



Global Reach

Summer 2016

GOING GLOBAL

By now we've all had it drummed into our heads that growth is essential to company survival, that you can't make money when sales are declining. There are many avenues to reach growth, and there's one that is often overlooked: global sales.

You can cite many reasons for not focusing on international opportunities. It pulls us out of our comfort zone, or we don't know how to get started. Fortunately for us in South Central Pennsylvania, we have a critical resource available to alleviate these concerns. This year the World Trade Center Harrisburg is celebrating 25 years of service to companies here in the Capital Region.

Through its programs, events, seminars and one-to-one consulting services, World Trade Center Harrisburg makes a seemingly complicated system easy to navigate. As one of Pennsylvania's Regional Export Network (REN) partners, World Trade Center Harrisburg brings state resources at no cost to any company seeking assistance. Pennsylvania contracts with 15 existing business consultants in all corners of the world as "trade representatives" to assist companies in finding global markets. These trade representatives are on the ground opening markets for Pennsylvania products, and periodically the representatives come here for face to face meetings with company leaders.

MANTEC has been a proud partner of World Trade Center Harrisburg throughout its 25 years. Particularly noteworthy in this 25th year, World Trade Center Harrisburg will dedicate and occupy the new "World Trade Center Building" in downtown Harrisburg. Watch for press releases on the upcoming grand opening.

Most importantly, consider the opportunities you have to incorporate international sales as a key component of your business growth strategy! Talk with your MANTEC Professional Business Advisor about how you can "go global."



John W. Lloyd
President & CEO

"In all corners of the world...trade representatives are on the ground opening markets for Pennsylvania products."

Building plans continue for the new World Trade Center Harrisburg building located at Cameron and Herr Street in Harrisburg. Continuing our great relationship with WTC, MANTEC will have an office in this location.



Congratulations!

**Tina Weyant,
Executive Director,
World Trade Center
Harrisburg celebrates
20 years of service!**



WORLD TRADE CENTER®
HARRISBURG
SERVING CENTRAL PENNSYLVANIA



LEAN Certification Graduates



LEAN Champion Graduates



It does exist! This sign was recently found at our old office on Market Street. It proves that MANTEC once stood for The Manufacturers' Technology Center.



Excellence in Manufacturing Award Winners:
 Excellence in Continuous Improvement- RH Shepley
 Excellence in Innovation- Tait Towers
 Excellence in International Trade- Fox Chapel Pub
 Excellence in Supplier Development- Bollman Hat
 Excellence in Sustainability- die-tech, inc.
 Excellence in Workforce- Stoner

Chris Tarsa of CL Sturkey was recognized for his dedication to advocacy support of MANTEC by participating in Hill Day in DC for 10 consecutive years.



Collaborative robot, Sawyer, draws a crowd showing off the easy programming.



John McElligott wows the audience at the Business Growth Conference.



Six Sigma Green Belt Graduates



Six Sigma Black Belt Graduates



Sheppard

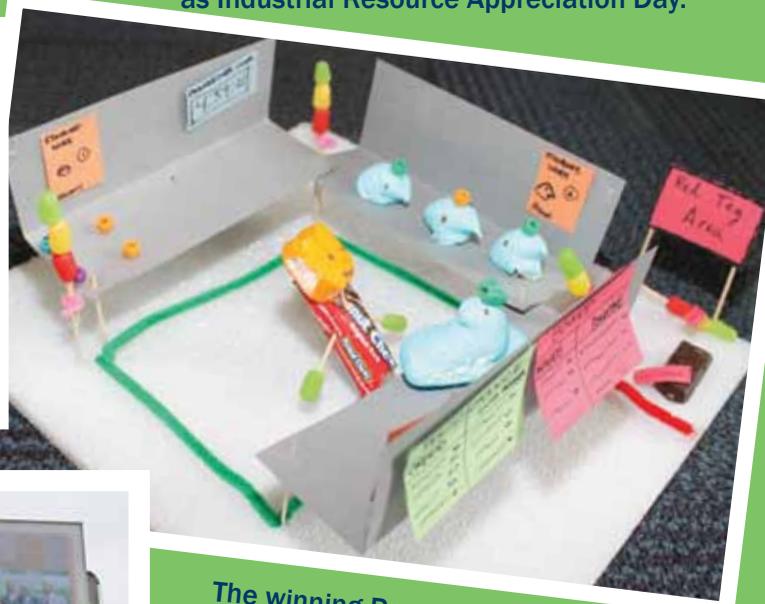
Publishing Co. Inc.
Hat Company



The PA State Senate recognized April 13 as Industrial Resource Appreciation Day.



Innovation Engineering Graduates



The winning Peeps Project from Proud to Manufacture in PA. The display showcases Advanced Manufacturing and LEAN best practices.



MANTEC was recognized on a billboard for 100% participation in the 2015 United Way campaign.

GIGABIT REVOLUTION



DELVING INTO DIGITAL

*"I think the
INTERNET
IS A HUMAN
RIGHT."*

Harvard John S. McCain policy director, Philadelphia's Media Mobilizing Project

THINK ABOUT HOW YOU USE THE INTERNET EACH DAY. THEN THINK ABOUT WHAT YOU COULD BE ABLE TO DO IF YOU HAD ULTRA-HIGH-SPEED GIGABIT INTERNET.

...FOR YOUR COMMUNITY?



PROMOTES
BUSINESS
DEVELOPMENT



ACCESS
INFORMATION
ANYWHERE AT
ANY TIME

ECONOMISTS FORECAST THAT POOR NETWORK PERFORMANCE IS A KEY INDICATOR LINKED TO A BUSINESS'S ABILITY TO REMAIN COMPETITIVE.

*"A CRITICAL MASS OF GIGABIT
COMMUNITIES WILL SPUR
innovation & investment."*

Julia Lashinsky, former chairman of the Federal Communications Commission

WHY IS ACCESS TO DIGITAL TECHNOLOGIES SO IMPORTANT?



62% OF AMERICAN
WORKERS RELY ON
THE INTERNET TO
PERFORM THEIR JOBS

1/4 OF U.S.
HOUSEHOLDS ARE WITHOUT
INTERNET ACCESS



The Gigabit line is coming through
Ephrata, York and Hanover.

To learn how your business can benefit
from this technology advancement
contact Scott Sipe at sipesw@mantec.org

Investing In New Technologies Today Helps Manufacturers Compete Tomorrow

Manufacturers today are faced with numerous complex decisions concerning IT investments. Cautious manufacturers are shying away from early adoption of some advanced digital enterprise technologies. Delay, however, is dangerous in today's highly competitive environment.

Economic climate

Manufacturers today hear numerous mixed messages about the state of the economy and the market landscape. Volatility seems to be the only constant. Such contradictory data can be confusing causing manufacturers to hesitate over extensive IT investments.

The promise

Today's manufacturing revolution is the result of the high profile, game-changing technologies, like cloud computing, 3D printing, Big Data and the Internet of Things. These are the innovations that are promising bright new horizons for manufacturers.

To adopt or delay?

Many technologies that were considered disruptive only a few years ago have already received substantial traction and are largely considered "must have" capabilities. Mobility, for example, has moved from the "nice to have" category to a standard way manufacturers connect with colleagues, collaborate with partners, and gain access to critical data, anytime, anywhere.

Get serious or go home!

In order to remain relevant in today's highly competitive landscape, manufacturers must step up their game. Being a late adopter of technology solutions can cause serious disadvantages, leading to loss of market share and profitability. If you haven't already, now is the time to audit your technology adoption and make sure you are on the front line of adoption.

More details: www.mantec.org/investintech

Control of Monitoring and Measuring Equipment in a Manufacturing Environment

by Rick Litts of Litts Quality Technologies

Calibration is the process that determines if the monitoring or measuring equipment is being compared to a standard that is “traceable” to a known artifact. In the United States we typically look to the National Institute of Standards and Technology (NIST) as the competent organization to provide manufacturing companies a traceable standard.

What if NIST or any other national governing body doesn’t have a standard for your monitoring or measuring equipment? The answer is – you create your own. You then would define the process for your method of determining that the standard you designate is acceptable. Calibration is a significant part of providing assurance that the product you are producing is meeting your internal and external customer requirements.

Many of the ISO Management System Standards have a requirement that when you calibrate monitoring or measuring equipment and it is out of “tolerance” you have to assess and record the impact of how much it was out of “tolerance” on all product that was monitored or measured since the last time it was calibrated. When was the last time you calibrated your equipment?

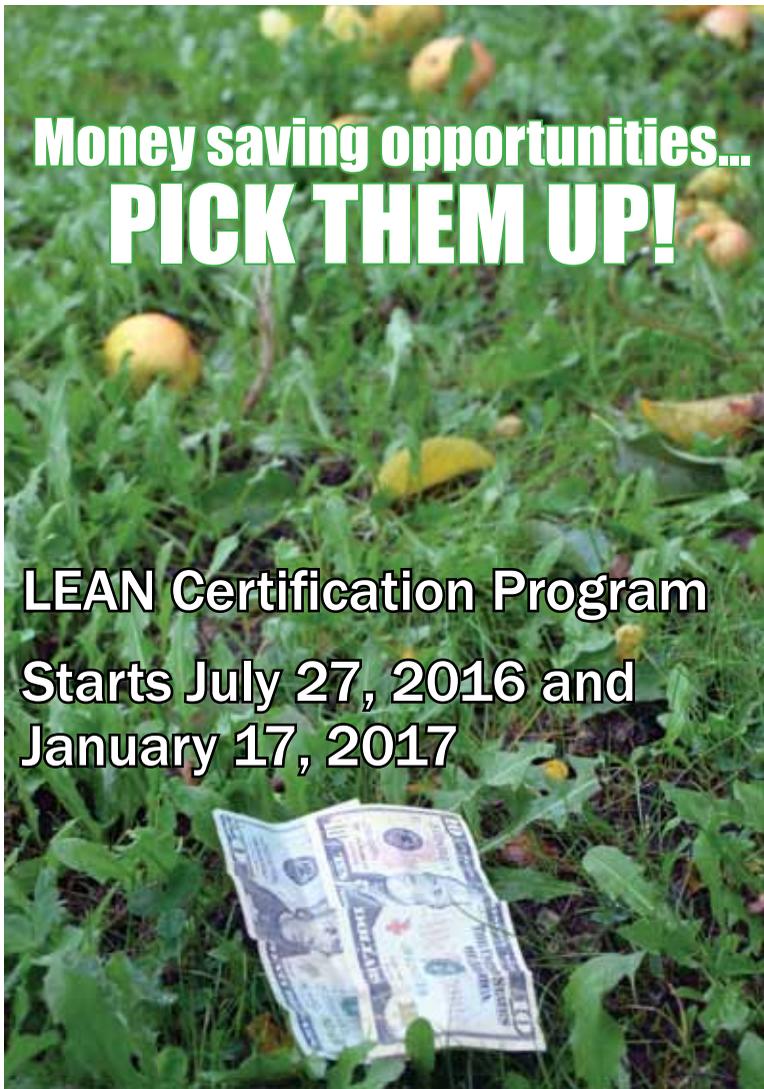
Several years ago, a company that publishes case studies couldn’t answer that question. A quick review indicated the scale didn’t register until the 8th piece of paper was placed. In this case there were two issues. One was having the correct equipment that would detect one missing sheet and the other is having the weighing scale calibrated.

It is the responsibility of top management to make sure that the monitoring and measuring system is capable and calibrated.

Training course- Calibration and Using Measuring Instruments - June 15 and 16, 2016 at MANTEC

UPCOMING EVENTS

www.mantec.org/event-calendar



Proud to Manufacture in PA
October 6, 2016

Nauman Smith
ASSOCIATES PC SUP

ONEXIA Inc
Excellence in Automation

PNC BANK

CENTRAL PENN. BUSINESS JOURNAL

Business Growth Conference
March 30, 2017

Stambaugh Ness
Manufacturing and Distribution Services Group

VISTAGE

rkl
REINSEL KUNTZ LESHER
certified public accountants & consultants

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and NW Lancaster
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MANTEC Clients Reported...

- 648 Jobs Retained
- 222 Jobs Created
- \$96M Sales Retained
- \$33M Sales Increased

Spotlight on 2015 Impacts

Data reported by clients through an independent third party collected in 2015.



- Continuous Improvement
- Innovation
- International Trade
- Supplier Development
- Sustainability
- Technology in Manufacturing
- Workforce

Nominations are due
July 31, 2016

mantec.org/mfgawards

Awards presented on
October 6, 2016 at
"Proud to Manufacture in PA"