



The Many Faces of Manufacturing

FLATHEAD MANUFACTURING MONTH

Celebrating products created in the
Flathead and the people who make them

KALISPELL KALISPELL

Chamber of Commerce
Convention & Visitor Bureau

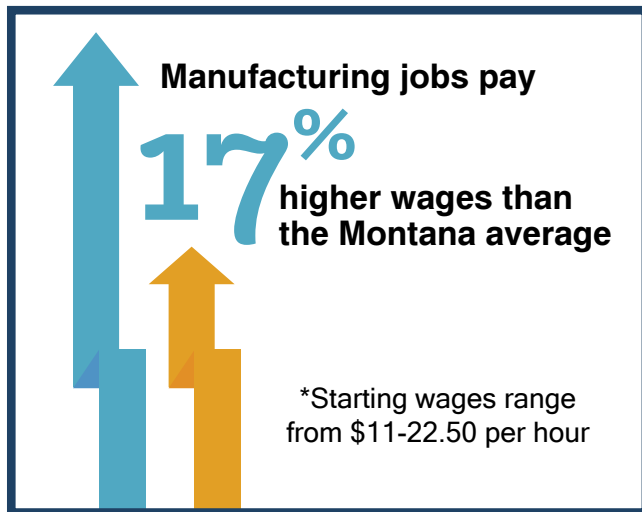
Manufacturers Alliance

SEPTEMBER - NOVEMBER 2018

Manufacturing continues to be a major contributor to the Flathead, representing the largest basic industry earnings sector in our local economy, and paying an average of \$140 million in wages each year. In years past, this industry was dominated by powerhouses in timber, semiconductor, and aluminum manufacturing, but recently, it's been smaller manufacturers that have been rapidly on the rise. The Flathead is now home to over 500 unique manufacturing companies representing machined products, communication equipment, firearms, food and beverage, pharmaceuticals, energy, and more.



This year, we'd like to invite you to celebrate the breadth and quality of products made right here in the Flathead Valley during Flathead Manufacturing Month, our series of events that sprouted from National Manufacturing Day, the first Friday in October. We hope you use this program as a chance to learn about what's made here, how Montana fits into the national manufacturing stage, and what high-quality, high-paying jobs are available right here, right now.



3 million new jobs in manufacturing available nationally by 2025

Approx. 2 million unfilled

Unless a stronger focus is put on developing a skilled workforce.

Flathead Manufacturing Month is presented by:

TITLE SPONSORS:



Rocky Mountain Bank



Weyerhaeuser



GOLD SPONSORS:

Applied Materials, Defiance Machine, Daily Inter Lake

SILVER SPONSORS:

Glacier Precast Concrete

BRONZE SPONSORS:

F.H. Stoltze Land and Lumber

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Calendar Of EVENTS

MONDAY, OCTOBER 1

2:00pm - CEI Converting Equipment International

TUESDAY, OCTOBER 2

10:00am - Bio-Energy Systems
11:30am - Northern Plastics, Inc.
2:00pm - Whitefish Handcrafted Spirits
3:30pm - Flathead Lake Brewing Company

WEDNESDAY, OCTOBER 3

9:00am - Weyerhaeuser
10:30am - Weyerhaeuser
2:00pm - Wrap Hive
4:00pm - Daily Inter Lake

THURSDAY, OCTOBER 4

9:30am - Defiance Machine
11:00am - Kalispell Creamery
2:00pm - Kalispell Brewing Company
3:30pm - Thompson Precision
5:00pm - Glacier Sun Winery/Rough Cut Hard Cider

FRIDAY, OCTOBER 5

9:00am - PROOF Research
11:00am - Glacier Distilling Company
12:30pm - Applied Materials - Birch Grove
2:00pm - Glacier Pre-Cast Concrete
3:30pm - Nomad Global Communications Solutions

TUESDAY, OCTOBER 9

5:00 – 6:30pm - UNWIND with US Optics & LC Staffing

THURSDAY, OCTOBER 18

8:00 – 5:00pm - S.T.E.P. Up Your Classroom Seminar
Open to public, private and homeschool teachers and counselors (see pg 9)

8:30 – 10:00am - Thinking Thursday: Employer Branding For Future Employees
Hosted at the Kalispell Chamber of Commerce

FRIDAY, OCTOBER 25

12:30 - 4:30pm - Flathead Timber Tour: Weyerhaeuser and F.H Stoltze Land & Lumber
Busses Depart from the Kalispell Chamber of Commerce

THUR-FRI, NOVEMBER 8-9

Montana Manufacturing Summit

**HURRY, SPACE
IS LIMITED!**

Some tours will not accept walk-ins! Sign up for the tours ahead of time by registering at www.kalispellchamber.com or by calling the Kalispell Chamber of Commerce at (406) 758-2803

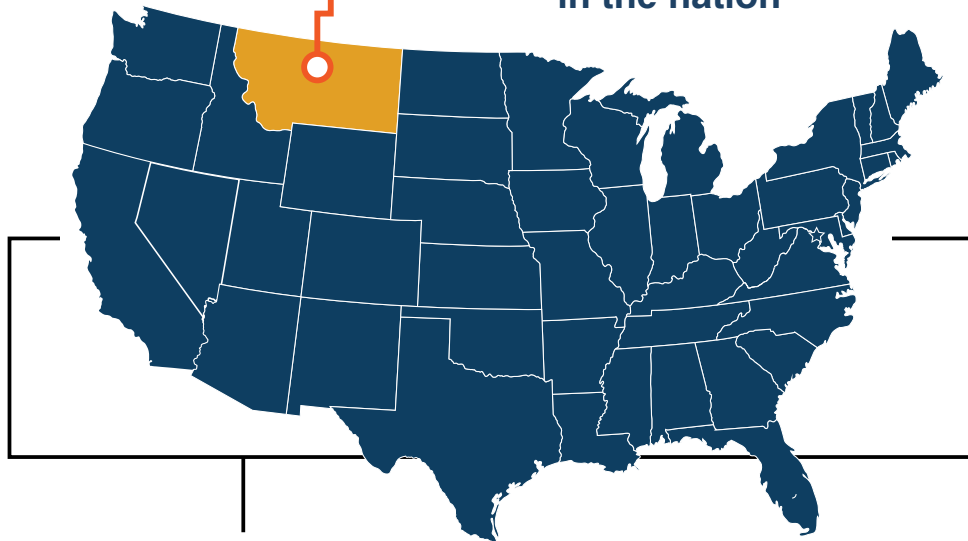


Manufacturing **STATS**

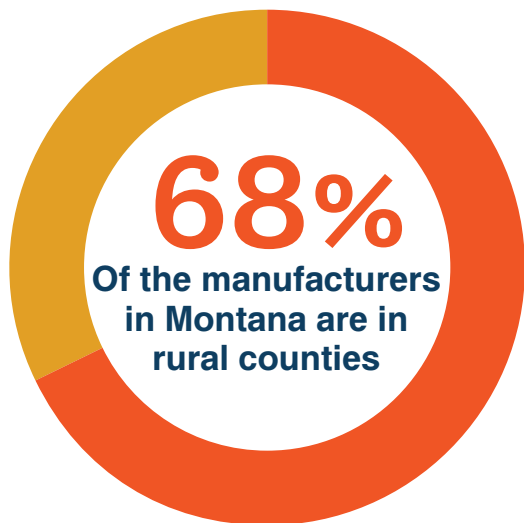


#1

5 years in a row, Montana has been ranked as the most entrepreneurial state in the nation



There will be an estimated 3 million manufacturing jobs available within the next few years across the country



For every \$1 spent in manufacturing, another \$1.89 is added to the Montana economy

Kinds of manufacturing in the Flathead



Food & Beverage



Firearms



Building Materials



Communications



Pharmaceuticals



Electronics



Machinery



Medical Devices



High-Tech



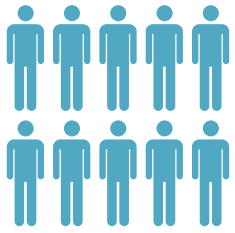
Printing



Energy



Aerospace



< 81%

Of the manufacturers in Montana have less than 10 employees

1995
In Montana



1,500 Manufacturers
22,500 Employees

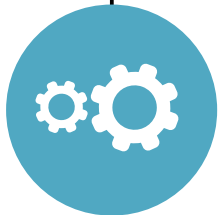
3,200 Manufacturers
24,000 Employees



2017
In Montana

#3

Flathead County is the third largest manufacturing county in Montana with just over 500 manufacturing companies



1,250 manufacturing firms contribute \$3.62 billion to the economy annually (That's 7.9% of the total output in the state)



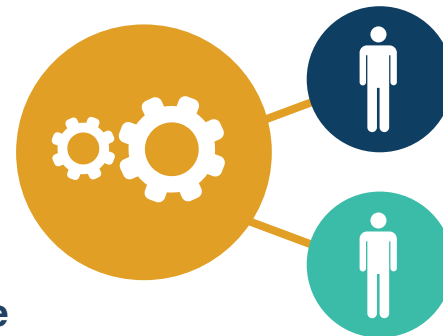
Manufacturing currently accounts for

27.6%

of Montana's gross product, up from 25.8 percent in 1997

55%

Of the manufacturers in Montana have been in business for less than 20 years



In Montana,
2.58

additional jobs are created for each manufacturing job

16%

Of the manufacturers in Montana have been in business for less than 5 years



Manufacturing TOURS



OCTOBER 1

CEI CONVERTING EQUIPMENT INTERNATIONAL

5355 US Hwy 2 W, Columbia Falls · Monday, October 1, 2:00pm



Converting Equipment International's mission is to manufacture the highest quality equipment in the converting industry through innovation, collaboration, and integrity. Located at the gateway to Glacier National Park in Montana, CEI proudly manufactures inspector-slit-ter-rewinders for the narrow-web printing and packaging industries, sold worldwide. CEI also builds other high-speed equipment, including commercial die-cutters, laminators, digital finishers, and cutting-edge digital hybrid presses. Their dependable customized machines are all individually made per each client's specific requirement. During this tour, CEI will cover their manufacturing process from concept through delivery, including: engineering, the machine shop, inventory control, assembly, and testing.

OCTOBER 2

BIO-ENERGY SYSTEMS

105 Bando Lane, Kalispell · Tuesday, October 2, 10:00am



Ever wonder how your vitamins are manufactured? On this tour, learn how the raw materials that are used in your supplements are sourced, tested, put into capsules, bottled, and packaged for shipping. Bio-Energy Systems is a contract manufacturer and packager of natural supplements, specializing in the use of probiotics and enzymes, formulation, raw-material procurement, product enhancement, and turn-key private label products. This tour is limited to the first 10 people who register. Please wear closed-toe shoes and long hair pulled back.

NORTHERN PLASTICS, INC.

1943 MT HWY 35, Kalispell · Tuesday, October 2, 11:30am

On this tour, get out onto the shop floor and see up-close how injection molding machines work, turning beads of plastic into the consistency of toothpaste, and then eventually into one of the dozens of products Northern Plastics ships across the country. Established in 1992, Northern Plastics makes everything from bear-proof food barrels to water and man-hole covers for clients across the nation. Plastic injection molding provides a low-cost, lightweight alternative to products previously made of heavy metal.

WHITEFISH HANDCRAFTED SPIRITS

2134 US HWY 2 East, Kalispell · Tuesday, October 2, 2:00pm



Visitors to Whitefish Handcrafted Spirits will be able to see the entire distilling process of the valley's finest spirits, seeing the smaller still in action as well as the larger stills and other pieces of equipment up and running. Take a chance to taste the hearts of the spirits as they make their way through the fermentation process from start to finish before spending time in Whitefish Handcrafted Spirits' new, comfortable old-timey tasting room.

FLATHEAD LAKE BREWING COMPANY

116 Holt Drive, Bigfork · Tuesday, October 2, 3:30pm



The Flathead Lake Brewing Company started in 2004 in Woods Bay. Naming the brewery wasn't hard as FLBC overlooks the shores of the largest freshwater lake in the West – and most would argue the most beautiful. By 2015 a second brewing facility opened and began production in Bigfork. FLBC strives for high quality beer with the least amount of environmental impact. They have built their modern facility with reused materials, solar energy, and waste collection systems, and recently, FLBC was awarded the 2018 Sustainabrew Award and received third place in the nationwide Brews from the Sun competition to crown America's favorite solar brewery! On this tour, Brewing Operations Manager, David Brendgard, will lead visitors through FLBC's state-of-the-art facility and detail the sustainable and environmentally friendly aspects of the system.

OCTOBER 3

WEYERHAEUSER

75 Sunset Drive, Kalispell · Wednesday, October 3, 9:00 & 10:30am



Visitors will tour both the Plywood and Lumber plants, which showcase unique products with exceptional aesthetic qualities and Weyerhaeuser's dedicated workforce. Mainly Douglas fir and Western larch are used at Weyerhaeuser due to their ability to produce fine grain and smooth faces. This Kalispell plant manufactures plywood products to various grades, dimensions, and performance standards appropriate for a wide range of customer end-uses, while the lumber plant manufactures solid sawn studs, available in various lengths to domestic markets coast-to-coast. Each tour is limited to the first 20 registrations.

WRAP HIVE

2 9th Avenue West, Kalispell • Wednesday, October 3, 2:00pm



Wrap Hive specializes in the design, production, and installation of vehicle wraps and vinyl graphics. Starting from their initial design stages, they work with clients to create a variety of options for the perfect wrap design to fit various goals and budgets. They have seen and wrapped everything imaginable, including exotic cars, trucks, semi-trucks, boats, trailers, ATVs, snowmobiles, floors, windows, walls, signs, banners, utility boxes, elevators, baggage claims, brick walls and more. Wrap Hive can transform nearly any surface into an advertisement or work of art.

DAILY INTER LAKE

272 East Idaho Street, Kalispell • Wednesday, October 3, 4:00pm

DAILY INTER LAKE

For nearly 130 years, the Daily Inter Lake has been Northwest Montana's local news source.

The Inter Lake publishes 365 days a year, which means every day is a new manufacturing cycle. To get that job done and piece the "puzzle" together, the Inter Lake employs more than 60 full time employees, while countless subcontractors work tirelessly through the night from the Canadian border to Lake County and the Idaho border to the Continental Divide. All of this ensures print subscribers get the paper by 6:30am and online subscribers and social followers get up-to-date information on connected and mobile devices! Also serving as a commercial printing operation, the production team handles numerous monthly print jobs. During this tour, see the large printing press in action, and hear how each department works together to produce what some in the industry describe as the daily miracle.

OCTOBER 4

DEFIANCE MACHINE

3881 MT HWY 40 W, Columbia Falls • Thursday, October 4, 9:30am



Defiance Machine is a firearms manufacturer that has a worldwide reputation for visionary design and precision manufacturing. Step out onto the shop floor to see where the nation's first-choice rifle actions are made. You'll be able to see the entire manufacturing process from start to finish, look inside top-of-the-line CNC machines as they work, and learn how bolt actions are tested for complete accuracy. Tour limited to 25 people. All participants must be a US citizen with official ID, have no criminal convictions, and must complete a non-disclosure agreement prior to the tour.

KALISPELL KREAMERY

480 Lost Creek Drive, Kalispell • Thursday, October 4, 11:00am



Kalispell Creamery and Headstrom Dairy produce, process, bottle, and distribute all-natural cream-on-top milk through-

out Montana. By practicing sound animal husbandry, maintaining high-quality milk practices, and using a variety of marketing techniques, Kalispell Creamery continues to provide completely natural dairy products that include cream-on-top, whole, reduced fat, and skim milk, in addition to half-and-half, heavy cream, and delicious yogurt. Starting at the source, visitors will have the opportunity to walk through the process that Kalispell Creamery milk takes, all the way from the cow to the shelf, and as a bonus, everyone will have the opportunity to sample milk and some of Kalispell Creamery's famous yogurt. Please remember this is a working farm, so wear closed-toe shoes and dress for the weather.

KALISPELL BREWING COMPANY

412 South Main Street, Kalispell • Thursday, October 4, 2:00pm



Open and operating since 2014, Kalispell Brewing Company was the first craft brewery in Downtown Kalispell since the 1960's! During this tour, you'll get out on Kalispell Brewing's production floor and see all of the brewing equipment in action, in addition to an overview of the entire brewing process, KBC's history, and operations.

THOMPSON PRECISION

1855 Whitefish Stage Road, Kalispell • Thursday, October 4, 3:30



Thompson Precision is a world-class AS9100 certified machining and fabrication job shop manufacturer, whose goal is to make parts faster, better, and cheaper for the most demanding customer challenges. From computer chips to aircraft parts, and experience in the aerospace, agriculture, construction, food, firearms, medical, petrochemical, and semiconductor industries, Thompson Precision can adapt and change to meet a variety of customer needs without compromising quality. On this tour, visitors will have a chance to take an in-depth look at Thompson Precision's entire manufacturing process and learn how the Montana-based company creates custom products for customers across the globe.

GLACIER SUN WINERY/ROUGH CUT HARD CIDER

3250 US HWY 2 East, Kalispell • Thursday, October 4, 5:00pm



Get an inside look at Glacier Sun Winery and the brand new Rough Cut Hard Cider facility. This tour will include an overview of the wine and cider making processes, provide opportunities to explore the equipment used to crush grapes, to bottle wine, and you can also try several samples! Glacier Sun Winery has been established in the Flathead since 2011 and recently partnered with Rough Cut Hard Cider, which has been making cider since 2015. Must be 21 or over to sample.

OCTOBER 5

PROOF RESEARCH

10 Western Village Lane, Columbia Falls · Friday, October 5, 9:00am



PROOF Research is a science-based company that has brought together the finest minds, experience, and innovations in the industry to produce game-changing stainless steel rifle barrels, carbon fiber barrels, and complete rifle systems that are more durable and accurate than anything on the market. Step inside PROOF's manufacturing facility to see the entire process of making barrels, carbon fiber stocks, and complete rifles before visiting their 100-meter indoor test facility. This tour is limited to the first 25 registrations. Each participant must be a US citizen with official ID, and must complete a non-disclosure agreement prior to the tour. Closed-toe shoes are required, no photography.

GLACIER DISTILLING COMPANY

10237 US HWY 2 East, Coram · Friday, October 5, 11:00am



From grains to glass, learn what it takes to make small-batch whiskey from mashing to fermentation to distillation, barreling, aging, proofing, and bottling (and drinking!). Be part of a discussion of the processes and challenges of making 20+ different distilled spirit products in a small space and the importance of having both flexible processes and standard procedures. All ages may attend, must be 21+ to taste.

APPLIED MATERIALS - BIRCH GROVE

3850 US HWY 2 East, Kalispell · Friday, October 5, 12:30pm



Birch Grove, part of the Applied Materials PPC Business Unit in Kalispell, is a 75,000 square-foot fabrication facility that employs 130 individuals over multiple shifts and has over 60 CNC machines. Manufacturing capabilities include CNC laser cutting, bending of heavy gauge sheet metal, powder coating, CNC machining and metal/plastic welding. It provides engineered build-to-print components for the fast-paced, high precision semiconductor industry. To support the demand of Applied Materials' R&D and production needs, Birch Grove provides predictable delivery, compressed lead times, high quality at lower costs, and intellectual property protection. It also works with the global supply chain to determine vendor sourcing and improve manufacturability of designs. Please wear closed-toe shoes. All visitors will be required to sign in prior to the tour.

GLACIER PRECAST CONCRETE

175 Alder Drive, Kalispell · Friday, October 5, 2:00pm



Glacier Precast Concrete produces a wide variety of poured concrete products ranging from architectural projects, homes, utility buildings, noise walls, well houses, water tanks and more. During this tour, Glacier Precast will be manufacturing man-holes for the Kalispell Westside Interceptor Project, box culverts for Glacier National Park, buildings for Hot Springs and Jordan, and a residence for a customer in Somers. Watch Glacier Precast's extensive manufacturing process, including batching their own concrete, quality control testing, and pouring day-to-day molds during the tour. Limit 35 people, closed-toe shoes required. Please dress for the weather, as a portion of this tour is outside.

NOMAD GLOBAL COMMUNICATION SOLUTIONS

5414 US HWY 2, Columbia Falls · Friday, October 5, 3:30pm



Nomad designs and manufactures the world's best-connected mobile command and communication solutions, from nimble tactical vehicles to comprehensive command centers and all points in between. Providing best-in-class products for government agencies, utilities, law enforcement, the military, first responders, and private companies, Nomad creates interoperable systems that work simply and work every time. Visitors will have the opportunity to tour the entire facility, learn about their technologically advanced solutions, and see numerous projects in various states of manufacturing. Closed-toe shoes are required. Tour limited to 40 people.

THINKING THURSDAY: Employer Branding For Future Employees

**Thursday, October 18 · 8:30-10:00am
Kalispell Chamber of Commerce Conference Room
15 Depot Park, Kalispell**

Staffing in today's market is increasingly difficult, unemployment in Montana is the lowest it's been in 11 years, and there are fewer and fewer qualified people in the talent pool. How do you keep your business running smoothly with appropriate staffing levels and create a desire for future employees to apply?

In this seminar, LC Staffing will present best practices for your company or business as the local employer of choice for the workforce of today and the future.

FLATHEAD TIMBER TOUR!

Thursday, October 25 • 12:30-4:30pm



Weyerhaeuser

This event is Kalispell's contribution to Montana Wood Products week and has been running for nearly 30 years. Please arrive at the Kalispell Chamber by 12:30 for a short briefing and distribution of safety equipment.

Visitors will tour the largest Medium Density Fiberboard (MDF) plant under one roof in North America which showcases state of the art technology and Weyerhaeuser's dedicated workforce. The plant uses residual wood fiber, which is refined and processed into engineered wood products used across North America. These include specialty products in niche markets such as architectural doors, cabinets, engineered wood flooring, store fixtures, and office furniture. At Weyerhaeuser MDF, teams work to reliably lead the industry in safety, quality, service, and financial results, while developing their people and supporting local communities. Employees serve on local advisory committees for Weyerhaeuser's Giving Fund and develop funding priorities within four focus areas to support and meet unique needs in local communities. Limit 20 people. Closed toed shoes required. No loose fitting clothing.

Many parts of this tour are outdoors. Please wear closed toed shoes and remember to dress for the weather.



F.H. Stoltze
Land & Lumber

Please join F.H. Stoltze Land & Lumber Co. for a tour of their Halfmoon sawmill facility in Columbia Falls. Established in

1912, Stoltze is the oldest family owned, continuously operating forest product company in the state of Montana. See how their employees utilize cutting edge technology coupled with old fashioned know-how to transform logs into not only lumber, but renewable energy and feed stock for other engineered wood products. The 90 minute tour will give an overview of the entire operation including the sawmill complex, planer complex, and power plant (co-gen) complex.



F.H. STOLTZE LAND & LUMBER



WEYERHAEUSER

CALLING ALL EDUCATORS!

We Want to Help You S.T.E.P. Up Your Classroom

Thursday, October 18 • 8:00am-5:00pm
Flathead Valley Community College, OT 111
Breakfast and lunch provided • 8 PIR Credits Available

Are you a teacher or counselor who wants to engage your students in STEM fields and inspire them to pursue related careers? Join us for a continuing-education day where we turn STEM into STEP - science, technology, engineering, and production.

We're partnering with industry experts to share the most up-to-date tools to give your students a leg up in manufacturing related education and careers, arm you with a variety of hands-on exercises to teach basic manufacturing principles in the classroom, and dive into how modern manufacturing has changed the industry. Additionally, get a first-hand look inside two manufacturing companies right here in the Flathead on our facility tours.

With an expected 3 million available manufacturing jobs nationally over the next few years, and 17% higher starting wages than the Montana average, it's time to start rethinking these high-paying, high-tech, clean, safe, and impactful careers.

Sign up via PIR.net or contact Kate Lufkin at the Kalispell Chamber of Commerce at (406) 758-2801



Manufacturing PROFESSIONS



IN THE FLATHEAD

Floor Manufacturing & Warehouse Roles:

- Assembly & Fabrication (entry level, no experience/college degree needed, starting wage \$11/hr)
- Forklift Operator
- Millwright
- Printing/Publishing (starting wage \$13/hr or more DOE)
- Quality Assurance
- Shipping/Receiving



Professional & Management Level Roles:

- Accounting
- Business Operations Manager
- Buyer
- CEO, COO, CFO, CMO
- Compliance Officer
- Controller
- Engineer
- Graphic Designer
- Human Resource Manager
- Marketing
- Master Production Technician
- Operations Analyst
- Operations Supervisor
- Outside Sales
- Project Engineer
- Purchasing (starting wage, \$16+/hr)
- Quality Assurance Analyst (starting wage, \$16+/hr)
- Sales

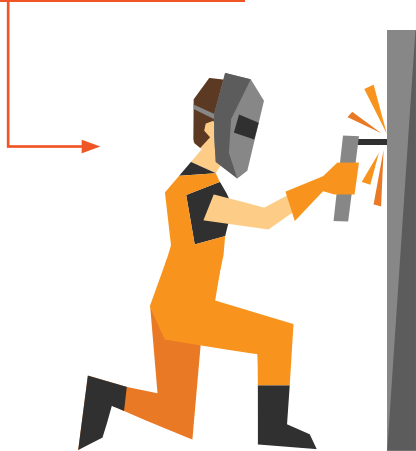


Salary/wages in manufacturing in the Flathead:



Mechanical, Machining & Welding Roles:

- Custom Design & Fabrication
- Machinist – CNC (Programs and operates machinery, some experience in the field needed – starting wage \$20+ /hr DOE)
- Welder (Starting wage \$16+ /hr)



Hiring Trends in Manufacturing in the Flathead:

Flathead Manufacturers have a steady/regular need to fill the following positions:

- Machinist (CNC)
- Assembly / Production
- Warehouse
- Material/Inventory Analyst
- Machine Operator
- Quality Control
- Purchasing
- Millwright
- Engineers
- Marketing
- Sales Managers



US OPTICS UNWIND & LC STAFFING

Tuesday, October 9 • 5:00 - 6:30pm • 235 United Drive, Kalispell

Join LC Staffing and U.S. Optics for a co-hosted after-hours networking UNWIND at U.S. Optics on Tuesday, October 9th. U.S. Optics, a world-renowned rifle scope manufacturer, will host an abbreviated tour at their facility, highlighting the scope assembly process. Closed-toe shoes are not required as manufacturing will not take place during the tour.

In the spirit of celebrating manufacturing in the Flathead Valley, U.S. Optics and LC Staffing have also invited a few local companies within the firearm manufacturing industry, including: Proof Research, Defiance Machine, Ely Yerian Designs, Sheer Manufacturing and Hunt MT. These local manufacturers will showcase their products in the U.S. Optics showroom during the event.

Vista Linda is providing fun Oktoberfest themed appetizers and desserts, beer, wine and an assortment of Pepsi products will also be provided. Be sure to arrive early for a chance to win door prizes and raffle baskets! No reservations needed.

MONTANA MANUFACTURING SUMMIT

The 2018 Montana Manufacturing Summit will bring together manufacturing leaders from across the country to continue the conversation around manufacturing in Montana and how to further develop the state's fastest growing economic sector. Features of the event include tours of local manufacturing companies, a welcome reception, four unique panels, and keynote speakers such as President and CEO of the National Association of Manufacturing (NAM), Jay Timmons.

Tickets are \$50 per person. Please register by November 1.

For more information and to purchase tickets, please visit www.mtmanufacturingsummit.com



Manufacturing MEMBERS



Aluma Glass, Inc.
Applied Materials - PPC Business Unit
Bias Brewing
Big Mountain Ciderworks
Bio-Energy Systems, Inc.
BMC West
Bonsai Brewing Project
Bushy Tail Screen Printing
CEI - Converting Equipment International
Ceres Bakery
Colter Coffee Roasting
Daily Inter Lake
Defiance Machine
Direct Source Cabinets and Design
Distinctive Countertops & Cabinetry
FH Stoltze Land & Lumber Co.
Flathead Beacon
Flathead Lake Brewing Company & Pubhouse
Flathead Valley Community College
Glacier Distilling Company
Glacier Pre-Cast Concrete
Glacier Signs & Monuments, LLC
Glacier Stone Supply, LLC

Glacier Sun Winery
Great Northern Brewing Company
Hurraw! Balm LLC
Insty-Prints
Kalispell Brewing Company, LLC
Kalispell Denture Studio
Kalispell Creamery
Kalispell Truss Center
LC Staffing
Maven Coffee Works
Montana Artesian Water Company
Montana Gold Bullet Inc
Montana Manufacturing Extension Center
Nomad Global Communications Solutions
Northern Care Inc Prosthetics & Orthotics
Northern Plastics, Inc.
Northwest Cabinet Works
Pella Windows & Doors
Proof Research, Inc.
Rocky Mountain Bank
Sacred Waters Brewing Company
Scott Company
Sierra Pacific Windows

Sonju Industrial, Inc.
Spotted Bear Spirits
SunRift Beer Company
Sweet Traditions
Tabletree Montana
Tailing Loop Winery
Tamarack Alehouse & Grill
The Towne Printer
Thomas Printing
Thompson Precision
Timberline Tool, LLC
U.S. Optics
Vilya Spirits Distillery
Western Building Center
Weyerhaeuser
Whistling Andy Distilling
Whitefish Handcrafted Spirits
Willie's Distillery
World Spice Merchants
Wrap Hive
ZAF Energy Systems, Inc.

