

IMC Partners with PennTAP to Offer No Cost Energy Audits to Manufacturers

written by Lauri Moon | April 3, 2018

Is your company interested in saving money through pollution prevention strategies and energy efficiency assessments?

The Pennsylvania Technical Assistance Program (PENNTAP) is a federal-state-university partnership that provides technical assistance and one-on-one consultation to resolve specific business needs of small to mid-size PA companies. Their energy and environment team can help your company save money through pollution prevention and energy efficiency strategies.

PennTAP technical advisors and Penn State students will spend a day at your facility to examine manufacturing operations to identify opportunities to save energy and reduce waste and operating costs. PennTAP will perform one-on-one pollution prevention and energy efficiency onsite visits, provide recommendations for improvements in energy utilization and waste reduction, prepare and deliver site assessment reports, and provide assistance completing grant applications for project implementation.

IMC and PennTAP can bring a fresh set of eyes to work for you and your company to increase efficiency and reduce overhead costs, which can help retain existing jobs or lead to job creation.

For a free assessment, contact IMC at 570-329-3200x8085 or email info@imcpa.com.

IMC Featured as WLCC's Legacy Member

written by Lauri Moon | April 3, 2018



Innovative Modernization Center makes impact

By MIKE MERTZ

Manufacturing.com

Manufacturing companies face a host of issues, complex and often sticky problems they can't always manage on their own.

Many others simply need the resources that can help them become more efficient, competitive and profitable.

For 50 years, the Innovation Manufacturers' Center has been a key component in helping industries throughout a 13-state region.

"We work with manufacturing companies," says Maureen, IMC executive director, and "that is our focus."

The IMC brings the latest edge and resources to companies, utilizing both in-house staff and partnering with outside experts.

Located at 1027 W. Franklin St., Williamsport, it is one of the nine 7-acre Industrial Resource Centers and 10 National Manufacturing Extension Partnership centers leveraging private investment to drive manufacturing growth.

Training, mentoring, web design, technical writing, environmental and safety compliance, sales development and business planning are among the areas of expertise offered by IMC.

Maureen said small to mid-sized companies ranging from 10 to 250 employees represent the bulk of the IMC's client base.

"What are our staff known for is continuous improvement," she said.

Many other companies seek IMC for assistance in quality control and environmental issues and technology implementation.

The list of businesses working with IMC includes relatively new companies to more established ones.

"There are few relationships with a company, it almost never goes away," Maureen said.

The length of time IMC works with any particular company varies.



Maureen noted the overall impact of working out a single business.

"When you help a company add jobs, there is a multiplier effect," he said.

During 2017 alone, total revenues of those companies assisted by IMC increased by \$7.4 million, according to IMC figures.

In addition, a total of 580 jobs were created and 121 jobs retained during the year.

Companies realized cost savings of \$3.8 million and investment savings of \$486,000 in 2017.

"The number of companies we are working in growing," Maureen said.



Maureen said the IMC plays an important role in the region.

"It's nice to know you have an impact with helping companies and retaining jobs for people," Maureen said.

Many people, she said, would be surprised of the diversity of companies they help.

Study Releases Manufacturers Impacts in 2017

written by Lauri Moon | April 3, 2018

The Innovative Manufacturers Center (IMC), which is part of a public-private partnership that provides U.S. manufacturers with access to resources they need to succeed, today announced findings from its 2017 program impact survey. Each year, clients are surveyed using an independent third-party to document the economic impact of the services provided by Manufacturing Extension Partnership (MEP) Centers across the country and the partnership's return on investment for U.S. manufacturers.

During one-on-one projects and/or training in 2017, IMC interacted with more than 120 small and medium-size manufacturing clients. Of those manufacturers conducting one-on-one projects and reporting impact, IMC:

- Helped to create or retain more than 324 jobs
- Produced \$18,140,000 in new and retained sales
- Achieved \$4,498,500 in cost savings
- Facilitated \$8,055,700 in new client investments

IMC works directly with Central PA manufacturers to provide expertise and services tailored to meet critical needs ranging from process improvements, workforce training, innovation strategies, and new product development. These services help small and medium-size manufacturers accelerate and strengthen growth and competitiveness in the global marketplace.

“It’s essential for manufacturers to be equipped with the tools and training necessary to be competitive in today’s rapidly changing marketplace,” said Daniel T. Manetta, IMC Executive Director/CEO. “Manufacturing accounts for nearly 12 percent of the total U.S. gross domestic product, it’s the 6th largest employer, and it accounts for almost 60 percent of all U.S. exports.”

Collectively in 2017, the MEP National Network interacted with more than 26,000 small and medium-size U.S. manufacturing clients and:

- Helped to create or retain more than 100,000 jobs
- Produced \$12.6 billion in new and retained sales
- Achieved \$1.7 billion in cost savings

About Innovative Manufacturers Center (IMC)

Founded in 1988, the Innovative Manufacturers’ Center has worked with over 600 Central PA manufacturers to help them innovate, grow and prosper. Supported through the U.S. Department of Commerce, National Institute of Standards and Technology’s Hollings Manufacturing Extension Partnership (MEP) program and the Pennsylvania Department of Community and Economic Development’s Manufacturing PA program, IMC serves manufacturers in Lycoming, Montour, Northumberland, Union, Snyder, Clinton, Centre, Mifflin, Juniata, Huntington, Blair, and Bedford

Counties. Visit IMC at www.IMCpa.com for more information.

About the MEP National Network

The MEP National Network™ is a unique public-private partnership that delivers comprehensive, proven solutions to U.S. manufacturers, fueling growth and advancing U.S. manufacturing.

Focused on helping small and medium-sized manufacturers generate business results and thrive in today's technology-driven economy, the MEP National Network comprises the National Institute of Standards and Technology's Manufacturing Extension Partnership (NIST MEP), the 51 MEP Centers located in all 50 states and Puerto Rico, and over 1,300 trusted advisors and experts at more than 400 MEP service locations, providing any U.S. manufacturer with access to resources they need to succeed. Each MEP Center is a partnership between the federal government and a variety of public or private entities, including state, university, and nonprofit organizations.

About the Survey

Fors Marsh Group, LLC conducts the NIST MEP client survey. Fors Marsh Group, LLC is an Arlington, VA-based applied research firm. The company has experience both in market research and surveying with a specialization in working with small manufacturers. Fors Marsh Group, LLC conducts the survey quarterly and MEP Center clients are interviewed annually. The survey asks clients to consider the entire set of projects or services provided by a center and to report on how their company's performance and processes have been affected in the last 12 months. The survey asks clients to report on the impact of MEP Center services on bottom-line client outcomes and bottom-line impacts such as sales, jobs created/retained, capital investment and cost savings. The survey has 16 questions and takes an average of 10 minutes to complete.

What's So Cool About Manufacturing? Video Contest

written by Lauri Moon | April 3, 2018



Voting is underway for the What's So Cool About Manufacturing? project.

Check out the videos by clicking [here](#) and cast your vote today!

PA CareerLink Announces Upcoming Job Fairs

written by Lauri Moon | April 3, 2018

Click below for a list of upcoming Job Fairs and see how you can participate.

PACL C-M-N-S-U 2018 Job Fair Schedule with Links

Support for IMC and the National Manufacturing Extension Partnership (MEP) Program

written by Lauri Moon | April 3, 2018

For almost 30 years, IMC has been helping Central Pennsylvania manufacturers become more innovative, productive and profitable. We have been able to do this, in part, due to support from the U.S. Department of Commerce, NIST Manufacturing Extension Partnership program.

A recent study by the W.E. Upjohn Institute found that the **MEP Program generates a substantial economic and financial return of nearly 9:1**. Yes, a federal investment that works!

Please take 5 minutes to e-mail your federal elected officials asking them to support a \$142.4 million appropriation for MEP, **which helps support IMC's operations**.

To e-mail your federal elected officials

1. Click on this link
2. Click **Send E-mail**.
3. **Complete** the demographic information in the blue box and click **Submit**. This will take you to the **Compose Message** page where you will see the text of the e-mail and the names of the officials you will be e-mailing.
4. **Review the letter and customize** as appropriate - paragraphs 1 and 4 REQUIRE customization inside the brackets [].
5. Click **Submit** at the bottom of the page
6. Please **consider forwarding this request** to employees or others at your discretion.

Thank you for your support of IMC and Central PA Manufacturers!

PA CareerLink Announces “Understanding Apprenticeships” Seminar

written by Lauri Moon | April 3, 2018

The seminar will feature a presentation by Eric Ramsay, Director of the PA Apprenticeship & Training office. It also includes lunch and a tour of the Mifflin County Academy of Science and Technology.

This seminar is perfect for any business that you are in contact with who has an interest in learning more about apprenticeships. They will be covering the basics.

[Click here for an event flyer.](#)

Advanced Sales Training for Defense Contractors

written by Lauri Moon | April 3, 2018

Southern Alleghenies Industry Adjustment Initiative announces Advanced Sales Training for defense contractors located in the Southern Alleghenies region.

[Click here for flyer and additional information.](#)

IMC Graduates 1st Lean Champions Level Two Class

written by Lauri Moon | April 3, 2018

IMC is pleased to recognize the following companies with graduates from our first Lean Champions Level Two class.



2018 Lean Champion Graduates

- Advanced Powder Products, Inc.
- Albemarle Corp.
- Construction Specialties, Inc.
- Custom Container Solutions
- First Quality Tissue
- Hermance Machine Co.
- Jersey Shore Steel - Fabrication Division
- Lewis Lumber Products, Inc.
- Pik Rite, Inc.
- Restek Corp.

Many of our Level One participants wanted to go further in their Lean journey so we

developed the Lean Champions program. Level Two is a powerful second step for individuals looking to fortify and lead their organization's Lean efforts. Continuing the theme of a team-based approach to organizational opportunities, participants further develop their skill sets to lead sustainable change within their organization. The distinct "learn and do" approach is proven to develop Lean leaders that can manage, measure and lead their organization's Lean transformation.

[Click here to learn more about Lean Champions Level Two.](#)

Fueling Growth and Advancing U.S. Manufacturing Through Tangible Results

written by Lauri Moon | April 3, 2018

IMC's federal sponsor, NIST Manufacturing Extension Partnership, releases national network impact results for 2017.

By Carroll Thomas 2/05/18

I am proud to announce the MEP National Network impact results for 2017. These results are truly impressive. Last year, this streamlined program with 51 MEP Centers located in all 50 states and Puerto Rico, interacted directly or through their partners with over 26,000 manufacturers. Based on results from a third-party survey, clients from across the country reported that the assistance they received helped to create and retain more than 100,000 manufacturing jobs in 2017 alone. Read on...