

# Food Packaging & Design Development

written by Lauri Moon | January 6, 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 6, 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, Intellex**

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 Intellex. Apart from his official role he is also part of the culture champion team at Intellex 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 6, 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 CIMPPLICITY 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 Proficy 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 CIMPPLICITY 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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# **It's Time to Automate Your Quality Management System**

written by Lauri Moon | January 6, 2020

Does your Quality Management System give you a complete picture of the compliance and quality landscape? Or is the view more like a broken mirror reflecting fragmented, disconnected images? Do you know immediately if and when you are non-compliant, or do you hope for the best?

Manual Quality Management Systems are rapidly becoming a thing of the past. In their place, a new generation of automated QMS solutions is stepping up to fully connect all operational areas of your business, producing a true, 360-degree view that ensures all requirements, standards and regulations are met.

We invite you to join us for a special IndustryWeek webinar on the enormous benefits that this revolution in Quality Management Systems presents to your business and the manufacturing industry.

Hear about the digital transformation that occurred in the quality department of ContiTech, a \$7B, 50,000 employee division of Continental tasked with integrating information from nine SAP instances and over 250,000 quality and compliance rules across the division into a single EQMS (Enterprise Quality Management Solution) solution providing a 360 degree view of quality and compliance in real time.

You will learn :

- Why automating individual processes of a manual QMS solves some problems while creating others
- The benefits of a truly end-to-end, cloud-based quality solution
- How connectivity is achieved between processes and associated recordkeeping
- Why an EQMS solution is the best approach to maintain complete compliance and quality

This is an information-packed webinar that can help your manufacturing operation take a positive and vital step forward in the areas of compliance and quality.

## **Speakers**



### **Melanie Lees, Industrial Fluid Solutions - Global Head of Quality, Contitech**

As Global Head of Quality for Industrial Fluid Solutions, Melanie is responsible to assure and continuously improve best in class Quality of product and business processes across the worldwide manufacturing locations of the business unit while aligning with the policy and strategy of ContiTech AG and Continental AG. With quality experience ranging from Plant Quality Manager to Global Six Sigma Lead to Global Head of Quality, Melanie has been focused on data-driven problem solving to improve quality for many years. In her previous role as Head of Operations Quality for the ContiTech Division, Melanie was the Project Manager for the selection and implementation of ComplianceQuest and in her current role she is both a user of CQ and gaining the benefit of oversight data that is collected and managed in the system.



### **Chaitanya Sonarikar, Vice President of Manufacturing Practice, Gerent**

Chaitanya Sonarikar brings more than 25 years of manufacturing management and IT implementation experience to Gerent. He has served in several management

positions in manufacturing units at a variety of companies. As CIO of a global manufacturing facility, he led a number of digital transformation initiatives in a global environment. Chaitanya is currently building a manufacturing practice at Gerent that includes Enterprise system road mapping, system architecture design and implementation of a Salesforce.com software platform. Chaitanya's prior work has been in the development of automation software and implementation in steel manufacturing facilities. He also implemented several major projects in steel plants as a project manager. Chaitanya's major infrastructure project at a steel plant in Canada received a nomination and recognition as "Best Brownfield Project" by the American Metal Market. He holds a MS degree in Control System Engineering from the Birla Institute of Technology & Science, Pilani, one of India's most prestigious universities.



### **Loring D. Andersen, Director of Manufacturing Industry Alliances, Salesforce**

In his role as Director of Manufacturing Industry Alliances, Loring works with Salesforce's consulting/systems integration partners and independent software vendor (ISV) partners to develop solutions and solution accelerators that expand the capabilities of Salesforce products to more completely meet the needs of customers in Discrete and Process Manufacturing, Automotive, Oil and Gas, and Utilities industries. Prior to Salesforce, Loring led industry marketing and partner alliances for the Manufacturing Industry at Microsoft.



### **Paul Sanderson, Manager of Solutions Engineering, ComplianceQuest**

Paul has been working in the life science quality and compliance space for over 15 years. As a Solutions Engineer, Paul has worked with hundreds of companies, exploring their unique requirements to recommend appropriate QMS solutions that solve the correct problems with available resources. During this time, Paul has witnessed the changing landscape of technology in the QMS software space as it's evolved from client server to on-premise browser based to modern cloud. Working



with hundreds of different clients has brought real world, practical insight into the challenges and benefits this transition brings to highly regulated life science organizations.



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# Opportunities for PA Exporters in Australian Market - Taking Your Business Down Under

written by Lauri Moon | January 6, 2020

If you're a Pennsylvania firm and haven't considered the world's 14th largest economy as a potential export market for your goods or services – you should!



Join us as our Pennsylvania Authorized Trade Office in Australia presents this webinar for you to learn more about this amazing market and the opportunities that

are available for your company! Foley & Associates has been acting as the Authorized Trade Representative for the Commonwealth since 2002 and, in that time, has assisted over 1,000 international organizations in doing business in the region – providing a variety of business development services including Market Analysis & Entry Strategy, Partner Identification & Qualification, Competitor Analysis, trade Show support & Independent Market Visits.

This webinar is for organizations large and small, experienced exporters to SMEs looking at new opportunities in international markets. Regardless of whether you are already exporting or just assessing market opportunities down under, we invite you to join us on February 5th!

### Why Australia?

- Australia is the world's 14th largest economy and is experiencing its 29th year of consecutive growth
- Australia provides a safe, low risk environment in which to do business
- Australia offers export opportunities in many sectors including Infrastructure, Health and Medical Technology, IT, Digital Technology, Aircraft and Parts, Defense and Security.

### Proposed Agenda:

- Market Overview – Economy and Geography
- The Australia and USA Trade Relationship
- Pennsylvania and Australian Trade
- Market Entry – Opportunities and Hot Sectors
- Tips for Doing Business in Australia

At the conclusion, participants will be provided an opportunity to ask industry and product specific questions and talk one-on-one with the team at Foley & Associates.

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# Optimizing Production in the Age of Digital Transformation

written by Lauri Moon | January 6, 2020

Today's Markets are no longer satisfied with "standard" products and services. Manufacturers are increasingly driven to produce smaller quantities of a wider variety of products - and to do it with great efficiency. Rigid, inflexible processes no longer meet the needs of the market. Flexibility and agility are required to compete and succeed in this highly dynamic environment.

Fortunately, we live in a time of digital transformation where our goals are no longer hampered by restricted back office systems with capabilities limited to specific partners. This is a rigid transaction-based mode of operation. New technologies can now bring about the revolutionary change needed to transform the value creation model. Manufacturers globally are increasingly moving from product-centric, slow, rigid, & static supply chains to an experience-centric, fast, agile, and dynamic value network.

In this webinar you will learn how the modern manufacturer orchestrates operations through the effective use of digital and analytic technologies available today.

Areas we will explore include:

- How the effective adoption of technologies such as advanced supply chain planning, optimization, IOT and edge computing drive value creation now and in the future.
- Understanding the art of what is possible by modelling all of the operational processes.
- Bringing long-term plans into focus for effective execution in the real world.
- How advanced planning technology is already delivering a competitive advantage today.
- What the digital transformation journey looks like and how to apply the enabling technologies.

**Speaker**

 **Camilo Gaviria, Vice President of Technical Sales at DELMIA, Dassault Systèmes**

Camilo Gaviria is the Vice President of Technical Sales at DELMIA. He oversees the DELMIA Center of Excellence within Dassault Systèmes. Prior to this, He was the Senior Business Director for Metals & Manufacturing, and the Director of Quintiq Latin America. Camilo holds a bachelor's degree in economics and a master's degree in econometrics and operations research. He is also a certified Lean Six Sigma Black Belt.

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# **Factory of the Future - Optimizing the Plant for Industrial Transformation**

written by Lauri Moon | January 6, 2020

The Factory of the future (FoF) is a key part of every industrial transformation (IX) program. It delivers the systems needed in the factory to support IX technology, process and people. The key starting point for every FoF is data. Indeed, many

factories have started that data collection through MOM, SCADA and other key manufacturing software technology. The FoF will deliver the technology to support agility, empowered workers and ever more autonomous factories.

Attendees will learn:

- The starting points for your FoF journey
- How to build the architecture to support FoF processes
- Sources of data and ideas for bringing it all together
- How to define and use Edge computing concepts in the integrated world
- Some key technologies that you should consider in your FoF journey, including MOM, digital twins, AI and digital Lean
- The starting points for FoF operational optimization and its expansion into the supply chain

## Speaker



**Andrew Hughes, Principal Analyst, LNS Research**

Andrew Hughes is a Principal Analyst with LNS Research, where he leads the factory of the future coverage area. He primarily focuses on industrial operations and manufacturing operations management, with collaborative coverage across the Industrial Internet of Things (IIoT), industrial analytics, the Digital Twin, product lifecycle management, discrete manufacturing, and other industry verticals served by LNS Research. Andrew has more than 30 years' experience in manufacturing IT, software research, sales, and management across a broad spectrum of manufacturing industries. Andrew has led teams and initiatives across prominent companies like Aspen Technology, Philips Electronics, Honeywell and GEC Marconi. Hughes holds a BSc honours degree in Computer Science from York University.

LNS Research provides research and advisory services to guide companies through Industrial Transformation. Our research focuses on how digital technology drives transformation across the value chain and offers insights into the people, processes, and technologies required for achieving Operational Excellence. Our team of research analysts work with industrial companies to help them eliminate worries around alignment, time, cost and risk in Industrial Transformation. We apply proven

methodologies to drive IT-OT convergence and disciplinary business leaders to achieve goals and time-to-value, quickly and confidently. Learn more at [www.lnsresearch.com/blog](http://www.lnsresearch.com/blog).



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# **Cost Reduction for Manufacturing Companies**

written by Lauri Moon | January 6, 2020

In this webinar, we will discuss why expense management is critical to the bottom line. The different processes for expense management will be reviewed, including discussion as to what the pros and cons are of each approach. We'll take a look at the barriers to adoption of expense reduction initiatives. Finally, you'll get to see actual case study results of manufacturing companies that have received benefit from using expense management services. With the information learned in this webinar, you should develop a better understanding of ways to approach expense management for your company.

**About the Presenter:**



**Marc Schwalb** is a Strategic-Partner with Schooley Mitchell. He opened his Pittsburgh based office four years ago, specializing in cost reduction for businesses with an emphasis on telecom, credit card processing, small package shipping and waste expense management.

To date, he has helped over 100 companies - located mostly in Western Pennsylvania, but also spanning 16 states - collectively saving these businesses over \$1 million. Specializing in manufacturing expense reduction, Marc has seen opportunities in several different categories and is well versed in the industry's specific needs. He is a member of the Washington County Manufacturer's Association and the National Tooling and Machining Association, having recently published an article on cost reduction in its Spring 2019 newsletter. Prior to joining Schooley Mitchell as an expense reduction consultant, Marc worked in education, serving as a Regional Vice President where he managed a staff of 300 employees and was responsible for business decisions related to finance, operations, and training and development. He has a degree in Business Administration and Marketing from Drexel University.

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## Machine Vision

written by Lauri Moon | January 6, 2020

***Improve your manufacturing operations through application of machine vision.***

Do you have a significant amount of visual inspection, measurement, or tracking and tracing requirements in your operation? If so, you could benefit from machine vision technology to improve your process effectiveness and efficiency.

Join our fellow Manufacturing Extension Partnership (MEP) sister centers: Catalyst Connection, CMTC, FuzeHub, and Impact Washington for Machine Vision 101: an

Introduction to Industrial Machine Vision. The webinar will be presented by Raminder Sandhu, Advanced Automation Practice Lead, for CMTC in California.

Topics to be covered:

- What is machine vision?
- Key players in the industry
- Line Scan, 2D and 3D Vision Systems
- What are good places to apply machine vision on the factory floor?
- Artificial Intelligence vs Traditional Machine Vision Software

**Presenter:**



Raminder Sandhu, Advanced Robotics and Automation Practice Lead, CMTC

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# Take Control of Your Manufacturing Operations

written by Lauri Moon | January 6, 2020

Running a production manufacturing facility brings multiple levels of complexity that need to be managed in order to remain profitable. Whether it's responding to your customers' changing demands or just keeping machines up to support your delivery commitments, you must have an effective control mechanism that can



account for change. Can your manual, paper-based system maintain control of the revolving door of operators and ensure that all the quality inspections and compliance that your customers demand are followed? And with all the moving parts to make production sing, do you have visibility into what is actually happening—in real-time—so your management can monitor and respond as required?

Can your traditional ERP system do all that? Doubtful. But a Manufacturing Cloud that was designed by manufacturers for manufacturers can.

Learn how you can begin your journey to digital transformation by simply digitizing your operations on a single source of truth. Getting your house in order by getting rid of paper is the first step toward productivity, visibility, and control!

## **Speaker**

### **Stu Johnson, Director of Product Marketing, Plex Systems**

Stu Johnson has more than 25 years of experience in the manufacturing industry since beginning his career as a mechanical design engineer. He moved into the enterprise software space working in various roles providing solutions for global manufacturers in the consumer, aerospace, automotive, and heavy equipment industries. Currently, Stu serves as Director of Product Marketing for Plex Systems and focuses on the future of manufacturing software working with the Manufacturing Enterprise Solutions Association (MESA), Smart Manufacturing Workgroup exploring topics like the Industrial Internet of Things and Industrie 4.0.



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