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SFMA Newsletter

November 2011

Dear Sandra,

Why SFMA?

SFMA is the primary resource for manufacturers in South Florida. **SFMA** is your solutions provider with respect to member needs in areas of manufacturing workforce development and training; legislative and regulatory advocacy; industry sector economic development; and manufacturing specific events.

Annual Manufacturers Summit & Marketplace

On **November 30** and **December 1**, the Manufacturers Association of Florida (MAF) will hold **Annual Manufacturers Summit & Marketplace** (see below). Included in that event is a Florida Manufacturer of the Year banquet at which the four SFMA Manufacturers of the Year are finalists. We would like to extend our congratulations and good luck to the following SFMA members competing for this prestigious award:

- Worldwide Superabrasives, LLC**
- Entegra Roof Tile**
- Timbar Packaging & Display**
- Nipro Diagnostics, Inc**

You can recognize their accomplishments through your attendance at this event.

Register for Summit: www.mafmfg.cc

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Opportunities for Government Contracting

The Federal Government issues over 11 million contracts annually. Of these, about 95% are awarded to small- and medium-sized vendors. Would you like to be one of those?

There are many benefits in doing Federal business, including:

- Regular and prompt payments
- Many contracts have continuous contract terms from three to five years, providing stability with decent profit margins
- Winning a contract is an excellent advertising and marketing tool
- Gaining industry and market credibility
- Government contracting can augment business and provide growth
- The government seeks vendors in all markets - whatever the service or product, the government is buying

There are several ways to approach Government contracting

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There are several ways to approach Government contracting opportunities. Here are a few:

- Sub-Contracting: Through a Prime Vendor who contracts directly with the Government
- Federal Business Opportunities: Your business profile is incorporated into a database that federal agencies use to locate contractors
- General Services Administration (GSA) Schedules: Government-wide contracts, allows Federal agencies to acquire a vast array of products and services directly from approved commercial suppliers
- Contracting of Manufacturing: Although bidding on government contracts is different from the customary sales approach, the process can be rewarding in that because of "set-asides" small business owners wouldn't necessarily have to compete with the large defense and government-contracting firms

If you would like to find out more about Government contracting procedures and opportunities contact Phil Centonze at 954.684.2642, phil.centonze@pos-impact.com; or call the SFMA office 954.941.3558.

SFMA Training Classes Upcoming

Register now to expand your knowledge and skills. Seating limited. Take advantage of SFMA training in the upcoming months. You may be eligible for grant funding. Find more about these workshops and register at www.sfma.org.

- December 5, 2011 - [Geometric Dimension & Tolerance Training](#)
- January 17, 2012 - [Black Belt/Green Belt Training Class](#)
- January 17, 2012 - [Lean Project Leader Training](#)

If you would like to find out more about any of these classes please contact Phil Centonze at 954.684.2642, phil.centonze@pos-impact.com; or call the SFMA office 954.941.3558.

Why SMITH Trusts FEDEX, a SFMA Corporate Partner

Why SMITH trusts Fedex to deliver on our promise.

As a former striping contractor, I have experienced firsthand the many job frustrations that arise when working with a supplier that just doesn't care. Doesn't care enough to ask the right questions. Doesn't care if what they sold is correct or even delivered on-time. Working with the wrong supplier can make a job that looks profitable on paper, a money-pit. So in 1990, I founded SMITH Manufacturing with the goal to make roadways and walkways safer by producing and delivering the most innovative tools to help users REMOVE-FASTER, safer and more cost-effectively with better surface finishes. SMITHing is a known industry practice to make surface last longer.

<http://smithmfg.com/smithing.php>

When I started the company, I used my experiences and connections as a former coatings manufacturer and contractor to find the best people to develop the right removal solutions to best help users meet their job requirements and eliminate their frustrations. Our customers are striping contractors that buy SMITH cutter tools to help them remove unwanted roadway and parking line striping. In snow country, strippers use SMITH equipment to groove a controlled width and depth slot to inlay permanent markings flush with the roadway to prevent snowplow removal.

Concrete contractors use a SMITH to eliminate trip and fall injuries by grinding down raised surfaces like sidewalks. Flooring contractors use a SMITH to make floors level or remove old surfaces correctly. When older concrete or asphalt surfaces need to be replaced, a SMITH is used to prepare the surfaces with the correct texture to allow a permanent anchor for new surfaces or coatings to be applied permanently. Tennis and Basketball court cracks are rejuvenated when SMITHed. Fedex Trucking Terminals use a SMITH through contract services to assure worn or misplaced parking lines are permanently removed. When re-striping, a SMITH is used to create the right surface-prep texture so the new stripe becomes permanent to handle daily truck deliveries.

When users call SMITH to order product for their job, one of the first questions we ask is "When do you need it" because most need deliveries right away. Our company is built to serve our contractor customers that demand product in stock and delivered to their jobs right away.

That's why we designed our production facility to be able to meet our customer needs and deliver product same day without delay. Our

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SFMA Manufacturing Update

West Palm Beach
11:00am to Noon
Monday, 1/14/11

Hosted by:



Manufacturers Invited
Space Is Limited
Contact: Karen Woodso
Phone: 561-684-1551 ex
222

Suite 950, Regions
Financial Tower, 1555
Palm Beach Lakes Blvd
West Palm Beach

SFMA's Manufacturers Trainini Institute (MTI)

MTI specializes in the delivery of technical and employability skills training. Please visit our [website](#) to learn more.

customer needs and deliver product same day without delay. Our customers are anywhere there is a concrete or asphalt surface and that can be anywhere in the world. That's why we partnered with FedEx Freight and FedEx Overnight Services because we know that when the customer says he needs it tomorrow or next week, it absolutely has to be

Its our reputation on the line and Fedex is always there to pickup on time and deliver to our customers on the date promised. Each day, I challenge my company and suppliers to come up with better ways to help make it easier for our clients to serve their customers.

We know the work they do is dangerous, thankless but very essential to us all. They need the right tools and support so their job can be finished right and on time. Delays effect us all. Our commute to work takes longer, our sidewalks become hazardous and the places we live, work and play may not be accessible. But ultimately if we all deliver, lives will be saved and our mission is complete.

For more information about ways to make our world safer through lasting safer surfaces visit <http://smithmfq.com/xtreme-removal-team.php>

Best removal,

Steven Smith | SMITH Manufacturing Co, Inc.
1610 S. Dixie Hwy | Pompano Beach, FL 33060
Phone: 954.941.9744 | Fax: 954.545.0348 | ssmith@smithmfq.com

Sincerely,

Tom Kennedy, CPA
President/CEO
SFMA
954-941-3558

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