



## Industry Day Breakout Sessions DECEMBER 9, 2015

Bayfront Convention Center, Erie, PA

REGISTER ONLINE [madeinnwpa.org/techfest](http://madeinnwpa.org/techfest)

INNOVATION & TECHNOLOGY TRACK	
11:00 AM–12:00 PM	<p><b>When to Cut - When to Print</b></p> <p>This presentation is about the two roads of making parts – cutting material away (subtracting) to get the final part or using a raw material to print the part (additive) through 3D printing it. What are the keys points of when to subtract and when to print? We will discuss the pros and cons of both technologies to help you make an informed decision when you reach that fork in the road.</p> <p><i>Presented by: Cimquest - Shawn Spinneweber, Lawrence Lyman and John Hazel</i></p>
12:00 – 1:00 PM	<p><b>Ceramic Cutting Tool Grades and Applications</b></p> <p>Applying the right ceramic grade to the material you're machining can be confusing with all the different grades of ceramic on the market. We will review these grades of ceramics, their application ranges, and what materials they are best suited for.</p> <p><i>Presented by: DJ Falcioni, Greenleaf Corporation</i></p>
1:00 – 2:00 PM	<p><b>Dynamic Power Cutting – Speed vs. Power</b></p> <p>In this seminar, we'll explain and demonstrate how Dynamic cutting removes material in an extremely fast and efficient way that extends tool and machine life. Next, we'll discuss the differences between Dynamic Speed and Dynamic Power cutting and how one or the other can be applied to almost any CNC milling application. You will walk away with key points of how these techniques will reduce your cycles time by as much as 80% over traditional tool paths and knowledge of selecting the right Iscar tool to pair with the type of cutting.</p> <p><i>Presented by: Cimquest - Steve Weaber and Rick Bair</i></p>
2:00 – 3:00 PM	<p><b>Maximizing ROI Through Branding and Internet Lead Generation</b></p> <p>Join us as we analyze the 5 processes manufacturers are using to adapt to the new world of internet marketing and learn to boost your presence at trade show and maximize your impact in sales through branding.</p> <p><i>Presented by: wecreate</i></p>
3:00 – 4:00 PM	<p><b>The Value of Machine Monitoring</b></p> <p>Are you getting the maximum Return on Investment on the equipment that you have invested in? Would you like to offer your machinists the ability to improve their own machine efficiency based on facts and objective data? Do you like real time data that you can access anytime and anywhere? Learn from panel members about their experiences using machine monitoring and how it could help your business efficiency.</p> <p><i>Presented by: System Insights, Acutec Precision Machining, MT Connect</i></p>
4:00 – 5:00 PM	<p><b>Metrology Seminar</b></p> <p>Advances in CMM Programming and Statistical Process Control</p> <p><i>Presented by: James H Cross Company &amp; Jeremy Banks, Mitutoyo America</i></p>
BUSINESS MANAGEMENT TRACK	
11:00 AM–12:00 PM	<p><b>The Link between Pricing and Profit</b></p> <p>How to evaluate your costing structure, how your costs behave, and ideas on how to use this information in your pricing tactics.</p> <p><i>Presented by: Bob Value, Steel Valley Authority</i></p>

12:00 – 1:00 PM	<p><b>Better, Worse, or Just Different? A Close Look at Generational Diversity in the Workplace</b></p> <p>This session will focus on uncovering the value of generational diversity in today's organization and the five keys to utilizing generation gaps to positively affect your bottom line.</p> <p><i>Presented by: Kevin Smith, Vie Associates</i></p>
1:00 – 2:00 PM	<p><b>ERP = Enterprise Resource Planning</b></p> <p>Are you looking for an ERP system or are you trying to get more out of the ERP system that you have already invested in? This panel will provide tips on how to select, implement, and optimize your ERP system.</p> <p><i>Presented by: Meaden &amp; Moore, 2W Technologies, DNS</i></p>
2:00 – 3:00 PM	<p><b>Funding Available for Manufacturing Training</b></p> <p>Panel including various resources for training funds for both our current workforce and new hires.</p> <p><i>Presented by: Beth Zewe (WEDnet), Kevin Smith (ADM Industry Partnership), Greg Flinchbaugh (PA Careerlink), Susan Hileman (NWIRC)</i></p>
3:00 – 4:00 PM	<p><b>Positioning Your Business for Success in Future Generations</b></p> <p>Panel including experts from the legal, accounting, and interpersonal/family dynamics to consider when planning for the next generation of ownership.</p> <p><i>Presented by: Lise Stewart (Galliard, Inc.), Gary Alizeo (Shafer Law Firm), McGill Power Bell &amp; Associates, LLP</i></p>
4:00 – 5:00 PM	<p><b>Working On – Not In - Your Business</b></p> <p>The benefits of strategic planning, engineered organizations and purposefully evaluating/targeting your "best fit" customers. You will learn three purposeful strategies for growing your business. Get out of the "day-to-day" knife fight and work on the instrument of your wealth - your business.</p> <p><i>Presented by: Mike Towner, Decision Associates</i></p>



# TECHFEST

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