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Your Resource Driving Manufacturing Innovation



Signs of Growth



Spring/Summer 2014

NEXT GENERATION SUPPLY CHAIN MANAGEMENT

Every company, large or small, is dependent upon other companies which make up its supply chain. The term supply chain encompasses all those firms on which a business depends to meet its customer expectations. This ranges from first, second and third tier material sources to service providers to logistics and transportation specialists. Today's forward thinking companies have come to understand that their own performance hinges on the success of their supply chain relationships.

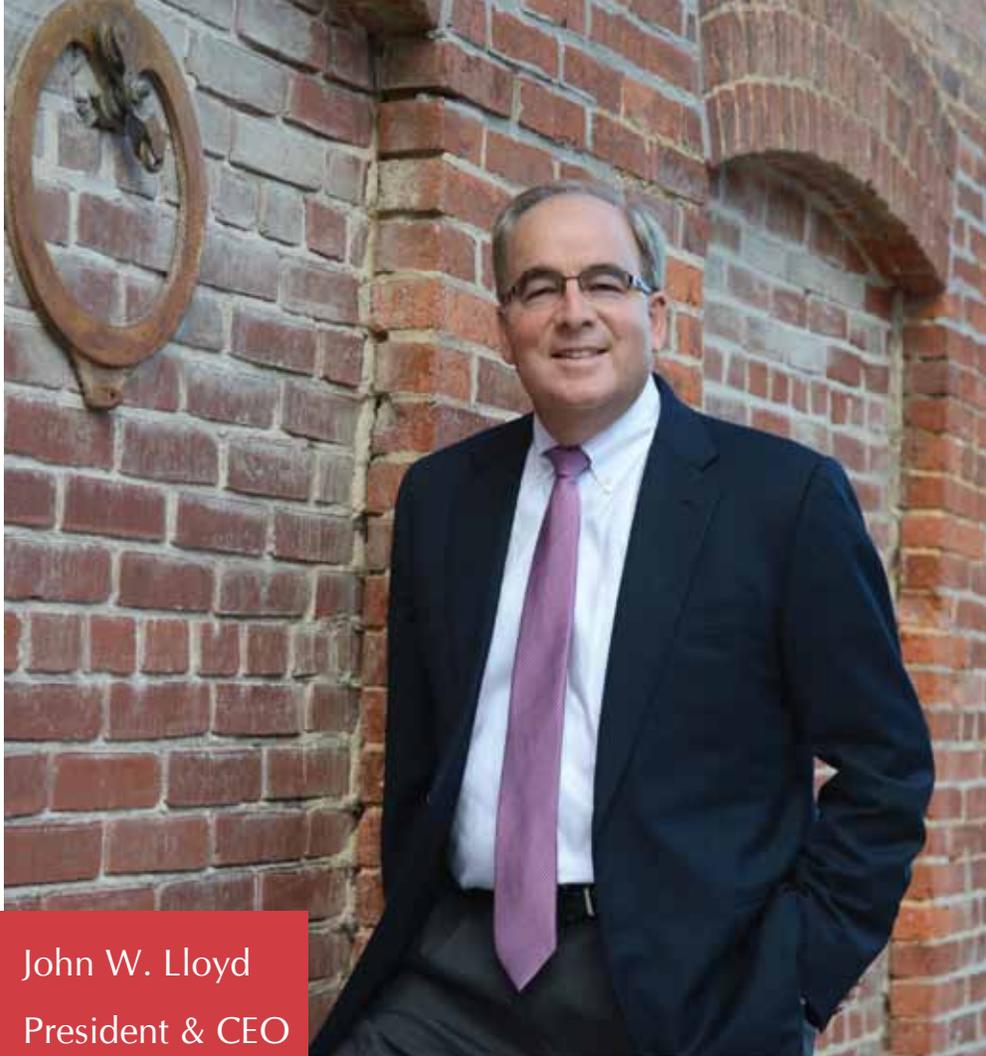
Historically, companies viewed their suppliers simply as the instruments to get them the parts they needed on time at the right price. Too often the customer/supplier relationship was very autocratic; demands were made and it was expected those demands would be met. In making sourcing decisions, companies traditionally did not look beyond a supplier's capability, price and delivery. But those who stop there are missing a valuable opportunity to view suppliers strategically as a resource to add customer value and create a competitive advantage in the marketplace. Suppliers can be a source of critical information to improve product design, quality, performance and cost.

Recognizing these factors, progressive companies now view supply chain relationships as collaborative rather than autocratic. World class companies share information on their strategic direction and engage suppliers in providing value.

During the 1970's, 80's and 90's we saw a huge wave of offshoring of components. Sourcing decisions were made strictly on the basis of price. Today we are seeing a growing trend of "reshoring" parts back to the US, and with this there is significantly greater interdependence within supply chains. Reshoring has proven to bring greater control, flexibility, responsiveness and information sharing.

Looking over the horizon, supply chains of the future will become ever more complex, and performance excellence will only be achieved with seamless support from those companies which fuel the engine of your operation.

MANTEC can assist you with achieving an optimized supply chain.



John W. Lloyd
President & CEO

A company's supply chain is its lifeblood, a critical contributor to profitability and shareholder value."

~ Celia Brown, Forbes

www.mepsupplychain.org

This article will appear in the May PNC Business Insights for Manufacturers.
pnc.com/manufacturers



A NEW CHAPTER...

In his nearly seven years at MANTEC, Gary Egolf has proven to be an outstanding Professional Business Advisor for Lancaster County manufacturers as well as a stellar ambassador for MANTEC. Gary announced his retirement effective May 31, 2014. Gary played an integral role in the MANTEC strategic planning committee and truly became a trusted advisor with clients. We wish Gary and his wife Paula all the best as they turn the page to a new chapter in their lives.



NEW LANCASTER COUNTY PBA



Kent Keller joined MANTEC 7 years ago in the role of Human Resources Specialist. During that time Kent developed our HR/Workforce service offerings to assist our manufacturing clients in HR policy development, professional development and recruitment/retention strategies. Kent comes from a manufacturing background and has 21 years of business experience. Prior to joining MANTEC he worked at a privately-held printing company with several hundred employees. We are confident Kent will serve Lancaster County manufacturers well.

In 2013...

- **100%** of manufacturers completing an independent survey indicated they would recommend MANTEC services to other companies.
- Clients reported total impacts of more than **49 times** the cumulative cost of projects completed with MANTEC from 2010-2013.
- 25 year record level of impact!
 - Jobs Retained- 562
 - Jobs Created- 215
 - Sales Retained- \$74 Million
 - Sales Increased- \$69 Million

See more #'s



Data reported by clients through an independent third party collected in 2013.

Governor's
IMPACT
AWARDS
2014

FINALIST

The Governor's ImpAct Awards were designed to celebrate the companies and individuals who are investing in Pennsylvania and creating jobs. Winners will be announced on May 30 at the Hershey Lodge.

The South Central PA Finalists are:

COMMUNITY IMPACT AWARD

AquaPhoenix Scientific

Dasher Services, Inc.

FROYOS

Pierson Computing Connection, Inc.

Smith Land & Improvement Corporation

ENTREPRENEUR IMPACT AWARD

Kenny Hauk II, Hauk Designs

Rich Wurzbach, MRG Labs

Sarah Lanphier, Nuts About Granola

William Craig, WebpageFX, Inc.

EXPORT IMPACT AWARD

AllPure Technologies, Inc.

Fox Chapel Publishing Co. Inc.

International Water Company

Klinge Corporation

Oakworks, Inc.

JOBS FIRST AWARD

Advanced Scientifics, Inc.

CounterTek Inc.

Pennex Aluminum Company

Volvo Construction Equipment, Inc.

SMALL BUSINESS IMPACT AWARD

Astro Machine Works

Avanco International, Inc.

Direct Wire & Cable, Inc.

The Flinchbaugh Company

Legacy (formal name: L&W Apparel Co., Inc.)



Each year a small number of companies are awarded the Governor's Award for Safety Excellence. The award recognizes outstanding workplace safety. Four companies in South Central PA received the award:

- AFS Energy Systems in Lemoyne (pictured left)
- Voith Turbo in York (pictured below)
- MI Metals in Millersburg
- MI Windows and Doors in Gratz





Getting to the root of the problem

Do you experience any of the following?

- Problems you can't solve
- Solving the same problem over and over again
- Repetitive complaints from customers
- Performance below the desired standard
- Discussing problems without a resolution

These are all symptoms of not using a standard, formal problem solving process to uncover and repair the root cause of a problem. Not solving these problems often costs your organization significant amounts of time, energy, and money. Training your team members of these organizations in the common techniques used in problem solving can reverse those losses and start to change your organization's culture. **For more information contact David Hanan at 717-873-1054 or hanands@mantec.org.**

Real Results:

52% reduction in defects

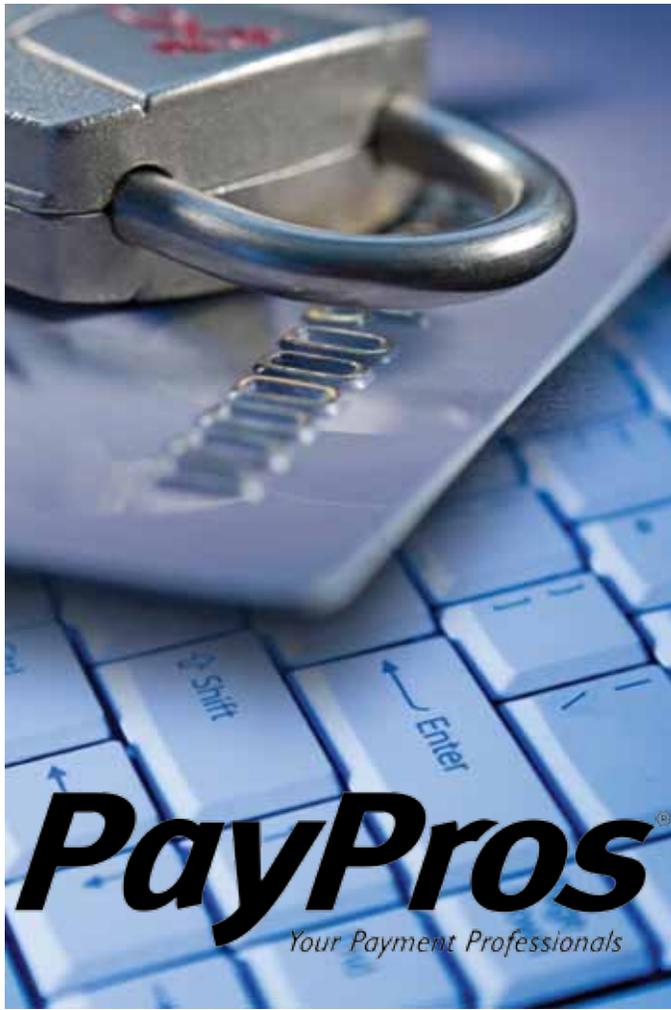
\$35,412 Savings/Year

(Root Cause Problem Solving course conducted at a local manufacturing facility)

Engineers of the Future

MANTEC was proud to sponsor the Annunciation BVM school in McSherrystown for 3 Lego League teams. The purpose of the Lego League teams is to encourage a discovery of science and technology and teach valuable life skills such as problem solving and team work. The younger teams rebuilt a lego town after a hurricane struck. (picture below). The older kids built a robot to conduct rescue missions. (picture to the right)





Identity Theft Prevention

The news has featured multiple credit card security breaches. If large organizations are at risk, are you? MANTEC is partnered with a leading credit card processing organization. If you are using a bank or PayPal to process your credit card transactions, you are paying too much.

Benefits to PayPros include:

- Lower processing fees
- PCI Compliance Program
- Local personal service
- Free gateway processing
- Online reporting

"PayPros sold itself when the rates you offered showed us substantial savings per year. The entire experience of switching from our current provider to PayPros was effortless. I would gladly recommend your services to anyone."
~Henry Zumbrun, Morehouse Instrument Company

Contact your Professional Business Advisor directly or MANTEC at 717-843-5054 to start processing credit cards safely.



Contact Scott Sipe to learn how tablets can be integrated into your organization.
717-843-5054 x249 or sipesw@mantec.org

Upcoming Events

mantec.org/event-calendar

- LEAN Certification- Starts August 14, 2014
- Six Sigma Green Belt- Starts September 10, 2014
- Innovation Executive Program- October 1&2, 2014
- Proud to Manufacture in PA- October 2, 2014
- LEAN Certification- Starts January 22, 2015

LEAN Champion and Six Sigma Black Belt will be scheduled for early 2015

Registrations will open in July. Contact Leigh Ann Wilson to pre-register, wilsonla@mantec.org or 717-843-5054 x223

PROUD TO MANUFACTURE IN PA

October 2, 2014

Manufacturing Workshops
LEAN and Six Sigma Graduation

Manufacturing Awards (see back page)

Keynote from Michael Araten, CEO of K'nex

Santander Stadium

Manufacturing Night



York Revolution -VS- Lancaster Barnstormers

Tue., Aug. 5

6:30 pm Game

5:30 pm Gates Open

Presented By:



www.mantec.org
Your Resource Driving Manufacturing Innovation

\$7 Field box seat

\$12 Field box seat & Food voucher

Join us for the first manufacturing night at the Revolution! Bring out staff, friends, and family to the festivities at Santander Stadium.

Special pricing is available by contacting Wade Johnson- 717-801-4484 x270 or wjohnson@yorkrevolution.com

Food voucher includes: 1 Hatfield hot dog 1 Pepsi product 1 bag of Martin's potato chips

MANUFACTURING SHOWCASE IDEAS NEEDED!

MANTEC has the opportunity to showcase manufacturers in South Central PA. It can be a product display, kid activity, welding or any other fun interactive idea.

Contact Leigh Ann Wilson, wilsonla@mantec.org or 717-843-5054 x223 to be involved at Manufacturing Night!

Save the Date!

Business
Growth
Conference

March 17, 2015



www.mantec.org

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Non-Profit
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Permit No. 242

CALL FOR NOMINATIONS

NOMINATION DEADLINE: WEDNESDAY, JULY 30, 2014



A PROGRAM OF:



Categories of Recognition:

- Excellence in Community Service
- Excellence in Continuous Improvement
- Excellence in Innovation
- Excellence in International Trade
- Excellence in Supplier Development
- Excellence in Sustainability
- Excellence in Workforce

**Log on to
mantec.org**

Business
Concerns?



Business
Growth
Services

LEAN/
Continuous
Improvement

HR/Workforce
Development

Information
Systems

Sustainability