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This e-newsletter is distributed to keep you abreast of issues. We welcome your feedback. Please contact Jennifer Byers, vice president of external operations, at (651) 292-4673 or [jbyers@mnychamber.com](mailto:jbyers@mnychamber.com).

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The Winnipeg Chamber in partnership with ANIM, Manitoba's bilingual trade agency, will host Centrallia 2010. This is a distinctive and exciting business-to-business matchmaking forum that will bring more than 500 small and medium-sized enterprises from around the world to Winnipeg. This is an excellent and cost-effective way to expand your business internationally. Check out the event – October 20-22 at Winnipeg, Manitoba – at [www.centrallia.com](http://www.centrallia.com).

» [Minnesota Manufacturers' Week](#)

To date, more than 70 world delegations have committed to attend including Belgium, France, Poland, Romania, Russia, India, Mexico, Argentina, Chile, Colombia, Algeria, Burkina Faso, Cameroon, Egypt, Ivory Coast, the United States and Canada.

Early registration is encouraged. A discount is offered to the first 250 businesses that sign up. Registration deadline is September 30.

To register as a member of the Minnesota Chamber delegation, log on to: [www.winnipeg-chamber.com/centrallia2010/default.aspx](http://www.winnipeg-chamber.com/centrallia2010/default.aspx). For additional information, contact Bill Blazar, Minnesota Chamber senior vice president of public affairs and economic development, at (651) 292-4658 or [bblazar@mnychamber.com](mailto:bblazar@mnychamber.com).

NAM unveils manufacturing strategy for a competitive America

Manufacturers believe the United States must seek to be the best country in the world in which to locate a manufacturing company's headquarters, says the National Association of Manufacturers (NAM). To do so, the association unveiled in June its "Manufacturing Strategy: For Jobs and a Competitive America."

The report advances recommendations in three areas to make the United States the best in the world "to headquarter a company," "to innovate, performing the bulk of a company's global research and development," and "to manufacture, both to meet the needs of the American market and serve as an export platform for the world."

"Each of the priorities and policy recommendations would improve the ability of manufacturers in the United States to compete in the global marketplace," said John Engler, NAM president and chief executive officer. "But the power of the recommendations grows





when considered and enacted as a whole – as a comprehensive strategy.”

For a copy of the report, click [here](#).



Companies concerned about potential tax increases, McGladrey 2010 survey underscores

Increased taxes have a negative impact on cash flow, and small and mid-sized companies – which don't have the resources of large companies – are particularly hard hit, says Tom Murphy, executive vice president of manufacturing and wholesale distribution at McGladrey. “They are struggling to recover from the recent recession, and less cash flow is a barrier to investment in capital equipment and to the hiring of additional employees, both of which are needed to capture growth.”

Significant concern among companies about potential tax increases was the major finding of McGladrey's 2010 Manufacturing and Wholesale Distribution Survey. Eighty-seven percent of the respondents said they were very concerned about an increase in individual income tax rates.

The survey asked four questions regarding potential tax increases for individuals, capital gains, dividends and estate taxes. These potential changes would result from the 2011 sunset of tax cut rates legislated in 2001 and 2003.

The survey was distributed to more than 23,000 C-level executives at U.S.-based manufacturing and distribution companies. Recipients were asked about the impact of potential various tax increases on their company as the federal government looks for revenue sources. For more findings, click [here](#).



Talented workers key to global competition, according to Deloitte's manufacturing index

Access to talented workers capable of supporting innovation is the key factor driving global competitiveness at manufacturing companies, according to the 2010 Global Manufacturing Competitiveness Index compiled by Deloitte's Global Manufacturing Industry Group and the U.S. Council on Competitiveness. The “worker” factor was cited well ahead of “classic” factors typically associated with competitive manufacturing such as labor, materials and energy.

The index is based on responses of more than 400 chief executive officers and senior manufacturing executives worldwide to a survey conducted in late 2009 and early 2010. It also draws on interviews with key manufacturing decision-makers. For more findings, click [here](#).



Webinar: Job Safety Analysis  
Tuesday, October 12, noon-1:00 p.m.

Job safety analysis will be addressed in the last of a three-part series developed by the Minnesota Chamber Safety Management Committee. The webinar is free to members, \$89 for nonmembers. To register, go to [www.mnchamber.com/events.cfm](http://www.mnchamber.com/events.cfm).

The first two webinars addressed “Potential Hazards and Near-Miss Reporting” and “Good Hiring Practices and Employee Safety Orientation.” To view the archived presentations, click

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[here](#).

#### Minnesota Manufacturers' Week

The contributions of Minnesota manufacturers to the state and local economies will be recognized during Minnesota Manufacturers' Week, October 25-29, 2010. The Minnesota Manufacturers' Coalition will plan a Manufacturers' Summit for that week to highlight manufacturing successes and issues that impede manufacturers growth. If you are interested in participating in the summit and in sponsorship opportunities, contact Jennifer Byers at [jbyers@mnchamber.com](mailto:jbyers@mnchamber.com).



*Photo: Elizabeth Abraham, Top Tool Company, Minneapolis, Chair, Minnesota Manufacturers' Coalition*