



**Training Proposal for:
Price Pump Manufacturing Co. dba Price Pump Co.**

Small Business \leq \$50,000

ET15-0186

Panel Meeting of: June 27, 2014

ETP Regional Office: Sacramento

Analyst: L. Lai

CONTRACTOR

- Type of Industry: Manufacturing
- Priority Industry: Yes No
- Number of Full-Time Employees
 - California: 31
 - Worldwide: 31
 - Number to be trained: 31
- Owner Yes No
- Out-of-State Competition: NAICS Code Eligible
- Special Employment Training (SET): Yes No
- High Unemployment Area (HUA): Yes No
- Turnover Rate: 0%
- Repeat Contractor: Yes No

FUNDING

- Requested Amount: \$12,896
- In-Kind Contribution: \$9,840

TRAINING PLAN TABLE

Job No.	Job Description	Type of Training	Estimated No. of Trainees	Range of Hours		Average Cost per Trainee	Post-Retention Wage
				Class / Lab	CBT		
1	Retrainee SB <100 Priority Rate	Computer Skills, Continuous Impr, Mfg. Skills, PL-Mfg. Skills	31	8-60	0-10	\$416	\$14.90
				Weighted Avg: 16			

- Reimbursement Rate: \$26 SB Priority
- County(ies): Sonoma
- Occupations to be Trained: Machinist, Engineer, Shipping, Customer Service, Assembler, Manager, Office Support, IT System Administrator, Buyer/Planner/Scheduler
- Union Representation: Yes
 No
- Health Benefits: \$0.90 per hour

SUBCONTRACTORS

- Development Services: N/A
- Administrative Services: N/A
- Training Vendors: To Be Determined

OVERVIEW

Price Pump Manufacturing Co. dba Price Pump Co. (Price Pump) is a manufacturer of Centrifugal and Air Operated Diaphragm pumps located in Sonoma. The Company specializes in addressing the needs of specialty applications for industrial and OEM users. Its customer base includes industrial, manufacturing, water treatment, and OEM companies worldwide. Price Pump meets out-of-state competition standards as a manufacturer and is eligible for priority industry reimbursement.

Price Pump recently became an ISO 9001-2008 certified company. With this distinction comes the need for continuous improvement which requires Price Pump to focus on advanced training for its staff. Additionally, Lean Manufacturing is being introduced to assist in the identification and steady elimination of waste.

Training Plan

Computer Skills – This training will be offered to all occupations. Trainees will learn to use the integrated applications within the enterprise resource planning management software to manage the business including product planning, development, manufacturing, sales and marketing.

Continuous Improvement - This training will be offered to all occupations. Topics include non-conforming material and internal audits. Trainees will learn how to properly control and process non-conforming material as well as the principles of internal auditing for improving the Company's risk management and management controls.

Manufacturing Skills - This training will be offered to Machinists, Engineers, and Assemblers. Topics include Coordinate Measuring Machine, Geometric Dimensioning and Tolerancing, Centrifugal Pumps, and Lean Manufacturing. Training is intended to improve manufacturing efficiencies and product quality and eliminate waste.

Productive Laboratory (PL)

Price Pump has determined that hands-on training during production is a valuable training method for the acquisition of skill sets and demonstration of competency levels. Price Pump is requesting a maximum of 20 hours of PL Manufacturing Skills training with a trainer-to-trainee ratio of 1:1 for eight Machinists. Trainees will receive CNC machine programming, tooling, cutter technology, lathe and mill, grinders, and metrology equipment.

All PL trainers will be in-house subject matter experts exclusively dedicated to instruction. The trainer will demonstrate, observe, oversee, and provide feedback during each step of the PL training process. The trainers will document trainees' PL training time daily.

Computer-Based Training (CBT)

Engineers may receive Manufacturing Skills training via CBT. CBT hours will be capped at 10 hours per-trainee.

RECOMMENDATION

Staff recommends approval of this proposal.

Exhibit B: Menu Curriculum

Class/Lab Hours

8-60

Trainees may receive any of the following:

COMPUTER SKILLS

- Enterprise Resource Planning

CONTINUOUS IMPROVEMENT

- Non-Conforming Materials
- Internal Audits

MANUFACTURING SKILLS

- Centrifugal Pumps
- Coordinate Measuring Machine
- Geometric Dimensioning and Tolerancing
- Lean Manufacturing Principles and Tools

Productive Lab

0-20

MANUFACTURING SKILLS

- Centrifugal Pumps
- CNC Machine Programming
- Coordinate Measuring Machine
- Cutter
- Geometric Dimensioning and Tolerancing
- Grinders
- Lathe and Mills
- Metrology Equipment

CBT Hours

0-10

MANUFACTURING SKILLS

- SolidWorks 3D Modeling (10 hours)

Note: Reimbursement for retraining is capped at 60 total hours per-trainee, regardless of method of delivery.