

SMART MANUFACTURING



The Era of Smart Manufacturing has Arrived!



Technology is touching every aspect of our lives and it seems to be changing everything we do. It is impacting the way we think, communicate and the way we are entertained. It controls how we perform everyday tasks like driving, shopping, banking and exercise. It is inevitable that technology is also changing the way we manufacture.

New technologies are already implemented in the large corporations and they are now quickly becoming a requirement at small and medium sized firms. The era of “**smart manufacturing**” is here.

MANTEC is focused on future trends and we see advanced technology as a game changer. Smart manufacturing integrates core disciplines into one coordinated system. We have invested in a new “Smart Manufacturing Laboratory” to demonstrate robotics and operational excellence. MANTEC views smart manufacturing through four principle areas:



Growth & Innovation

Supply chain and logistics platforms provide higher levels of inventory control and customer order fulfillment. Design services, prototyping and testing have revolutionized the way we develop new products.



Operational Excellence & Quality

New advances in automation and robotics have increased plant efficiency and worker productivity.



Technology

Advanced manufacturing planning and production control systems enhance the flow of product through our plants.



Workforce Development

The workforce of the future requires ongoing training on advancing technologies.

MANTEC and our counterpart organizations across Pennsylvania just completed an Advanced Manufacturing Technology (AMT) survey of 78 firms, and we learned that **83% of manufacturers have already invested in some aspect of AMT.** This is encouraging. The next challenge will be to combine the individual components of AMT into a fully functioning Smart Manufacturing system.

MANTEC has provided smart manufacturing services to dozens of small and medium sized manufacturers to streamline systems and operations and tie together every aspect of the manufacturing enterprise. MANTEC stands ready to be your resource as we enter this exciting new era in manufacturing. Call MANTEC first to explore your next move in the fast-paced technology game.

Written by: John W. Lloyd, President and CEO



How is Your Planning?



A Case for Automation

It is the most basic requirement for a business, and yet, it can be the most complex. It is necessary to get it right the first time or risk sacrificing current and future orders. Receiving and processing customer orders are just the first touch point on a path of many processes throughout the entire manufacturing process. What does your business processes look like from “quote to cash”? Are they automated or manual?

CL Sturkey in Lebanon, PA engaged in strategic planning with MANTEC. Sturkey identified that the manual processes throughout the entire “quote to cash” cycle was keeping the company’s current capacity constrained with very little opportunity for growth. To meet customer demand and meet strategic growth goals, CL Sturkey, President, Chris Tarsa, realized it was time to invest in an Enterprise Resource Planning (ERP). There are many solutions that claim best fit and functionality, but how do you know what your company truly needs until you truly understand your business processes? Chris turned to MANTEC for guidance.

Over the past several years, MANTEC’s Director of Technology, Scott Sipe, developed a comprehensive ERP Selection Process solution that focuses on information (ERP, WMS, CRM) and process management (Continuous Improvement). Once these key factors are understood Scott connects with solution providers that will meet the functional requirements of the client. MANTEC maintains unbiased advice as each provider is 100% independent.

How to survive and advance

Improve Cost	Automate
Improve Quality	Automate
Improve Delivery	Automate
Improve Safety	Automate
Value Add	Automate
Workforce	Automate

There are many reasons to invest in automating your planning process including:

Reduce touches for proactive service- Manual business processes slow down order processing time and is highly vulnerable to errors. Many touches equal a labor intensive process. When business processes are automated employees can work on proactive customer service rather than track down and fix order errors.

Invest in customer satisfaction- Businesses that are progressive will examine the cost benefit of investing in technology solutions to improve business and customer process. Investing in operations and customer satisfaction well position companies for a high level of success and improve the bottom line. Automation is key to saving time and creating opportunities for efficiencies resulting in a higher level of customer satisfaction.

Optimize efficiency through technology- Automation improves efficiency, controls costs and provides customer and business information real time. ERP reporting and business analytics provides real-time visibility into the entire “quote to cash” process, therefore improving insight and productivity and stronger customer relationships.

Chris commented that **“Our new ERP system gives us much better control of our inventory to track finished and unfinished products. This control is a key tool to manage cash for our small family-owned company.”**

Automation requires strategic thinking and guidance MANTEC can provide. When you are ready to investigate how technology can benefit your organization contact Scott Sipe at sipesw@mantec.org or 717-843-5054.



Workforce Priorities

Photo provided through NIST MEP



Is workforce development a top priority in your organization? While workforce development training does require an additional investment of time and resources, it can provide a

host of valuable short- and long-term benefits for your organization. By increasing your employees' skill levels, workforce development training can result in:

- Improved job performance throughout your organization
- Increased employee engagement
- Retention of employees through a positive organizational culture
- Compliance with today's stringent worker safety regulations

MANTEC has a myriad of programs that enable your organization to develop and maintain your workforce. We can also evaluate the changes your company requires to grow and become more profitable.

CASH MATCH FOR TRAINING

MANTEC works closely with our partners to provide access to Workforce & Economic Development Network (WedNet) funding.

Many MANTEC training programs qualify for Advanced Technology Training.

Contact your Professional Business Advisor for more information or 717-843-5054.



FINALISTS

Growth & Innovation

AquaPhoenix
 Electron Energy Corp
 Gichner
 Superior Plastic Products
 Zeigler Brothers

Technology

CL Sturkey
 Millcreek Manufacturing
 PennAir
 Pennex
 PoolPak

Operational Excellence

A.S.K. Foods Inc.
 Adhesives Research
 Armstrong Ceiling
 Bird-in-Hand Woodworks
 DentalEZ

Workforce Development

Benchdogs
 Henry H. Ross and Son
 Herculite
 Mercury Electronics
 Pyrotek



Thank You for your Advocacy!

NEW BUDGET LINE ITEM

MANUFACTURING PA

Leigh Ann Wilson, MANTEC Marketing Manager, received the York County Economic Alliance Ignite Award.





www.mantec.org

Your Resource Driving Manufacturing Innovation

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Staff profiles for Doug Keith, Kent Keller, Brad Kreidler, and Ken Rubell, including contact info and service areas.



Chris Martin, Chairman and CEO of C.F. Martin & Co., Inc. will give the keynote address: "Staying Relevant for 185 Years"



Join us October 5 for a jazzed up Proud to Manufacture in PA event!

JAM Sessions- 2 workshops Red Carpet- Award recognitions Mainstage- Panel and Keynote Plus! Musical Performances

Details and Registration: www.mantec.org/music

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