

Funding for Energy Efficiency Equipment Upgrades

written by Lauri Moon | May 1, 2020

Taking advantage of opportunities to improve efficiency and reduce energy-related costs often requires investment in new equipment, technology, or controls. Identifying funding available to your business and providing estimates of project payback are key components to reaching your goals.

Often, many companies are eligible to apply for funding to assist with improvement efforts. Eligibility of sites and projects, however, should be considered carefully.

This PennTAP webinar will discuss funding opportunities for energy efficiency equipment upgrades for small to mid-sized companies throughout Pennsylvania.

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From Challenge to Challenger: Your Path to Additive Manufacturing Success

written by Lauri Moon | May 1, 2020

How can your organization approach additive manufacturing (AM) in the best way possible? The simplest answer is to embrace AM as a massive opportunity for growth instead of a challenge that needs to be addressed.

After all, the goal of any AM initiative shouldn't be to "catch up" to competitors that may already be using AM. The goal is to become an innovator in your space — the

leader that your competitors are scrambling after. Getting there involves overcoming the challenges that practically every organization faces at the outset of their AM journey. This webinar will explain how to work past those roadblocks, how to explore the full potential of AM from the ground up, and how to become a true innovator in your industry.

The first step requires looking inward at your organization. It involves an end-to-end rethinking of your design process, your manufacturing philosophy, and your entire value chain. You'll need agile teams that aren't bound by traditional ways, and your organization must be set up to nurture and optimize that agility. With the right organizational groundwork, you will create new opportunities for your products and your business that will grow more powerful over time.

In this webinar, we will discuss:

- Why a “wait and see” approach to AM can be dangerous for your business
- How you can begin your AM journey with low risk and minimal investment
- How to lay the groundwork for long-term AM success
- How modest AM projects can evolve into transformative business opportunities
- Real-world examples of the many paths you can take on your AM journey
- Where the future of AM can take you

[Register](#)

Ramping Up Lunch Break Discussion

written by Lauri Moon | May 1, 2020



Since the beginning of May, federal and state government officials have started to reopen the economy. During the last AME Mid-Atlantic lunch break, participants shared their plans, expectations, concerns, thoughts and practices as they prepared to ramp-up.

The AME Mid-Atlantic Region would like to invite you to share what we have learned during this period of reopening and next steps. Facilitated by IMC Lean Master Jeff Kopenitz.

This free, virtual event is open to both AME members and non-members but “seating” capacity is limited. Once registered, you will receive virtual meeting information via email.

This is a free event, but registration is required.

[Click here to register for this Zoom event.](#)

Selling Value in Uncharted Waters

written by Lauri Moon | May 1, 2020

How to compete against the competition, which might have a lower price, without giving up on your price.

At this session, we will dive into the aspects of:



- **What it really *means* to sell value**- whose definition of value really matters? Not yours! Unless we can have our prospects define what value means to them, our definition is worthless. What do they do to hide this?

- **What it really *takes* to sell Value** - it takes a selling process that is geared to uncover the value as defined by our prospects. Many salespeople push their view of the value they bring and it is a total disconnect. We must have a disciplined process that allows us to get there.
- **What *skills* we need to really sell our value** - we need the Value Seller Competencies all the time, but now they are simply vital. You'll be surprised at what these are.

The goal of this session is for us evaluate what we each must do, *right now*, to fill our sales pipeline with qualified opportunities, or at least the beginning stage of some qualified opportunities. As things open up, we need to be prepared for:

- Strong price pressure - *"We need to cut costs."*
- Resistance to meet in person - *"We're not seeing anyone yet."*
- Put Offs - *"That project has been pushed back."*

[Click here to Register!](#)

How COVID-19 Will Trigger Global Supply Chain Realignment... and What To Do About It

written by Lauri Moon | May 1, 2020

The Sequential Consequences of China Ripple Effects from Coronavirus

IMC sister-center Catalyst Connection is hosting this webinar that will explore the ramifications of the COVID-19 virus, starting with the initial impact at the center of the virus in China, then in terms of the short-term effects on business and finally the long-term impact on trade and global supply chains. This webinar will demonstrate how a cascading effect starting in China will magnify several existing critical macro-

trends within China that will ripple outwards and dramatically affect supply, revenue, earnings and market share of a significant range of global companies.

Even if businesses do no commerce with China at all, the widespread and pervasive effects of these trends will still reach them and influence prospects for survival and growth, alike. This one-hour webinar will examine these effects and how the downstream results will dramatically change global supply chain and pose serious challenges for US businesses unprepared for this adjustment:

- Supply chain disruption
- Shipping and transportation problems
- Work force concerns
- Reductions in quality & productivity
- Capital & liquidity issues
- Production relocation & global supply chain realignment

Finally, you will learn about a series of detailed recommendations to help businesses affected by this cataclysmic change come out of this stronger than ever.

Presenters:



David Iwinski Jr. CEO - Blue Water Growth LLC Pittsburgh

Mr. Iwinski is the Managing Director of Blue Water Growth, a global business consulting firm with extensive on-the-ground experience and expertise in Asia. Its services include merger and acquisition guidance, private capital solutions, product distribution, production outsourcing, and a wide variety of business advisory services for its Western and Asian clients.



Dennis Unkovic, Esq. Meyer, Unkovic & Scott LLP
Pittsburgh

Mr. Unkovic represents U.S. and foreign entities in their international activities. His involvement includes negotiating commercial transactions, mergers and acquisitions, and inbound and outbound investment projects. He has traveled to 64 countries, with significant involvement in Japan, China, Southeast Asia, Australia, and Europe. For three years, he was Board Chair of Meritas, a highly ranked legal network of 7,658 lawyers in 94 countries.

[Register](#)

How Can Employers Prepare for a Post-COVID-19 Workplace

written by Lauri Moon | May 1, 2020

The spread of the novel Coronavirus may diminish soon, requiring employers to begin reopening their businesses and welcoming back employees. Employers need to be ready to confront the issues concerning a post-pandemic workplace. Business guidance and legal requirements are changing rapidly. This webinar will discuss changes implemented that employers must be ready for in the coming weeks.

This webinar session will cover:

- Navigating the End of Shelter in Place Orders and when employees come

back to work

- Issues concerning safety of employees
- How the workplace will change after COVID-19 retreats
- What potential legal claims employers could face

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New Product and Process Development - From Strategy to Factory Floor

written by Lauri Moon | May 1, 2020

The *SPEED OF CHANGE* keeps increasing in *EVERYTHING*. Including...

· Customer Requirements	· Technology	· Communications
· Competitive Marketplace	· Knowledge/Know-How	· Materials
· Supply Chains (Reshoring)	· People (Turnover)	· Methods/How-To's

The time is NOW for manufacturers to get better at INNOVATION - at New Product Development and Implementation.

IMC is offering this no-cost webinar featuring:



3P (Production, Preparation, Process)

A time-tested methodology for New Product and Process Development

On this webinar, we will cover:

- Introduction of the **3P methodology for New Product and Process Development and Implementation** (with Lean/CI Master Black Belt, Jeff Kopenitz)
- A look at New Product-related business considerations (strategic, financial, sales, marketing)
- How the IMC Team can support you and your company on New Product Development and Implementation

Register

Zoom login information will be shared prior to the event.

IMC Central PA Lean Roundtable Call

written by Lauri Moon | May 1, 2020

IMC would like to touch base with our “Continuous Improvement Community”, those who have been thru IMC’s lean training programs.

We would like to hear from you and discuss a little about:

- The Current Condition

- The Role of Continuous Improvement Advocates
- Possible Paths for Future Improvement Training and Support from IMC

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IMC Central PA Lean Roundtable Call - Williamsport Group

written by Lauri Moon | May 1, 2020

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Why Root Cause Analysis is the

Cornerstone of Asset Performance Management

written by Lauri Moon | May 1, 2020

Physical assets are capital intensive and for many organizations are considered to be the life blood of their business. No enterprise can expect to achieve peak performance unless these assets reliably perform at optimal levels. To achieve operational excellence your overall Asset Performance Management (APM) strategy needs to be proactive and effective. Many asset-intensive organizations continue to use break-fix maintenance plans to manage their production assets. Not only does this reactive approach increase cost through increased downtime and lost production, but unplanned shutdowns or failures can lead to environmental health and safety incidents. Good APM has been proven to reduce unplanned downtime, increase asset availability, decrease maintenance costs, and reduce the risk of failure for assets that are most critical to operations.

By including **proactive Root Cause Analysis** (RCA) as a core component of your APM strategy, you can improve:

- Availability - Assets are consistently available to perform
- Reliability - Assets perform their intended function consistently avoiding any operational interruption

This webinar will address the core components of (APM) and how an effective RCA process will support increased asset performance and cost control.

At the end of this webinar you will:

1. Recognize the typical pitfalls/barriers/deficiencies in APM programs
2. Understand how KT Proactive RCA Tools address these typical pitfalls
3. Learn how to build a Collaborative Culture of Continuous Improvement

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