

HELPING MANUFACTURERS *GROW*



Canadian
Manufacturers &
Exporters

ABOUT CME

At CME Manitoba, our mission is to help manufacturers grow. We strive to ensure that the needs of manufacturers are addressed through a range of resources. We do everything we can to strengthen Manitoba's manufacturing and exporting community, because we are in this together.

The benefits of membership are endless. We'll help you navigate the complexities of international trade, understand how to select the right technology, innovate to improve your bottom line and learn how to minimize waste within your organization.

LEADERSHIP & EXECUTIVE SUPPORT

- » **Executive Councils (MECs, EECs and SEMs)**
An exclusive group of business owners and senior executives from non-competing manufacturing companies who share ideas, learn from each other's experience and solve problems through peer-group mentoring. Members exchange advice and discuss related experiences in a discreet environment.
- » **Executive Advisory Support**
CME provides manufacturing executives with much-needed trusted advisors; allowing them to make decisions about markets, technology, productivity, human resources, product development, safety and more in a holistic, integrated manner.

TRADE & BUSINESS DEVELOPMENT

- » **Advice on Sales, Marketing and Business Development**
Coaching, strategic insight and connections to suppliers, prospective business partners and local and national resources – all with an eye to helping members make the right technology choices.
- » **Trade Summit**
The premier, annual trade event supporting SMEs in Manitoba. The Trade Summit provides opportunities to learn from other manufacturers and create connections to resources that are available within the industry.
- » **National Support**
National programs can connect businesses to qualified global opportunities, facilitate international partnerships and provide manufacturers and exporters with a steady and reliable stream of current foreign market intelligence.

ADVANCED MANUFACTURING & INNOVATION

- » **Advice on Technology Solutions and Best Practices**
Coaching, strategic insight and connections to suppliers, prospective business partners and local and national resources – all with an eye to helping members make the right technology choices.
- » **Advanced Manufacturing Network & Canada Makes**
CME led coalition for advancing manufacturing. Focused on maintaining awareness and connecting manufacturers to gain insight on best practices, increase skill development and provide research related to Industry 4.0.

ADVOCACY & INTELLIGENCE

- » **Advocacy for Manufacturers, Including Local and National Initiatives**
CME ensures manufacturing interests are firmly on the radar of government, education and the community at large. Behind-the-scenes work on policies and regulations that matter create a powerful presence with access to all levels of legislators and government representatives.
- » **Ground Level Support**
CME's holistic approach to increasing the growth of Manitoba manufacturing adjusts to suit the unique set of challenges that arise for individual companies. By utilizing or participating on any of CME's committees, such as Energy & Environment, Tax or HR, CME can offer solutions based on individual company needs.
- » **Industry & Economic Analysis**
Insight and intelligence on the issues that matter to manufacturers, which in turn allows CME to make the case to government on key issues that matter to manufacturing.
- » **Deputy Ministers' Dinner**
An annual event allowing members to share opportunities and issues affecting manufacturers with key influencers who advise and shape policy.

NETWORKING

From workshops and programs to conferences and industry tours, CME provides opportunities to meet business leaders, share best practices and generate new business. CME's Signature Events include:

- » **Dare to Compete Conference**
- » **CME Gala Awards Dinner & Manufacturers Hall of Fame**
- » **LEAN Kaizen Conference**
- » **Annual General Meeting**
- » **Made Safe Summit**
- » **Manufacturing Industry Golf Tournament**
- » **Southern Manitoba Manufacturers Summit**
- » **Deputy Ministers' Dinner**
- » **Trade Summit**

CME also hosts other special events throughout the year such as industry awareness workshops, roundtable sessions and more.

Every company is different, with its own unique set of challenges. We provide the training, best practices and one-on-one advice to meet your specific needs and take your operation to the next level.



LEAN & PRODUCTIVITY

» **Lean Certification Training**

LEAN 101 through LEAN Level III (Blackbelt): Four, graduated modules, ranging from an introduction to LEAN concepts, terms and tools to advanced guidance on how to develop a LEAN strategy and culture, taught through study and practical application.

» **Training Within Industry (TWI)**

Leverage the role of the supervisor to reduce training time, improve quality, productivity, morale and establish standard work. Leaders engage employees in a culture that embraces continuous improvement and teamwork.

» **LEAN Consortia**

Leveraged-learning networks help businesses accelerate productivity improvements through shared learning, knowledge and expertise. CME facilitates industry driven discussions on best practices, problem solving and business challenges.

» **LEAN Coaching**

LEAN Assessments, Strategy Deployment and Kaizen Blitzes: Powerful tools to engage management, involve employees and accelerate improvements as part of a LEAN plan.

» **Best Practice Tour**

Visit local companies and see what others are doing to increase productivity, quality and customer service.

» **LEAN Sessions, Seminars and Workshops**

Throughout the year, CME offers a series of workshops and targeted courses dedicated to key aspects of LEAN. Workshops feature internationally-renown speakers, case studies and interactive Q&As

HUMAN RESOURCES & SKILLS DEVELOPMENT

» **Leadership Development Program**

Providing front-line leaders with skills to engage people, involve everyone in continuous improvement, coach employees and create a committed workforce to achieve business goals. This program includes a mentorship element to ensure companies can create a high-performance culture.

» **HR Solutions**

Assists companies with basic HR practices and provide strategic advice on HR solutions. CME can also provide companies with connections for improving HR.

» **Human Resources Networking Groups**

Active at different levels – from operational to strategic – members explore current topics, Labour Market Information, policies and trends as well as benefits from CME.

FUTURE WORKFORCE

CME strives to provide Manitoba youth the opportunity to discover their capabilities beyond the high school walls; your time is all that is required. It is CME's mission to develop a future workforce that strives to innovate, think critically and work to continuously improve the environments around them, both in manufacturing and in the community.

» **Career Discovery**

Introduces students to workplace technologies and high-demand careers available in the modern world of manufacturing.

» **Youth in Manufacturing**

Students tour local industry and RRC to learn about the manufacturing processes to explore potential careers.

» **Edge Factor**

Empowers communities to tackle the national skills gap challenge with groundbreaking workforce development strategies, turnkey resources and quantifiable results. Edge Factor merges cinematic storytelling with interactive resources to bridge the gap between businesses and education.

» **LEAN 101**

This one-day 'hands-on' 'learning by doing' style of workshop introduces the LEAN concepts of customer focus, information and material flow as well as waste elimination.

» **Advanced Manufacturing Tours for Educators**

Educators and Administrators tour local manufacturing plants and Post-Secondary institutions to gain an understating of the advanced manufacturing environment, processes and career opportunities.

SAFETY (MADE SAFE)

A CME Manitoba initiative, Made Safe is the industry-based safety program (IBSP) for manufacturing in Manitoba. Made Safe delivers professional safety services as the go-to resource for the manufacturing industry, enabling safe, productive, cost-effective work environments. Made Safe is led by a Safety Advisory Council made up from a broad cross-section of manufacturers.

» **Training**

Access more than 30 safety courses that meet or exceed legislation and standards, delivered regionally or at your workplace.

» **Consulting Services**

Safety management system auditing, noise level, air quality and respirator fit testing, ergonomic assessments, safety assessments, reports and more.

» **SAFE Work Certification**

Made Safe is a certifying partner for the SAFE Work standard, helping manufacturers achieve certification, resulting in a 15 per cent reduction in WCB fees.

» **Best Practices & Networking**

From quarterly meetings to conferences and more, CME and Made Safe provide extensive opportunities to share best practices and network with peers.



WE'RE HERE TO HELP. LET'S TALK!

CME supports Manitoba manufacturers through our programs, services, advocacy and events. CME provides training (LEAN, safety, leadership, etc.), best practices, and one-on-one advice that help manufacturers grow. CME's holistic approach to increasing the growth of Manitoba manufacturing adjusts to suit the unique set of challenges that arise for individual companies.

Contact CME today for more information on how we can help your business grow!

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