

Celebrating 25 Years of Service!

**MANTEC**

[www.mantec.org](http://www.mantec.org)

Your Resource Driving Manufacturing Innovation



# MANUFACTURING TODAY



\*Drawing details on Page 4

# MANUFACTURING TODAY..... (AND TOMORROW)

Manufacturing today is not what it used to be. Today's competitive world demands consistent high quality, greater flexibility, more sophistication, instant delivery and, of course, lower prices. This is a daunting task for all manufacturers who deal with short customer lead times, workforce shortages, stressed suppliers, challenging regulations and intense competition. And these pressures confront companies non-stop, every single day.

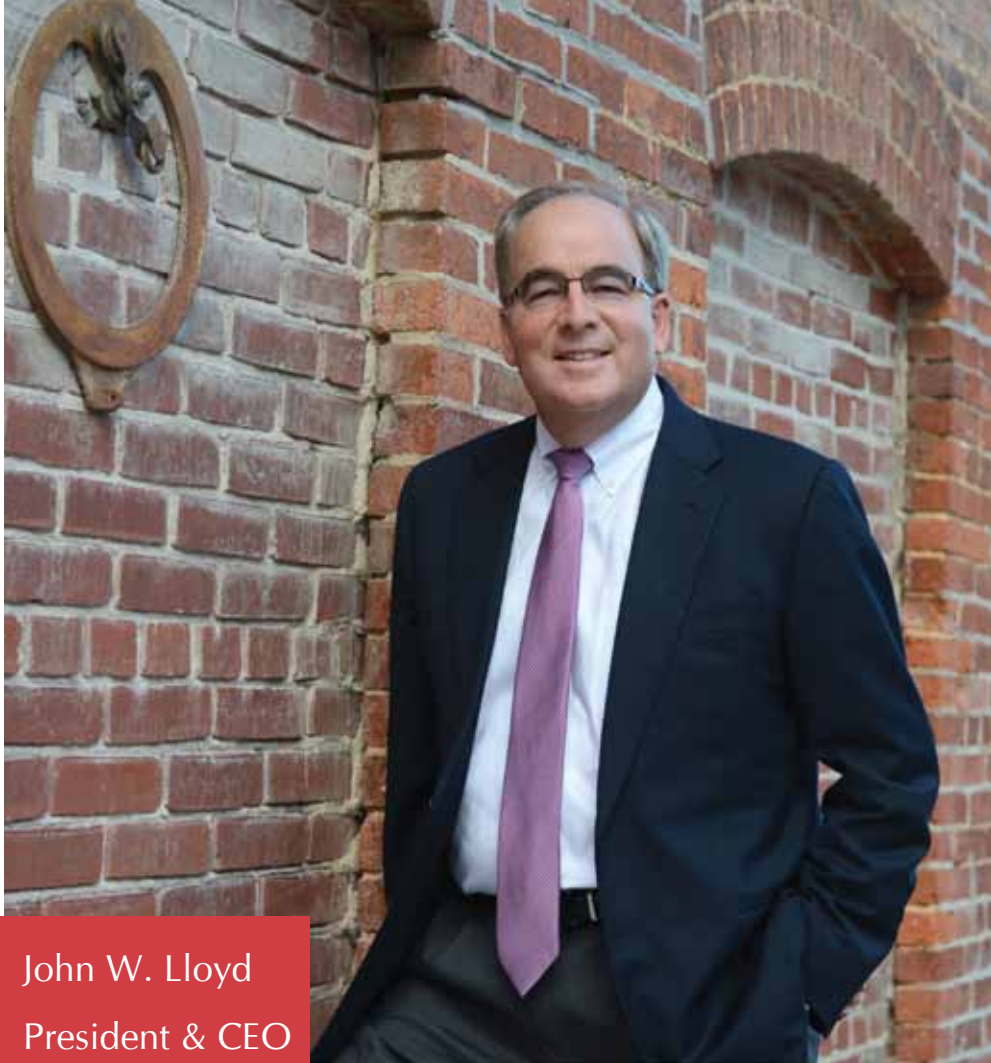
This barrage of demands all too often forces companies into a firefighting mode. Solve one crisis, then move on to the next. One leader told me, "I'm so busy working on the urgent; I never have time for the important." These leaders are consumed with working in their businesses at the expense of working on their businesses.

The greatest challenge of all for today's manufacturing leaders is that the pace of change is accelerating at a rate we've never seen. An example I've been following closely is the advent of additive manufacturing, often called 3-D printing. This technology will be a game changer in the world of manufacturing. In 3-D printing material is 'added' to precise specifications rather than being 'subtracted' as in today's machine shop environment. Already this technology is being used with polymers, ceramics, metals and even human body tissue. Ultimately, additive manufacturing will be a huge threat to some companies and a great opportunity for others. The time is now to determine whether it will be a threat or an opportunity for your business.

The point is that as leaders we need to be continually looking over the horizon for what's coming next. MANTEC has developed a suite of services addressing the Next Generation Manufacturing Strategies to address future requirements for progressive companies. Our objective is to be your preferred resource to help address the countless changes that continually bombard you.

Again, manufacturing today is not what it used to be. And you can be certain that manufacturing tomorrow will introduce technologies we can't yet imagine. Our future depends on the lesson hockey great Wayne Gretzky taught us, "I skate to where the puck is going to be, not where it has been."

**MANTEC has local 3-D printing partners if you want to learn more.**



John W. Lloyd  
President & CEO

additive manufacturing (AM), n  
"a process of joining materials to make objects from 3D model data, usually layer upon layer, as opposed to subtractive manufacturing methodologies"

ASTM Standard: F2792 Committee: F42  
ASTM.org



# CFO of the Year!

Scott Sipe, Director of Finance and Information Technology at MANTEC, was named the Small/Medium Nonprofit Organization CFO of the Year.

Scott has worked with MANTEC for over 15 years. He enjoys working with manufacturers in South Central PA and assisting with their growth and profitability.



MANTEC and the Central Penn Business Journal recognized the 2013 Manufacturing Awards Winners.

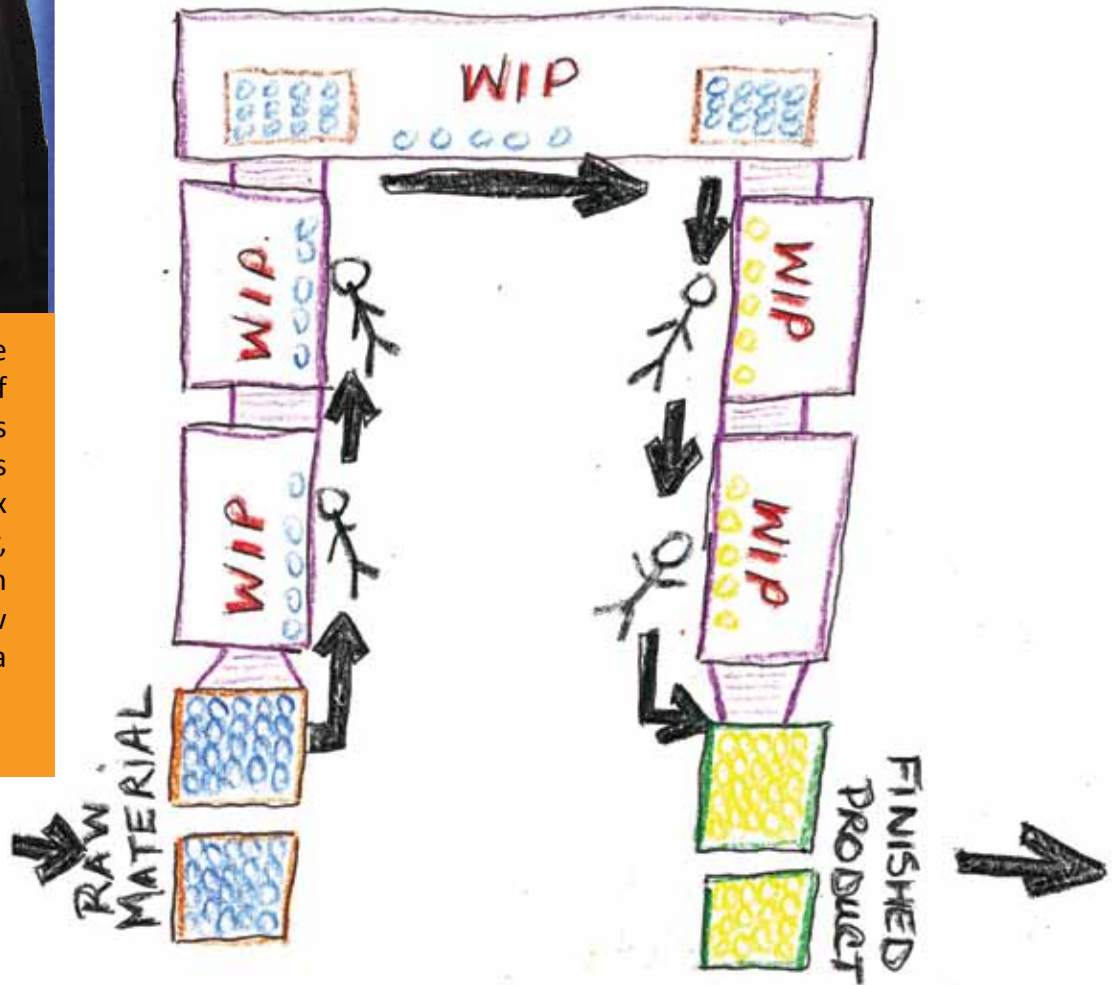
- Excellence in Community Service- Pennex Aluminum Company
- Excellence in Continuous Improvement- Harley-Davidson Motor Company
- Excellence in Innovation- Thermacore, Inc.
- Excellence in International Trade- Oakworks
- Excellence in Supplier Development- MKT Metal Manufacturing
- Excellence in Sustainability- Armstrong World Industries
- Excellence in Workforce- Crescent Industries





# Awards Breakfast October 3, 2013

## WORK SMARTER, NOT HARDER



Peter Ruggiero, Executive VP of Global Operations of Crayola spoke at the Awards Breakfast on October 3. His keynote addressed how Six Sigma has improved quality, how Innovation has driven top line growth and how Sustainability measures play a role in the company strategy.

From the cover



## Doodle Contest

With a keynote from Crayola, of course there were crayons at the event. Attendees were challenged to doodle a picture of an ideal workcell or their interpretation of what manufacturing looks like today. On the cover, Jason Adams of Harley-Davidson captured the essence of manufacturing today. Above, April Kehr of Sharrets Plating Company showed great flow in her ideal workcell doodle.



## LEAN Certification Graduates

**Front Row left to right:** Ronay Wolaver- Die-Tech, Inc., Geraldine Trider- Four Seasons Produce, Inc., Scott Beck- Fenner Drives, Jeff Denlinger- Ecore International, Jessie Doll- Tooling Dynamics, LLC, Erin Edwards- Four Seasons Produce, Inc., Vitaly Falevich- Adhesives Research, Inc., Mike Einsig- Tooling Dynamics, LLC, Lanny Toot- The Flinchbaugh Company, Inc., Gale Thoman- Glatfelter  
**Back Row left to right:** Joe Kinard- The Flinchbaugh Company, Inc., April Kehr- Sharretts Plating Company, Jason Leiby- Glatfelter, Robert E. Keller- Glatfelter, Michael Higgins- Perform Group LLC, Joseph Guarriello- Die-Tech, Inc., Rick Frey- PrecisionForm, John Deininger- ACCO Brands, Bill Christi- PrecisionForm, Jeff Bigler- PrecisionForm, Chad Gentzler- Tooling Dynamics, LLC, Leon Good-Weaver Industries, John-Paul Lunn- R.H. Sheppard Company, Cameron Sterner- Adhesives Research, Inc., Thomas Rizzardi- Valco Companies Inc., Todd Suessmuth- Valco Companies Inc., Jay Newswanger- Sylvin Technologies, Inc., Philip E. Friese- Sharretts Plating Company



## LEAN Champion Graduates

Pictured left to right: Michael Higgins- Perform Group LLC, Jake Mattern- Hauck Manufacturing Company, Erin Edwards- Four Seasons Produce, Inc., Bill Guscott- Hauck Manufacturing Company, Scott Whitman- Hauck Manufacturing Company



## Six Sigma Green Belt Graduates

Pictured left to right: Brian Druck- Stoner, Inc., Ryan Snyder- Fenner Precision, Tina Beam- Ventura Foods, LLC, Jonathan Crothers- Stoner, Inc., Jim Leaman- Fenner Precision, Eric Davidson- Glatfelter, Lance Mansell- Fenner Precision, Steve Riggs- Furmano Food, and Richard Titus- Instructor



### 1988

IRC Network established  
MANTEC formed to serve 10 counties in South Central PA  
John Lazo named as first Executive Director  
Board Chairman: Daniel Meckley, The Meckley Company

### 1989

Board Chairman: George Hoffman,  
Keystone Railway Equipment Co.

### 1991

Board Chairman: Dale Martin,  
Conrad Enterprises

### 1992

Relocated to 227 West Market Street  
Board Chairman: Robert Weary,  
Knouse Food Co-Ops, Inc.



### 1997

Launched website  
New services- "Info EDGE", PLANTEC  
Strategic Planning, Food Services



### 1998

10 year anniversary  
Prepare manufacturers for Y2K  
Bill Schreiber serves at NIST  
Board Chairman: Carl Just,  
Gehl Agricultural



### 2001

John W. Lloyd named President & CEO  
Revised MANTEC website  
mfgGate.com web portal  
Delivery of IT services



### 2002

Launched Health and Safety Program  
SPIN becomes member of World Trade Centers Association  
Board Chairman: Edward England, England Associates

### 2004

Introduced LEAN Off  
Managed over \$2 m  
Deloitte study "Man  
Board Chairman: Ri

### 2003

Supply Chain Management model developed

### 2005

First LE  
Launch

### 2008

Tagline -"Your Resource Driving Manufacturing Innovation"  
Celebrated 20 years at IRC Conference in Erie  
LEAN Working Groups started  
Launched "OrgScan" cultural assessment  
Board Chairman: George Neiderer, UTZ Quality Foods, Inc.



### 2009

Next Generation Manufacturing Strategies  
Train and Do model for LEAN Implementation  
First LEAN Champion graduates  
Leigh Ann Wilson- MEP Newcomer of the Year  
Hosted Doug Hall for "Profit 101"



# MANTEC Celebrating



## 1993

Affiliated with MEP in partnership with DVIRC  
Jack Minnich named Executive Director  
School-to-work program  
Board Chairman: Harold Narigan,  
PA Quality Leadership Foundation, Inc.



## 1994

Board Chairman: Ronald Dunkelberger,  
Maier's Bakery

## 1995

Board Chairman: Kenneth Sanders,  
Trimen Industries, Inc.



## 1996

Partnered with IMC for MEP funding  
6 regional offices for 9 county area  
SPIN affiliated with MANTEC  
Board Chairman: Louis Reis,  
Advanced Conversion Technology, Inc.



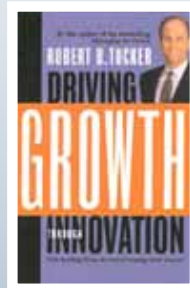
## 1999

MANTEC tagline "Resource of Choice"  
SPIN receives Governor's Export Excellence Award



## 2000

MANTEC received Governor's Environmental  
Excellence Award- a joint project between  
MANTEC, Harman Stove and PennTAP  
Board Chairman: Larry Smeltzer,  
Littlestown Foundry, Inc.



Office and LEAN for Finance and Accounting  
\$1 million in Customized Job Training grants  
"Manufacturing: Pennsylvania's Future" released  
Richard Witwer, Kalas Manufacturing

## 5

LEAN Certification Program graduates  
Awarded Business Growth Services

## 2006

RFID system explained and implemented at manufacturers  
Board Chairman: Robert Jacobs,  
Leonhardt Manufacturing Company

## 2007

Hosted Robert Tucker on "Driving Growth Through Innovation"  
Research on "How CEO's Learn and Lead Their Organizations"  
First MANTEC employees complete LEAN Certification



## 2010

Best Nonprofit to Work for in 2010 in U.S.  
Doug Keith- national Unsung Hero of the Year  
Finalist in CPBJ Non Profit Innovation Awards  
Relocated to 600 N. Hartley Street  
Board Chairman: Andy Gehman, MGS, Inc.

## 2011

"PA Made- Pennsylvania's True Commonwealth"  
IRC line item eliminated- grouped into Partnership  
for Regional Economic Performance (PREP)  
Restarted Six Sigma Green and Black Belts

## 2012

SPX Cooling Technologies won MEP  
Excellence in Sustainability Award  
Broadband grant, Innovation grant,  
Transformation services  
Board Chairman: Michael Lehman,  
Flichbaugh Engineering, Inc.

## 2013

Celebrating 25 Years!  
Winner of CPBJ Non Profit Innovation  
Awards in Management Operations  
First Business Growth Conference  
Scott Sipe- CFO of the Year  
Fred Botterbusch- Innovation Engineering Black  
Belt- First in PA, 55th in the world



# g 25 Years of Service!



Download the Flyer...



## To the Cloud!

Cloud-based applications can fill critical needs for small and medium sized businesses (SMBs). With the help of the cloud, SMBs can not only level the competitive playing field with larger companies, but they can also afford important business applications that they wouldn't be able to support internally. Here are nine cloud choices ideally suited for SMBs:

1. Healthcare and wellness management
2. Online training
3. VDI
4. Back office services
5. Sales force management
6. Video and teleconferencing
7. On-demand computing resources
8. CRM
9. Document management

Call **MANTEC** to learn how to put your systems on the cloud! 717-843-5054

## Shocked? Energy Prices are Going Up!

**\$54.6 Billion**

the cost to upgrade the US electricity transmission infrastructure between 2011 -2015.

**28%**

growth forecast for total electricity demand in the US from 2011 - 2040.

**2.4%**

yearly increase forecast for natural gas through 2040.

What Can You Do? Lock in Now!

Contact your Professional Business Advisor directly or MANTEC at 717-843-5054.

Figures taken from <http://www.appienergy.com/latest-news/Why-Lock-In-Now>

## Need LEAN Supplies?



[www.5Ssupply.com](http://www.5Ssupply.com)

Use **MTMEP1** for 10% off!

“Manufacturing is more than just putting parts together. It's coming up with ideas, testing principles and perfecting the engineering, as well as final assembly.” ~James Dyson



# Workforce Development Redefined

Workforce Development is often described as employee training. MANTEC does that! But, that is just the tip of the iceberg.

Did you know? MANTEC can...

- ... meet your HR compliance issues
- ... conduct performance appraisals
- ... perform cultural assessments
- ... create policies and manuals
- ... understand employee behaviors
- ... establish health and safety committees

Essentially, be YOUR HR Manager when you need it.

Learn More...



## GHS- Did you comply? Possible fines of **\$7,000** per violation!

OSHA's hazard communication standard (29 CFR 1910.1200), requires businesses that use or store hazardous chemicals to train their employees on changes to chemical labels and safety data sheets by December 1, 2013. Failure to comply with OSHA's hazard communication standard, including mandatory training requirements, can result in fines up to \$7,000 per violation. MANTEC has a variety of options to make sure you are compliant. **Contact Kent Keller for details- [kent@mantec.org](mailto:kent@mantec.org) OR 717-843-5054 X239**

# Manufacturing Tours



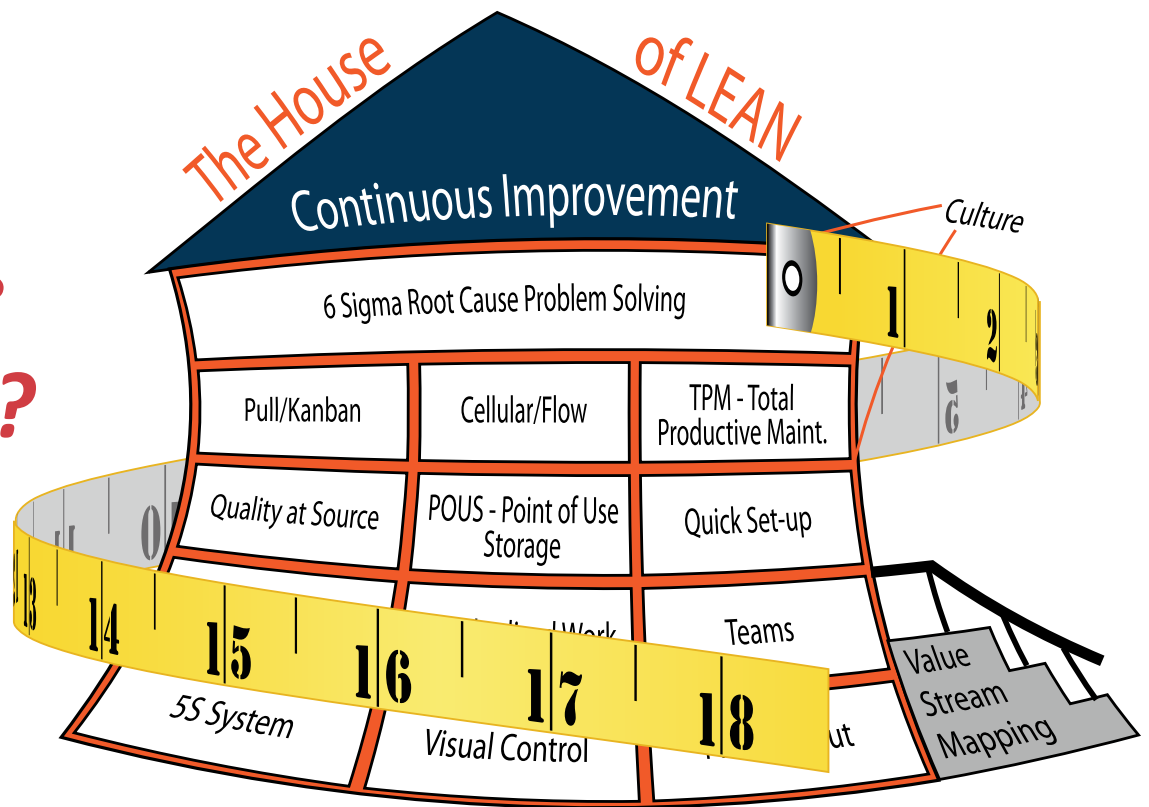
CH Reed in Hanover showcased its innovative technology-based solutions to reduce defects, cycle time and waste to help clients achieve their LEAN goals.

Oakworks in New Freedom opened its doors to share the evolution of the company from a massage table (shown below) manufacturer to an innovative company for medical and spa tables. Oakworks has significant international sales.



Homestead Structures in New Holland discussed its 5-year LEAN implementation that included 5S, visual management and pull/kanban systems that made the company globally competitive.

**Are you  
a Waste  
Watcher?**



**Six Sigma Green Belt- Starts January 14, 2014**

**LEAN Certification- Starts January 23, 2014**

**LEAN Champion Program- Starts January 28, 2014**

**Details [www.mantec.org/event-calendar](http://www.mantec.org/event-calendar)**

**B**usiness  
**G**rowth  
**C**onference  
March 25, 2014

***Save the Date!***

***The 2<sup>nd</sup> Annual  
will be bigger and better!***

***18 sessions, 4 workshops  
and 2 keynotes***

***Registration available soon***

***[www.mantec.org/bgc14](http://www.mantec.org/bgc14)***



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Your Resource Driving Manufacturing Innovation

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a NIST | Network  
MEP | Affiliate

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manufacturers need  
for all clear  
**AND unclear**  
business ventures.

HAPPY HOLIDAYS!

