

# Success Story: Pik Rite, Inc. Implements Strategies Learned Through IMC's CI Programs with Positive Impact on Production

written by Lauri Moon | July 22, 2024



Pik Rite was founded by Elvin Stoltzfus and Joe Yoder with a focus on creating a mechanical method for picking tomatoes. Their first machine was built in 1983, and by 1986, Pik Rite had manufactured three harvesters and incorporated the company.

From its initial tomato harvester, Pik Rite has diversified its product line to include equipment for harvesting cucumbers, peppers, gourds, zucchini, squash, pumpkins, and carrots. Additionally, Pik Rite produces vine diverters, commercial waste handling vacuum tanks, water hauling trailers, truck mounted dump bodies, manure spreaders, and municipal leaf collection units. Pik Rite also has a dedicated contract manufacturing line.

Pik Rite has steadily grown since the 1990s, expanding its market coverage, sales, and technological innovations both domestically and internationally. Based in Central Pennsylvania, the company now employs nearly 100 people across two facilities in Lewisburg, PA.

With continuous growth in business and varied industrial and agricultural markets, Pik Rite sought to increase production capacity and capabilities while maintaining their high-quality standards and design flexibility.

Pik Rite faced several critical challenges in their production process that hindered efficiency, employees, and ultimately customer satisfaction. The main bottleneck was

cumbersome production flow due to fragmented processes, which led to frequent delays and increased operational costs. Material handling issues further complicated these inefficiencies, as the lack of streamlined systems resulted in frequent delays and product mismanagement. Employees reported dissatisfaction stemming from repetitive, unnecessary tasks, impacting overall morale and productivity. This ultimately resulted in strained relationships with clients.

Pik Rite has a long-established relationship with the Innovative Manufacturers' Center (IMC) and IMC is a contributor to Pik Rite's continuous improvement journey. Pik Rite selected several personnel to attend the IMC's Lean Level 1 and 2 certification programs to seek potential strategies to address its current challenges in production as well as to build on its mission to give everyone "the opportunity to grow personally while engaging in an atmosphere of unity, respect, and integrity."

Through both the training program and post training assessments, Pik Rite implemented strategies learned from the IMC certification programs that included but were not limited to:

- Streamlined receiving and storage methods in the material warehouse to eliminate waste and improve material flow.
- Implemented a small parts handling system in the fabrication shop to reclaim lost floorspace, eliminate wasted motion, and improve overall flow and efficiency.
- Relocated materials in the fabrication shop for easier access for fabricators.
- Created multiple travel lanes throughout the entire facility to provide direct access from the fabrication shop to the production floor.
- Implemented a smart organization and carting system for Harvester fabricated parts.
- Started a safety hazard removal initiative in the fabrication shop.

These changes led to increased flow in the fabrication shop and production area, reducing the time employees spend searching for materials. Raw materials now flow into the storage areas seamlessly and can be retrieved safely and quickly by the operators.

Fabrication has become approximately 15% more time efficient while utilizing full

sheets of raw material. Production now tracks and utilizes 100% of their remnant material, up from approximately 25%. Overall throughput has increased by 8-10% with these changes and has even spiked to 20% in unique scenarios. Since implementing a safety hazard removal initiative in the fabrication shop, Pik Rite has had zero incidents, improving from 1-2 reported incidents per month, previously.

*“The IMC and its staff have played an integral part in the success of Pik Rite’s Continuous Improvement culture as well as directly influencing more efficient production and operations. The proof is in our results – our workplace is safer, our employees are happier, and we’re getting more quality work delivered to our customers, faster.”*

Caleb Thomas, Product Line Manager

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## **IMC participates in STEM program**

written by Lauri Moon | July 22, 2024

IMC Business Advisor Rick Terry used the Lego Airplane Simulation Factory to introduce students to manufacturing flow and key concepts during the 2024 Remake Learning Days STEM to the Skies program on May 14 and 16. Now in its third year, this northeastern Pennsylvania initiative offers hands-on learning experiences for youth, families, and educators to explore creative and fun ways of learning. In addition to science, technology, engineering and math (STEM), the program emphasizes the importance of teamwork and collaboration.







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# IMC Featured in Manufacturing in Focus Magazine

written by Lauri Moon | July 22, 2024





Manufacturing in Focus  
Magazine May 2024

IMC is excited to share our inclusion in the May issue of Manufacturing in Focus Magazine along with Central PA manufacturers Curry Fluid Power, Chicago Rivet & Machine Co. and Architectural Precast Innovations.

To discuss how IMC can partner with your Central PA manufacturing company, give us a call at 800-326-9467.

Manufacturing in Focus Magazine May 2024

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**“What’s So Cool About  
Manufacturing?” Video Contest  
Announces 2024 Central**

# Susquehanna Awards

written by Lauri Moon | July 22, 2024



The Innovative Manufacturers' Center (IMC), Central Susquehanna Intermediate Unit, BLaST Intermediate Unit, Advance Central PA and The Foundation of the Columbia Montour Chamber of Commerce are proud to announce the award recipients for the "What's So Cool About Manufacturing?" (WSCM) Central Susquehanna student video contest awards. The ceremony was held April 16<sup>th</sup> at the Pine Barn Inn in Danville, PA.



The WSCM contest partners students from middle schools in Central PA with local manufacturers. Each student team scripted, shot, edited and promoted a short video that documents their experience highlighting what is "cool" about manufacturing. Two videos in the region will be moving on to represent Central Susquehanna at the annual statewide competition being held in Harrisburg next month.

The video with the most votes, during three days of online voting in March, received

the “Viewers’ Choice Award.” A panel of judges reviewed the videos for awards in three other categories including Outstanding Overall Program, Outstanding Team Spirit and Outstanding Brand Placement.

“We had a really great contest this year with students and their manufacturing partners working together to highlight what’s so cool about manufacturing in Central PA. In our fourth year of this contest, we had a record number of votes for the Viewers’ Choice award of over 71,000 votes,” said Lauri Moon, Manager of Outreach & Special Projects with IMC and Co-manager of the Central Susquehanna contest. “The students, teachers and manufacturers put in so much hard work, and it definitely showed in their final videos.”

This year’s awards and their winners are:

1. Outstanding Overall Program: Mount Carmel Area Middle School & Great Dane
2. Viewers’ Choice Award: Central Columbia Middle School & Bloomsburg Carpet
3. Outstanding Team Spirit: Mount Carmel Area Middle School & Great Dane
4. Outstanding Brand Placement: Bloomsburg Area Middle School & GAF

Congratulations to the Mount Carmel Area Middle School/Great Dane and Central Columbia Middle School/Bloomsburg Carpet teams who are moving on to the statewide competition in Harrisburg next month.

Partnering with the Innovative Manufacturers’ Center on this regional contest are Central Susquehanna Intermediate Unit, BLaST Intermediate Unit, Advance Central PA and The Foundation of the Columbia Montour Chamber of Commerce. Funding for this program is made possible by these organizations and, in part, by EITC, PAsmart and PA Department of Labor & Industry Business & Education grants.

To check out this year’s Central Susquehanna What’s So Cool About Manufacturing? videos, visit <https://www.whatssocool.org/contests/central-susquehanna/>.

Visit [WhatsSoCool.org](https://www.whatssocool.org) for more information and follow on [Facebook.com/WSCMCenSusq](https://www.facebook.com/WSCMCenSusq).



Mount Carmel &  
Great Dane: 2024  
WSCM

Outstanding  
Overall Program  
and Outstanding  
Team Spirit  
Winner



Central Columbia  
& Bloomsburg  
Carpet: 2024  
WSCM Viewers  
Choice Winner

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# Voting To Begin for “What’s So Cool About Manufacturing?” Central Susquehanna Video Contest

written by Lauri Moon | July 22, 2024



IMC is proud to announce online voting for the 4<sup>th</sup> year of the Central Susquehanna “What’s So Cool About Manufacturing?” (WSCM) student video contest. Voting will commence Tuesday, March 26, 12:01AM, and remain open until Thursday, March 28, 11:59PM, on the Central Susquehanna contest page at <https://www.whatssocool.org/>. The winner will be announced during an awards event to be held April 16<sup>th</sup>.

Central PA school districts participating in this year’s video contest include Bloomsburg, Central Columbia, Huntingdon, Mount Carmel, Southern Columbia and Williamsport. These school districts videos will highlight these “cool” manufacturers in Central PA: Bloomsburg Carpet, GAF, Gardners Candies, Great Dane, Press Enterprise and West Pharmaceutical Services.

Student videos compete for the most votes to win the coveted “Viewers’ Choice Award.” The videos will also be reviewed by a panel of judges for awards in three other categories, including Outstanding Overall Program, Outstanding Team Spirit and Outstanding Brand Placement.

“We are excited to see our school districts and communities participate and support the hard work the students, teachers and manufacturers have put into this program,” said Lauri Moon, Co-Manager of the Central Susquehanna WSCM regional contest. “Online voting affords everyone the opportunity to participate and see the videos while further spreading the message about cool career opportunities in Central Pennsylvania manufacturing.

The WSCM program was created to generate excitement that draws students toward STEM education opportunities and to consider manufacturing career paths as they engage with local manufacturers, recording and presenting their experiences in an educational and “cool” way through documentary video production.

WSCM Central Susquehanna will choose two videos to represent the region in the Annual Statewide “What’s So Cool About Manufacturing?” Awards May 15<sup>th</sup> in Harrisburg.

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# IMC Welcomes New Team Members to Support Central Pennsylvania Manufacturing

written by Lauri Moon | July 22, 2024



The Innovative Manufacturers' Center (IMC), Inc. is excited to welcome Brian Wagner as a Business Advisor and Alisa Fairweather as a Business Solutions Specialist to its team of Central PA resources. In their new roles, Brian and Alisa will work closely with other members of the IMC team in developing trusted advisor relationships with Central PA manufacturers and providing manufacturers with a wide range of high-value services that directly support their success. Brian and Alisa will actively contribute to developing and implementing various services to clients that will improve their business strategy and growth, process improvement, systematic innovation, among other areas.

“The IMC team is excited to have Brian and Alisa join us to better serve the manufacturers in our region. Brian brings with him a wealth of experience and expertise in supply chain management, production planning, and strategic procurement, acquired over decades of dedicated service in various manufacturing environments. Alisa’s expertise in continuing education and professional development makes her a perfect match to assist our clients in advancing their employee’s professional growth and business advancement.” Dennis Gilbert, IMC President.



Brian Wagner is from Central PA and has worked in a variety of manufacturing companies in the area as a purchasing manager, warehouse manager, and production planner. “I look forward to leveraging my experience and skills to support the manufacturing community and help them tap into the resources needed to succeed in today’s competitive landscape.” Brian Wagner, IMC Business Advisor. Brian is a Certified Purchasing

Manager, Certified Professional in Supply Chain Management, Certified Professional in Supplier Diversity and holds a Bachelor of Science in Computer Science Engineering from Bucknell University.

Alisa Fairweather recently returned home to Central PA from Oregon and brings with her several years of experience in career and professional development, strategic planning, and policy development. “I am very excited to join the IMC team. They are truly dedicated to their mission of providing services and resources to manufacturers in Central Pennsylvania and contributing to the economic stability of the region.” Alisa Fairweather, IMC Business Solutions Specialist.



Alisa has a Master of Public Health from Portland State University and a Bachelor of Arts in Psychology from the American University.

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# Pennsylvania Manufacturers Report

# Significant Benefits and Impacts from Statewide Industrial Resource Center Program

written by Lauri Moon | July 22, 2024

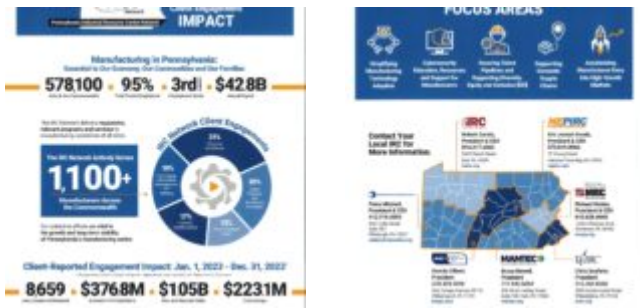
According to data voluntarily provided by 575 small and mid-sized manufacturing firms across Pennsylvania throughout 2023, the statewide Industrial Resource Center (IRC) initiative, the Commonwealth's flagship program for strengthening the competitiveness and resiliency of smaller industrial firms, generated significant positive results among users of their services. Over the past 12 months, manufacturers that utilized IRC professional services avoided 7,197 layoffs while adding 1,462 full-time workers to their rosters. They also realized \$796.8 million in retained sales and secured \$256.4 million of new customer orders as results of their IRC advisement and engagements.

In addition to growing their workforces and increasing their top-line revenue numbers, companies that performed consultative projects with their regional IRC reduced their non-personnel operating costs by \$187.1 million over the past 12 months, avoided \$36 million of unnecessary expenditures, and invested more than \$376.8 million in new equipment, facility expansion, advanced technologies and workforce training.

Pennsylvania's IRC initiative consists of seven affiliates across the Commonwealth including the IMC.

The revenue, cost savings, regional investment and job impacts reported by 575 IRC clients was gathered by an independent market research firm and confirmed by the U.S. Department of Commerce.

[Click here to View the IRC Network 2023 Client Engagement Impact](#)



# IMC Recognized by SHRM to Offer Professional Development Credits (PDCs) for SHRM-CP® or SHRM-SCP® Recertification Activities

written by Lauri Moon | July 22, 2024



The Innovative Manufacturers’ Center (IMC), Inc. is thrilled to announce its recent recognition by the Society for Human Resource Management (SHRM) as a SHRM Recertification General Provider. IMC is now authorized to offer Professional Development Credits (PDCs) for SHRM-CP® or SHRM-SCP® recertification

activities.

As a SHRM Recertification General Provider, IMC's SHRM approved training programs will qualify for SHRM Professional Development Credits. These credits are specifically designed to enhance HR knowledge and competency in alignment with the SHRM Body of Applied Skills and Knowledge™ (the SHRM BASK™).

Dennis Gilbert, President of IMC, expressed his enthusiasm about this recognition, stating, "IMC is excited that our approved training programs and events will be able to provide SHRM Professional Development Credits to our manufacturing clients. Small and mid-sized businesses, including manufacturing, face a special challenge in attracting, selecting, onboarding, engaging, and retaining workers today, and IMC continues to add programs and services to assist our clients in addressing these concerns, including our 5 Module webinar series, 'Meeting the HR Challenge.'"

*About SHRM:* The Society for Human Resource Management (SHRM) is a leading professional organization dedicated to advancing the practice of human resource management. SHRM provides resources, tools, and networking opportunities to HR professionals globally, aiming to elevate the HR profession and contribute to organizational success.

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# **Success Story: Rockland Manufacturing Invests in Training to Prepare Workforce for Change in Production Flow**

written by Lauri Moon | July 22, 2024



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Rockland Manufacturing Co., located in Bedford, PA with approximately 250 employees, is a medium-sized manufacturer of bulldozer blades, loader buckets, beach cleaning equipment, and land clearing equipment. Rockland primarily serves the crushing, aggregate, and log loading markets.

Rockland was beginning to implement a major change to their long-established production methods. In fact, the current flow had been in place for well over 30 years. The major change was to create a combined production method/department from two formally standalone functions. The change required changes in supervision, ERP tracking, production planning and scheduling, and manufacturing engineering processes.

The change is driven by the need to improve efficiency, specifically by reducing the amount of handling and transportation of certain products. By combining production functions for several of their product lines, both assembly and finish welding functions will be accomplished at the same workstation. Formally, a product would be assembled at one location in the plant, then transported by overhead crane to be staged at the second location until that department had capacity to work on it.

Rockland had already conducted experiments to prove that the change to the production flow would be successful in improving efficiency, but since the change had far-reaching affects throughout most departments within the entire company, management felt that specific training of key stakeholders was needed to help build unified momentum for implementation and asked IMC to provide this training.

The Rockland management team, while in consultation with IMC Business Advisor, Tim Davis, expressed concern about meeting project goals and objectives since the front-line production workers and their direct supervisors were accustomed to years of the current state workflow processes. Many organizations entering significant operational change are very good at getting the proper capital requirements and soft costs calculated and controlled, the weakest link is often underestimating the human

side of change. As such, IMC proposed a Change Management training initiative that would complement the capital investment already being made.

Tim Davis expressed, “This training is essential, it is beyond the capital equipment, renovation, and other costs normally associated with significant change, it can make or break the change effort including the need to extend timelines and adjust milestones when employee teams struggle through the transition.”

The IMC team helped Rockland identify key personnel who had responsibility and direct impact on the change requirements. Additionally, the team investigated the organizational requirements compared with the current state of the supervisors and other key personnel to identify gaps and develop a program specifically designed to help the Rockland team navigate a successful transition.

A highly customized change management training initiative was deployed by the IMC. It focused on how to anticipate the implications of change, how to monitor and adapt to change, how to communicate through it, and how to keep changing and improving. This training included interactive exercises to help the participants be more comfortable with the new changes to their workflow, break down potential barriers to implementing change by improving communication, and really focus on the importance of positive changes in production. All customized to align with the requirements for a successful transition to the new process.

Impressed with the results, the Rockland management team reported that the training provided by the IMC was successful in helping their workforce understand the need for change in their production methodology. Particularly, they pointed out that communication about the change improved. The interactive exercises conducted by IMC in the training helped break down communication barriers and improved teamwork. The momentum for moving forward with the production change was achieved, and since then the new assembly/weld function is established and becoming an accepted part of the company’s culture.

“We’re very pleased with the results of the training. It was a great way to break the ice regarding a systemic change in one of our oldest and most experience facilities. By training on change management, discussing the benefits of the change, and how to properly communicate the outcomes of the change, we experienced much less of

the typical resistance to change that one usually experiences in any business environment. The project was done faster, with less effort, much less drama, and most importantly, we haven't had any trouble with making the change stick over time. We're now building more, more efficiently, together, than ever before." Bo Pratt, President, Rockland Manufacturing Co.



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## **Due to expanding opportunities, IMC has two Business Solutions Specialist Positions Open.**

written by Lauri Moon | July 22, 2024

Are you a strategically savvy achiever with a passion for business and a heart for the clients you serve? Are you a conscientious, can-do team player comfortable fielding a variety of business challenges while providing deft business guidance? We're looking for a dedicated, driven self-starter to join our growing team and make us even

stronger.

From providing real-world strategic guidance on technical or other business services/advising Small and Medium-sized Manufacturing Entities (SME) in identifying, qualifying, and prioritizing new business opportunities following a sales process, you'll own and execute various vital business services critical to our clients' growing and continued success.

We value our employees and respect their unique contributions. Our employees enjoy **a dynamic, team-first culture, engaging and meaningful work, a collaborative environment, and the unsurpassed opportunity for growth and advancement.** Seize the chance to contribute to clients' achievements, bolster your strategic business prowess, and craft a fulfilling career you love.

Ready to get started? See the job details below.

## **RESPONSIBILITIES**

### ***What You Bring to The Table***

Following are the key professional attributes that will lead to success in this role:

- *Communicator* - Your written and verbal skills are exceptional. You can easily communicate complex topics to individuals and groups.
- *Collaborator* - You are a trusted partner and teammate. You enjoy partnering with others and working collaboratively toward a common goal.
- *Change Agent* - You have a constant pulse on both the big picture and bottom line.
- *Connector* - You enjoy networking and developing long-term customer relationships that lead to ongoing business opportunities.
- *Detail-oriented* - You embrace timelines, keep within budgets, and can handle whatever comes your way with the most incredible ease.
- *Business-savvy* - You are dedicated to your craft, stay apprised of industry trends, and always have a pulse on the latest insights and best practices

### ***What You Can Expect Day-to-Day***

Reporting directly to the president, the **Business Solutions Specialist** assists in developing trusted advisor relationships with key personnel at SMEs in the IMC service region and aids in providing these SMEs with a wide range of high-value services that directly support their success. In this vital role, you'll actively contribute to developing and implementing projects that may involve direct delivery of services, including business strategy, business growth, process improvement, systematic innovation, and other solutions. Core responsibilities include:

### *Outreach and Relationship Development*

- Continuously develop knowledge and a broad understanding of manufacturing markets, SME issues and needs, new manufacturing technologies, business growth strategies, business trends, and process improvement practices, including Lean, Continuous Improvement, Advanced Manufacturing Technologies, and Innovation Practices.
- Support identifying opportunities to create high-value exchanges (educational, informative, supportive, and collaborative) with crucial personnel at SMEs using various media (phone, e-mail, in-person, etc.) daily.
- Contribute to identifying high-capability solution providers whose capabilities align with IMC standards and focus areas as well as the essential needs of the SME.
- Develop supportive win-win relationships with academic, federal, state, and local agency partners, ensuring that they have a clear understanding of IMC's mission and core competencies, and that IMC has a clear understanding of partner missions and competencies.
- Assist in the development of customer leads and follow-up to make clients aware of services, fee and in-kind, available through IMC and other public or private resources.
- Coordinate the process of identifying, qualifying, and prioritizing new business opportunities following a sales process.
- Support IMC's pipeline of business opportunities at various stages of development: prospecting, qualifying, engaging, and follow-up.

### *Client Interface and Project Management*

- Develop trusted relationships with key personnel and leaders of SMEs.

- Support work with company engineers, technical staff, or management personnel to evaluate manufacturing strategies, production processes, manufacturing technologies, workforce or business processes, product development, and marketing and sales strategies that benefit the client.
- Assist in the development of project strategies and approaches that will provide SMEs with solutions to increase their competitiveness through operational improvements, cost reductions, market differentiation, and sales effectiveness or other measures for bottom-line improvements or top-line growth.
- Coordinate the development of project proposals outlining costs and benefits that respond to customer needs, therefore delivering results and impact for the client.
- Provide support to project management throughout the project.
- Contribute to the technical or other business services/advising SMEs and assist with making presentations on technical, engineering, or relevant business topics in conjunction with service providers.
- Aid in client follow-up to ensure the timely implementation of project recommendations and to ensure project quality and value.
- Serve as a connector among regional manufacturing entities to identify partnership opportunities.

### *IMC Program Management*

- Assist the acting program coordinator for special programs when assigned. This will include assisting with being the point of contact for participants, coordinating activities for the program, marketing the program, and completing necessary reporting to any agencies and internally for IMC.
- Aid the manager with special project initiatives as determined by the President (i.e., peer forums, lean users' group, etc.). This will include aiding in coordinating logistics, preparing materials, ongoing communication, follow up with participants, and completing all reporting necessary to any agencies and internally for IMC.

### *IMC Infrastructure Support*

- Aid in the development of a range of educational opportunities, high-

capability, and well-aligned partnerships and business solutions that support the needs of SMEs with emphasis on Lean, Continuous Improvement, Advanced Manufacturing Technologies, and Innovation Practices to build IMC's reputation as the region's thought leader on manufacturing's most critical challenges.

- Interface with a variety of partners, including state and federal funding agencies, regional economic development organizations, engineering resource centers, and educational institutions, to advise IMC management on new services or resources that may be available to assist clients.
- In consultation with internal and external customers and stakeholders, recommend policies and procedures for IMC Business Solutions Specialist operations and initiate process improvements for their role.
- Maintain a current understanding and utilize CRM (Salesforce) as well as any other partner CRM systems.
- Coordinate and communicate effectively with President or administrative team to ensure required metrics are submitted to the CRM in a timely manner and verified as accurate. Use IMC processes to aid in managing impact reporting and survey management processes for clients.
- Coordinate with the Financial & Contracts Manager to ensure contracts are executed in an appropriate manner.
- Meet or exceed established goals for projects and programming assigned throughout the year.
- Perform other appropriate job-related duties as assigned by the President.

### ***What it Takes***

The best Business Solution Specialists are astute business strategists committed to excellence, fueled by exceptional customer relationships, and relentless about client success.

#### **Minimum Required:**

This position requires occasional work at a client location, which may be in a manufacturing or non-office environment. Frequent travel throughout the service region, intermittent statewide travel, and infrequent out-of-state travel is expected and requires the ability to drive a vehicle.

- Bachelor's degree in a business or technical field or an appropriate combination of both education and experience
- 1+ yrs. experience with a private-sector manufacturing business or equivalent
- Basic knowledge of manufacturing initiatives, such as Lean, ISO, Six Sigma, strategy, growth, sales and market development and innovation
- Intermediate Microsoft Office Suite skills (Word, PowerPoint, Excel, etc.)
- Experience working one-on-one with executive leaders to provide strategic counsel
- Innovative change agent with the ability to respond to a dynamic and often unpredictable business and funding environment
- Exceptional communication skills, both verbally and in writing, with the ability to explain complex concepts and ideas to individuals and groups
- Mission-oriented with a demonstrated commitment to client success
- Action-oriented with solid self-motivation, decision-making, and problem-solving abilities
- Systems thinker, able to recognize the systematic nature of problems and identify system-oriented solutions
- Continual learner and pursues new ways to educate clients and deliver value
- Strong networking skills and strategies garnering credibility
- Effective sales skills and strategies
- Deep understanding of the needs, strengths, and weaknesses of others
- Proven ability to grow and develop client relationships
- Collaborates and works with others as part of a team to produce the desired outcome.
- Can quickly formulate questions and interpret responses
- Exceptional interpersonal skills necessary to deal effectively and courteously with coworkers, clients, board members, administrators, community representatives, and the general public
- Demonstrated sensitivity to diversity and multicultural issues
- Ability to lift to 50 lbs.

Preferred:

- Entrepreneurial, sales management, marketing, and development of B2B

relationships or customer service experience

- Conversational competence in IIoT, Industry 4.0, Additive Manufacturing, AMT, and Cyber Security
- Permanent residence in the 12-county regions of Pennsylvania (Lycoming, Clinton, Centre, Northumberland, Juniata, Montour, Union, Snyder, Mifflin, Blair, Huntingdon, Bedford)

## **THE COMPANY**

### ***Our Commitment to You***

Your success is our success. The Innovative Manufacturers' Center (IMC) is a public-private partnership dedicated to increasing Central Pennsylvania's manufacturing community through innovation, productivity, and profitable growth to drive economic impact. IMC offers a wide range of services to help Central Pennsylvania manufacturers innovate - and thrive. We are looking for a driven, emerging, business-oriented self-starter excited by the opportunity to partner with clients to bolster and impact their success. If you are a can-do, inquisitive problem solver looking for a like-minded team, let's start a conversation. Apply today by submitting your cover letter, resume and references to [careers@imcpa.com](mailto:careers@imcpa.com).

IMC is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to sex, race, color, religion, national origin, age, marital status, political affiliation, sexual orientation, gender identity, genetic information, disability, or protected veteran status.