

WEDnetPA FY 17-18 Application Deadline Extended

written by Lauri Moon | August 2, 2017

WEDnetPA FY 17-18 Application Deadline Extended to August 11th. WEDnetPA brings training funds to qualified companies across PA. If you are planning to send staff members to any of IMC's upcoming Lean Manufacturing programs in September, be sure to get your application submitted.

To learn more and to apply visit <http://wednetpa.com/> or call IMC at 570-329-3200x8085 and we'll get you connected to your local rep.

Millennials, Hiring & Retention

written by admin | August 2, 2017

Dear Manufacturing Leaders - Much talk about millennials these days and in particular as relates to manufacturing. Below is a link to a pretty good article about attracting and retaining people and millennials in particular - the fastest growing generation in the workplace. Jeff Kopenitz mentioned this fellow Jason Dorsey as the guru of workplace generational considerations. Other good stuff related to the subject on this site.

[Click here to read "Unlocking Millennial Talent."](#)

Two thoughts having just read it.

1. Millennials are clearly less willing to accept a "just do your job" type of workplace experience. Good for them.
2. The "key organizational capabilities" for business success in today's more complex, competitive and fast-changing world - *system-wide continuous*

improvement and innovation - are exactly aligned with what millennials are looking for. So in getting really good at systematic process improvement (Lean/CI) and product & service reinvention (innovation), you also create a workplace that attracts and retains the most talented young people. That's winning.

Also FYI, we recently developed a *template of a selection and retention improvement strategy*. It's something that I think any company could work from to develop a company-specific selection and retention improvement strategy. Let me know if you'd like a copy.

Survey on the Value of Manufacturing Credentials

written by Lauri Moon | August 2, 2017

The National Institute of Standards and Technology (NIST), through the Hollings Manufacturing Extension Partnership (MEP) is conducting a study to determine the use and value of manufacturing credentials.

There are many choices of credentials, but a significant lack of independent research regarding the quality, market value and effectiveness of manufacturing specific credentials. This research will provide information to U.S. manufacturers, career counselors and job seekers in reducing training costs and narrowing the skills gap.

On behalf of NIST MEP and IMC, we are asking you to participate in this important initiative. Please use the link below to access the survey before June 30th. Thank you for your time.

Click [here](#) to access the survey.

IRCs Generate \$14-to-\$1 Return on Investment!

written by Lauri Moon | August 2, 2017

A recent study performed by the Regional Economic Studies Institute of Towson University indicates a treasury return on investment of \$14.42:\$1, indicating that for each \$1 of Commonwealth of Pennsylvania funding received the IRC Program generated \$14.42 of incremental or retained treasury revenue. Click on the link below to read the full report.

Impacting PA Manufacturing's Economy Study 2017

2017 National Manufacturing Outlook and Insights: Strategies to Overcome the Headwinds

written by Lauri Moon | August 2, 2017

According to the Bureau of Economic Analysis, the value of manufacturing was \$2.17 trillion, or 11.9% of annual GDP, in Q2 2016. This represents more than the agriculture, construction, information, and mining industries combined. The 2017 National Manufacturing Outlook and Insights survey takes a deeper dive into the latest manufacturing metrics: exports, new orders, revenue growth, R&D investment, capital expenditures, costs, workforce, and technology.

Download the report here.

IRC Program Credited with the Creation and Retention of Over 6,000 Jobs in 2016

written by Lauri Moon | August 2, 2017

An independent analysis performed by the **Fors Marsh Group**, an applied research firm based in Arlington, Virginia, credited the Pennsylvania Industrial Resource Center (IRC) Program with the creation and retention of 5,943 manufacturing jobs in 2016. Companies participating in IRC engagements also recognized \$775.1 million of additional revenue, invested \$174.4 million in modernization or expansion within Pennsylvania and realized \$61.8 million in operating cost savings. These results were accomplished by the IRC Program's seven centers: **Catalyst Connection, DVIRC, IMC, MANTEC, MRC, NEPIRC** and **NWIRC**. Collectively, those centers cover every county of the Commonwealth.

These results represent the summation of client-reported IRC engagement impacts gathered by the Fors Marsh Group through a voluntary survey process. Survey participants identify the impacts as direct results of IRC engagements. Results are subsequently reported to the **Pennsylvania Department of Community and Economic Development** and the **U.S. Department of Commerce**, each of which funds a portion of IRC operations.

"Manufacturing plays a critical role in Central Pennsylvania's economy," said **Lauri Moon**, IMC's Manager of Outreach & Special Projects. "As part of the IRC program, IMC is the only economic development resource dedicated solely to meeting the needs of Central Pennsylvania's small and mid-sized manufacturers. We do this by providing objective, expert advice and actionable solutions that help these

companies become more innovative, productive and profitable.”

The IRCs provide small and mid-sized manufacturers with the technical, consultative and technology-based services they need to grow and thrive in a global economy. Such growth, in turn, accelerates the creation of good-paying manufacturing jobs within Pennsylvania. IRC services encompass traditional manufacturing disciplines focused on improving productivity, product quality and profitability, but have also expanded into revenue growth, supply chain optimization, advanced manufacturing technology and Industry 4.0 areas, such as cybersecurity, additive manufacturing, smart factories and broadband technologies.

In 2016, the IRCs performed substantial engagements with 867 companies, the majority of which reported that their local IRC was the only consultative resource available to them. Those companies reported the following 2016 results:

- **Creation and retention of 5,943 jobs**
- **Retention of \$634.4 million of at-risk sales**
- **Realization of \$140.6 million of sales into new markets or new customers**
- **Operational cost savings of \$61.8 million**
- **Investment of \$174.4 million in expansion, including \$95 million in facility projects or equipment upgrades and**
- **\$48.5 million in new process or product development**

As part of another study, the IRC Program outputs are being analyzed by the Regional Economic Studies Institute of Towson University. Preliminary results of that study suggest that IRC engagements added nearly \$3.75 billion to the Pennsylvania economy in 2016 and provide a return of \$14.42 to the Pennsylvania treasury for each \$1 invested in the program.

AME Mid Atlantic Announces AERCO Best Practices Event

written by Lauri Moon | August 2, 2017

This AME best practice workshop consists of presentations by AERCO associates, a facilitated tour of AERCO's operations and breakout sessions offering a deeper dive into specific areas of interest. Workshop highlights include kanban replenishment, daily management focus on "making processes visible," product/process rationalization to focus on core competencies and leverage supply chain capabilities and more. The program concludes with a facilitated continuous improvement session to offer feedback to our hosts. Don't miss this opportunity to visit a mature system based on enterprise excellence concepts with application throughout operations and design.

[Click here for additional information on this event.](#)

IMC Needs Your Support

written by Lauri Moon | August 2, 2017

For over 25 years, IMC has been helping Central Pennsylvania manufacturers become more innovative, productive and profitable. We have been able to provide this support, in part, due to our affiliation with the U.S. Department of Commerce, NIST Manufacturing Extension Partnership.

We are asking for your support via an email campaign to Congress requesting continued support for the Manufacturing Extension Partnership (MEP) program, which has been zeroed out in the President's proposed budget.

To participate, [click here](#) to be directed to the email tool and follow these simple instructions:

1. Enter all required contact information and click Submit.
 2. Customize paragraphs 1 and 4, where indicated by the brackets, with your company specific information.
 3. Once complete, click Submit.
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Advanced Manufacturing Leadership Awards Nominations

written by Lauri Moon | August 2, 2017

“Manufacturing Trends” announced invitation to submit nominations for NACFAM’s Advanced Manufacturing Leadership Awards that will be presented at their annual conference luncheon on September 7, 2017. The awards are “the *big company* chair/CEO/president award and the *small company* chair/CEO/president award.”

If interested in nominating a candidate (chair/CEO/president) for one of these awards, please send the completed nomination to Fred Wentzel at wentzef@nacfam.org or mail to NACFAM, Suite 800, 2025 M Street, NW, Washington, DC 20036. Nominations must be received by May 15, 2017. Questions can made to Fred Wentzel at 703-455-3461.

Nomination Form

PA Business Central Announces Top

100 Organizations

written by Lauri Moon | August 2, 2017

Congratulations to the following IMC manufacturers, clients and partners for being named a Top 100 Organization by PA Business Central.

- American Eagle Paper Mills
- Architectural Precast Innovations
- Avail Technologies
- Curry Rail Services
- Discovery Machine
- Electri-Cord Manufacturing Company
- Empire Kosher Poultry
- Homeland Manufacturing
- Lycoming Engines
- Nittany Paper Mills
- North Central Sight Services
- Philips Ultrasound
- Ram-Wood Custom Cabinetry
- Reclamere
- Restek
- Timberhaven Log and Timber Homes
- Williamsport Wirerope Works

Partners:

- Blair County Chamber of Commerce
- CBICC
- Concurrent Technologies Corporation
- Keystone Payroll
- McNees Wallace & Nurick
- Pennsylvania College of Technology
- Southern Alleghenies Planning and Development Commission
- Williamsport/Lycoming Chamber of Commerce

For a complete list, visit <http://www.pabusinesscentral.com/>.