

# DEP Offering Grants to Small Businesses

written by Lauri Moon | July 29, 2019

The Pennsylvania Department of Environmental Protection (DEP) announced the availability of **\$1 million in grant funding to Pennsylvania small businesses and farmers for energy efficiency, pollution prevention, and natural resource protection projects through the Small Business Advantage grant program.** Applications will be considered on a first come, first served basis, and will be accepted until fiscal year 2019-20 funds are exhausted or April 12, 2020, whichever occurs first.

The complete grant application package, which includes step-by-step instructions and instructional videos for completing the online application, is available by visiting the DEP Small Business Ombudsman's Office website.

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# Congressman Fred Keller Visits Ralph S. Alberts Co., Inc.

written by Lauri Moon | July 29, 2019

IMC joined Congressman Fred Keller in his recent tour of Ralph S Alberts Co, Inc. IMC has had the pleasure of supporting RSA and its manufacturing efforts for the past 25 years! #ManufacturingPA #MadeinPA #MEPNationalNetwork



If interested in hosting a state or federal senator or representative at your manufacturing facility, contact Lauri Moon at [laurim@imcpa.com](mailto:laurim@imcpa.com) or 570-329-3200×8085.

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# **IRCs (IMC) Driving Manufacturing Economy**

written by Lauri Moon | July 29, 2019

***2018 PA Manufacturing Scorecard Results Illustrate the  
Strong Performance of the State's Manufacturing Industry***

Williamsport, Pa. — May 29, 2019. Recent published findings from the 2018 PA Manufacturing Scorecard prove that Pennsylvania’s manufacturing economy is strong and growing, performing better in some areas than national trends.



These findings also underscore the work of the Williamsport headquartered Innovative Manufacturers’ Center (IMC), Inc., one of Pennsylvania’s seven Industrial Resource Centers (IRCs). The IRCs are nonprofits strategically located throughout the Commonwealth of Pennsylvania that, for more than 30 years, have served as the state’s lead economic development organizations supporting manufacturing. The IRCs provide support and services to small to mid-sized manufacturers that make up more than 92% of the state’s manufacturing base, enabling them to grow, thrive and continue to be vital and productive contributors to Pennsylvania’s economy.

“The Industrial Resource Center (IRC) Network augments the free market by helping small to mid-sized manufacturers gain access to quality consulting services that would otherwise be cost prohibitive to these mostly rural companies,” said Dan Manetta, Executive Director and CEO of Innovative Manufacturers’ Center (IMC), the IRC covering 12 counties in Central PA. “Services include strategic planning, business growth, process improvement, advanced manufacturing technologies, cybersecurity, among others. This non-profit support is a win-win for both manufacturers and consultants by reducing the cost of sales to rural companies and by helping them identify their specific needs in an unbiased manner. Economic impact is captured by an independent third-party survey of manufacturers served, and has shown an ROI of around nine-to-one back to the state coffers. There is no ‘needs based testing’ and all manufacturers are eligible for services. The 2018 PA Manufacturing Scorecard confirms the statewide success of this program.”

The IRCs specialize in providing technical assistance to the manufacturing sector throughout Pennsylvania’s 67 counties by assisting companies with improved bottom line strategies, productivity enhancement, waste elimination and topline growth by supporting strategic initiatives, new and improved products, market differentiation and workforce development strategies. Funded through the PA Department of

Community & Economic Development (DCED), the IRCs are also one of three key programs that make up Governor Tom Wolf's Manufacturing PA Initiative, a plan to enhance the growth and competitiveness of Pennsylvania's manufacturing companies by fostering strategic partnerships and training-to-career pathways.

## **PA Economic Indicator Results**

The PA Manufacturing Scorecard 2018 indicates that Pennsylvania is the 8<sup>th</sup> largest manufacturing state in the country based on gross domestic product (GDP), the market value of all final goods and services produced by manufacturers in an economy. In 2017, PA manufacturers generated more than \$88 billion in GDP. While Pennsylvania ranks 8th in the nation among states' contribution to GDP, it is competing with much larger, more populated states, such as California and Texas that typically hold the #1 and #2 ranking. Pennsylvania is also keeping up with neighboring states, including Ohio, Illinois, Indiana and outpacing New York.

In the last 10 years, Pennsylvania experienced an increase of 17.5% in manufacturing GDP, whereas U.S. manufacturing experienced an increase of 34.9% over the same time period. However, in recent years, Pennsylvania has outperformed the nation's manufacturing GDP growth, marking a 10.3% increase to the U.S.'s 9.4% between 2013 and 2017 and 5.0% to 4.5% between 2016 and 2017.

For Jim Futrell, Jr., CCR, Vice President - Market Research & Analysis of the Allegheny Conference on Community Development, this data is compelling. Mr. Futrell, on behalf of the IRC Network, conducted the analysis for the 2018 PA Manufacturing Scorecard from economic reports from the U.S. Bureau of Economic Analysis, the U.S. Bureau of Labor Statistics and the U.S. Department of Commerce.

"What the data indicate is that Pennsylvania is well positioned as it competes with other neighboring states and those that are historically identified as part of the 'Industrial Heartland' for their sustained economic reliance on manufacturing," explained Mr. Futrell. "It also demonstrates that manufacturing within Pennsylvania remains a vital and dominant economic sector, disproving the broad misconception that manufacturing is dead in Pennsylvania, as well as the U.S. For Pennsylvania manufacturers, the benefit of having access to the extensive resources and business

expertise of a central conveying organization like the IRC Network is invaluable.”

One of the biggest changes facing small to mid-sized manufacturers today is the emergence of Industry 4.0, a term referencing the fourth industrial revolution. At its most basic, Industry 4.0 involves optimizing the third industrial revolution’s integration of computers and making them “smart.”

Coincidentally, Industry 4.0 principles, technologies and processes are directly tied to two of the biggest challenges facing the economic performance of the state’s small to mid-sized manufacturers: making ongoing continuous improvements and identifying growth opportunities. Often these manufacturers lack the in-house expertise to pursue or deploy these principles and technologies.

The IRC Network is at the forefront of the Industry 4.0 movement, offering its clients a full breadth of services to understand and implement the new technologies, including autonomous robotics, additive manufacturing and 3D printing, Internet of Things, Cloud computing, cybersecurity, big data and analytics, simulation and horizontal/vertical software integration. Every one of the seven IRCs has industry experts specifically trained on innovation processes to teach manufacturers to use the tools at their disposal.

In regard to the 2018 PA Manufacturing Scorecard results on employment and wages, Pennsylvania has 14,414 manufacturing establishments with more than 561,700 manufacturing employees, ranking the state as the 6<sup>th</sup> largest employment base for manufacturing among all 50 states. Moreover, these manufacturing employees also account for almost 10% of the total state workforce.

The leading Pennsylvania manufacturing industries in 2017 contributing to the total manufacturing employment in the state were fabricated metal product manufacturing with 80,125 employees (14.3%), food manufacturing with 71,622 (12.7%), machinery manufacturing with 43,628 (7.8%) and chemical manufacturing with 40,165 (7.2%). Rounding out the top 5 is primary metal manufacturing with 34,938 employees (6.2%), a figure that is more than double the national average.

Additionally, the annual wage of a manufacturing employee in Pennsylvania in 2017 grew by 2.2% to \$61,111, which is 13.2% higher than the average Pennsylvania

wage of \$54,000.

For Pennsylvania manufacturers, the IRC Network is committed to building a world class workforce for the 21<sup>st</sup> century and has a proven track record in job creation and retention. IRCs facilitate employer engagement and provide career awareness and workplace learning opportunities through a five-step methodology that links to universities and students, advances incumbent workers, develops industry-driven curriculum, builds the pipeline and links with K-12 schools and finally, builds overall career awareness.



“Hermance Machine Company is experiencing unprecedented growth and innovative development thanks to the ongoing partnership with IMC. As seen by the picture, IMC training in LEAN education and patent and intellectual property seminars have supported the integration of this robotic cell to help Hermance automate some of our processes for more efficient practices. IMC has been a true friend in the continued growth and development of Hermance Machine Company.” Kelly Vogel, Human Resources Administrator, Hermance Machine Company.

Ms. Vogel’s testimonial underscores the outcomes that most IRC clients experience. In fact, in fiscal year 2017-2018 alone, IRC clients achieved increased sales that generated \$185 million in increased demand for Pennsylvania manufactured products and services. During this same timeframe, IRCs also helped to create and retain more than 5,100 jobs.

From business opportunities and innovations to process improvement and workforce development and training, there’s little Pennsylvania’s IRCs can’t do to support Pennsylvania manufacturers’ needs for growth. For more information on the 2018 PA Manufacturing Scorecard, visit [pamade.org/manufacturing-reports/](http://pamade.org/manufacturing-reports/). If you are interested in working with PA’s IRC Network, visit [pamade.org](http://pamade.org) to find the IRC nearest you.

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**About the Innovative Manufacturers’ Center (IMC), Inc.**

Founded in 1988, the Innovative Manufacturers' Center assists in connecting manufacturers in 12 Pennsylvania counties with the most effective regional, state and national resources to help companies innovate, grow and prosper. An affiliate of the U.S. Department of Commerce, National Institute of Standards and Technology's Hollings Manufacturing Extension Partnership and supported by the Pennsylvania Department of Community and Economic Development, IMC is one of seven industrial resource centers in Pennsylvania and serves manufacturers in Lycoming, Montour, Northumberland, Union, Snyder, Clinton, Centre, Mifflin, Juniata, Huntington, Blair and Bedford Counties. For more information, visit [imcpa.com](http://imcpa.com).

### **About the Industrial Resource Center (IRC) Network**

The IRC Network represents seven private nonprofits strategically located throughout the Commonwealth that play a critical role in helping Pennsylvania manufacturing continue to thrive. Working collaboratively, company by company, the IRCs provide the expertise, tools, and services that enable manufacturers to respond to changing markets, new technology, and the competitive pressures of today's global economy. The IRC Network is funded through the PA Department of Community & Economic Development. For more information about the IRC Network, visit [pamade.org](http://pamade.org).

### **About Hermance Machine Co.**

Headquartered in Williamsport, Pa., Hermance provides a wide selection of quality industrial woodworking equipment from the U.S. and abroad. Clients can choose from a line of quality new and used woodworking machines on display at their Williamsport showroom. As an added convenience they also offer a wide variety of quality machine parts and wood crafting supplies with worldwide shipment available. Hermance also specializes in equipment refurbishing and offer a variety of quality used machines. For more information, visit [hermance.com](http://hermance.com).

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# IMC Director Speaks about Leadership to WAMS Builder's Club

written by Lauri Moon | July 29, 2019

Dan Manetta, Executive Director/CEO for Innovative Manufacturers' Center (IMC) headquartered in Williamsport, PA, was asked to speak at one a weekly meeting of the Williamsport Area Middle School (WAMS) Builder's Club, an affiliation of the Kiwanis Club. The students work on community leadership projects under the direction of Mr. Mike Lundy.



Mr. Manetta was asked to facilitate a discussion on leadership and some of the key elements to being a successful leader. The discussion included: assessing the situation, establishing direction, communication, acquiring followers and managing resources. The class was fully engaged and participated with comments and answers that showed very good knowledge and maturity. "This program is truly a bright spot in our education system with respect to "building" future leaders." stated Dan Manetta.

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## New Machine Shop Webinar Series

written by Lauri Moon | July 29, 2019



As identified by more than 50 assessments conducted over the past year, **machine shops and fabricators have common issues:**



- **Shortage of skilled employees**
- **Improving the order quoting process**
- **Growing their business**
- **Improving the company's website**

Join us for no-cost, one-hour webinars to help address these needs. Below are links to sign-up for each webinar.

### **Organizing Your Shop Floor to Increase the Productivity of Your Most Valuable Assets - You and Your Employees**

- **Date:** Tuesday, **June 11, 2019** from 11:30 a.m. to 12:30 p.m.
- **For more information and to register, click here.**

### **Job Shop Quoting: How to Streamline Your Process**

- **Date:** Tuesday, **July 9, 2019** from 11:30 a.m. to 12:30 p.m.
- **For more information and to register, click here.**

### **Machine Shop Sales and Growth Strategies**

- **Date:** Tuesday, **August 6, 2019** from 11:30 a.m. to 12:30 p.m.
- **For more information and to register, click here.**

### **How to Take a Proactive Approach to Marketing Your Machine Shop**

- **Date:** Tuesday, **September 10, 2019** from 11:30 a.m. to 12:30 p.m.
  - **For more information and to register, click here.**
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# IMC Announces PA MAKES Mini-grant Program

written by Lauri Moon | July 29, 2019

IMC announces the PA MAKES Mini-grant Program funded by the Appalachian Regional Commission (ARC) POWER Initiative. The purpose of the POWER Initiative is to stimulate job creation and economic impact in Pennsylvania's 52 coal impacted counties. The Program, focused on providing strategic technical assistance to small- to medium-sized manufacturers, will help manufacturers be more competitive by adopting new technologies, becoming more efficient and diversifying their markets.



By working with the Innovative Manufacturers' Center (IMC), manufacturers will develop strategies and projects specifically matched to their needs. "We are looking for companies that want to grow and invest in their future," says Lauri Moon, IMC's Manager, Training & Outreach. By encouraging companies to take a new, more innovative approach, IMC believes the program will prove an asset not only to the health of the local manufacturing industry but to the region as a whole.


Mini-grants are available to manufacturers with 250 or less employees located in Pennsylvania's 52 coal impacted counties of western, central and northeastern PA. Applicants may request up to 50% of the total advanced manufacturing technology project cost up to \$10,000. Mini-grant dollars may be used to support direct, project related consulting costs, contracted services, software purchases, supplies and one-time costs related to the implementation of advanced manufacturing technology or process improvements.

To learn more about PA MAKES Mini-grants and develop an application, contact IMC at [info@imcpa.com](mailto:info@imcpa.com) or call 570-329-3200. The deadline for projects to be completed under the PA MAKES Mini-Grant is January 31, 2020.

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# IMC APPI Energy Procurement Partnership

written by Lauri Moon | July 29, 2019

IMC has endorsed APPI Energy to provide data-driven procurement solutions  that reduce and manage electricity and natural gas supply costs for members on an ongoing basis. Every day, APPI Energy identifies the wide range of energy supplier prices across the U.S. and utilizes that data to provide the lowest prices available among many vetted, competing suppliers. Their holistic energy management services include efficiency and sustainability consulting related to demand-side management and renewable energy projects.

APPI Energy now offers a full array of efficiency measures to reduce and track your consumption. To take advantage of this benefit program, contact IMC at [info@imcpa.com](mailto:info@imcpa.com).

APPI Energy Solutions

APPI Energy Top Five Differentiators

APPI Energy Procurement

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## What's So Cool About

# Manufacturing Program Featured in IndustryWeek

written by Lauri Moon | July 29, 2019

The What's So Cool About Manufacturing (WSCM) program is an annual video contest to excite middle school students across Pennsylvania to explore cool manufacturing careers and product profiles of manufacturing companies.

Click [here](#) to read *IndustryWeek* story.

To learn more about the WSCM program in IMC's 12-county region, contact Lauri Moon at [laurim@imcpa.com](mailto:laurim@imcpa.com) or 570-329-3200x8085.

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## IMC Accepting Applications for Manufacturing Business Advisor

written by Lauri Moon | July 29, 2019



Innovative Manufacturers Center (IMC) is seeking an individual with a passion for being part of Central Pennsylvania's manufacturing success. To be considered, the individual must have proven success calling on manufacturing business leaders.

Candidate is able to conduct high-level interviews to determine areas where IMC can help manufacturing clients succeed in business strategy/growth, process/continuous improvement, systematic innovation and other solutions. Candidate must be a strong closer and secure solid projects from new and existing accounts. Be able to build awareness of IMC through networking, trade or business associations, etc. Knowledge of Lean Manufacturing, Process Improvement, Manufacturing Technology and/or Innovation is a plus.

The qualified candidate will possess a minimum of a Bachelor's Degree in a business or technical field. Advanced degree in business, engineering or related field preferred. Minimum of three years' experience with a technology oriented non-profit or private sector manufacturing business. If you fit these requirements, please submit resume, cover letter and letters of reference to [kimv@imcpa.com](mailto:kimv@imcpa.com) or mail: HR Manager, IMC, One College Avenue - DIF 32, Williamsport, PA 17701. Position will remain open until a suitable candidate is identified. **EEO**

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# CromaFlow, Inc. Announces ISO 9001:2015 Certification with IMC Assistance

written by Lauri Moon | July 29, 2019

**Williamsport, PA JAN. 2019**—CromaFlow Inc, [www.cromaflow.com](http://www.cromaflow.com) a manufacturer of onsite water and wastewater treatment systems for residential and commercial

appliances, announces they have been certified under ISO 9001:2015 as of December 2018. The company earned certification under ISO 9001:2015 and was audited and registered by Perry Johnson Registrars of Troy, MI.



International Organization for Standardization (ISO) 9001:2015 is the most updated standard of its kind and focuses on quality management systems and performance. It assists companies in developing a management system that aligns quality with their wider business strategy. There is a focus on risk-based thinking and accountability in all organizational processes that helps improve communications, efficiency and implementation of continuous improvement.

“We are very excited to earn certification to ISO 9001:2015 and I know that it provides additional assurance to our customers that we are focused on continuous improvement and customer satisfaction,” said ChromaFlow Chief Executive Officer Henry R. Holcomb. “Our move to ISO 9001:2015 certification demonstrates our desire to always perform at the highest levels of quality and to deliver innovative, high quality water and wastewater solutions to our customers worldwide.”

For any company, the road to certification requires time and commitment. ChromaFlow began their internal preparation for certification with the help of the Innovative Manufacturers’ center (IMC) in Williamsport, PA and with assistance of Core Business Solutions of Lewisburg, PA.

In October and November of 2018, Perry Johnson Registrars, Inc. performed the mandatory certification audits. They then notified ChromaFlow of their achievement of the ISO 9001:2015 standard in December. The company’s corporate headquarters, design center and manufacturing facility is located in Montoursville, PA.

Press Release provided by ChromaFlow, Inc. For information on how IMC can assist your company in ISO Certification, email [info@imcpa.com](mailto:info@imcpa.com).