

Annual Summary



Astro Machine Works
Ephrata, PA

President's Message



"The data is clear: Manufacturing is the largest sector of Pennsylvania's economy. Despite the news reports and political comments that declare its demise, manufacturing continues to fuel Pennsylvania's economic engine."

These words are quoted directly from the new study, "Pennsylvania's True Commonwealth – The State of Manufacturing." Manufacturing leads all other sectors in Gross State Product (GSP) and it is especially strong here in South Central PA. Manufacturing is also the leading job creator in our region and, unlike other sectors, manufacturing pays a family-sustaining wage, averaging over \$52,000 per year.

Today's manufacturers are continually innovating, both in the products they make and in the processes they use. Over time, yesterday's products lose their appeal, making new products and product enhancements essential to survival. And customers demand lower prices which dictate lean processes in order to preserve the bottom line.

Markets have evolved as well. Historically, markets for goods could be found across town. Today's successful manufacturers are tapping into markets across the globe. The days of pushing existing products into the marketplace are gone. The current environment requires first identifying potential markets, then responding to customer needs by designing and building accordingly.

All this demands a much more sophisticated workforce than ever before. Hiring on the basis of strong hands and a strong back is over. The technology in manufacturing is advancing at a staggering pace. By 2012 two-thirds of the workforce will need at least some college education or a specialty skill.

The rate of change is not going to slow down. The job of staying abreast of change is becoming ever more difficult and no company can keep up without outside assistance. We at MANTEC have positioned ourselves to be the resource manufacturers can turn to as they address the next generation of challenges. This report highlights some of our services, programs and offerings which can be applied to your business to help take you to the next level. Our ask is that you give MANTEC the challenge of addressing your next big issue.

John W. Lloyd
President and CEO

BUSINESS GROWTH SERVICES

- Marketing
- New Product Development
- Sales Development
- Strategic Planning
 - Business Transformation
 - Succession Planning
- International Trade
- R&D Tax Credits

PROCESS IMPROVEMENT/LEAN

- LEAN Manufacturing
- Six Sigma
- ISO 9001 Certification
- Food Processor Certifications

SUSTAINABILITY

- Energy
- Clean/Green Manufacturing
- ISO 14001 Certification
- Environmental Assessments

WORKFORCE DEVELOPMENT

- Cultural Assessment
- Compensation/Performance Appraisal
- HR for Hire
- Policies and Manuals
- Professional Training Plan Development
- OSHA Compliance
- Health & Safety Committee
- Behavioral Assessment

INFORMATION SYSTEMS

- ITCare Support Program
- Business Information Systems Facilitation
- Network Infrastructure & Security Assessment
- IT Strategy Planning
- Website Assessment & Design

In the past year, MANTEC achieved significant success in a variety of capacities. We continue to work hard at being a top notch resource for our clients.

New Service Offerings:

- R&D Tax Credits
- Food Processor Certifications
- Behavioral Assessment

Giving Back:

- United Way contribution of over \$8000 for 3rd year
- Days of service support

Research Project:

- Pennsylvania's True Commonwealth: The State of Manufacturing

Recognitions:

- Doug Keith named MEP Unsung Hero of the Year
- Carol Morton Tebo keynote speaker at National Non Profit HR conference

Internal Improvements:

- Real-time metrics
- Revised handbook
- Relocation to new office
- Strategic plan for 2011-2014

Detailed information about our services can be found at www.mantec.org



Ribbon Cutting Ceremony

Eudell Bivens
President

Lafferty Lumber
Lemoyne, PA

Bird-in-Hand Woodworks
Lancaster, PA

Bill Brugmann
Operations Manager



“MANTEC presented Lafferty Lumber with the solar panel idea and after careful review it was a no brainer to pursue the project. As a long time client of MANTEC, we have greatly benefited from MANTEC’s first rate service and access to resources and opportunities.”

“MANTEC’s performance is excellent! MANTEC constantly accomplishes more than Bird-in-Hand Woodworks could ever anticipate. I wish that everyone treated us as well as MANTEC does If they did, the business world would be a much better place.”

Client Testimonials

Read more at www.mantec.org

“Voith Turbo started our LEAN journey in 2008. All the LEAN sessions provided by MANTEC were beyond our expectations. Through MANTEC’s guidance we are quickly becoming self-sufficient and now have a full time leader for Operational Excellence. Voith Turbo is a more efficient organization with our LEAN initiative.”

“MANTEC has provided invaluable assistance which allowed Fluid Conditioning Products to do a new marketing campaign, OSHA and safety program, LEAN programs, Business Growth strategies and auditor training. As a small business with limited resources, MANTEC is our Yellow Pages.”



Norm Boisvert
President

Voith Turbo
York, PA

Fluid Conditioning Products
Lititz, PA

Susan Niggel
President

Impact Scoreboard



US Representative Joe Pitts and PA Senator Mike Brubaker tour Dutchland in Gap, PA



Dr. Ned Hill shares insights on the economy and effects on manufacturers



LEAN Working Group participants learn about Glatfelter's initiatives



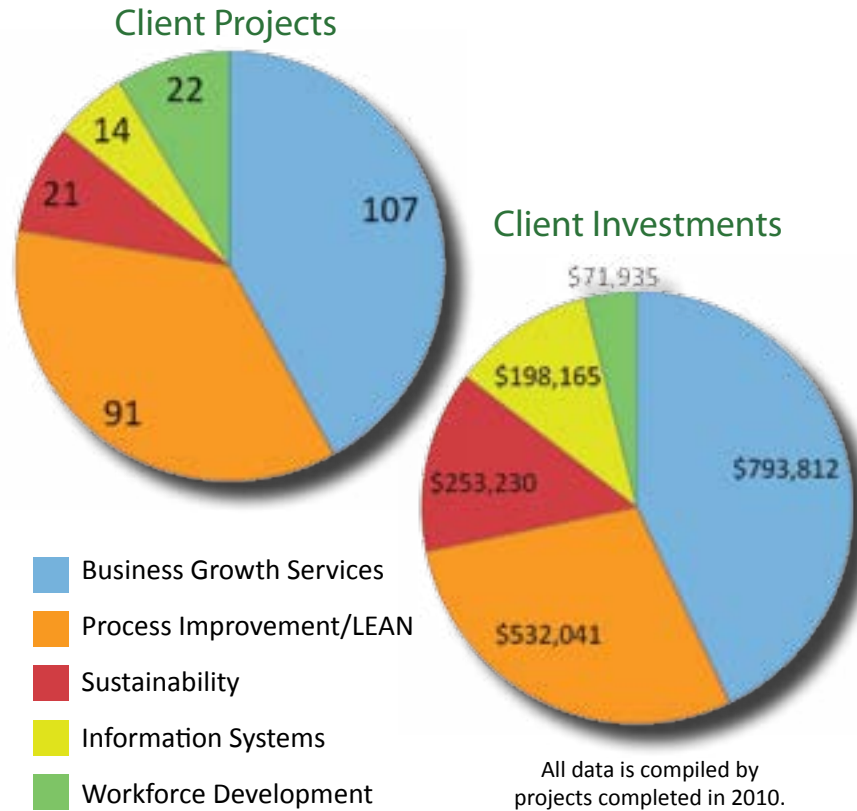
MANTEC attends Hill Day to ask legislators to support manufacturers

Retained Sales	\$68,467,650
Increased Sales	\$27,115,000
Savings on Investments Made/Avoided	\$15,766,500
Cost Savings	\$8,838,735
Plant / Equipment Investment	\$7,188,500
Workforce Practices Investment	\$2,026,861
Information Systems Investment	\$1,529,351
Other Investments	\$1,511,000

Data reported by clients through an independent third party collected in 2010.

Jobs Retained- 699
Jobs Created- 146

Doug Keith receives National MEP Unsung Hero Award



MANTEC's Mission

To serve the manufacturers of South Central Pennsylvania as a trusted partner in their efforts to strategically and continuously strengthen their businesses.

Client Projects

Clients



Since its founding in 1988, MANTEC has served small- and medium-sized South Central Pennsylvania manufacturing companies in a diverse array of industries. These companies use MANTEC to help them grow their businesses and improve their productivity. In 2010, MANTEC provided project-related services to 180 unique client companies. A partial list follows.

ACI Composites
 Advanced Signs and Graphics
 AFS Energy Systems
 Ameri-Tec Mechanical
 American Cooling Technology
 American Products, Inc.
 Ames Industries
 AquaPhoenix Scientific
 ASM Industries Polymar Division
 Astro Machine Works
 Atlantic Custom Granite and Marble
 B & F Tool & Gear
 BAE Systems
 Bituminous Paving of York
 Bollman Hat Company
 Boose Aluminum Foundry Company
 Brenneman Printing
 Buck Company
 Burle Industries
 CBR Industries, Inc.
 CL Sturkey
 Clair Global
 Clinton Industries
 Coupling Corporation of America
 Dallco Industries
 Dasher, Inc.
 Datum Filing Systems
 Die-Tech
 Direct Wire & Cable Inc.
 Doodad
 Doucette Industries
 Dutchland
 E&E Metal Fab., Inc.

Electron Energy Corporation
 Express Dynamics LLC
 Eyster's Machine & Wire Products
 First Capitol Wire and Cable Company
 FL Smidth, Inc.
 Flinchbaugh Engineering
 Fluid Conditioning Products
 Garrod Hydraulics
 General Machine Works
 Georgetown Hydraulics Company
 Glatfelter
 H & H Precision Wire
 Hamilton Precision Metals, Inc.
 Hanover Lantern
 Harmony Security Products
 Harrington Hoists and Cranes
 Henry H. Ross & Son
 Herculite Products
 Homestead Structures LLC
 Hoover Design and Manufacturing LLC
 HydroWorx International, Inc.
 I. Auman Machine Company
 Inclinator Company of America
 Ingretec
 Innovative Packaging Solutions
 Innovative Reel Technologies
 Interface Solutions
 International Marketing, Inc.
 J. Walter Miller Company
 JEMIC Shielding Technology
 JF Rohrbaugh & Company
 Joseph Machine Company
 Kalas Manufacturing

Kercher Industries
 KS Tooling, Inc.
 LamTech
 Lancaster County Coffee Roasters
 Legacy Athletic
 Littlestown Foundry
 MAC-IT Corp
 Machined Products Company
 Martin's Wood Products LLC
 Mastercraft Specialties
 Mauell Corporation
 McClarin Plastics
 Meridian Products
 Millet Plastics
 Miltex, Inc.
 Mount Joy Wire Corporation
 MRG Power Labs
 National Bearings Company
 Pennex Aluminum Company
 Pennwood Products
 Perform Group LLC
 Philips HADCO
 PoolPak Technology Corporation
 Precision Cut Industries
 Precision Electronics Company
 Precision Medical Products
 PrecisionForm
 Pro Tube
 Quality Engineering & Tool Company
 Raycom Electronics

Regupol America
 S E Moulding, Inc.
 Say Plastics
 Sensible Snacks (World Gourmet)
 Snavely & Dosch, Inc.
 Solar Innovations
 Specialty Screw Machine Products
 Steel Fab Enterprises LLC
 Stoner, Inc.
 Sunset Metal Works
 Sylvin Technologies
 Tait Towers
 Tech Cast LLC
 Techtrol Cyclonetics, Inc.
 TEKGARD, Inc.
 The Flinchbaugh Company
 Tn'T Bakery
 Tooling Dynamics
 Topflight Corporation
 Turkey Hill Dairy
 Utility Services Group
 Voith Turbo, Inc.
 VR Machine Company
 Weaver Nut Company
 Wellspring
 Wert Bookbinding
 White Oak Display and Design LP
 Wilton Armetale
 YC Company
 York Imperial Plastics

- Chambers of Commerce
- Economic Development Corporations
- Industry Partnerships and Consortia
- Manufacturers' Association of South Central PA
- MidAtlantic Trade Adjustment Assistance Center

- PennTAP
- SCORE
- SEDTA-COG
- Small Business Development Centers
- Strategic Early Warning Network
- Universities and Colleges
- Workforce Investment Boards
- World Trade Center of Central PA



Staff Members



John W. Lloyd- President and CEO

Frederick Botterbusch, II- Business Growth Services Manager

Tammy Cooke- Operations Coordinator

Jeannette Courchesne- Office Manager

Gary Egolf- Professional Business Advisor

David Fitzgerald- Professional Business Advisor

David Freimuth- LEAN Development Manager

David Hanan- Professional Business Advisor

Douglas Keith, Jr.- Accounting Specialist and Information Manager

Kent Keller- HR Management Specialist

Bradley Kreidler- Professional Business Advisor

Patrick Meese- Professional Business Advisor

Mark Robertson- LEAN Development Manager

Scott Sipe- Director of Finance and IT

Carol Morton Tebo- Director of Operations

Leigh Ann Wilson- Marketing Manager

Chairman: Andy S. Gehman*- MGS, Inc.

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Carl Martin- Advanced Scientifics

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George A. Neiderer*- UTZ Quality Foods, Inc.

Jon Newman- Sylvin Technologies

Larry W. Smeltzer*- Littlestown Foundry

Michael E. Smeltzer- Manufacturers' Association of South Central PA

Chris J. Tarsa- C.L. Sturkey, Inc.

Dr. Michael H. Unruh- SBDC, Shippensburg University

Richard P. Witwer*- Kalas Manufacturing

David F. Wolf, Ph.D.*- Vistage

*Executive Committee



First staff meeting in new office



Board of Directors

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www.mantec.org

Your Resource Driving Manufacturing Innovation

600 North Hartley Street, Suite 100 York, PA 17404



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The Industrial Resource Center Network is supported by the Commonwealth of Pennsylvania through the Department of Community and Economic Development, Office of Policy and Technology.



Corporate Office

600 North Hartley Street, Suite 100 York, PA 17404
717-843-5054

Chambersburg Office

1144 Kennebec Drive Chambersburg, PA 17202
717-873-1054

Lancaster Office

Liberty Place, 313 West Liberty Street, Room 102 Lancaster, PA 17603
717-873-9894

Lebanon Office

Willow Suites, 752 Willow Street, Suite H Lebanon, PA 17046
717-968-6252