

Attract Your Talent of the Future Today During Manufacturing Day 2023

written by Lauri Moon | September 28, 2023

Host an Open House During October to Celebrate Manufacturing Day 2023



Join manufacturers across the United States to showcase modern manufacturing and attract your future workforce.

MFG Day, celebrated the first Friday of October, reshapes perceptions of manufacturing and fosters a robust future workforce. MFG Day is dedicated to diversifying, strengthening, and enhancing the manufacturing workforce, promoting opportunities, and driving industry growth in the United States.

While October 6th is the official MFG Day, events are held all month long so don't let that stop you!

Watch the video overview to see what MFG Day is all about, then contact IMC. We'd love to help promote your event.



Are you a business-building strategist looking for an opportunity to shine? Challenge accepted - we're hiring!

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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 what you are for in the job details below.

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 understand, support, and promote the organization's strategic vision, goals, and objectives. 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.

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.

Success Story: Prysmian Expands Frontline Development Skills and Employee Engagement with Onsite Training

written by Lauri Moon | September 28, 2023



Prysmian Group, the world leader in the energy and telecom cable industry, engaged with the IMC with interest in various areas of improvement including

communication and leadership skills as well as job instruction training.

To address this need, the IMC provided content and expertise for Frontline Development Essentials as well as Training Within Industry (TWI) Job Instruction, a dynamic and proven method of hands-on training, learning and coaching for supervisors, team leaders and workers.

The Frontline Development Essentials program included theory, activities and small group interactions designed to foster learning and growth while also solidifying knowledge transfer and retention. Twelve frontline supervisors completed the three-day Frontline Essentials program. Through instruction, hands-on simulations and coaching, they demonstrated new skills to make them more effective and improve morale in their areas.

An IMC Business Advisor, who is TWI Job Instruction certified, delivered a ten-hour TWI program to Prysmian. The TWI program provides a proven and reliable system for elevating employee engagement that advances ongoing and planned continuous improvement, kaizen, lean and operational excellence initiatives. Ten employees completed the TWI JI program and demonstrated mastery of the 4-step How to Instruct model. They also demonstrated the ability to effectively Get Ready to Instruct with a focus on the Job Breakdown. These employees then successfully implemented this model within their own areas, resulting in consistent training and reduced training time.

“The attendees of both training programs came away energized and eager to apply their new skills in training, coaching and communications. There is broad consensus that these skills should continue to be developed throughout the company.” Jeanette Wragg, Training Manager, Prysmian Group

Prysmian Group will expand Williamsport facility, bringing jobs to area | News | northcentralpa.com

Prysmian Group Hosts Beam Signing Ceremony on \$22.5M Williamsport Facility Expansion Project | Prysmian Group

IMC Announces Officer Appointments to Its Board of Directors

written by Lauri Moon | September 28, 2023

The Innovative Manufacturers' Center (IMC), Inc. is excited to announce leadership changes to its Board of Directors. At its annual meeting on June 20, 2023, Tanna Pugh was appointed the IMC Chairperson and will serve in this role for a one-year term. Also appointed to one-year terms were Marcus Annicelli as Vice Chairperson and Donita Rudy, Secretary/Treasurer.



Tanna Pugh currently serves as the Director of PennTAP where she is responsible for overseeing the programs and personnel who offer technical assistance to small and midsize companies throughout the Commonwealth. Prior to joining PennTAP, Tanna had a 25-year career divided between industry and academia. As IMC's newly appointed Chairperson, Tanna will continue to bring her years of experience in building and sustaining long-term relationships, tech transfer, as well as program and business development to the Center. Tanna has been a member of the IMC Board of Directors since September, 2020.

"It is with great honor that I accept the role of Chair for the Innovative Manufacturers' Center Board of Directors, and I am excited about the opportunity to further advance the initiatives of the IMC in supporting the manufacturing base of central PA." Tanna Pugh, Director of PennTAP

Marcus Annicelli currently serves as the Chief Operating Officer of Bayard Printing Group headquartered in Williamsport, PA and Donita Rudy is a Certified Turnaround Professional located in State College, PA.

IMC Accepting Applications for Manufacturing Business Advisor

written by Lauri Moon | September 28, 2023
Ready to join a team dedicated to the success of Central Pennsylvania manufacturers?



IMC is seeking a Business Advisor to join our mission-driven, passionate team. The successful candidate will regularly meet with manufacturing clients to determine areas where the IMC can help them succeed in business growth, continuous improvement, innovation practices and other solutions. BAs typically provide consultative services, performance improvement options, and may work with 3rd party consultants or training providers. Candidates should have experience in manufacturing operations, production, business consulting services, workforce development services, or related experience with advanced manufacturing technologies.

The successful candidate will be a high energy navigator who is able to interface with regional manufacturing business leaders, operations and production leaders, and H.R. roles to create awareness and provide services that advance the manufacturing community.

The ideal candidate will possess a bachelor's degree in a business or technical field or an appropriate combination of both education and experience, and a minimum of three years' experience in a manufacturing or consulting business. IMC offers a

highly competitive compensation and benefits package.

If you fit these requirements and wish to apply, please submit a cover letter and resume to: careers@imcpa.com or mail: HR Manager, IMC, One College Avenue, Dept. 32, Williamsport, PA 17701. Position will remain open until a suitable candidate is identified. **EEO**

IMC's Lauri Moon Named PA Business Central Top Nonprofit Female Leader

written by Lauri Moon | September 28, 2023

Congratulations to IMC's Lauri Moon, named one of Pennsylvania Business Central's 2023 Top Nonprofit Female Leaders! Lauri has been a member of the IMC team for over 30 years, working to support our mission of growing and strengthening Central PA manufacturers and supporting the Central PA community at-large. Join us in congratulating Lauri on this well-deserved honor!



"Lauri Moon has been with the IMC for 32 years and is responsible for many areas of the organization including administration, outreach, training, and special projects. Lauri, and the IMC team, work with Central Pennsylvania manufacturers to drive economic success and profitable growth through support in areas such as advanced

manufacturing technologies, workforce training and development, supply chain optimization, and quality and continuous improvement strategies. In 2022, the IMC served 110+ Central PA manufacturers to create/retain over 400 jobs and realize \$32.5M in new/retained sales, cost savings and investments. Lauri manages and participates in many special projects including Coordinator of the Williamsport/Lycoming Keystone Innovation Zone, Manager of the Central Susquehanna What's So Cool About Manufacturing? Video Contest, and the MADE in Central PA Next Generation Sector Partnership. Lauri also volunteers for various non-profit organizations such as Greater Lycoming Habitat for Humanity, The YWCA Northcentral PA, and the Leadership Lycoming."

Supplier Scouting Opportunities

written by Lauri Moon | September 28, 2023



As of April 13, below are several open supplier scouting opportunities that are available through IMC's federal sponsor to scout. If interested in learning more about any of these opportunities, contact IMC Business Advisor, Dana Gordon at danag@imcpa.com or 814-933-7828.

- Level 2 EV Charger closes **Jan. 5, 2024**
 - Submitted by Environmental Protection Agency (EPA)
- DC Fast Charger closes **Jan. 5, 2024**
 - Submitted by EPA
- Extruded Copper for Box Connector closes **May 25**
 - Submitted by a fellow Pennsylvania MEP center
- Radiosondes closes **May 5**

- Submitted by National Oceanic and Atmospheric Administration
 - Reversible Winter Skirt with Snaps closes **May 5**
 - Submitted by fellow MEP
 - Polypropylene closes **May 5**
 - Submitted by DialCap
 - Packaging closes **May 5**
 - Submitted by DialCap
 - Misc. Electrical Line Hardware closes **May 12**
 - Submitted by Department of Energy Western Area Power Administration
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Winners Announced at Central Susquehanna What's So Cool About Manufacturing? Video Contest Awards Ceremony

written by Lauri Moon | September 28, 2023



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 19th at the Pine Barn Inn in Danville, PA.

The WSCM contest partners students from schools in several Central PA counties 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 third year of this contest, we had a record number of schools and manufacturers participate, a record number of 50,000 votes with this year’s Viewers’ Choice award had over 17,000 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: Selinsgrove Area Middle School - Gilson Snow, Inc.
2. Outstanding Team Spirit: Mount Carmel Area Middle School - Great Dane
3. Outstanding Brand Placement: Warrior Run Middle School - Fabtex, Inc.
4. Viewers’ Choice Award: Central Columbia Middle School - SEKISUI KYDEX

Congratulations to the Selinsgrove Area Middle School/Gilson Snow and Central Columbia Middle School/SEKISUI KYDEX 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, Manufacturing PA Initiative funding, and with federal dollars. For more information, visit: <https://advancecentralpa.org/about-us/public-notice/>.

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).



2023 Central Susquehanna Awards



Viewers Choice Award Winner - Central Columbia Middle School and

SEKISUI KYDEX



Central Susquehanna WSCM Planning Team (L to R): Jeff Emanuel, The Foundation at Columbia Montour Chamber of Commerce; Alexa Hann, Advance Central PA; Colleen Epler-Ruths, CSIU; Lauri Moon, Innovative Manufacturers Center (IMC)



Outstanding Team Spirit Award Winner - Mount Carmel Area Middle School and Great Dane



Master of Ceremony - Nikki Krize,
WNEP-TV



Overall Outstanding Program Award
Winner - Selinsgrove Area Middle
School and Gilson Snow, Inc.



Outstanding Brand Placement Award
Winner - Warrior Run Middle School
and Fabtex, Inc.





Congratulations to Selinsgrove Area Middle school and Central Columbia Middle School on being selected to move on to the statewide competition in Harrisburg next month. Good luck!

Latest IMC e-News

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 - Blockchain may be Better than ERP Inventory Systems
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-

Latest IMC e-News Release

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Click [here](#) to check out the latest IMC e-news including various IMC and partner workshops and events as well as the latest industry news.