Strengthening Safety Culture: The Affective Approach

written by Lauri Moon | February 7, 2020

We know that rules and regulations along with policies and procedures are essential for running an efficient, productive, and safe organization. But, when was the last time a rule policy reminded someone that their child was waiting for them to get home? Or, when has a procedure brought to mind images of what it would be like to deliver devastating news to the spouse of someone injured on the job?

Research shows that policies alone are not enough to change behavior and transform a safety culture.

The affective approach uses feelings and emotion to engage people and remind your workforce WHY it is important to follow policies, procedures, rules and regulations. In this dynamic interview, Craig Sexton, Global Creative Director for DuPont Sustainable Solutions (DSS), will explain how you can use affective communication to help enhance safety communications, engage employees, and lead to safer behaviors. You'll learn about the key elements that leaders can utilize to authentically inspire and influence employees to take fewer risks and own their safety.

By better understanding human motivational factors and their impact on leadership and the decision-making process, you'll discover how you can reach employees' hearts and minds to change behavior and enrich safety culture.

Speaker



Craig Sexton, Global Creative Director, DuPont Sustainable Solutions

Craig Sexton is the Global Creative Director at DuPont Sustainable Solutions (DSS).

He is an award-winning producer, director, and writer with a diverse 30-year background in film, television and the entertainment industry. Craig started his career as one the founding partners of VPS Studios, there he produced and directed for such acts as Linda Ronstadt, Van Halen and the Michael Jackson Victory Tour. His career highlights at major studios include Lucasfilm, where he ran the Los Angeles division called The Droidworks during the Star War Trilogies. And again at New World Entertainment as Senior Vice President, where he was responsible for the released 25 motion pictures and 5 television series...that included "The Wonder Years", "Crime Story" and "Tour of Duty."

Additionally, Craig was a founding partner at Planet 3 Entertainment as Creative Director. Developing and directing NBC's "Must See TV" campaign, Fox Sport's Network Launch campaign, Fox's award winning PSA campaign "Violence Get Over It", and CBS's award winning fall campaign "Big February Nights". He's directed several TV docu-dramas for the Discovery Channel such as "The New Detectives" and "The FBI Files" as well as, the hit series "Big Shots" for The Speed Channel.

Craig's won numerous Telly and Addy Awards, as well as a lucky 13 International Promax Awards, including the International Gold Award for 'Best Image Campaign'. He has been acknowledged with three gold CINE awards for his work as a Creative Director with DuPont in the industrial – corporate categories.

Craig is a creative powerhouse, who is charged with bringing his talent to bear on redefining the look and feel of training in the learning and development space at DSS. His recent work has created breakthroughs in Instructor-Led Training with his method of affective learning images and communication by design.



Eric Worden, National Radio Talent and Recording Artist

Eric Worden is a 45 year radio veteran as well as a national commercial voice talent for over 25 years. You may have heard his voice on TV commercials for Weather Tech, Stihl, Pillsbury, McDonalds, Cadillac, Shock Top, Arby's and several national political announcements.

Eric is an artist in his own right, creating GuitART from second-hand guitars he finds at local thrifts. He is also an award-winning songwriter of children's songs designed to elevate SOL scores through music, art, and the internet.

Sponsored by



Register

By clicking above, I acknowledge and agree to Informa's Terms of Service and to Informa's use of my contact information to communicate with me about offerings by Informa, its brands, affiliates and/or third-party partners, consistent with Informa's Privacy Policy. In addition, I understand that my personal information will be shared with any sponsor(s) of the resource, so they can contact me directly about their products or services. Please refer to the privacy policies of such sponsor(s) for more details on how your information will be used by them.

How Industrial IoT Increases Overall Equipment Efficiency

written by Lauri Moon | February 7, 2020

Pactiv is the world's largest manufacturer and distributor of food packaging and foodservice products. About a year ago, they identified some capacity constrained processes that were negatively impacting throughput and product quality. Pactiv partnered with Deloitte and PTC to begin their digital manufacturing transformation — leveraging IoT technology to align their people and processes around real-time, actionable performance data.

Join us to hear Christine Dehaven, Senior Director Digital Manufacturing, Pactiv, discuss the success of Pactiv's Factory Asset Intelligence with Rick Burke, Specialist Leader of Supply Chain and Manufacturing, Deloitte Consulting, and Howard Heppelmann, VP & GM of Connected Solutions, PTC.

In this webinar, you will learn how Pactiv's Factory Asset Intelligence is bringing together people, processes, and technology to:

- Increase throughput of high-quality product
- Move from reactive to proactive maintenance
- Reduce downtime due to material flow failures
- Reduce equipment failures

Speakers



Christine Dehaven, Senior Director Digital Manufacturing, Pactiv, LLC

Christine DeHaven is the Sr. Director of Digital Manufacturing for Pactiv. She is responsible for guiding Pactiv's Factory Assent Intelligence/IoT initiative across the manufacturing platforms to optimize plant performance and support business growth opportunities. Prior to transitioning into her current role, Christine was the Plant Manager for Pactiv's pilot FAI site.



Rick Burke, Specialist Leader of Supply Chain and Manufacturing, Deloitte Consulting

Rick helps guide customers through their Digital Supply Networks and Smart Factory journeys. He has over 25 years of experience in supply chain management primarily at the intersection of business, technology, and people. His experience includes working with companies in manufacturing industries to generate business value via technology enabled transformation programs spanning from the shop floor to the enterprise level and from product ideation through end of life.



Howard Heppelmann, VP & GM of Connected Solutions, PTC

Howard Heppelmann is Vice President and General Manager of PTC's Connected Solutions business segment. In this role he is responsible for bringing to market solutions that harness today's most disruptive technologies into a continuous digital thread that enables industrial companies to improve operational efficiency, differentiate products and service offerings and transform business models.



Register

By clicking above, I acknowledge and agree to Informa's Terms of Service and to Informa's use of my contact information to communicate with me about offerings by Informa, its brands, affiliates and/or third-party partners, consistent with Informa's Privacy Policy. In addition, I understand that my personal information will be shared with any sponsor(s) of the resource, so they can contact me directly about their products or services. Please refer to the privacy policies of such sponsor(s) for more details on how your information will be used by them.

Securing the Future of Digital Manufacturing - Cybersecurity Considerations in an Era of Industry 4.0

written by Lauri Moon | February 7, 2020

In today's connected world, manufacturers are embracing automation and the Internet of Things (IoT) or the Industrial Internet of Things (IIoT) for competitive advantage. The merging of the cyber and physical worlds means improved efficiency, but it also means exposing your critical manufacturing infrastructure to cyber risk. In fact, according to an independent ICS study, nearly 6 in 10 organizations using SCADA or ICS industrial control systems have experienced a breach in those systems in the past year.

From IP-related tasks such as research, design and prototyping through to connected processes such as production, distribution and delivery, legacy and modern manufacturing systems – once protected by an air gap – are now connected to the network. The need for end-to-end security is greater than ever.

Listen in to this lively discussion from a panel cybersecurity experts and thought leaders as they break down the top trends impacting today's manufacturers security strategy, including IT and OT convergence, connected intelligent manufacturing and workforce dynamics.

In light of Industry 4.0, we'll examine three key ingredients needed in your cybersecurity strategy – visibility, control, and situational awareness – and their impact on the future of digital manufacturing.

Speakers



Richard K. Peters (Rick), CISO, Operational Technology North America, Fortinet

Rick Peters brings the Fortinet OT-CI team more than 37 years of cybersecurity and global partnering experience working across foreign, domestic, and commercial industry sectors at the National Security Agency (NSA). As Fortinet's Operational Technology North American CISO, he delivers cybersecurity defense solutions and insights for the OT/ICS/SCADA critical infrastructure environments. Prior to Fortinet, Rick led development of cyber capability across Endpoint, Infrastructure, and Industrial Control System technologies at the agency. Previously, Rick also served as an executive leader supporting the Information Assurance Directorate at the NSA. Earlier in his career, he served in a broad range of leadership and Engineering roles including Chief of Staff for the NSA Cyber Task Force and a 5-year forward liaison charged with directing integration of cyber and cryptologic solutions for U.S. Air Force Europe, Ramstein AFB, Germany.



Don Rogers, Manufacturing Industry Practice Lead, World Wide Technology Don Rogers leads the Manufacturing Industry Practice for World Wide Technology (WWT). WWT is a global consulting and technology organization with revenues in excess of \$11B. WWT's vision is to be the best technology integrator in the world, by engaging consultatively "from Idea to Outcome" and aligning technology solutions with the vision, mission, strategy and business needs of its customers. WWT's Manufacturing Industry Practice is built "from industry, for industry" and is focused on making the "Digital Factory" and the "Industrial Internet of Things" a reality for manufacturers in various industry segments, including Food & Beverage, Automotive, Consumer Packaged Goods and Pharmaceuticals.



Enrique Martinez, Technical Solutions Architect, Industrial Control Systems Security, World Wide Technology

Enrique Martinez is a Technical Solutions Architect for Industrial Control Systems Security at World Wide Technology (WWT). In his current role, he helps customers with the selection and implementation of security tools for their ICS/OT/IoT environments, as well as develop long term security strategy. Enrique has 20+ years of experience in the cybersecurity areas of vulnerability management, intrusion detection, security architecture, compliance, and critical infrastructure protection in the financial and utilities sector. He spent 10 years leading the development of cybersecurity programs for generation (nuclear and fossil), transmission, and distribution.

≍ Register

By clicking above, I acknowledge and agree to Informa's Terms of Service and to Informa's use of my contact information to communicate with me about offerings by Informa, its brands, affiliates and/or third-party partners, consistent with Informa's Privacy Policy. In addition, I understand that my personal information will be shared with any sponsor(s) of the resource, so they can contact me directly about their products or services. Please refer to the privacy policies of such sponsor(s) for more details on how your information will be used by them.

Calculating Your Cost of Goods Sold

and Estimating Future Production Costs

written by Lauri Moon | February 7, 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



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

written by Lauri Moon | February 7, 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.

Sponsored by

Register

By clicking above, I acknowledge and agree to Informa's Terms of Service and to Informa's use of my contact information to communicate with me about offerings by Informa, its brands, affiliates and/or third-party partners, consistent with Informa's Privacy Policy. In addition, I understand that my personal information will be shared with any sponsor(s) of the resource, so they can contact me directly about their products or services. Please refer to the privacy policies of such sponsor(s) for more details on how your information will be used by them.

Why Traceability is Crucial for a Successful Supply Chain

written by Lauri Moon | February 7, 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



Register

By clicking above, I acknowledge and agree to Informa's Terms of Service and to Informa's use of my contact information to communicate with me about offerings by Informa, its brands, affiliates and/or third-party partners, consistent with Informa's Privacy Policy. In addition, I understand that my personal information will be shared with any sponsor(s) of the resource, so they can contact me directly about their products or services. Please refer to the privacy policies of such sponsor(s) for more details on how your information will be used by them.

Recession-Proof Your Operations

written by Lauri Moon | February 7, 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.

Hosted by Sponsored by IndustryWeek. Performance Solutions



By clicking above, I acknowledge and agree to Informa's Terms of Service and to Informa's use of my contact information to communicate with me about offerings by Informa, its brands, affiliates and/or third-party partners, consistent with Informa's Privacy Policy. In addition, I understand that my personal information will be shared with any sponsor(s) of the resource, so they can contact me directly about their products or services. Please refer to the privacy policies of such sponsor(s) for more details on how your information will be used by them.

NAFTA & Changes Under the **USMCA**

written by Lauri Moon | February 7, 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.

Register

Keeping Supply & Demand in Perfect Harmony

written by Lauri Moon | February 7, 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.

≍ Register

By clicking above, I acknowledge and agree to Informa's Terms of Service and to Informa's use of my contact information to communicate with me about offerings by Informa, its brands, affiliates and/or third-party partners, consistent with Informa's Privacy Policy. In addition, I understand that my personal information will be shared with any sponsor(s) of the resource, so they can contact me directly about their products or services. Please refer to the privacy policies of such sponsor(s) for more details on how your information will be used by them.

Accelerate Your Journey from "Concept to Delivery"

written by Lauri Moon | February 7, 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.

3DEXPERIENCE, the Compass logo and the 3DS logo, CATIA, SOLIDWORKS, ENOVIA, DELMIA, SIMULIA, GEOVIA, EXALEAD, 3D VIA, BIOVIA, NETVIBES and 3DEXCITE are registered trademarks of Dassault Systèmes or its subsidiaries in the US and/or other countries.

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.



Register

By clicking above, I acknowledge and agree to Informa's Terms of Service and to Informa's use of my contact information to communicate with me about offerings by Informa, its brands, affiliates and/or third-party partners, consistent with Informa's Privacy Policy. In addition, I understand that my personal information will be shared with any sponsor(s) of the resource, so they can contact me directly about their products or services. Please refer to the privacy policies of such sponsor(s) for more details on how your information will be used by them.