

IMC Director Speaks about Leadership to WAMS Builder's Club

written by Lauri Moon | May 31, 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.

New Machine Shop Webinar Series

written by Lauri Moon | May 31, 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.**
-

IMC Announces PA MAKES Mini-grant Program

written by Lauri Moon | May 31, 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 or call 570-329-3200. The deadline for projects to be completed under the PA MAKES Mini-Grant is January 31, 2020.

IMC APPI Energy Procurement Partnership

written by Lauri Moon | May 31, 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.

APPI Energy Solutions

APPI Energy Top Five Differentiators

APPI Energy Procurement

What's So Cool About

Manufacturing Program Featured in IndustryWeek

written by Lauri Moon | May 31, 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 or 570-329-3200x8085.

IMC Accepting Applications for Manufacturing Business Advisor

written by Lauri Moon | May 31, 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 or mail: HR Manager, IMC, One College Avenue - DIF 32, Williamsport, PA 17701. Position will remain open until a suitable candidate is identified. **EEO**

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

written by Lauri Moon | May 31, 2019

Williamsport, PA JAN. 2019—CromaFlow Inc, 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 CromaFlow 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. CromaFlow 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 CromaFlow 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.

Governor Wolf Affirms Commitment

to Pennsylvania's Tech Sector, Approves Funding for 255 Technology Businesses and Entrepreneurs

written by Lauri Moon | May 31, 2019

Governor Tom Wolf announced the approval of Keystone Innovation Zone (KIZ) tax credits for 255 early-stage technology companies to encourage entrepreneurship in and around Pennsylvania's colleges and universities.

"Every day, Pennsylvania's tech sector is growing stronger," Governor Wolf said. "Our role at the state level is to help foster that growth. By supporting our tech entrepreneurs, we're creating jobs, enabling business growth, and making Pennsylvania a national and global leader in innovation."

The KIZ program provides young Pennsylvania companies with vital working capital to meet critical needs, including covering capital expenditures, workforce expansion, operational expenses, and making companies more attractive to venture investment.

The program provides tax credits for companies that have been in operation for less than eight years, whose gross revenues have increased over the previous year, are located in a Keystone Innovation Zone, and are operating within a targeted industry sector such as information technology or advanced manufacturing/diversified materials. When combined with other tools for entrepreneurs like Governor Wolf's PA Business One-Stop Shop and the Ben Franklin Technology Partners, KIZs are one component of a broad spectrum of resources available for small and emerging technology companies.

An example of a company that has benefitted from the KIZ program is Soltech Solutions, a producer of the world's first LED grow light made for interior design. The KIZ program enabled the founders of the company to purchase crucial equipment, speed up their operations, and form strong partnerships with local

colleges and universities.

A full list of approved Keystone Innovation Zone companies totaling just under \$15 million in tax credits, as well as more information about the Keystone Innovation Zone Program, a map of the zones, and highlights of past awardees' success stories, can be found on the DCED website.

MEDIA CONTACT: J.J. Abbott, Governor's Office, 717.783.1116
Michael Gerber, DCED, 717.214.5325 or mgerber@pa.gov

Sustainable Success in a Fast-Changing Marketplace - Comments from a Local Manufacturer

written by admin | May 31, 2019

Below is a real story with multiple timely and important messages from one of our area manufacturing leaders who has chosen to remain anonymous.



One of the important messages... Yes, it's important to be as efficient as possible in *how* we do things (continual process improvement). But if we want sustainable success, we also have to continually innovate *what* we bring to the marketplace. As in creating new and differentiated products and services that are meaningful to customers. Because the competitive landscape is a more rapidly evolving place than ever. Check it out.

Today's lunch learning is more personal. A few months ago, I got news that a plant I once managed (20+ years ago), a super plant it was called in its day, a model for operations around the globe was closing and it was moving to Mexico. It reminded me in the days of super competition in electronics where our plant was competing, not just for business for its overall corporate needs, but our individual plant was competing too within the organization and globally. The livelihood of our people had to do also with its competitiveness within the organization. I used to say, we want to have the best bike! The bike everyone wants to have. When customers come to the US and are going to visit a plant, and there are 10 of them, we want ours to be the one chosen. We needed the best, the most enthusiastic people. The best the most cutting edge and performing assembly lines. Not just that perform, but that were "marketable." We needed to provide for the community in a visible way too. And we did! And we were very successful. We were on all the college tours, excellence tours and even written about in top improvement books having to do with World Class Manufacturing.

Now after 20 years, its going to be gone, and the people there were told that there aren't jobs for them at other plants. The best performing plant in the past, no longer a star. Its not to be looked at as a model of what to do and how to do it, but maybe what not to do. The employees once leading the culture change, now gobbled up by another. What is the lesson? Hard to say and its likely many contributors, but maybe, it got complacent. Maybe in its glory it lost sight. I know, some of you might feel how can you compete south of the boarder, I know we can as we did successfully for some time. Maybe it forgot it was competing.

I learned early about competition starting my career in Boston. Simplifying, we were told once to embrace in-process manufacturing and eliminate departments. I remember being a bit on the side lines and very observant noting that the company gave corporate every excuse why we couldn't do what they wanted. We didn't know another plant, not as experienced, was given the same directive. They were successful, we weren't. One day I came in, every manager and most senior level types we gone. Of course, then all the support types reported that they could do as desired, but the wheels of motion were already in play. It was the start of my career

and success, I think because I learned from this. I never forgot that experience. It was a scary hard truth. I literally let hundreds of people go as the plant closed and moved. The hollow look in their eyes would later be a motivator to me to prevent similar. I still have contact with those very first employees too, how lucky a guy!

I think about how many great companies we remember and who would ever think that they could collapse, vanish....They were the best of the best! Weren't they? I think this helps to point to the need to be constantly innovative. To be humble and competitive in all times. To use innovation and break paradigms. History is knowledge, if we choose to pay attention. At least, that is what I think! Remember these folks next time one thinks they are too big to fall. I point to business, but we can also point to people.

- Sears - ????
- Panam
- Compaq
- MCI - WorldCom
- Enron
- Arthur Anderson
- TWA
- Woolworth's
- Eastern Airlines
- Kodak
- Block Buster
- Radio Shack
- Polaroid"

“The True Origin of Value Creation”

written by Lauri Moon | May 31, 2019

This is a good, short article ultimately about sales and marketing. Easily transferrable

in terms of segmenting customers and identifying the kinds of touches that drive interactions and opportunities.

The True Origin of Value Creation

by Dan Blacharski