

SANTA MARIA MEANS BUSINESS



★ Santa Maria Valley Chamber of Commerce & Visitor and Convention Bureau
ECONOMIC DEVELOPMENT COMMISSION

INTERACTIVE MAGAZINE



IN THIS ISSUE...



8
OF SANTA MARIA'S
MOST DYNAMIC
MANUFACTURING COMPANIES

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Santa Maria Valley Chamber of Commerce & Visitor and Convention Bureau
ECONOMIC DEVELOPMENT COMMISSION

Santa Maria Valley Chamber of Commerce
& Visitor and Convention Bureau
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The Santa Maria Valley as seen from
the peak of Mt. Solomon

8 OF SANTA MARIA'S MOST DYNAMIC MANUFACTURING COMPANIES

The **SANTA MARIA ECONOMIC DEVELOPMENT COMMISSION** IS RESPONSIBLE FOR:

- Retention, expansion, and/or relocation of existing businesses within the City of Santa Maria.
- Encouraging commercial/industrial development by offering facilities and site location assistance.
- Coordinating with appropriate City of Santa Maria departments to facilitate development projects.
- Marketing the City of Santa Maria to targeted industries, businesses, and commercial retail users.
- Promotion, marketing and facilitation of identified key development opportunities within the City of Santa Maria.

The beautiful Santa Maria Valley has many things going for it: near-perfect climate, centrally located on California's Central Coast, an exceptional public airport, a great quality of life, close proximity to beaches, wineries, and so much more.

For a company looking to expand or relocate, Santa Maria is a very compelling option. A pro-business environment makes the City of Santa Maria stand out from most other areas in California. Over the years, this region has been home to a diverse industrial base, with plenty of room left to expand and grow.

This issue contains a small sample of companies that are making a difference in the Santa Maria Valley. Yours can be one of them. *Consider moving or expanding your company to the city of Santa Maria, California!*

QUINTRON SYSTEMS, INC.

2105 S. Blosser Rd, Santa Maria

Quintron has a 40 Year history of manufacturing and installing communications equipment for Military and Civilian applications.

Type of Product:

DICES Communication Systems
AccessNsite Security Access Control Systems
Sunrise Serra Voice and Telemetry Multiplexers

Number of Employees: 75

Years in Santa Maria: 40

Since 1970, [Quintron](http://www.quintron.com) has provided high technology and cost effective solutions to government and industry in support of mission critical systems for command and control requirements.



Jim McGlothlin
President, Quintron Systems, Inc.

No other company offers the depth of expertise found at Quintron for the kinds of technology-driven systems that it makes and installs



As a result, Quintron has earned an undisputed reputation as a trusted supplier from the most demanding customers.

As an employee owned company, Quintron has a vested interest in the success of every product ensuring total customer satisfaction, It is the Quintron mission to be responsive to customer requirements, to delivering cost effective, high quality solutions, and to perform on time and within budget.

www.quintron.com

“Quintron is a ‘Home Grown’ industry that does as much business as possible with other ‘Home Grown’ businesses.”

**-Jim McGlothlin,
President**



HARDY DIAGNOSTICS

1430 W. McCoy Lane, Santa Maria



Type of Product:

Hardy Diagnostics manufactures culture media, reagents, and rapid identification kits for microbiological testing in clinical and industrial laboratories

Number of Employees: 155

Years in Santa Maria: 19

Years in Santa Barbara County:30



Jay Hardy
President, Hardy Diagnostics

Hardy Diagnostic’s customers consist of hospitals, clinics, universities, food and beverage processors, water districts, veterinarians, doctor’s offices, biotechnology, and pharmaceutical companies.

There are over 6,000 laboratories around the country that utilize the services of Hardy Diagnostics on a regular basis.

In the company’s Santa Maria facility, over 3,200 different products are manufactured. Its GMP facility is licensed by the FDA as a “Medical Device Manufacturer.” Hardy usually sells directly to the end user in most situations from its six warehouses, and supports “on line” ordering.

The company has been servicing laboratories for 30 years. Jay Hardy, who trained as a medical technologist at Santa Barbara Cottage Hospital, founded the company in Santa Barbara in 1980.

www.hardydiagnostics.com

“If you want to do business in California, Santa Maria is the best place to be.”
-Jay Hardy, President



THE OKONITE COMPANY

2900 Skyway Drive, Santa Maria

Type of Product:

The Okonite Company manufactures electrical wire and cable for utilities and other industrial applications

Number of Employees: 150

Years in Santa Maria: 47



Melvin R. Willis,
Facility Manager

For over 40 years, The Okonite Company has been manufacturing wire and cable in Santa Maria. Their 440,000 sq ft facility sits on 50 acres near the Santa Maria Public Airport.

The Okonite Company operates six major manufacturing plants across the United States. The Santa Maria plant serves the needs of the entire Western Region.

Okonite is a premier manufacturer of high quality electrical cables and a major supplier to various industry segments such as electric utilities, industrial/construction, railroads/rapid transit and other commercial markets.

Okonite manufactures a wide variety of cable of all voltage levels. Their product meets all specifications, and they are world renown for exceptional quality.

www.okonite.com

“Okonite is proud to be a senior manufacturing business in our Santa Maria Valley since 1968, all the while expanding our capacity and servicing the underground wire and cable needs of the Western USA. ”

**-Melvin R. Willis,
Facility Manager**

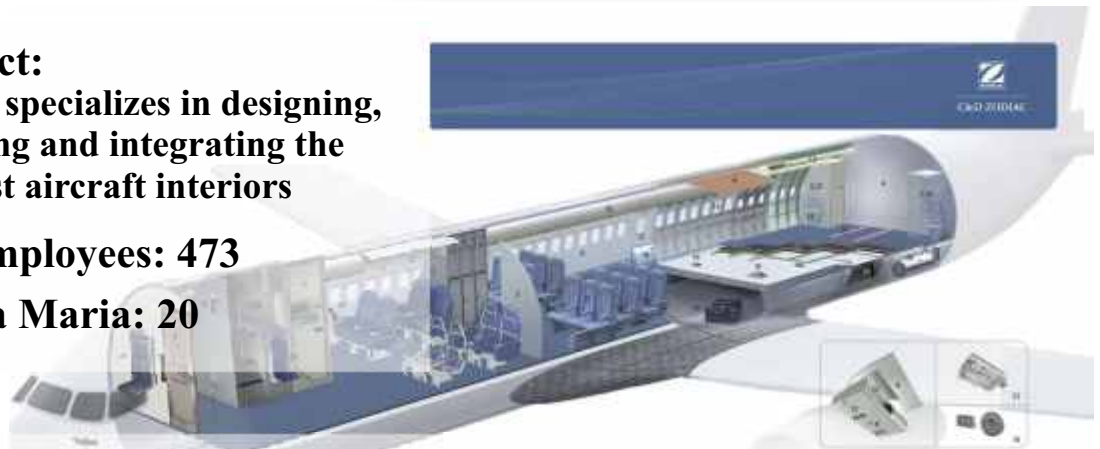


C&D
ZODIAC
2641 Airpark Drive, Santa Maria

Type of Product:
C&D Zodiac specializes in designing, manufacturing and integrating the World's finest aircraft interiors

Number of Employees: 473

Years in Santa Maria: 20



C&D Zodiac embraces the concept of 'lean' design and 'lean' manufacturing. Through the use of innovative design techniques, advanced materials, sophisticated tooling, and modular work stations, C&D is pushing the forefront of 'lean'.

For over 20 years, C&D Zodiac (formerly C&D Aerospace) has been at its present location near the Santa Maria Public Airport, making a significant, positive economic impact in the Santa Maria Valley.

C&D Zodiac has transformed its business model to reflect the needs of today's customer and in the process has become a role model in efficiency and quality.

Simplicity, elegance, and functionality with reduced part count results in shorter developmental lead times, faster production cycle time, greater capacity, and an improved product for the customer.

Located near the Santa Maria Public Airport, C&D Zodiac has been an industry fixture for decades, providing steady employment for over 470 People.

www.cdzodiac.com

PRINCE LIONHEART

2421 Westgate Road, Santa Maria



Type of Product:

Prince Lionheart designs, manufactures, and distributes innovative products that fulfill a range of baby care needs including Feeding, Nursery, Safety, Play and Travel Products



Number of Employees: 50

Years in Santa Maria: 19

Prince Lionheart was founded in 1973, in the garage of Tom and Linda McConnell and has grown to become one of the most successful baby products suppliers in the United States.

For more than three decades, Prince Lionheart products have been found in the homes of millions of families, making it one of the most recognized and trusted brands in the baby products industry.

All Prince Lionheart products are designed with safety in mind and manufactured to the highest of quality standards. It manufactures 60% of its product line in-house, ensuring closely monitored quality control.

Now with the creation of Central Coast Molding in 2010, Prince Lionheart is truly excited to be opening its plastic injection molding facility to outside organizations looking to outsource production to a reliable, established partner here in the USA. With installed presses ranging from 85 to 300 tons, as well as the ability to finish, assemble and pack to precise specifications, CCM fills a valuable slot in Santa Maria.



Kelly Griffiths
President/CEO, Prince Lionheart

“Prince Lionheart’s growth wouldn’t be possible without the many resources the City of Santa Maria provides.”

**-Kelly Griffiths
President/CEO**

www.PrinceLionheart.com

www.CentralCoastMolding.com

NORTH AMERICAN FIRE HOSE

910 E. Noble Way, Santa Maria



Type of Product:

North American Fire Hose specializes in the manufacturing of fire hoses for both municipal and industrial use

Years in Santa Maria: 18

43,000 Sq. Ft Facility



North American Fire Hose was established in 1992 by Joseph Aubuchon and his son Michael in Santa Maria, California. The Aubuchon's have over 83 years of experience between them in manufacturing, quality control and research and development of all types of fire hose products. Their staff experience totals over 200 years in producing and marketing fire hose.



Michael Aubuchon
President, North American Fire Hose

The Santa Maria facility is one of the most modern fire hose manufacturing plants in the world. Manufacturing equipment is state of the art and includes the latest in weaving and extrusion technology.

The mission of North American Fire Hose is to provide the highest quality products at competitive prices along with the finest level of customer service possible.

North American Fire Hose uses the highest quality raw materials to produce first class fire fighting products. They are assembled by a workforce committed to quality production as a top priority.

www.northamericanfirehose.com

“North American Fire Hose has grown right alongside Santa Maria. We appreciate the support that the City has given us.”

**-Michael Aubuchon,
President**



HELICAL PRODUCTS

901 W. McCoy Lane, Santa Maria

Type of Product:

Helical specializes in proprietary Flexible Couplings, Machine Springs, U-Joints, and Power Transmission Products,

**Years in Santa Maria: 37
Years in Business: 52**



Helical has over 50 years experience designing and producing 'Flexures' for use in products ranging from encoders to spacecraft. Helical's many products are cost effective and versatile.

Helical began as a basement operation, and after Incorporation in 1961, moved from a basement into a garage. A larger facility opened in 1963 in Redondo Beach, California. The company moved to Santa Maria in 1973, and has expanded a number of times since then.

The versatility and capabilities of the HELI-CAL Flexure has helped HELI-CAL Flexible Couplings to be well accepted in the world-wide marketplace.

Each department, and of course, each individual is important at Helical. Helical has never considered itself to be an "I" company, but a "WE" company.

www.heli-cal.com

"Doing business in the Santa Maria Valley has allowed Helical Products room to grow our business facilities to service customers around the world. It is a quality of life location that helps increase employee retention. With Cal Poly San Luis Obispo close by, the availability of engineers wanting to remain in the area is a constant resource. Allan Hancock College, here in Santa Maria, does an absolutely fantastic job of working with local manufacturers to provide the 'Machine Technology' and other classes their employees need."

**-Dave Hastings,
President**

DEN-MAT

2727 Skyway Drive, Santa Maria

Den-Mat has been one of Santa Maria's steadiest employers, making a significant economic impact since opening in 1974.

Type of Product:

Den-Mat produces esthetic dental materials, teeth whitening products, LUMINEERS thin porcelain veneers, high-powered curling lights, a life-saving lesion detection device, and Snap-On Smile.

Number of Employees: 400+

Years in Santa Maria: 47

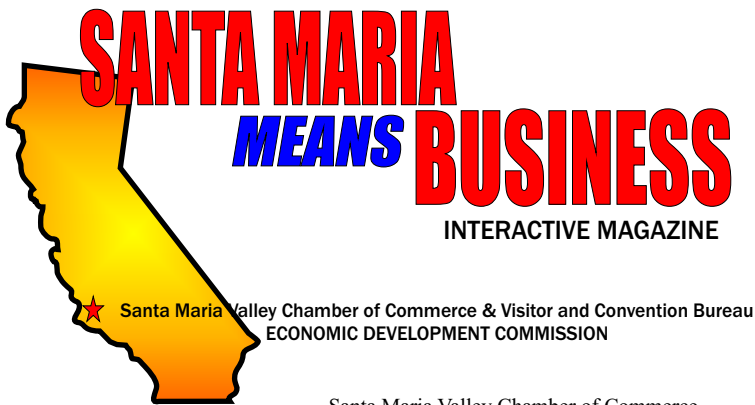
Den-Mat has consistently developed products that change the way dentists practice, products that allow the dentist to preserve, restore and enhance the teeth without the extensive cutting, drilling and tooth removal that have characterized dentistry in the past.

Den-Mat developed revolutionary LUMINEERS, the first porcelain veneers that are contact lens thin and strong.

Den-Mat currently has more than 400 employees and manufactures a complete line of over 150 cosmetic and restorative formulations. The company services more than 86,000 dentists nationwide, and its products are available in more than 68 foreign countries. It offers educational programs and seminars for dental societies and schools worldwide.



www.denmat.com www.lumineers.com



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[Business Resources](#)

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[City of Santa Maria Resources](#)

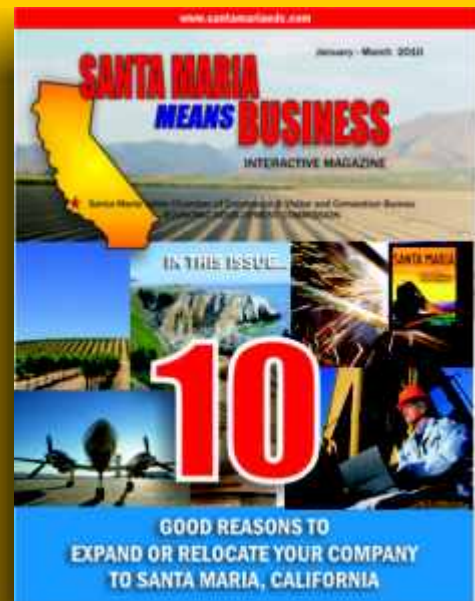
[County of Santa Barbara Resources](#)

Coming Next Issue!

ENERGY

How the Santa Maria Valley
is embracing new energy
technology and a look
at 'Green' Businesses!

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