



**Training Proposal for:
Fuji Food Products, Inc.
≤ \$75,000: ET10-0135**

Approved: **August 2009-1**

ETP Regional Office: **North Hollywood**

Analyst: M. Paccereilli

CONTRACTOR:

- Type of Industry: Manufacturing
 - Contractor's # of Full-Time Employees
 - *California:* 162
 - *Worldwide:* 520
 - Number to be trained: 44
 - Manager/Supervisor: 20%
 - Turnover Rate: 2%
 - Repeat Contractor: Yes No
 - Substantial Contribution: Yes No
- Priority Industry: Yes No

CONTRACT:

- Training Project Profile: Priority/Retrainee
- ETP Funding Amount: \$74,448
- In Kind Contribution: \$82,720
- Average Cost per Trainee: \$1,692
- Post Retention Wage: \$14.18
- Health Benefits: \$1.20 per hour
- Occupations to be Trained: Administrative Staff; Manager; Supervisor

- Training Menu:
 - Business skills
 - Commercial skills
 - Computer skills
 - Cont. Improvement
 - Literacy skills
 - Management skills
 - Manufacturing skills
 - Other:

- Advanced Technology: Yes No
- Range of Hours: 24 - 120 Weighted Average: 94
- Multiple Job Numbers: Yes No
- County(ies) Served: Los Angeles
- Union Representation: Yes No
- Subcontractor: To Be Determined
- Third Party Services: N/A

INTRODUCTION

Fuji Food Products, Inc. (Fuji Food) is a food manufacturer of Asian-cuisine and distributor of ready-to-eat dishes such as fresh sushi, Japanese-style salads, and party platters. Fuji Food distributes its products to major grocery chains, discount warehouses, and independent markets throughout California as well as to retailers located in Nevada, Arizona, Oregon, Washington, and Utah.

In the last few years, Fuji Food has been faced with increased competition from newly-emerging companies that market and sell similar products to retail outlets. In order to remain competitive, the company representative stated that it must introduce a variety of new products, improve quality of its products, increase productivity, and update internal business systems.

The proposed training will be an extension of the prior ETP contract. It will focus on the company’s new business systems and introduction of new products over the next two years. Trainees will learn new skills to meet production demands and provide support functions associated with the new products and systems to meet the needs of current and existing customers.

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
ET07-0178	Santa Fe Springs	12/31/06 – 12/30/08	\$86,400	\$62,613 (72%)

RECOMMENDATION

For the reasons set forth above, staff recommends approval of this proposal by the Executive Director in consultation with the Panel Chair (Delegation Order 2009-1).

Comments may be submitted by email at delegationorder@etp.ca.gov.
You must identify the ET10 Number for this proposal in the subject line of your email.
The deadline for submitting comments on this proposal is August 19, 2009.