

# ***News Impacting the Manufacturing World in Washington State and Beyond.***



impact  
washington

Profit. People. Planet.

*Monthly Newsletter*

*February 2017*

## ***Loving What You Do:***

### ***Manufacturing In Washington State***

***Loren Lyon, Center Director***



The month of February is all about love and most of us are involved in manufacturing because in one way or another, we love it!

**The outlook for manufacturing is looking positive. According to the ISM (Institute of Supply Chain Management) the index of manufacturing activity rose to 54,7 with a report of 50 indicating that activity is expanding.**

**In the same report, new order levels are reported as up over 7 percent and with this demand, raw materials pricing was up by 11 percent.**

Growth and expansion are positive and what we

On site training is a great solution for many needs:

- **LEAN Training**
- **ISO Consulting**
- **Food Safety (FSMA)**
- **Supply Chain Consulting**
- **Succession Planning**
- **Factory Automation**
- **Plant Layout for Enhanced Production**

Impact Washington can work with you to assess

all work for in our businesses, but they bring challenges as well.

One of the biggest concerns mentioned by CEO's and business owners across the country is having enough skilled workers to support the growth.

your needs, determine the best program and in some cases find training funds to assist in the effort.

We bring in some of the best trainers in the state with deep manufacturing backgrounds, not just theory.

***Gear up! Manufacturing is getting hot!***

## Have a Heart



**The perfect gift for the one you love is the gift of heart health. Along with Valentine's Day, February marks American Heart Month, a great time to commit to a healthy lifestyle and make small changes that can lead to a lifetime of heart health.**

According to [the CDC](#), heart disease is the leading cause of death for men and women.

**We can fight back against heart disease and stroke.**

Launched in September 2011 by the Department of Health and Human Services (HHS), Million Hearts™ is a national initiative that aims to prevent 1 million heart attacks and strokes in the U.S. by 2017.

*Take the Million Hearts™ Challenge Today*

Prevention starts with everyone. Protect yourself and your loved ones from heart disease and stroke by understanding the risks and taking these steps

- Drive the initiative by challenging your family and friends to take the Million Hearts™ pledge at <http://millionhearts.hhs.gov>.
- Get up and get active by being physically active for at least 30 minutes on most days of the week.
- Know your ABCS:

- Ask your doctor if you should take an Aspirin every day.
- Find out if you have high Blood pressure or Cholesterol, and if you do, get effective treatment.
- If you Smoke, get help to quit.
- Make your calories count by eating a heart-healthy diet high in fresh fruits and vegetables and low in sodium and trans fat.
- Take control of your heart health by following your doctor's prescription instructions.

Together, we can all be one in a million this Heart Month and every month. To learn more, visit <http://millionhearts.hhs.gov>.

If your business wants to participate in this important health initiative, this [helpful toolkit](#) gives you all you need to get started.



***Meet Impact Washington's New Account Executive, Richard Hodges***

*Richard Hodges, Account Executive – Eastern and Central Washington*

*Richard has 25 years manufacturing experience, including senior management in regulated environments such as Aerospace and Military. His background includes: executive management, acquisition analysis, business and strategic planning, marketing/sales strategy, project management, product*



## **THE STATE OF SMALL BUSINESS**

As part of a yearlong project "The State of Small Business," Business News Daily reported on the small business environment in every state in America. In this installment, they asked a few of Washington's more than 550,000 small business owners about the challenges and opportunities of operating in our state. Here's what they had to say.

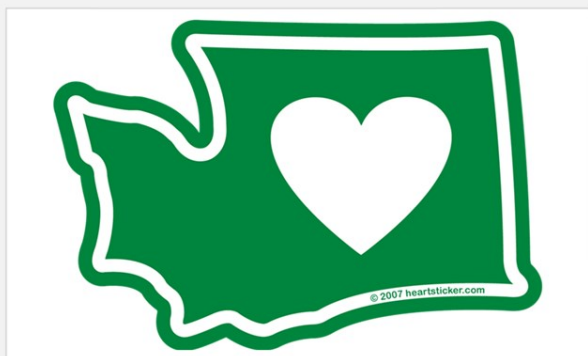
development and lean implementation.

Having in-depth experience with ERP systems used to produce products ranging from a single item bill-of-material to systems having hundreds of components with multiple level sub-assemblies, Richard has managed the operational integration and “lean transformation” of a small business into an AS9100 compliant Aerospace organization meeting the expectations of large OEM customers such as Northrop and Boeing.

Education

\* B.S. Mechanical Engineering from Cal Poly State Univ., San Luis Obispo, California

\* M.B.A. from Lake Erie College, Painesville, Ohio.



The Washington State Department of Commerce gives you **TEN Reasons to Love Doing Business** in the Evergreen State.



### **Learn About Our Made in Washington Program**

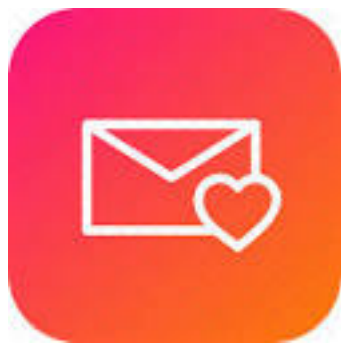
Manufacturing is a vital arm of Washington's economy, and it's our mission to support and energize our local industry. The Made in Washington program is a free service to the community that certifies, promotes, and connects Washington State manufacturers. Check out our directory of Made in Washington businesses, or get certified and listed today! The program is at no cost to join and includes such benefits as listing in our on-line guide and use of the Made in Washington logo on your website so you can show how much you LOVE manufacturing in Washington State. For more information or to sign up, visit our [Made in Washington page](#)



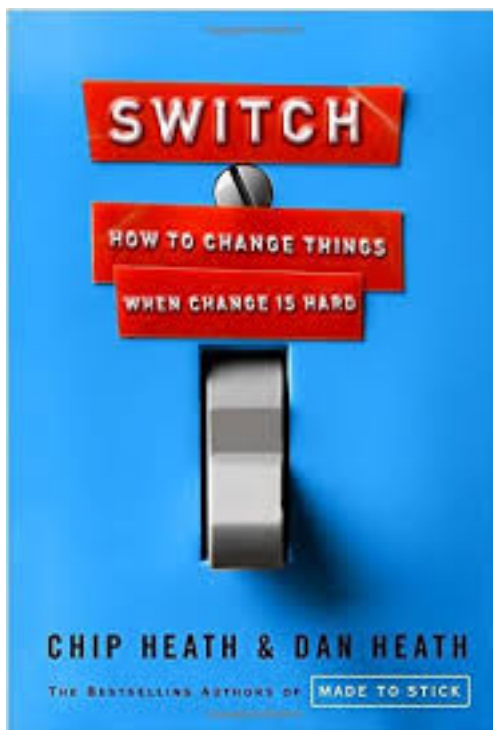


## OUR CLIENTS ARE DOING GREAT THINGS!

Find out more about Yakima Chief Hopsunion.



***We love submissions! Please submit entries or report errors to our newsletter editor.***



Account Executive Sarah Stuart is reading :Switch: How to Change When Change is Hard by Dan and Chip Heath". Sarah raves, "For those of you who know me, I mention this book probably every time you



## DEPARTMENT OF ECOLOGY

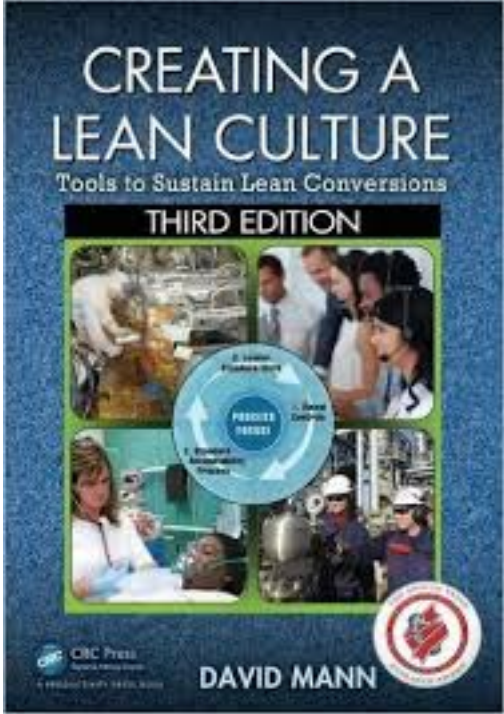
Interested in a **free seminar** from the Washington State Department of Ecology? This training is geared toward small to medium size businesses that make chemical management decisions and state and local government staff that provide chemical management assistance to businesses. This training can benefit all levels of professionals from bench staff to top leadership who work in areas related to Quality, Health, Safety and Environment; Sustainability; Risk Management; Hazardous Waste; Product Design and Stewardship; Material and Chemical Purchasing; and Chemistry, Laboratory and Research.



## Who's Who at Impact Washington?

seem me. I love this book. This book is on my list of the top 5 books I have read. In my opinion, it is a must read for anyone tasked with continuous improvement or organizational change. It breaks down how adults make change in a way that easy to apply to what you do immediately. I find the case studies and repetition incredibly helpful. Whether you are implementing Lean Manufacturing, ISO 9001, or any other change, this book will give you the roadmap to get there. I can't speak highly enough about it."

**Schedule a Free Business Consultation Today!**



Account Executive Krassimir Totev is reading "Creating a Lean Culture – Tools to Sustain Lean Conversions", by David Mann. According to Krassimir, "Dramatic Lean improvements have always been easy to achieve, but sustaining them for years to come is always a challenge."



Impact Washington hosts events on many topics, including LEAN, ISO, FSMA, and many more. Please check our Events page for our latest offerings and to register. We'd LOVE to see you!



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