



Training Proposal for:
Barksdale, Inc.
\$75,000 or Less: ET10-0229

Panel Meeting of: **October 23, 2009**

ETP Regional Office: **North Hollywood**

Analyst: M. Reeves

CONTRACTOR:

- Type of Industry: Manufacturing
 - Contractor's # of Full-Time Employees
 - *California:* 153
 - *Worldwide:* 10,500
 - Number to be trained: 124
 - Manager/Supervisor: 14%
 - Turnover Rate: 2%
 - Repeat Contractor: Yes No
 - Substantial Contribution: Yes No
- Priority Industry: Yes No

CONTRACT:

- Training Project Profile: Priority/Retrainee
- ETP Funding Amount: \$73,656
- In-Kind Contribution: \$102,750
- Average Cost per Trainee: \$594
- Post Retention Wage: \$14.18
- Health Benefits: \$2.65 per hour

- Occupations to be Trained: Administrative Staff, Production Staff, Engineer, Purchasing Staff, Information Technology Staff, Supervisor, Manager
- Training Menu:

<input type="checkbox"/> Business Skills	<input type="checkbox"/> Literacy Skills
<input type="checkbox"/> Commercial Skills	<input type="checkbox"/> Management Skills
<input type="checkbox"/> Computer Skills	<input type="checkbox"/> Manufacturing Skills
<input checked="" type="checkbox"/> Cont. Improvement	<input type="checkbox"/> Other:
- Advanced Technology: Yes No
- Range of Hours: 24 - 100 Weighted Average: 33
- Multiple Job Numbers: Yes No
- County(ies) Served: Los Angeles
- Union Representation: Yes United Steelworkers, Local 9518
- Subcontractor: To Be Determined
- Third Party Services: N/A

INTRODUCTION

Barksdale, Inc. (Barksdale) is a Los Angeles based manufacturer of controls for industrial applications, specializing in the control and measurement of fluids. Barksdale's products include pressure switches, level controls, regulators, control valves, and temperature switches. The company qualifies for standard ETP funding as a manufacturing company facing out-of-state competition under Title 22, California Code of Regulations, Section 4416(i)(1). Barksdale proposes to retrain 124 of its workers in the skills necessary to transition to a high performance workplace.

Approximately 68 production workers targeted for this proposal are represented by the United Steelworkers, Local 9518. Accordingly, Barksdale has provided a letter of support from the United Steelworkers Union.

Due to global competition, Barksdale is facing growing pressure on productivity, quality, and costs. In response to these industry challenges, Barksdale is committed to immersing its employees in the principles and benefits of Kaizen/Lean Manufacturing. Training focus will be on cost saving initiatives and making the company's facility as productive and profitable as possible.

RECOMMENDATION

For the reasons set forth above, staff recommends approval of this proposal.

PRIOR PROJECTS

The following table summarizes performance by the company under an ETP Agreement that was completed within the last five years:

Agreement No.	Location (City)	Term	Approved Amount	Payment Earned
*ET07-0227	Los Angeles	12/30/06 – 12/29/08	\$174,420	\$34,271 (20%)

**The contractor trained and placed 42 trainees in this Agreement. The Contractor reported that it was unable to maximize the funding in this Agreement because budget reductions decreased the company's ability to provide significant blocks of training to all of the employees initially targeted for training. The Contractor also stated that early training projections were overly optimistic during the development stage.*



Robert L. Cox
James Janrhett
Union Representatives
Charlie Bell Hoyt
President

UNITY AND STRENGTH FOR WORKERS
LOCAL 9518


July 9, 2009

State of California
Employment Training Panel
4640 Lankershim Blvd. Ste. 311
North Hollywood, CA 91602-1841

To Whom It May Concern:

The United Steelworkers Local 9518 has been notified by Barksdale, Inc. that they are applying for state-funded training. We are in total support of any training that is available through the state for both our members and Barksdale employees. We look forward to giving input on topic selections and to rolling out this training program.

Sincerely,


James Janrhett
Union Representative