous Improvement for CONMED Corporation.

These RoundTables are offered to facilitate discussion and determine specific focus areas of interest manufacturing members would like more support from BAMA; to provide a forum to discuss and share best practices within manufacturing members; to provide a forum to learn and provide resources to our membership to improve manufacturing competitiveness.



*Bill Mazurek talks about Best Practices at the Roundtable Discussion on July 30*

The Manufacturers RoundTable is another **example of BAMA's** ongoing efforts to expand the strength of Tampa Bay's manufacturing base.

Manufacturers may register for this event at [www.bama-fl.org/event-2051297](http://www.bama-fl.org/event-2051297). Questions may be directed to [becky@bama-fl.org](mailto:becky@bama-fl.org).

## Thank you BAMA Sponsors

Please remember these generous companies who help BAMA throughout the year with their Annual Corporate Sponsorship.

Clearwater Gas System  
[www.clearwatargas.com](http://www.clearwatargas.com)

Environmental Engineering  
Consultants, Inc.  
[www.eec-tampabay.com](http://www.eec-tampabay.com)

ISS Mechanical  
[www.issmechanical.com](http://www.issmechanical.com)

Lewis, Longman & Walker, P.A.  
[www.llw-law.com](http://www.llw-law.com)

Patterson · Pope  
[Patterson Pope](http://PattersonPope.com)

PDR Certified Public Accountants  
[www.pdr-cpa.com](http://www.pdr-cpa.com)

To find out more about how your company can be a sponsor of BAMA, please visit our website:  
[www.bama-fl.org/sponsors](http://www.bama-fl.org/sponsors)

## Happy Anniversary!

The following members celebrated anniversaries with BAMA during the third quarter of 2015:

### Five years:

- ◆ Southern Mfg Technologies

### One year:

- ◆ Hydro-Dyne Engineering, Inc.
- ◆ Farmer Mold & Machine Works
- ◆ Beckwith Electric
- ◆ SupplyOne Company
- ◆ EEI Manufacturing Services
- ◆ Kimball Electronics

## Somatron

*Continued from page 3*

cellular level body stimulation. This therapeutic stimulation can help the body to relax and heal more efficiently. All the Somatron products use speakers inside of them.

**As the world's most widely used** and recommended music vibration equipment, Somatron products are widely used in hospitals, universities, private and government facilities and community living centers, including the Walter Reed Army Medical center, the U.S. Air Force, the Bethesda Naval Medical Center and the National Institutes of Health. Post-Traumatic Stress victims have also been seen to benefit considerably after using Somatron equipment. Special needs schools are finding Somatron soft furniture to be an effective calming and relaxing tool, reducing stereotypical behaviors, aggression and self injury; as well as improving the quality of life of those suffering age related dementia.

Somatron manufactures 24 products and six types of Therapy Music CDs. [A photo from Manufacturing Day can be seen on page 6.](#) Somatron products include pillows, wedges, mats, cushions, chairs, recliners, massage tables, enclosures and they ship products all over the world.

**"Our wish is to inspire a new generation of manufacturers; you can have an idea or an invention like Byron Eakin did and turn it into something small or something big,"** said Somatron CEO Kim Britt. She can be reached at [kim@somatron.com](mailto:kim@somatron.com).

Somatron is located at 9401 North 14th Street in Tampa. Find out more about Somatron at [www.somatron.com](http://www.somatron.com).



## Wear your BAMA support proudly!

BAMA shirts are now for sale and can be purchased at events, by emailing [becky@bama-fl.org](mailto:becky@bama-fl.org), or by filling out the form on the website\*.

Specifics are as follows:

### Men's \$35

Sport-Tek Black  
Nike Golf Royal Blue

### Women's \$30

Port Authority Raspberry  
Nike Golf Royal Blue

*We also have backpacks for \$50*

[www.bama-fl.org/shirts](http://www.bama-fl.org/shirts)

*Shipping charges may apply*



## Do your employees need training or certifications?

*Here are some people who can help*

### Supply Chain

New classes begin in January!  
Marta Przyborowski, St. Pete College  
Contact: [przyborowski.marta@spcollege.edu](mailto:przyborowski.marta@spcollege.edu)

### Manufacturing

[A flyer on Spring courses can be found here](#)  
Jill Flansburg, St. Pete College,  
Contact: [Flansburg.Jill@spcollege.edu](mailto:Flansburg.Jill@spcollege.edu)

### Manufacturing

Kirsten Miller, Hillsborough Community College  
Contact: [kmiller18@hccfl.edu](mailto:kmiller18@hccfl.edu)



## To Export or Not To Export?

*That is the question for BAMA Members*

According to the International Trade Administration, 95 percent of consumers live outside of U.S. borders. Therefore, by exporting, a company can maximize their sales potential. Think of it this way. If your company is not exporting, then you are missing out on 95 percent of potential sales.

A manufacturer of heat seal presses in Hardee County doubled their income in one year after their international expansion and continue to grow their sales revenue in foreign markets. While a manufacturer of external catheters in Pinellas County, came back from their first overseas tradeshow with more than 65 leads.

These are just two examples of local manufacturers who are successfully maximizing their sales potential by going global. International expansion does not happen overnight and companies need to fully commit to the process which could take up to a year of planning. Although this may seem overwhelming, the results are well worth it. The U.S. Department of Commerce reports that, on average, companies that export grow 15 percent faster, pay 15 percent higher wages and are 12 percent more profitable than those that do not export.

In addition to greater profits, companies that export, find new customers overseas for outdated technology products, seasonal products or experience a slow-down in domestic sales. Custom Manufacturing and Engineering, manufacturer of electrical products in Pinellas County is doing just that. With decreasing government sales, they are looking at increasing their sales by entering international markets.

The Florida SBDC at USF, together with Enterprise Florida and U.S. Commercial Services can help manufacturers become export ready, identify potential markets for their products and enter those markets, successfully. Exports support over 275,000 jobs in Florida, contributing to Florida's economic development. As more companies begin exporting, they will need to hire employees and expand their facilities to meet increased demand from international sales.

Contact: Selma Canas, International Trade Specialist Florida SBDC at University of South Florida - [selmacanas@usf.edu](mailto:selmacanas@usf.edu)

## Interns?

Do you have a place in your facility for an intern, apprentice or a job shadow program? If yes, or if you already have one in place, I'd like to hear about it.

**If you'd like to start one but not sure how, I will be happy to connect you with someone who can help.**

If you have a program that is successful, contact [Becky](#) with the details - you could be a featured in an upcoming newsletter.

## Florida SBDC at University of South Florida

The Florida Small Business Development Center (SBDC) at University of South Florida, assists existing and emerging businesses in 10 Tampa Bay counties, through no-cost confidential business consulting, information, and low-cost training.

Whether starting, buying, growing or selling a business, Florida SBDC at USF consultants can assist entrepreneurs in a variety of business areas, including: marketing, business certification, capital access, market diversification, developing strategic business plans, export services, and web optimization.

For more information, contact: Stacey Pierce, Muma College of Business, 813.905.5819 or [staceyp1@usf.edu](mailto:staceyp1@usf.edu).

## Job Openings?

Did you know you can post manufacturing jobs on the BAMA website?

To post a job, log into the BAMA website (located on the bottom of the home page) and go to [bama-fl.org/jobpostings](http://bama-fl.org/jobpostings). If you are unable to log in, [send the job to Becky](#).

The jobs you post are not only viewable to the public, they are shared with the local colleges.

If the job has any specific certifications or criteria; or if you give hiring preferences to individuals with certifications, please state that along with the contact person or how someone can apply for the job.

There is no cost for this service.

## DRIVE TO 1000!

The FL TRADE Consortium has launched a state-wide campaign to place 1000 FL TRADE students into manufacturing jobs by April 1st, 2016.

Track our progress as we

*DRIVE TO 1000!*



[www.fltrade.org](http://www.fltrade.org)

# Manufacturing Day - October 2, 2015

Manufacturing Job Openings?

Send them via email to [becky@bama-fl.org](mailto:becky@bama-fl.org)

*Be sure to include any certifications desired for the job*



*Students from Greco Middle School try out the products at Somatron in Tampa.*



*Students from Stewart Middle School pose for a photo after their tour of Sypris Electronics.*



*Mike Curran, CEO at Ven-Tel Plastics in Largo, explains their 3-D printer to students from Osceola Middle School in Largo.*



## STEM News



Trinity Robotics teams 6430 (left to right): Braeden Adams, RJ Walters, Cade Walters, Maddie Jones, Sean Carr and Addie Adams

Trinity Dragons, VEX team 6430, participated with 33 other south Florida teams in the Ransom Everglades VEX State Qualifier Tournament. After the qualifying rounds, their robots, 6430A and 6430B, were ranked First and Second for the tourney. In the finals, team 6430A competed against 6430B and XXX as the tournament champion. As well, 6430A won the overall Programming Skills and 6430B won the overall Driver Skills for the day.

There are 9500 middle and high school teams worldwide. The skills scores for the day placed them 1st and 3rd in the World for Driver and 1st and 8th for Programming. These rankings are fluid as tournaments are played around the world throughout the year. At the end of March, the top 30 driver and top 30 programming skills are invited to the World Tournament. If you have questions, you can contact their coach, Raymond Carr at [occammd@mac.com](mailto:occammd@mac.com).

## BAMA Scholarship and STEM News

Do you know of someone who is in a manufacturing related course of study at a local technical or community college in Tampa Bay? Have them apply for the BAMA scholarship.

Each year, BAMA awards a scholarship to a deserving student to use towards his or her education. The BAMA scholarship is awarded in March 2016, and has increased to \$1,500 this year.

BAMA also offers scholarships through the Education Foundations in Hillsborough and Pinellas counties.

More information can be found on our website: [www.bama-fl.org/scholarships](http://www.bama-fl.org/scholarships).

2016 is quickly approaching and in February, BAMA will once again be awarding spe-

cial awards at the Pinellas and Hillsborough science fairs. If you know of a student thinking of his or her next science project, encourage them to design and research a project that is applicable to manufacturing. They could be awarded one of the BAMA prizes and be featured at our Annual Awards Dinner in June!

Have news to share?  
Email: Becky Burton at [becky@bama-fl.org](mailto:becky@bama-fl.org)

Looking for something specific on the website but **can't find it?**

Use our *site search feature* located on the upper right-hand corner of the home page, or view the site map page:

[www.bama-fl.org/site-map](http://www.bama-fl.org/site-map)

*Mike Brewster continued from page 2*

educational institutions and regulatory agencies with manufacturers; and three, sharing best practices between organizations. BAMA provides great opportunities to network with colleagues involved directly and **indirectly in the region's manufacturing industry.**"

Interesting facts and good conversations starters next time you talk to Mike: he authored or co-authored 22 publications; patented 3 inventions; presented 4 topics for the American Chemical Society Speaker Service and spoke at Dunkin Donuts' 2008 NYC Donut Production Summit.

Monin is nominated again this year for MAF Manufacturer of the Year award to be announced at the MAF Annual Summit on Nov. 5 in West Palm Beach.

### CareerSource Offers Lean Courses

CareerSource Pinellas and CareerSource Tampa Bay understand the importance for employee training and skill upgrades. Innovation and technological advances are rapidly transforming U.S. manufacturing.

Their Lean Six Sigma series of courses are not just training your staff but directs them towards projects that provide real measurable returns. They provide training classes at locations in St. Petersburg and Tampa or on-site.

To find out more, contact: Judi Dorcy at 813-397-2045 or [dorcyj@careersourcetampabay.com](mailto:dorcyj@careersourcetampabay.com)



[@bamafla](https://twitter.com/bamafla)

## BAMA MEMBER NEWS

Needing to expand for continued growth, LogoHQ Promotional Products, LLC, has more than doubled their space to 28,000 sq. ft. by moving into a new state of the art facility located near I275 and Roosevelt Road. The company embroiders and screens high quality logos and graphics for companies and organizations alike, and is **one of Florida's largest distributors** of branded promotional products. LogoHQ will complete their 2500 sq. ft. showroom and will host a Grand Opening in January 2016. [mylogohq.com/](http://mylogohq.com/)

Baymar Solutions, a leader in product development, commercialization, and contract manufacturing, has recently launched a CNC Machine Shop to further serve its customers. They added a large 3-axis CNC and 4<sup>th</sup>-axis indexer that utilizes a 40 x 20 x 20-inch work space, in addition to a manual mill and lathe. President and CEO, Andrew McCutchen **said, "Demand for prototype and production parts has been so high that we will be adding an additional**

CNC mill and lathe in the coming months. One of the reasons customers love coming to us is for the additional value we add with our engineering group and manufacturing experience. We can make suggestions and implement changes for your team which, in turn, allows them **to stay focused.**" For more information, visit [bay-mar.co](http://bay-mar.co).

METTLER TOLEDO Safeline, a division of Mettler-Toledo International, doubled their plant size in 2011 and last month expanded again to now also residing at 6001 Benjamin Road, Tampa. Safeline has been located at 6005 Benjamin Rd since the late 1990s where they manufacture, sell and service metal detection and x-ray inspection systems used in food, pharmaceutical and many other production facilities. Learn more about METTLER TOLEDO at [www.mt.com](http://www.mt.com) and visit [www.mt.com/jobs](http://www.mt.com/jobs) to view job openings for production positions (welders, machinists, mechanical and assemblers).

To submit an article for the BAMA Briefing, email [becky@bama-fl.org](mailto:becky@bama-fl.org)



[www.bama-fl.org](http://www.bama-fl.org)