



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

*Your Resource Driving Manufacturing Innovation*



*All that Glitters...*

**Fall 2014/Winter 2015**

# MANUFACTURING: THE DRIVING FORCE OF SOUTH CENTRAL PA

Manufacturing drives the economy of Pennsylvania. You would be hard-pressed to find any area of the United States where manufacturing is such a strong economic driver as it is here in South Central Pennsylvania. The strength of manufacturing in Pennsylvania dates back to the Industrial Revolution. While other communities run from their manufacturing roots, Pennsylvania appreciates the value of making things.

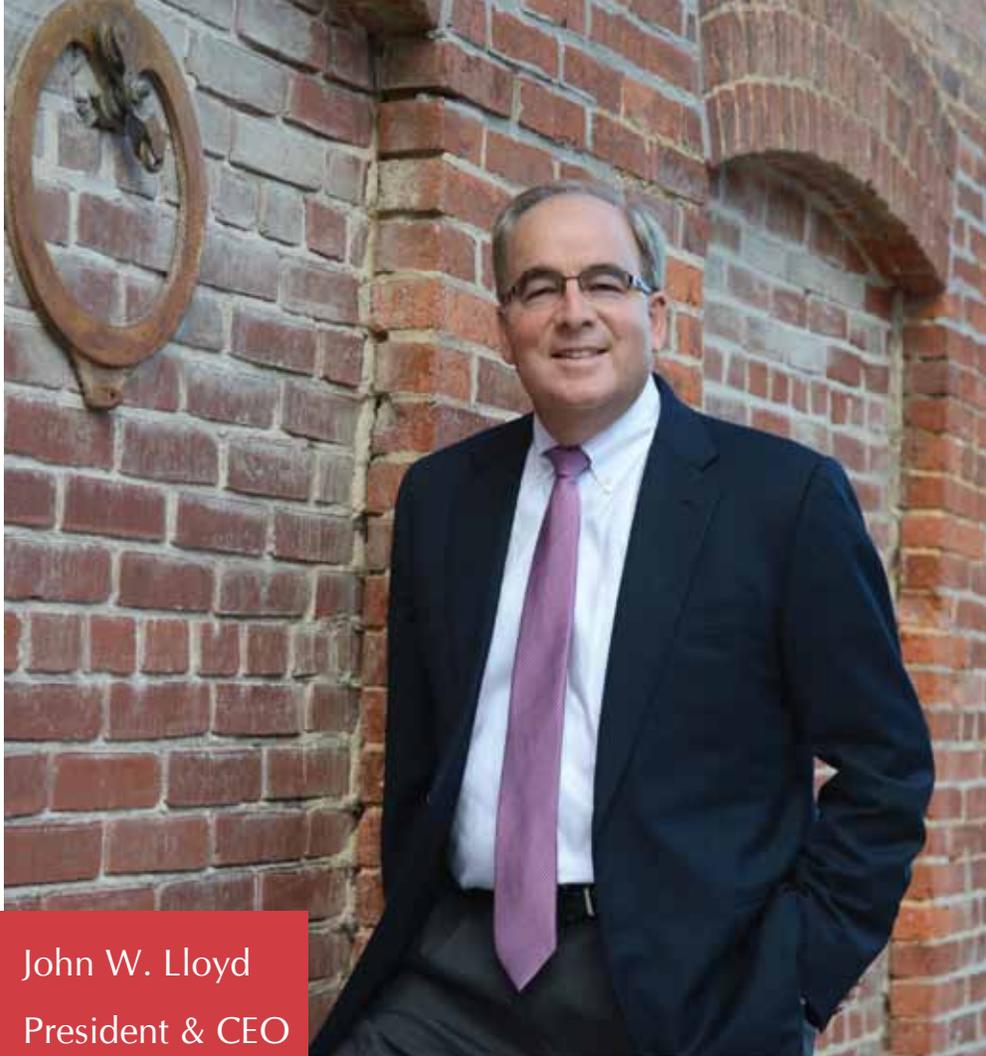
With each Harley-Davidson that rolls off the production line and is shipped, an invoice is created which brings dollars into the economy. Harley-Davidson is just one of 2400 manufacturing firms in South Central PA all of which are creating wealth with every shipment. One of our greatest strengths is the diversity of manufacturing that sustains our economy in good times and bad. Where else can you find (in one location) the production of pharmaceuticals, medical devices, hydroelectric systems, products for our national defense, laundry detergent, potato chips, pretzels and everything in between?

Most importantly, manufacturers create a significant number of employment opportunities. The average manufacturing job pays \$56,394; benefits drive that figure to well over \$65,000. 107,000 South Central Pennsylvania residents make their living directly from manufacturing; countless more workers owe their jobs to the support of our manufacturing economy.

Unlike manufacturing jobs of prior generations, today's jobs are sophisticated and technical. They provide a challenge – more importantly, a future with opportunities for advancement. To meet the new skill requirements of these jobs, companies now offer apprenticeships, training and mentoring. Our schools and technology centers provide basic math and computer fundamentals; employers teach the specific hands-on technical skills needed to meet customer requirements.

Here at MANTEC, a private, non-profit, independent resource center and business consultant for manufacturers in South Central Pennsylvania, we are training record numbers of workers in LEAN and Six Sigma. Workers proudly apply their skills to add value to every product made here.

Manufacturing is part of our history, it remains in our DNA and it provides the foundation for a strong future of production in South Central PA. MANTEC is proud to serve the driving force of the economy.



John W. Lloyd  
President & CEO

## South Central PA Manufacturing Facts:

- 2,362 firms
- 107,757 employed
- \$56,394 average pay

<http://www.census.gov/econ/cbp/>

MANTEC held "Proud to Manufacture in PA" on October 2. The event included a variety of workshops in the morning. The luncheon recognized Continuous Improvement leaders and Innovation Engineering graduates. The keynote from Michael Araten addressed "The Success of K'NEX" on reshoring. Attendees participated in a fun K'NEX LEAN contest. The luncheon concluded with the announcement of winners of the 5th Annual Manufacturing Awards. Next Ceremony- October 1, 2015



LEAN Certification



LEAN Champion



Six Sigma Green Belt



Six Sigma Black Belt



Innovation Engineering

Graduates are from the following companies: AquaPhoenix Scientific, Adhesives Research, Inc., Bollman Hat, Crayola, Datum Filing Systems, Die-Tech, Ecore International, Environmental Recovery Corporation, Eurofins Lancaster Laboratories, Inc., Fenner Drives, Inc., Fenner Precision, Four Seasons Produce, Inc., Glatfelter, GSM Industrial Inc., InterFace Solutions, Manitowoc Crane Group, MANTEC, National Bearings Company, NWIRC, Precision Cut Industries, PrecisionForm, R.H. Sheppard Company, RAM Industrial Services, Stoner, Inc., The H&H Group, Thermacore, Inc., Tooling Dynamics, LLC, Topflight Corporation, UTZ Quality Foods, Inc., Vectron International, and Writing Innovation

*Congratulations!*



Legacy Athletic received the Governor's ImPAct Award for Small Business in South Central PA.

Excellence in Community Service- Standard Register  
 Excellence in Supplier Development- Fluid Conditioning Products  
 Excellence in Continuous Improvement- Topflight Corporation  
 Excellence in Innovation- Ecore International  
 Excellence in International Trade- CAM Innovation  
 Excellence in Sustainability- Solar Innovations  
 Excellence in Workforce- Astro Machine Works

# In Their Own Words...



## Strategically Growing

“Strategic planning is the most efficient way to chart the path forward. PoolPak has used MANTEC resources for over 20 years. PoolPak does not let dust gather on our strategic plan and as a result we have increased sales, improved operations and retained a skilled workforce.”

~Robert Paley, President and CEO- PoolPak Technologies Corporation

NEW SALES

**\$750,000**

RETAINED SALES

**\$550,000**



Get the whole story at:

<http://bit.ly/poolpaksuccess>

INVESTMENT IN TECHNOLOGY

**\$120,000**

**WHO DO YOU KNOW?**

**WHO SHOULD KNOW MANTEC?**

**LET MANTEC KNOW!**

Anyone can use MANTEC’s robust array of services. Give us the introduction and MANTEC will deliver the ROI. Contact your Professional Business Advisor directly or MANTEC at 717-843-5054.

# “Call MANTEC First” Video



Five clients explain the value in working with MANTEC. For all business concerns... they call MANTEC First!



<http://bit.ly/callmantecfirstvideo>



## Waste Reduction through Six Sigma

“Fenner Precision is extremely impressed with the MANTEC Six Sigma program. The training was in-depth and the projects had a significant Return on Investment. The instructor ensured we were successful.” ~Ron Studd, VP of Business Development (formerly General Manager)

SAVINGS IN WASTE

**\$115,500**

INCREASED ON-TIME DELIVERIES

**5 - 15%**

CAPACITY INCREASED

**32%**



Get the whole story at:

<http://bit.ly/fennerprecisionsuccess>

# Key technology items to consider for your 2015 budget

**1: WAN optimization-** With the rush of new web-enabled applications for customers and employees doing business in the field, a company must concern itself with internal network health -- as well as the quality of the end-user experience on the internet itself.

**2: Cloud-** Companies need to consider migration to a hybrid cloud environment that mixes on-premises, private cloud, and public cloud solutions. Especially to address external business processes and other gritty issues that have eluded company systems for years, the cloud will be used by IT to speed solutions to market for the competitive benefit of the business.

**3: Mobility-** Companies should consider investing in mobile devices and in the development of mobile business applications for internal employee use and for external use by customers.

**4: Virtualization-** Virtualization of hardware and software should be considered to assist with cutting back on asset costs.

**5: Digital assets-** Companies need to look at the value and monetize digital assets, whether they come in the form of a website, a social media presence, content development and management, or new applications that perform in the digital universe. Companies will need to focus on a digital asset approach that combines IT and technology investment with marketing and sales channels, revenue, and brand development.

**6: Audits-** Deployment of web-facing and mobile applications and the establishment of BYOD (bring your own device) policies will require many businesses to set aside extra budget dollars for security and IT policy and audits.

**7: Data center automation-** Companies should consider and implement automation in the data center that controls energy consumption and enables the running of "lights out" operations in nightly batch job runs, data archiving and storage, backups and system synchronization for purposes of business continuation and rapid failover.

## OSHA Update

Starting January 1, 2015:

All employers must report to OSHA:

- All work-related fatalities within 8 hours

Within 24 hours, all work-related:

- Inpatient hospitalizations
- Amputations
- Losses of an eye

# Upcoming Events

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

- LEAN Champion- Starts January 13, 2015
- LEAN Certification- Starts January 22, 2015
- Digital Intensity- January 26, 2015
- Six Sigma Black Belt- Starts February 24, 2015
- Business Growth Conference- March 17, 2015
- Proud to Manufacture in PA- October 1, 2015

Questions?  
Contact Leigh Ann Wilson  
[wilsonla@mantec.org](mailto:wilsonla@mantec.org) or 717-843-5054 x223

*A toast to the successes of  
2014 and wishing you a  
prosperous 2015!*



Santander Stadium

MANTEC in conjunction with York County Economic Alliance presented the first Manufacturing Night at the York Revolution. There was a great display of York County manufacturing including: Glatfelter, Harley-Davidson Motor Company, Harmony Security Products, Penn-Air & Hydraulics Corp., Pennex Aluminum Company, Print-O-Stat, Inc., Topflight Corporation and Weldon Solutions.



MANTEC and Harley-Davidson display.



Downtown asks Weldon Solutions robot for a piece of candy.



Penn-Air & Hydraulics showcase.



Leigh Ann Wilson tries her hand at simulation welding.



Topflight enjoys a night at the ballpark.

**Save the Date!**  
**Manufacturing Night- August 12, 2015**

If you are interested in participating in the display contact Leigh Ann Wilson at [wilsonla@mantec.org](mailto:wilsonla@mantec.org)



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**Early Bird Registration!**

Register your team by January 9, 2015 for significant savings. This is the largest manufacturing conference in South Central PA.

[www.mantec.org/bgc15](http://www.mantec.org/bgc15)



**Business Concerns?**



**Business Growth Services**

**LEAN/ Continuous Improvement**

**HR/Workforce Development**

**Information Systems**

**Sustainability**