Advanced Sales Training for Defense Contractors

written by Lauri Moon | February 14, 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 | February 14, 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 | February 14, 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…

DoD Cybersecurity Compliance Training Video

written by Lauri Moon | February 14, 2018

Are you a Department of Defense contractor? This video, created by our sister center in Georgia, provides a step-by-step guide on how government contractors can achieve compliance with the new cybersecurity requirements established by the U.S. Department of Defense.

Not sure if you're in compliance? Contact IMC, we can help.

IMC Director Presents to WAMS Builders Club about Leadership

written by Lauri Moon | February 14, 2018

It was a snapshot lesson in leadership this morning for members of the Williamsport

Area Middle School Builders Club.

IMC Executive Director and CEO, spoke to club members about what it means to be a leader during their weekly meeting, led by advisor and seventh-grade teacher Mike Lundy.

Manetta outlined a three-pronged approach, or model, of leadership: “Be, Know, Do.” His presentation spurred students to think critically about what encapsulates a leader, ranging from character to accomplishments.

GAF Announces Job Fair for New Columbia Facility

written by Lauri Moon | February 14, 2018

Williamsport/Lycoming KIZ Companies Receive Nearly $130,000 in Tax Credits

written by Lauri Moon | February 14, 2018

Innovative Manufacturers Center (IMC), Inc. is pleased to announce three Williamsport/Lycoming Keystone Innovation Zone (KIZ) companies were awarded nearly $130,000 in KIZ Tax Credits. This round of tax credit awards takes the total of

local companies receiving KIZ Tax Credits since 2007 to over $2.5 million dollars.

On December 28th, Governor Tom Wolf announced Keystone Innovation Zone (KIZ) tax credits for 273 early-stage companies. "Fostering an environment that allows technology and innovation to flourish in our private sector is one of this administration's top business priorities," Governor Wolf said. "By providing these tax credits, we're helping to reduce the burden placed on companies as they go through the early stages of growth, thereby helping new ideas take root while pushing both our economy and the thriving tech sector forward." The Program is designed to support and encourage entrepreneurship in and around Pennsylvania's colleges and universities by providing 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 within the Williamsport/Lycoming Keystone Innovation Zone that have been in operation for less than eight years, whose gross revenues have increased over the previous year and are operating within a targeted industry sector such as advanced manufacturing, plastics, wood and information technology.

"Since 2007, the KIZ Tax Credit program has provided valuable access to local resources and state tax credits for qualified local companies. These unique credits can be applied to business liability or sold for cash, which offers financial support during the critical first years of business, allowing the companies to grow," stated Lauri Moon, Coordinator of the Williamsport/Lycoming KIZ. "KIZ companies have utilized these credits to fund new product development, staffing, marketing and other business needs," Moon said.

PA Department of Community & Economic Development Press Release

For individuals and businesses interested in learning more about the benefits and services of the KIZ Program, click here or contact IMC at 570-329-3200×8085. The Williamsport/Lycoming Keystone Innovation Zone is managed by the Innovative Manufacturers Center (IMC).

Manufacturing USA Annual Report, Fiscal Year 2016

written by Lauri Moon | February 14, 2018

The Manufacturing USA Annual Report for Fiscal Year 2016 describes the program's work in helping to move discoveries in the nation's universities and research laboratories to the shop floor here in America. It highlights the nine *Manufacturing USA* institutes that were active in Fiscal Year 2016, and documents the network's progress toward increasing the competitiveness of U.S. manufacturing.

The *Manufacturing USA* network is a public-private program designed with a vision of U.S. global leadership in advanced manufacturing. Its institutes have a mission to develop game-changing technology and the skills needed to equip our future U.S. manufacturing workforce. Institutes also provide education and training so that American workers have "improved job opportunities and increased economic opportunity in promising technology areas that result in higher wages."

Highlights of the Manufacturing USA network in 2016 include:

- 830 industry members, two-thirds of which were manufacturing firms, including 361 small businesses.
- Non-federal funding exceeded the original goals of a 1 to 1 match, with federal funds being matched at a 2 to 1 ratio, indicating the value of the network to industry, academia and the states. In addition to manufacturing companies, the partnerships included a variety of academic institutions and federal, state, local agencies, laboratories, and not-for-profit organizations.
- A portfolio of diverse programs for students in high schools, community colleges and universities; educators from kindergarten to twelfth grade; manufacturing employees; and transitioning veterans, so that the nation's

workforce will be prepared for a renewal of advanced manufacturing. Institute-led programs have reached about 28,000 people.

- AIM Photonics, based in Rochester, New York, developed a shared toolkit that has helped members speed up the design and development of photonic devices, which use light instead of electricity to enable faster performance and new capabilities.
- PowerAmerica, in Raleigh, North Carolina, helped keep 400 highly-skilled manufacturing jobs at a facility, X-FAB Texas in Lubbock. The company was able to update its capabilities to become an "open foundry" that semiconductor companies can use to produce next-generation electronic products.

The annual report also highlights an assessment by Deloitte, which found that the first eight institutes, established between 2012 and 2016, have "reached a critical mass of valuable connections among participating companies, universities, and other entities. Those connections are accelerating the innovations needed to develop new products and markets, helping alleviate a shortage of technically trained manufacturing workers and building a sustainable national manufacturing research infrastructure."

There are now a total of 14 *Manufacturing USA* institutes, sponsored by the departments of Energy, Defense and Commerce.

Read the full Manufacturing USA Annual Report, Fiscal Year 2016

Citation information:

Manufacturing USA Annual Report, Fiscal Year 2016, Advanced Manufacturing National Program Office, National Institute of Standards and Technology, Department of Commerce (2017), https://www.ManufacturingUSA.com/resources/Manufacturing-USA-Annual-Report-Fiscal-Year-2016

Contact: Advanced Manufacturing National Program Office – (301) 975-2830

Deloitte 2017 Study – How Manufacturers Can Create Positive Perceptions with the US Public

written by Lauri Moon | February 14, 2018

In Deloitte's recent study on the perception of manufacturing, the vast majority of Americans surveyed continue to view manufacturing vital to economic prosperity. However, less than 5 in 10 believe manufacturing jobs are interesting, rewarding, clean, safe, stable, secure. Less than 3 in 10 are likely to encourage their children to pursue a manufacturing career. Yet, when asked what future jobs in manufacturing will look like, those surveyed have overwhelmingly optimistic views – future manufacturing jobs will require high-tech skills (88 percent) and will be clean and safe (81 percent), as well as more innovative (77 percent). Given these findings, manufacturers could benefit from uplifting current perceptions in order to attract talent. Click to read how manufacturers can help change the perception of manufacturing.

Click here for the full study and supporting information.

Collaborative Robots and Lean/Continuous Improvement

written by admin | February 14, 2018

I attended a collaborative robots (cobots) event yesterday that IMC cosponsored with the PA CareerLink for Columbia/Montour Counties and thought it worth a few

observations within the context of lean/ continuous improvement.

The Perfect Process

Let's ask ourselves… What is the perfect production process? Well, a process that's being performed the "current one best way" (standard work) in a way that is 100% repeatable and predictable with no variation *AND* that can adapt if there are changes required *AND* can be continually improved.

We'd all love to have that, right? As we say, Lean/CI is about aiming for perfect yet knowing it isn't achievable (a golf score of 18). It's in the CI efforts that we keep getting closer and succeed as a result.

How Cobots Might Help

Cobots are a developing technology that can be an important part of our CI efforts. They're designed to work alongside people and to be able to do specialized tasks that may be mundane (lower value work) or unsafe (repetitive motion) or need to be very precise. They're small enough that they can be picked up and moved around easily and safe enough that they don't usually need guarding.

So if you think about Problem – Causes – Solutions (PDCA or DMAIC). Cobots can be a solution ***in the right situation***. But the key to successful application is to start by doing a great job of identifying the right problem, getting to root cause and then considering and prioritizing solutions. *Not* jumping to an assumed solution that a robot will save the day (oh yeah, we never do that).

Lean/CI More Than Ever

Like anything new, these technologies have the potential to separate winners from losers. And the winners will be the ones who have that CI operational culture and practices first and then apply cobots and other technologies as solutions to effective Lean/CI efforts.

Consider Getting to Know Cobots

My advice would be to identify an internal resource to stay attuned to this

continually emerging and developing technology. Below is a link to an organization and a book called "*Lean Robotics*" that was mentioned yesterday by the presenter from Universal Robotics. I haven't read it but plan to check it out. https://leanrobotics.org/.