

Calculating Your Cost of Goods Sold and Estimating Future Production Costs

written by Lauri Moon | January 31, 2020

Many start-up companies make the mistake of designing overly complex products that are expensive to manufacture and assemble at scale. This inflated cost can make your price point too high (costing you sales) or erode your profit margins. This webinar will show you how to accurately calculate your total product cost and develop an intelligent pro-forma cost as you look to scale-up production.

What You Will Learn

- The difference between fixed costs, variable costs, direct costs, indirect costs and overhead.
- Gain an understanding of Break-Even Point and Economies of Scale and how they can impact pricing and profit margin.
- The importance of knowing your product cost before investing in manufacturing or launching at the wrong price point.
- Translating your bill of materials and manufacturing cost into an intelligent proforma at any scale.

Speakers



Eric Fasser - FuzeHub

Design and Engineering Solutions Specialist

Bio



Dan Radomski - FuzeHub

Build4Scale Trainer & Consultant

Bio

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**Collaborative-Capable Robots: The
Future is Now for Automated**

Welding

written by Lauri Moon | January 31, 2020

For years, traditional industrial welding automation has helped large companies address labor shortages, variable cost overruns, difficult production targets and quality issues. Without those large capital budgets, however, automation had previously been out of reach for small to mid-size manufacturers. But now, flexible, easy-to-program and quick-to-deploy collaborative robots are changing the landscape of welding automation... all for a fraction of the cost of traditional industrial robots.

This 60-minute webinar will cover:

- The history of traditional welding automation
- A welding market review from a robot perspective
- Benefits of cobotic welding automation
- Ideal profile of companies best suited for cobot welding automation

Speaker



Mitch Dupon, Application Development Engineer, Universal Robots

Mitch Dupon graduated from Conestoga College in Canada with a degree in Welding Engineering. After spending 10 years with Panasonic Factory Automation, Mitch worked in the welding robotics group at KUKA Robotics.

Currently at Universal Robots, Mitch has travelled the world from North America, Mexico, India Germany to Denmark, installing and implementing welding automation. His experience ranges from installation, service and sales of welding automation in high production automation environments to simple pre-engineered cells at small and medium sized businesses. He is passionate about welding and all the opportunities it provides to small and medium-sized companies looking to

automate their high mix / low volume production with a solution that has never existed before. The collaborative welding tool.

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Why Traceability is Crucial for a Successful Supply Chain

written by Lauri Moon | January 31, 2020

Traceability is a crucial part of supply chain management. If traceability is neglected, you could damage your business reputation and lose millions in revenue. But it's not just about risk—traceability can also add value to your brand, increase profitability and significantly improve sustainability.

Join us on February 19 to learn about traceability best practices and how operational visibility gives you real-time insight into supplier quality and manufacturing processes.

Topics include:

- Monitoring for regulatory compliance
- Lowering risk of product recalls
- Gaining efficiency
- Improving decision-making
- Better management of materials
- More effective demand planning
- Better logistics management

Speaker



Morgan Rochofski, Product Marketing Manager - Sage X3, Sage

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Recession-Proof Your Operations

written by Lauri Moon | January 31, 2020

Most manufacturers have experienced a decade of growth since the Great Recession ended in 2009. But there are signs — declines in new orders, a stagnating U.S. gross domestic product, reduced corporate growth estimates — that the good times may be coming to an end. If history does repeat itself, a slowdown will dramatically impact manufacturers' revenues, profits, and cash cycles. Fortunately, leaders of these firms can take steps to prepare their organizations before an economic slowdown or recession.

Learn what you can do to get ready in this exciting IndustryWeek webinar. You'll find out how to recession-proof your operations by:

- Creating an agile organization that reacts effectively to geopolitical, technological, and human factors that alter demand
- Building a strong manufacturing foundation by setting higher goals (via zero-loss thinking), establishing a system for high performance, and expanding employee capabilities
- Looking beyond the four walls of your own organizations to minimize or reduce demand variation, by collaborating with customers and integrating suppliers into your operations.

Speakers



Phil McIntyre, Managing Director, Client Development and Marketing, Performance Solutions by Milliken

Phil's career is steeped in thirty years' worth of business leadership and manufacturing expertise. Phil has successfully worked with and led several business units within Milliken & Company to profitable growth and financial sustainability.

Prior to his business leadership roles, Phil led the implementation of Milliken Performance System for the Performance Products Division and served as Director of Cost Improvement, where he was responsible for strategic cost reduction efforts.

Phil has also spent time as the Pursuit of Excellence Director responsible for integrating customer needs (and wants) with manufacturing and business capability. Early in his career, Phil worked in four different manufacturing locations, holding multiple positions ranging from quality to cost. Phil credits this early diversity in job responsibility and scope as the beginning of his in-depth knowledge of continuous improvement; his appreciation for sustainable, empowered safety processes and systems; and his understanding of the critical nature of establishing the right financial metrics to drive the right behavior.

Phil holds a degree in Industrial Engineering from Clemson University and a Master of Business Administration degree from Wake Forest University.



John Brandt, CEO, The MPI Group

An experienced executive, entrepreneur, journalist, author, and researcher, John R. Brandt is the founder and CEO of The MPI Group, a global management research firm, and the former editor-in-chief and publisher of both *Chief Executive* and *IndustryWeek* magazines. His new book — *NINCOMPOOPERY: Why Your Customers Hate — and How to Fix It* (HarperCollins, 2019) — is based on groundbreaking research into leadership and performance excellence across more than fifty thousand organizations. Brandt has earned more than twenty editorial awards for excellence, and also led more than three hundred advisory, marketing, research, and data engagements for clients, including Ernst & Young, Deloitte, Grant Thornton, Infor, the Italian Trade Commission, Microsoft, Performance Solutions by Milliken, SAP, and many others. Brandt also maintains a busy lecture schedule, speaking worldwide on how organizations, industries, and communities can avoid Nincompoopery and Despair by adapting themselves to the realities of new markets,

new corporate structures, and new customer expectations.

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NAFTA & Changes Under the USMCA

written by Lauri Moon | January 31, 2020

The US is experiencing trade growth and regulatory changes with regards to NAFTA being replaced with the USMCA. Without a thorough knowledge of the current regulations and of the coming changes a company can encounter delays, lost opportunities, and additional expenses due to compliance issues.



HOW YOU WILL BENEFIT

- Increase the competitiveness of your product by lowering the cost to your foreign customers
- Learn the differences between NAFTA and USMCA
- Learn how to determine the correct preference criteria for your products

- How does it affect Mexico vs Canada
- Navigate with ease through source materials
- Correctly prepare Certificates of Origin for all eligible exports
- Understand and comply with all record-keeping requirements
- Learn how to receive preferential duty treatments for your exports
- Employ regional value content to determine eligibility when RVC is an option
- Designating intermediate materials when employing RVC to assist in determining eligibility

Who Should Attend

- Import/Export Managers, Supervisors and Coordinators
- Trade Compliance Managers
- International Planners and Purchasing Agents
- Legal/Contract Administrators
- International Traffic and Logistics Managers, Supervisors, and Coordinators
- Senior Administrative, Operational, and Finance Executives
- Sales Marketing Supervisors and Managers

Sponsored by the Southern Alleghenies Planning & Development Commission (SAP&DC) and the DCED Pennsylvania Office of International Business. Presented by Bob Imbriani of Team Worldwide.

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Keeping Supply & Demand in Perfect Harmony

written by Lauri Moon | January 31, 2020

How to improve sales and operations planning (S&OP) to create a collaborative environment of success

The primary goal of any successful business is to keep sales and operations in

perfect, balanced harmony. However, without a truly collaborative S&OP system in place, this balance can quickly fall apart. As a result, you face the constant risk of either selling products without inventory to support orders or overloading your inventory with unsold products. What are the key elements of the process to keep your teams running in sync?

Join executives from Rootstock Software and Salesforce on February 5 at 2 PM ET and see how combining Rootstock Cloud ERP and Salesforce Manufacturing Cloud can help eliminate these risks by enabling manufacturers like you to:

- Create more precise and dependable production, procurement and distribution plans
- Obtain a truly 360-degree view of your customers for forecasting and planning
- Optimize S&OP, inventory management, and customer satisfaction

Speakers



David Stephans, Chief Revenue Officer, Rootstock

As the Chief Revenue Officer, David provides strategic direction for all revenue channels, customer acquisition, solution architecture and services activities for Rootstock Software. Mr. Stephans has more than 25 years of manufacturing and technology experience and has held numerous senior management positions with firms such as Baan Supply Chain Solutions, i2 Technologies, and Relevant.



Tom Brennan, CMO, Rootstock

Tom Brennan is Rootstock's CMO. Tom has 30 years of professional experience

working in ERP and for business software companies. He has been a long-time evangelist of cloud computing and has held many executive roles including several years as the Senior Vice President of Marketing at FinancialForce.



Tony Kratovil, Industry Senior Director for Automotive & Manufacturing, Salesforce

Tony Kratovil is a Senior Director within Salesforce's Industry team and focuses on customer and product strategy for Manufacturing and Automotive. As part of his role, he is tasked with helping clients understand the process, architecture, and value of Salesforce solutions within the context of Manufacturing Organizations. Prior to his role at Salesforce, Tony spent over 20 years in software and consulting roles focused on complex customer, operational, and supply chain transformation initiatives for global manufacturing customers.



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Accelerate Your Journey from “Concept to Delivery”

written by Lauri Moon | January 31, 2020

Increase Innovation and Speed Your Design Path with Additive Manufacturing & Function-Driven Generative Design

Every business struggles with reducing the time from design concept to final product. A matter of weeks can be the difference between first-to-market leaders and industry laggards. When combined together, additive manufacturing and generative design can be the secret weapon to dramatically increase your innovation potential while delivering substantial time savings on the journey from concept to delivery.

In this webinar, we will highlight a **real-world manufacturing case study that reveals the true potential of this technology collaboration**. From the design of an innovative search and rescue small unmanned aerial vehicle in partnership with Wichita State University to the rapid production of a new wind tunnel model, this project showcases demonstrate the lightweighting, topology optimization and design innovations the technologies make possible and the **unprecedented timelines for delivery** they enable. Further, during the showcase we will also highlight how the “platform” approach dramatically increased collaboration across the entire project.

Join us on January 23 as Dassault Systèmes demonstrates how Additive Manufacturing and Function-Driven Generative Design can help you:

- Utilize leading function driven design competencies across your entire innovation horizon
- Explore, test and validate for both additive and subtractive manufacturing with requirements driven tradeoff studies
- Design, optimize and manufacture, maintaining your digital thread, all within a single platform

About Dassault Systemes: Dassault Systèmes, the 3DEXPERIENCE Company, provides business and people with virtual universes to imagine sustainable

innovations. Its world-leading solutions transform the way products are designed, produced, and supported. Dassault Systèmes' collaborative solutions foster social innovation, expanding possibilities for the virtual world to improve the real world. The group brings value to over 250, 000 customers of all sizes, in all industries, in more than 140 countries.

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Speaker



Ryan Benyshek, Solution Consultant, Dassault Systèmes

Ryan Benyshek is a Solutions Consultant at DS Government Solution Corp. He received his Bachelors and Masters in Aerospace at the Department of Aerospace Engineering, Wichita State University in 2017. He worked for the National Institute of Aviation Research (NIAR) at Wichita State University, where his primary focus was Reverse Engineering and Additive Manufacturing. The latest projects at NIAR included being the design lead for sUAS design and testing, as well as a project lead for aircraft accident reconstruction.

Industrial Use Case for GDE: Last year, a joint effort between Dassault Systèmes and Wichita State was created to design a search and rescue small unmanned aerial vehicle (sUAS). The drone was a technology demonstrator case for the future of UAV manufacturing on the 3DExperience platform. The full lifecycle of the program deeply incorporated additive manufacturing to accelerate the delivery timeline. Some examples of additive manufacturing's timeline acceleration were to produce the wind-tunnel model within two weeks. Additive manufacturing was also used to create composite tooling, air ducting, and structural brackets. The highlighted use case will cover the role that topology optimization played in light weighting

additively manufactured parts for a mission critical system of the sUAS.

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Food Packaging & Design Development

written by Lauri Moon | January 31, 2020

This free webinar covers some of the basics that you will need for getting your food product packaging started and examples of scale up projects.

If you're asking yourself these questions, this webinar is for you:

- I have a food product or an idea for a food product, what kind of packaging development and design is required?
- Where do I start?
- What is required on the primary packaging?
- Is food packaging different from other packaging?
- What kinds of packaging materials should I consider?

This webinar has been brought to you by the tri-state food manufacturing collaborative which consists of Impact Washington, Idaho TechHelp and Montana Manufacturing Extension Center, members of the Manufacturing Extension Partnership National Network, or MEP National Network™. IMC is your Central Pennsylvania Manufacturing Extension Partnership Center.

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Connecting Health & Safety, Sustainability and Operational Excellence

written by Lauri Moon | January 31, 2020

Occupational safety and health (OHS) professionals working in organizations are integral to sustainability and operational excellence. In the past, corporate sustainability efforts focused on environmental issues, such as resource usage and emissions reductions. Attention has turned to other aspects of sustainability, including occupational safety, health and wellness. Companies and their supply chains are managing sustainability through strategic initiatives embedded into daily operations, managed and measured proactively and globally as part of larger business/operational excellence initiatives and stakeholder expectations.

Investors break down sustainability into environmental, social and governance (ESG) issues, with an expectation companies will report on the measurement and resulting outcome of managing these issues. The safety and health of workers - the human capital - is part of the social dimension of sustainability.

Some companies call this corporate social responsibility (CSR), others refer to it as the triple-bottom line, leveraging people, planet and profits to achieve long-term value and organizational sustainability goals. Ideally, sustainability goals strive to

balance social, environmental and economic considerations for long-term corporate success and viability.

This webinar will examine sustainability by:

- Discussing the 'Why' for your CEO, you and the safety and health profession.
- Defining sustainability - ESG, CSR and a "triple-bottom line" approach.
- Discussing recognized standards used to report on OHS sustainability.
- Exploring the need for reliable, consistent and relevant safety and health metrics for return on sustainability efforts.
- Presenting current work on leading metrics for OHS - sustainability and how they support integrating OHS, sustainability and operational excellence.

Speakers



Kathy A. Seabrock, President, Global Solutions, Inc.

Kathy A. Seabrock is a futurist in the world of workplace health, safety and environmental management. She is the president of Global Solutions, Inc. and works with multinational companies focused on business, operational and commercial excellence using safety and health excellence as a lever for organizational change and sustainable business performance. She is the President of Global Solutions, Inc. and is Chair of the Board of the Center for Safety and Health Sustainability. Member on several boards, she recently acted as Head of the US Delegation and an US Expert to TC 283/ISO 45001 OH&S. She holds a BS in Chemistry from James Madison University, USA and is former President and Fellow of the American Society of Safety Professionals and Fellow of the British Institution of Occupational Health and Safety (IOSH).



Robert Polito, ACTS Sales Manager, InteleX

Robert Polito has over thirty-eight years of sales, management, marketing, software, engineering and environmental consulting experience providing services and products to the industrial sector. Currently he holds the position of ACTS Sales Manager at Intalex. Apart from his official role he is also part of the culture champion team at Intalex where he helps the company with culture, diversity, branding, inclusion, communication, education and community. He's a passionate and experienced runner, mentor and sales leader with Sustainability, EHSQ and Supply Chain software sales expertise.

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Accelerate and Sustain Lean with Today's Digital Plant

written by Lauri Moon | January 31, 2020

Learn how today's digital plant and its connected workforce accelerate and sustain Lean initiatives to drive greater productivity and efficiency, lower cost of ownership, and increase profitability.

Discover how a code-free, centralized environment to aggregate, visualize, and analyze data in context across plant systems facilitates Lean and other programs as well as helps to maintain the momentum from process improvements.

This webinar will include four case studies demonstrating the digital plant in action. With digital technologies and greater insights, you can gain a modern foundation for optimizing operations, improving efficiency, and reducing costs.

Speakers



Ranbir Saini, Sr. Director - Automation, GE Digital

Ranbir Saini is the senior director of product management for Automation Software at GE Digital, which includes the industry-leading iFIX and CIMPLICITY HMI/SCADA software used by thousands of organizations around the world. Ranbir has nearly 20 years of experience delivering industrial automation, operations management, and media content-creation software to OEM, municipal, and enterprise customers. He has a passion for designing compelling and innovative solutions in the physical and digital space that make a meaningful difference to customers, human experiences, and society. Outside of work, this passion has led him to venture into architectural design such as residential houses and doors as well as having an ongoing pursuit to create the perfect cup of chai.



Steve Pavlosky, Principal Product Manager, Historian, GE Digital

Steve Pavlosky is the Principal Product Manager for GE Digital's Proficiency Historian and Data at the Edge program. With more than 30 years serving in automation and industrial data management, Steve is an Industrial Internet pioneer and firm

believer in the value and power of data. His career spans the introduction of GE's CIMPLICITY HMI/SCADA software to leading the company's edge-to-cloud connectivity device portfolio. Having worked with hundreds of customers, Steve is passionate about enabling organizations to get the most performance and reliability from their assets - which starts with secure and efficient collection and storage, contextualizing asset data, and distributing data to the users and applications that derive value from the data.

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