

New Machine Shop Webinar Series

written by Lauri Moon | May 30, 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 Welcomes Donita Rudy to its Board of Directors

written by Lauri Moon | May 30, 2019

Donita Rudy currently serves as the Chief Operating Officer for Ralph S. Alberts Co., Inc, one of America's most resourceful, multifaceted customer molders recognized within the amusement industry for their ride padding products manufactured in Montoursville, PA. She is an accomplished business professional holding C-level executive management positions and as a consultant assisting clients from a variety of industries and business sizes with financial, strategic and turnaround management services. She is passionate about enhancing business operations - and building skills and knowledge for business leaders.



Her leadership roles have been as President & CEO of a \$2 Billion, NASDAQ listed financial services holding company; CEO of a manufacturer in a turnaround environment; Receiver in several Court appointments, Committee Chair in Chapter 11 Bankruptcy proceedings and as Financial Advisor for creditors or businesses entities in turnaround or transition situations. She is certified as a Turnaround Professional, Lean Practitioner and Exit Planner.

Recognition includes U.S. Banker's national list of 25 Women to Watch in Banking honors for repeat years and being featured in the cover story in Community Banker on *The Fearless Female Factor*. Ms. Rudy has received the ATHENA Award for community and business achievement, Pennsylvania's Best 50 Women in Business recognition and inclusion in the Top 100 People in Business.

Donita has reached aspiring business leaders as an adjunct faculty member in

business curriculum for Saint Francis University and as a featured speaker and trainer on various leadership and business topics including those for the Pennsylvania Institute of Certified Public Accountants (PICPA), Penn State Executive Programs and Innovative Manufacturers' Center (IMC).

Welcome to the team Donita!

IMC Hosts Quick Response Manufacturing Event with QRM Founder Dr. Rajan Suri

written by Lauri Moon | May 30, 2019



Rob Bargo and members of the Videon team with Dr. Rajan Suri, Founder of Quick Response Manufacturing.

IMC hosted its first Quick Response Manufacturing (QRM) and POLCA training events with QRM Founder, author and *IndustryWeek* Manufacturing Hall of Fame Member, Dr. Rajan Suri.

During this day and a half of training, Dr. Suri and guest presenter, Rob Bargo, VP of Manufacturing Operations at Videon Central, shared:

- An Overview of QRM Principles & Strategy
- Practical Hands-on Manufacturing Critical-path Time (MCT) Mapping Exercises
- An Overview of POLCA along with Computer Simulation Demonstrations

30 individuals were on hand for both QRM and POLCA from half a dozen unique manufacturers from Central PA.

IMC Announces PA MAKES Mini-grant Program

written by Lauri Moon | May 30, 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 30, 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 30, 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 30, 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 30, 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 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.

IMC Bids Farewell to Outgoing Board Members

written by Lauri Moon | May 30, 2019

At its annual meeting in December, IMC bid farewell to three board members.



Pictured l-r: Dan Manetta, IMC Executive Director/CEO; Terri Fry; Vince Matteo; Keith Atherholt, IMC Board Chairman & President, Lewis Lumber Products, Inc.

- Terri Fry

- Dr. Vince Matteo, Williamsport/Lycoming Chamber of Commerce
- Dr. Jeremy Frank, KCF Technologies, Inc.

Thank you for your dedicated service to IMC and the manufacturers of Central PA.

Governor Wolf Affirms Commitment to Pennsylvania's Tech Sector, Approves Funding for 255 Technology Businesses and Entrepreneurs

written by Lauri Moon | May 30, 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