

*Together They Make Maryland Shine*



**RMI**  
REGIONAL MANUFACTURING INSTITUTE  
OF MARYLAND

2016  
*Champions*  
OF MARYLAND MANUFACTURING  
YEARBOOK

## MESSAGE FROM THE CHAIRMAN OF THE RMI BOARD OF DIRECTORS



For almost three decades the Regional Manufacturing Institute of Maryland has been at the forefront of encouraging Maryland manufacturers to stay at the leading edge of technology applications in order to remain competitive in the global market. At the same time, we have informed the elected officials at all levels of the important role manufacturing plays as a foundation of the economy and in sustaining a viable middle class.

As we move to a more statewide role, it is imperative that our new initiatives will position Maryland's manufacturing sector to enhance the knowledge base of manufacturing executives in the areas of manufacturing 4.0 and the 4th industrial revolution to be more globally competitive. Our manufacturers must be fully digitally integrated with designers, customers, suppliers and consumers to assure the highest quality and cost efficient production.

The 2016 Champions of Maryland Manufacturing celebrated in this volume must and do represent the future of manufacturing. Congratulations to all of you.

Aris Melissaratos  
*Chairman, RMI Board of Directors*

## INTRODUCTION



The Regional Manufacturing Institute of Maryland (RMI) is pleased to offer this inaugural 2016 Champions of Maryland Manufacturing Yearbook to recognize Maryland's public and private sector champions for their outstanding commitment to our industry and our communities.

Champions are companies, people, agencies, schools and organizations that promote a positive image of Maryland Manufacturing.

RMI reached out to people statewide to solicit nominations in seven different categories. The categories were accelerating innovating products and processes, providing visionary leadership, engaging companies in culture change, creating products that improve lives, contributing to their communities and engaging STEM students in manufacturing careers.

We received a fantastic response and are honored to showcase 145 Champions of Maryland Manufacturing coming from every Maryland County and Baltimore City. These champions are the people's choices. They are moving Maryland manufacturing forward towards next generation advanced manufacturing, creating jobs, helping communities and contributing to our state.

These 2016 champions include manufacturing companies, the service sector, government, academia and the non-profit sector. Collectively, they contribute in a meaningful way to our economy and to our communities. There is no doubt; manufacturing makes Maryland a better place.

As a result of reading this publication, we hope you will get a better sense our Maryland manufacturing ecosystem, what we do and how we touch your lives each day. Please enjoy reviewing these important individuals and organizations who are the champions of our industry.

Finally, a special thank you and my sincere appreciation to Peter Gourlay, RMI Vice President, Christine Plater, President, Project Resource Group, and Strategic Factory for their hard work and diligence in making this publication possible.

*Michael Galiazzo*

Michael Galiazzo, Ph.D.  
President, RMI

WORKING TOGETHER, FOR THE FUTURE OF MARYLAND MANUFACTURING

**RMI** REGIONAL MANUFACTURING INSTITUTE  
OF MARYLAND



**MD MEP**  
MANUFACTURING EXTENSION PARTNERSHIP

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**ACCELERATING PRODUCT OR PROCESS INNOVATION**

*Champions have demonstrated the ability to innovate and execute upon that innovation and deliver new product or processes to the market.*



**Advanced Thermal Batteries**

*Carroll County*

*Nominated by Denise Beaver, Carroll County Economic Development*

Advanced Thermal Batteries, Inc. (ATB), the U.S. division of ASB Group, a world-wide leader in the manufacturing of thermal batteries for the Defense Industry, moved into a new, larger Westminster manufacturing facility. This multi-million dollar expansion is the result of a decade of extensive work with the Defense Industry's Prime Contractors, the U.S. Government and research organizations to develop and produce advanced thermal batteries for the military's leading-edge weapon systems. The advanced technologies requirements for missiles, rockets, smart bomb weapon systems and emergency backup systems will continue to grow and the move will create high technology jobs, ultimately doubling the workforce.



**Akonni Biosystems**

*Frederick County*

*Nominated by Virginia Crews, Maryland Department of Commerce*

Founded in 2003, Akonni Biosystems is based in Frederick, Maryland. Akonni is a molecular diagnostics company that develops, manufactures and markets sophisticated molecular testing devices for diagnosing infectious and human genetic diseases. Our systems include rapid, low-cost diagnostics and advanced portable test readers. Our products enable the personalized medicine revolution by giving physicians, clinicians and other health care providers a greater ability to save lives by more rapidly and accurately identifying disease. Our system also has applications in other testing areas, such as for food, agricultural and environmental testing, and for identifying bio-threat agents for military and homeland security.



**Bakery de France, Inc.**

*Frederick County*

*Nominated by Robert Brennen, Miles & Stockbridge P.C.*

Bakery de France started out in 1986 as a small local operation serving mainly hotels and restaurants in the Washington, D.C. area. In 2009 the company opened a brand-new, state-of-the-art and environmentally friendly production facility in Frederick, Maryland. The facility's custom-fabricated machinery permits Bakery de France to preserve traditions of baking and ensure the world-famous quality of its products.



**BD Life Sciences - Diagnostic Systems**

*Baltimore County*

*Nominated by Virginia Crews, Maryland Department of Commerce*

BD Life Sciences - Diagnostic Systems is a unit of BD, a global medical technology company advancing the world of health by improving medical discovery, diagnostics and delivery of care. BD provides innovative solutions that help advance research and genomics, enhance the diagnosis of infectious disease and cancer, promote infection prevention, equip surgical and interventional procedures and support the management of diabetes. One of the largest manufacturing companies in Baltimore County, BD DS employs over 1800 people in Sparks and manufactures products that include automated molecular testing and microorganism identification systems for diseases, antibiotic resistance testing systems and more.



## Casey Todd, Metompkin Bay Oyster Company

*Somerset County*

*Nominated by Mindie Burgoyne, Maryland Department of Commerce*

Casey Todd represents the third generation operating Metompkin Bay Oyster Company, founded in 1945, in Crisfield. As a young man he graduated college and earned his law degree, but felt better suited to run the family business. His focus on innovation has transformed a traditional seafood packing company into one that now includes an automated aquaculture operation. Through assistance from the Maryland Industrial Partnership (MIPS), Casey installed an "Automated spat-on-shell Oyster Production System" that automates the storage, washing, grading and transport of shell in the remote setting system. Additionally, Metompkin Bay employs over 70 people - all Somerset Countians.



## CHUTES International

*Charles County*

*Nominated by John Hartline, Tri-County Council for Southern Maryland*

CHUTES International has led its industry in safety, new product development, product improvement, customer education, training, and support since 1989. Starting with heavy-duty steel chutes, CHUTES added durable plastic chutes, internal chutes, compactors, service, and more. When other companies sought foreign labor rates, CHUTES prevailed with quality, maintaining that the best chutes are built in America, right here in Charles County. Pairing old-fashioned, personal service with modern innovation, the company challenges its team to make quality products affordable, using technology as a tool to improve quality, speed processes, aid in communications, and provide added services for CHUTES customers.

**TODAY'S MANUFACTURING IS ONE OF THE MOST INNOVATIVE,  
AND TECHNICALLY ADVANCED AND HIGHLY PRODUCTIVE  
INDUSTRIES IN THE UNITED STATES**



## Direct Dimensions, Inc.

*Baltimore County*

*Nominated by Peter Gourlay, Regional Manufacturing Institute*

Direct Dimensions, Inc. is recognized for its product innovation work in 3D imaging and metrology technologies having a significant impact on manufacturing for over 20 years in Maryland. Direct Dimensions provides high-quality, rapid-turnaround 3D laser scanning and digital modeling services and products for the conversion of real-world physical objects of almost any size and nature into accurate 3D digital formats. Their experience in data measurement, inspection and reverse engineering to digitally "clone" three-dimensional products with speed, accuracy and attention to detail ensures industrial components are manufactured precisely in order to ensure proper, efficient performance.



## Egide

*Dorchester County*

*Susan Banks, Dorchester County Economic Development*

Egide is a group with an international presence, specializing in the manufacture of hermetic packages for sensitive electronic components. It operates in cutting-edge markets with strong technology barriers to entry in all critical industry segments, including thermal imaging, optronics, high-frequency, and power management. Egide is the only pure player in this market niche with manufacturing bases in France and the United States.



### Gable Company

Anne Arundel County

Nominated by Roman Traska, Maryland MEP

The Gable Company is nominated for its product innovation work in lighting and digital displays having a significant impact on the lighting and visual/display industry. Gable provides high-quality architectural graphic, display products and design services for industry, government, retail and commercial entities. They are leveraging 36 years of creativity and craftsmanship in the traditional sign industry into a new era of advanced digital technology and visual communications. These new products include interactive kiosks, signs and displays, large format architectural digital displays that are “built into” buildings, and environments and structures to attract and engage customers.



### Galaxy Control Systems

Frederick County

Nominated by Jodie Bollinger, Frederick County Office of Economic Development

Galaxy Control Systems is a global manufacturer of Access Control and Security Management products. Since 1984, Galaxy has designed, manufactured and sold these systems through its authorized dealer channel in more than 50 countries worldwide and in every state in the USA. Galaxy is a privately held and locally owned company and prides itself on the quality of the products it offers. Systems produced by Galaxy are constantly updated to adapt to the ever-changing security industry. Recently, Galaxy introduced new mobile apps allowing users to control certain aspects of their system via mobile phones or tablets.



### GM Baltimore Operations

Baltimore County

Nominated by Mike Galiazzo, Regional Manufacturing Institute

GM Baltimore is the exclusive manufacturer of the A1000 Transmission for GM and is gearing up to build an all-new hybrid transmission. GM is the first major U.S. automaker dedicated to manufacturing the critical components for vehicle electrification. GM engineers highlight the fact that this facility has as much data and IT capability as there is physical machinery. With 27 robots that whirl about throughout the new brightly lit factory with utmost precision, GM engineers are quick to speak to the value automation like this brings to the production process, citing increased flexibility, quick changeover, retooling and enhanced continuity.



### Harbor Designs & Manufacturing

Baltimore City

Nominated by Nina Lamba, Maryland Department of Commerce

Harbor Designs & Manufacturing is a product design, engineering, prototyping and contract manufacturer invested in Baltimore City's growth and success. Harbor is located in an Economic Empowerment Zone to prove the city's most valuable and underutilized assets are its citizens. Its mission is to bring to life cutting-edge technologies, putting the best trained industry experts and local labor to work designing and building products of the future. Designing and mass-producing new products for the medical, consumer, rail, defense, and industrial markets, Harbor is active in fostering STEM education through internships, workshops and lectures, cultivating the next generation of Maryland innovators and manufactures.



### Intellect Corporation

Baltimore City

Nominated by Erin Appel, Capital Strategies

Intellect Corporation is a diverse technology services firm located in Baltimore, Maryland. Founded in May 1995, Intellect was established by Rohit Patel to serve the systems needs of the transportation industry. It began by serving customers primarily within public transportation, as well as several leading integrators and manufacturers. Today Intellect is a leading provider of technologically advanced solutions for intelligent transportation systems, telecommunications infrastructure, information technology, video and security systems, electrical systems, and its newest division implementing solar and green energy solutions.





## Interstate Container

*Dorchester County*

Nominated by Susan Banks, Dorchester County Economic Development

Every wax-coated box you use takes a hundred years to break down in a landfill. Greencoat significantly reduces your environmental impact on the world with 100% recyclable, repulpable wax-free packaging. Interstate Container's Greencoat wax-free corrugated boxes withstand tremendous exposure to moisture, rough handling, long storage and the ins and outs of cold-to-hot environmental conditions. Interstate Container was honored to be recognized with the first-ever Pioneer Award by the Global Green Coalition for Resource Recovery (CoRR), a Manhattan-based non-profit organization committed to addressing some of the world's most pressing environmental challenges.

## Itaberco

## Itaberco Inc.

*Baltimore City*

Nominated by Lester Miller, Strategic Factory

Itaberco is a solution-driven company that manufactures fine dessert ingredients in a shelf-stable form. Itaberco, passionate about leading innovation, has dedicated themselves to finding solutions for a fast-growing market, working to develop products that are clean label and GMO-free with natural flavors and no artificial colors. Their commitment to creative solutions can be found throughout the company. Using historical data and new technologies, Itaberco is implementing lean principles within their manufacturing process. By doing so, Itaberco has dramatically decreased their inventory exposure and improved product turn-over. Their efforts have resulted in higher customer satisfaction and an increase in sales.



## Jan Baum, Innovation Institute LLC

*Baltimore County*

Nominated by Suzy Ganz, Lion Brothers

Jan Baum has been recognized by numerous awards for her visionary leadership role in raising the awareness of the viability of 3D printing/additive manufacturing technologies and facilitating the use of advanced digital manufacturing technologies to solve manufacturing problems, bring better solutions to market faster and contribute to bottom-line growth. Through knowledge, skills and passion, Jan has galvanized the region, creating multiple digital fabrication labs, training future workforce leaders, and creating a connected ecosystem throughout Maryland and the Mid-Atlantic region. Through the Innovation Institute LLC., Jan continues to advance the adoption of manufacturing 4.0 technologies in the mid-Atlantic region.



## Jeff Fuchs, Maryland World Class Consortia

*Baltimore County*

Nominated by Peter Gourlay, Regional Manufacturing Institute

Jeff Fuchs, director of the Maryland World Class Consortia, has been a pioneer in providing innovative solutions to increase Maryland manufacturers' productivity and process innovation. He has helped countless Maryland companies throughout the state to implement lean manufacturing practices and methodologies leading to their expanded growth. As the former Commissioner of the Maryland Advisory Commission on Manufacturing Competitiveness, Jeff has had a national impact as well, being a key contributor to the country's first nationally-recognized Lean Certification, sponsored jointly by the Society of Manufacturing Engineers, American Society for Quality, the Association for Manufacturing Excellence, and the Shingo Institute.



## Maryland Packaging

*Howard County*

Nominated by Larry Twele, Howard County Economic Development Authority

Maryland Packaging offers end-to-end contract packaging services, including specialized packaging and fast turnaround time. They have expanded their manufacturing capabilities to offer a full array of manufacturing services. Maryland Packaging is also the only State of Maryland High Pressure Processing (HPP) center, a cold pasteurization technique which treats food products with hydrostatic pressure, transmitted through water. The process extends the shelf life of cold food products and keeps food clean of preservatives.



Maryland Technology Enterprise Institute

### Maryland Technology Enterprise Institute (Mtech)

*Prince George's County*

*Nominated by Robert Briber, University of Maryland*

The Maryland Technology Enterprise Institute (Mtech), a unit of the A. James Clark School of Engineering at the University of Maryland, has a 30-year history of supporting Maryland manufacturing. Mtech's Maryland Industrial Partnerships (MIPS) program has helped small to large manufacturing companies improve their products and processes, including Martek Biosciences, Potomac Photonics, Stress Indicators, Captain's Choice Food Products, Hoopers Island Oyster Aquaculture Co. and Metompkin Seafood. Mtech's Biotechnology Research and Education Program (BREP) has helped biotechnology companies scale-up or improve products through more than 1,500 contract projects, as well as training the state's bio workforce through 16 years of its bio manufacturing workshops.



### National Jet Company

*Allegany County*

*Nominated by Mike Galiazzo, Regional Manufacturing Institute*

Established in 1937, National Jet Company, led by Samuel Griffith, president, is a national leader in precision micro-hole manufacturing. When precision is discussed at National Jet, it's usually defined by ten-thousandths of an inch. Known worldwide for its expertise in micro-drilling, National Jet Company can produce round holes or shaped holes. They are proof that small can be a very big business. They maintain competitiveness with a wide array of advanced machining technologies. Innovation and R&D are key aspects of their culture. National Jet Company is a stellar example of American ingenuity and competitiveness in action!



### Prime Manufacturing Technologies

*Howard County*

*Nominated by Michael Raphael, Direct Dimensions*

Luke Chow is the president and owner of Prime Manufacturing Technologies based in Savage. He has implemented advanced manufacturing machinery, as well as 3D digital technologies, to react faster than ever to customer needs for making high-quality injection molded parts. No question, rapid turnaround and process optimization are key to competing in a global economy, especially for high-volume plastics manufacturing. With these advanced technologies in place, Prime is able to compete successfully by offering better products and lower prices to customers throughout the region and beyond.



### Products Support, Inc.

*Howard County*

*Nominated by Virginia Crews, Maryland Department of Commerce*

PSI, a Jessup, Maryland, veteran owned family business, is a full-service manufacturing facility for the aerospace, defense, military, and commercial industries as a partner noted for innovative products and services. The company provides design, development, manufacturing and testing for aerial refueling and ground test equipment as a major supplier to the U.S. government and NATO allies. Recently, the company has pursued innovative development and pre-commercialization for a patented medical product to thaw frozen red blood cells and plasma designed for field/low resource use to provide lifesaving blood products where needed most to save human lives.



### Ronnie Gist, Maryland Industrial Partnerships (MIPS) Program

*Prince George's County*

*Nominated by Mindie Burgoyne, Maryland Department of Commerce*

Ronnie Gist is the associate director of MIPS, a statewide initiative that brings university innovation to the commercial sector. MIPS grant funding supports university research that helps Maryland companies develop tech-based products and processes. Ronnie is a mechanical engineer who has been with MIPS for eight years. A University of Maryland alumnus, Ronnie travels up to 1,000 miles across the state each month, helping companies in rural regions uncover opportunities for innovation and growth that MIPS can support. Ronnie has been a valuable catalyst in connecting university expertise with company needs.



## SHELTER SYSTEMS

### Shelter Systems Limited

Carroll County

Nominated by Denise Beaver, Carroll County Economic Development

For 40 years Shelter Systems Limited has grown to become one of the nation's premier manufacturers of wood structural building components. Lean manufacturing principles are incorporated in their plant design. Lumber moves in one direction - from the Lumber Storage and Retrieval System it travels from saw to assembly, out the door and on to a delivery truck without ever crossing a different job. With a regional market extending nearly 250 miles in every direction, their 120,000-squarefoot lean manufacturing facility produces high-quality roof trusses, open-web floor trusses and engineered wood products to supply builders throughout the mid-Atlantic region.

StanleyBlack&Decker

### Stanley Black & Decker

Carroll County

Nominated by Mac Mottley, Sparks Dynamics

Stanley Black & Decker is a world-leading provider of tools and storage, commercial electronic security and engineered fastening systems, with unique growth platforms and a record of sustained profitable growth. The Hampstead plant is Stanley Black and Decker's only Maryland manufacturing plant, providing powder metal components used in thousands of power tools assembled throughout the world. Focusing on energy reduction and sustainability, the plant partnered with Sparks Dynamics to implement a process innovation project based on the Industrial Internet of Things ReMaster Cloud Monitoring and Analytics system. This project is anticipated to reduce compressed air energy expense by over 20%.



### Startup Maryland

Howard County

Nominated by Mike Galiazzo, Regional Manufacturing Institute

Since 2011, Mike Binko and the Startup Maryland team have conducted the STRT1UP Road Show and Pitch Across Maryland, hitting more than 30 cities welcoming founder-entrepreneurs to "pitch" their ventures. Existing manufacturing leaders like Under Armour, Organarchy, Amazon and GM benefit from an accelerator program to guide their teams in thinking more entrepreneurial. All Startup Maryland programs encourage companies to enhance culture, incorporate lean/agile rubrics and rethink older business models. Startup Maryland also trains "angel investors." Angel Academy sessions instruct investors how to evaluate and invest in both early-stage and established innovative ventures, teams and technologies.



### STULZ Air Technology Systems

Frederick County

Nominated by Jodie Bollinger, Frederick County Office of Economic Development

STULZ Air Technology Systems, manufacturer of environmental control equipment, earned its reputation as an innovator, introducing EC plug fan technology into computer room air handlers, presenting an energy saving solution for data center cooling. STULZ's alliance with CoolIT offers more complete solutions, capturing heat at the source inside servers, moving it into the atmosphere. STULZ's new indirect evaporative cooling equipment uses the latest technology for high efficiency environmental control solutions for data centers. With 400 employees, the Frederick location is responsible for product development, manufacturing and distribution for the North American arm of the international STULZ GROUP, headquartered in Germany.



### Susan (Suzy) Ganz, Lion Brothers

Baltimore County

Nominated by Michael Raphael, Direct Dimensions

Susan (Suzy) Ganz, CEO of Lion Brothers, has provided tireless efforts in transforming the entire 100+ year old operations at Lion Brothers into an incredibly clear example of "MFG 4.0" innovation right here in Maryland. Over the past year, Suzy transitioned her entire company, with major design and manufacturing teams based in both Owings Mills and Hong Kong, into brand new facilities with new advanced automated manufacturing equipment and entirely new business processes to continue to maintain global leadership in the highly competitive industry of apparel branding.



**Tenax**

*Baltimore City*

*Nominated by Roman Traska, Maryland MEP*

Tenax's product innovation work in commercial and residential plastic fencing products has had a significant impact on the plastic fence industry. Tenax designs and manufactures fencing solutions for residential, commercial, industrial and geotechnical applications. Based on their customer's needs, Tenax designs and manufactures custom fencing solutions for various applications--from sod farms, bird netting, erosion control, drainage control, ski lift and landfill applications to construction and poultry fencing. The firm is constantly changing designs to meet the customers' needs and always surpassing expectations.



**The Foundry**

*Baltimore City*

*Nominated by Mike Galiazzo, Regional Manufacturing Institute*

The Foundry, at the City Garage in Port Covington, offers unique access to industrial-grade tools and knowledge and a creative space for inventors to create their product. Members get access to tools for metals, prototyping, CNC, finishing, woodworking, blacksmithing, textiles, and bench tools. "If you have an idea you need help bringing into reality; if you're working on a project but are missing the necessary tools to complete it; if you've ever been curious about learning a new skill or honing an old hobby into a practical application, The Foundry is your place to succeed," said Jason Hardebeck, founder.

**FOR MANY MARYLANDERS NEXT GENERATION MANUFACTURING  
IS THE PATHWAY TO PROSPERITY AND MIDDLE CLASS LIVING**



**The Strouse Corporation**

*Carroll County*

*Nominated by Denise Beaver, Carroll County Economic Development*

Since 1986 The Strouse Corporation has been designing and developing converted solutions using pressure sensitive adhesives. As a 3M Preferred Converter of pressure sensitive adhesive and flexible materials, Strouse solves simple and complex problems for the aerospace, automotive, electronics, industrial, medical, and military & defense industries. Strouse operates the most sophisticated equipment in their industry at their Westminster plant to achieve superior product performance backed by a quality management system registered to ISO 9001:2008 standards. President Susan Chambers has been certified as a Women's Business Enterprise since 2005.



Intelligrated is now part of Honeywell

**USS**

*Baltimore County*

*Nominated by Roman Traska, Maryland MEP*

USS, an Intelligrated Company, now part of Honeywell, was nominated for their product innovation work in high speed sortation systems. USS designs and manufactures custom automation technologies to meet product stacking and destacking, sortation induction and discharge, elevation change and product diverting requirements. With a focus on increased operational productivity, the custom USS engineering approach allows operations to modify or upgrade existing technologies or evaluate a new, innovative approach tailored to unique requirements. Their experience in high speed sortation allows "Big Box" stores, online retailers, postal and distribution warehouse clients to quickly, effectively and efficiently deliver the "goods".



## W. L. Gore & Associates

*Cecil County*

*Nominated by Lisa Webb, Cecil County Economic Development*

W.L. Gore, best known for GoreTex products, is going in a new direction with medical devices. Gore recently received new technology status for their Gore Excluder iliac branch endoprosthesis. The product is designed to provide an option to treat a broader range of patients with abdominal aortic aneurysms. To receive the new technology status, the product must be a new device and/or application; demonstrate substantial clinical benefit for patients; and have associated costs not already represented in the current rate base.



## Washington Laboratories

*Montgomery County*

*Nominated by Peter Gourlay, Regional Manufacturing Institute*

Montgomery County's Washington Laboratories, LLC has served the manufacturing industry for over 25 years, providing testing and engineering for product compliance, and in consulting for design review and troubleshooting for the electronics and technology community. The testing lab is an authority on EMI/EMC, providing expertise with medical devices, safety and product compliance, and wireless testing and compliance. Washington Labs has helped manufacturers received thousands of approvals and access to global markets for a broad range of clients – from Fortune 500 firms, to small- and medium-sized manufacturers in numerous technical markets.



## Xometry

*Montgomery County*

*Nominated by Michael Raphael, Direct Dimensions*

Xometry's "Manufacturing on Demand" platform optimizes and virtualizes the communication by designers, engineers and purchasing officers to get things made - matched with the capabilities of advanced manufacturing businesses across the country. By creating a simple, yet highly intelligent on-line quoting system that leverages digital-based fabricators looking for more business, Randy Altschuler and his team have built a highly scalable platform that helps keep more manufacturing based in America. Xometry provides services for CNC machining, professional 3D printing, sheet metal and urethane casting.



## Zero Gravity Creations

*Baltimore City*

*Nominated by Alex Koff, Venable*

As a metal welder and a glass sculptor, Zero Gravity Creations came together to invent the "Magma Bond" - a new platform manufacturing technology poised to disrupt various market sectors. Although young, the company is Baltimore home grown. From the founders' garages, they moved to Baltimore's Emerging Technology Center before their current home in Port Covington at City Garage, which provides facilities to manufacture in Baltimore indefinitely. Their current innovative products on the market include the Tapologie Glass Faucet System and reusable custom LED light bulbs.

**INCREASING GROWTH THROUGH VISIONARY LEADERSHIP**

*Champions include individuals or public/private organizations who have provided outstanding leadership in manufacturing, provided manufacturing resources to manufacturers or created better operating environment for manufacturers.*



**AHPharma, Dr. James McNaughton**

*Wicomico County*

*Nominated by Virginia Crews, Maryland Department of Commerce*

Dr. James McNaughton, CEO, founded AHPharma in 2006 in Salisbury, providing contractual research, design, development, marketing and production of new patented technologies primarily in public food safety. AHPharma's diverse entrepreneurial capabilities include development and commercialization of such novel new products as an LED lighting display for poultry houses, a bio film detecting device to improve human health, and pulsed arc discharge technology. AHPharma's new Innovation Manufacturing Center and Business Incubator in Hebron, Maryland, allows for company growth and creates a maker space for collaborators to generate new jobs, businesses and technologies in the Salisbury-Wicomico area to benefit the worldwide community.



**Aris Melissaratos, Stevenson University**

*Baltimore County*

*Nominated by Suzy Ganz, Lion Brothers*

Aris Melissaratos is the former COO of Westinghouse Defense Electronics and CTO of Westinghouse Electric Corp, CEO of several Thermo Electron subsidiaries, Maryland DBED Secretary and Senior Advisor to the President for Enterprise Development at Johns Hopkins University. Presently, Aris is the dean of the Brown School of Business Leadership at Stevenson University. Aris is a champion of Maryland Manufacturing because of his vision for, commitment to and leadership in manufacturing. Aris serves as Chairman of RMI, but has been a key advocate and Champion behind the development of the next generation of manufacturing for Maryland. His passion for connecting people to people, people with resources and providing vision is extraordinary. He is a mentor to many and a friend to all.



**Baltimore County Department of Economic and Workforce Development**

*Nominated by Mike Galiazzo, Regional Manufacturing Institute*

Former Baltimore County Executive, Dennis Rasmussen and former Dundalk Community College Present, Dr. Martha Smith created The Regional Manufacturing Institute (RMI) in 1990. Several years later, RMI became a 501C-6 organization. RMI is headquartered in Baltimore County and the county government has always been a steadfast supported for its manufacturing role in the region. RMI enjoys a strong working partnership with Baltimore County Executive Kevin Kamenetz and his administration. They've been partners with RMI in implementing energy efficiency programs and workforce outreach. Will Anderson, Director, Department of Economic and Workforce Development and his team work tirelessly supporting area manufacturers.



## **BGE SEED Program**

*Baltimore City*

*Nominated by Mike Galiazzo, Regional Manufacturing Institute*

BGE supports economic development across Maryland and its service area through everyday operations and programs designed to enhance the quality of life for its customers. In 2015, BGE introduced its new economic development incentive program SEED (Smart Energy Economic Development). Through a temporary reduction in energy costs, this program helps incent businesses to select central Maryland to establish or expand their operations. Those that choose to locate or grow in an enterprise zone can also save on construction charges. Since launch, the program is helping to support more than 20 projects resulting in more than 2,400 planned jobs.



## **C-Care**

*Anne Arundel County*

*Nominated by Peter Gourlay, Regional Manufacturing Institute*

C-Care is a contract manufacturer of skin care, hair care and hair color products located in Linthicum Heights, Maryland. Management undertook a transformational process to reduce waste. C-Care has reduced energy usage by 37 percent through a \$1.8 million investment that upgraded the roof, replaced 14 rooftop HVAC units, installed a building automation system, and upgraded lighting to LEDs. The company is projected to save \$187,000 annually from energy savings. Through C-Care's focus on elimination of waste and continuous improvement, C-Care has been able to bring new business to Maryland from Mexico, Iowa and Virginia. The Maryland Department of the Environment recognized C-Care as a 2016 Green Registry Winner.

## **BUILDING MARYLAND'S MANUFACTURING REQUIRES VISION, COMMITMENT AND AN UNDERSTANDING OF NEW DIGITAL TECHNOLOGIES**



## **Chesapeake Plastics Manufacturing**

*Calvert County*

*Nominated by Linda Vassallo, Calvert County Department of Economic Development*

Chesapeake Plastics Manufacturing provides affordable injection molding services. Their rapid prototyping process allows them to produce a mold of a part in less than one week. The company's entrepreneurial spirit emerges frequently and you can often find them working with Kickstarter and other crowd source entrepreneurs to create design specifications, prototypes and tools that help them raise funds and draw the attention of potential backers. They also understand the time constraints and deadlines that come with a crowd source project and are prepared to meet these deadlines by providing the fundamental services needed, all in-house at their Lusby, Maryland, facility.



## **Cindy Brown, APISOURCE, Inc.**

*Prince Georges County*

*Nominated by John A. Mason, Prince George's County Economic Development*

APISOURCE, Inc. houses one of the largest screen printing facilities on the East Coast. API Source is a woman-owned, GSA approved, full service branded merchandise agency and e-commerce fulfillment company led by its President and CEO, Cindy Brown. They have been providing high quality promotional products, apparel and marketing services to organizations and businesses nationwide for over 50 years. The company is currently experiencing significant growth.



### **Conrad Bessemer, Novatec**

*Baltimore City*

*Nominated by Ernie Paszkiewicz, Gross, Mendelsohn & Associates, P.A.*

Conrad Bessemer is the CEO of Novatec and Prophecy Sensors. His ownership group acquired Novatec in 2006 before the recession hit. After the downturn, through his leadership, he has doubled the sales, increased the workforce and expanded the product lines. This has been done with the assistance of his wife, Susan, who is a major part of his leadership team.



### **D. Wheatley Enterprises, Inc**

*Harford County*

*Nominated by Karen Holt, Harford County Economic Development*

D. Wheatley Enterprises, Inc., a plastics engineering and manufacturing company servicing the defense, aerospace and biotechnology industries since 1990, has recently transformed its operations at Aberdeen Technology Park into a state-of-the-art advanced manufacturing facility after purchasing and renovating a 45,000-square-foot facility in Riverside Business Park in Belcamp, Maryland. While growing a talented workforce, acquiring synergistic divisions, and expanding an international client base, Dave Wheatley serves as president of RAMP-MD, a regional additive manufacturing partnership consortium that leverages pioneering technologies at federal laboratories at Aberdeen Proving Ground to expedite product to market support for area manufacturers.



### **Demian Costa, Sagamore Ventures**

*Baltimore City*

*Nominated by Mike Galiazzo, Regional Manufacturing Institute*

City Garage - The Foundry - Port Covington. Who doesn't know these places and their significance in creating next generation advanced manufacturing in Baltimore and the region? Demian Costa is the pioneer and captain of the City Garage enterprise and the various residents there, including: The Foundry, Ready Robotics, Bustin Boards, Sagamore Spirits, Magma Build, ZeroChroma, and Under Armour's Lighthouse! RMI has found a home at the Foundry for their Manufacturing 4.0 series launched in September. Demian Costa is a leader and voice for NextGenM; He is a man of action, achievement and vision.



### **DirectMail.com**

*Calvert County*

*Nominated by Linda Vassallo, Calvert County Department of Economic Development*

DirectMail.com and its six integrated divisions are the result of more than 40 years of growth and development. A second-generation family-owned firm, DirectMail.com was founded by John Swain and Joseph Salta, two of the premier pioneers of modern print and direct mail marketing. The two are credited with devising and introducing many successful direct mail strategies being used today. Direct Mail employs over 250 people in production, marketing, support positions and contracts with more than 100 additional individuals for handwork and special assembly projects. In 2015, DM group printed over one billion pieces of printed materials for distribution.



### **Dolle's Candyland**

*Worcester County*

*Nominated by Mindie Burgoyne, Maryland Department of Commerce*

Founded in 1910 when Ocean City carousel operator, Rudolph Dolle, purchased a salt water taffy cart from a vendor on the Boardwalk, Dolle's Candyland has manufactured candy at its facility on Wicomico Street for over 100 years. Anna Dolle Bushnell and Andrew Dolle, the 4th generation brother and sister team who now run the company, have transformed the once local candy maker into a manufacturing operation that makes a variety of candies for over 150 companies across America. In an area where the majority of jobs are seasonal, the Dolle family provides full time employment to two manufacturing shifts year round.





## Duvinage LLC

Washington County

Nominated by Linda Spence, Washington County Department of Business Development

Duvinage LLC, headquartered in Hagerstown, MD, is the leading manufacturer of custom metal stairs. The company was founded in 1895 by Pierre Duvinage, who patented the first spiral stair in the U.S. Renowned for superior engineering, quality fabrication and architectural beauty, Duvinage stairs are featured in commercial buildings, schools, industrial facilities and homes across North America. With the acquisition of Sharon Stairs in 2012, Duvinage became the only American company that provides every type of metal stair – spiral, circular, straight, monumental, egress and alternating tread stairs – providing a single point of contact for architects, general contractors and subcontractors.



## Equipment Development Company, Inc. (EDCO)

Frederick County

Nominated by Jodie Bollinger, Frederick County Office of Economic Development

EDCO's visionary leadership has put the company solidly on a path of dramatic growth and success. The family-owned, global company, established in Frederick in 1959, specializes in the design and manufacture of equipment for surface preparation, repair and sawing of concrete, asphalt, masonry and steel. With an expanded workforce and 45 products, EDCO added a second shift, implemented lean training for all employees, and operates within a culture of inclusivity, empowering employees to develop new ideas for success of the company. EDCO's succession plan and hands-on training approach pairs millennials and senior employees, paving the way to continued industry leadership.



## Hardwire, LLC

Worcester County

Nominated by Meredith Mears, Worcester Economic Development

George Tunis exemplifies "Increasing Growth Through Visionary Leadership," as George started Hardwire in 2000. For years, Hardwire focused on military vehicle protection, but George saw new opportunities, and expanded to protective systems for law enforcement and civilians. Hardwire was recently contracted to armor the New York Police Department vehicle fleet and make the world's lightest body armor. This growth has filtered into other local companies too. Hardwire acquired a third building in Pocomoke, expanding to 140,000square feet of manufacturing space. Hardwire employees earn an average of \$77,000/year, astounding for a rural Eastern Shore community. Hardwire is a valuable community partner and growing manufacturer.



## Hub Labels

Washington County

Nominated by Linda Spence, Washington County Department of Business Development

Hub Labels has been operating in Washington County, Maryland, since 1978. They promote innovation through training and empowering employees to provide solutions at all levels of the company. Hub Labels has also grown by initiating lean manufacturing within their facility and they have become a leader in the local manufacturing community by hosting round-table events to assist other manufacturers with resources that are beneficial to them. They also promote employee wellness by offering a variety of wellness programs that include fitness programs, supporting local 5K's and cyclist events, community outreach and volunteerism.



**Janice Riley/Technical Innovation Center**  
*Washington County*

*Nominated by Jessica Luemen, Cyber-Security Warriier LLC*

Janice has been an extraordinary leader and has assisted 20 businesses through the Technical Innovation Center as they begin their entrepreneurial journey. She provides business counseling, advocates on behalf of clients, and goes above and beyond assisting new companies with their dreams. Her ability to help clients in a wide variety of industries, such as manufacturing, cyber-security, supply chain, and many others, in addition to balancing the requirements that support Hagerstown Community College's student development, have made her truly an inspiration to many in the community and has earned the attention of leaders at both the state and federal level.



**Jeff Kogok, The Kogok Corporation**  
*Prince George's County*

*Nominated by John A. Mason, Prince George's County Economic Development*

The Kogok Corporation manufactures commercial sheet metal duct work for HVAC systems. In 2015 the company owned a 27,000-square-foot industrial facility in Forestville, Maryland, with 340 full-time employees that it had outgrown; then expanded in 2016 by acquiring a 95,000-square-foot facility in Upper Marlboro and now employs 425 full-time employees (a growth of 85 net new employees). As a member of the Associated Builders & Contractors (ABC) national trade association, Kogok Corporation utilizes its facility and instructors to provide craftsman training for ABC member companies' employees in the Washington, D.C. metropolitan area.



**Kelly M. Schulz, Secretary, Maryland Department of Labor, Licensing and Regulation (DLLR)**  
*Baltimore City*

*Nominated by Mike Galiazzo, Regional Manufacturing Institute*

Kelly M. Schulz, Secretary, (DLLR) is a champion of Maryland manufacturing and Maryland business. Her fair-minded, business friendly approach has earned her high marks as a strong leader. She has a stellar track record of getting results. As a visionary leader, Kelly provides inspiration and direction to her team at the Maryland Department of Labor, resulting in new training programs addressing the number one issue facing manufacturers across Maryland. Kelly Schulz is changing how government serves business through a positive, solution based approach. Manufacturers benefit greatly because of her unique style and leadership.



**Kevin Atticks, Grow and Fortify**  
*Baltimore City*

*Nominated by Mike Galiazzo, Regional Manufacturing Institute*

Maryland Wineries Association Executive Director Kevin Atticks' leadership in the industry began with wineries in 2002 and in this past year has expanded to include Maryland breweries and distilleries. His advocacy and that of his team at Grow and Fortify working in partnership with Maryland's 85 wineries, 60 breweries, and 15 distilleries—now in every Maryland region—have facilitated major changes in alcohol law and in zoning and permitting regulations. Their work promotes the benefits of the industry, helps dismantle barriers to entry, and also creates a greater demand for these types of businesses.



**Mark Rice, Maritime Applied Physics Corporation**  
*Baltimore City*

*Nominated by Larysa Salamacha, Baltimore Development Corporation*

Visionary leadership, tireless leadership. Mark Rice is committed to growing our manufacturing community in every possible aspect - innovation, international trade, workforce development - especially youth workforce, collaboration between businesses, partnerships between government/ business/ education. No detail is too small, no issue too big. Mark's participation has been invaluable and inspiring. Thank you, we are grateful and appreciate all your efforts.

## MEDA

Maryland Economic  
Development Association

Economic Development  
*Transforms lives.*

### Maryland Economic Development Association (MEDA)

Nominated by Mike Galiazzo, Regional Manufacturing Institute

The Maryland Economic Development Association (MEDA) is unequalled in its state wide support of businesses and state, county and municipal economic development leaders. MEDA offers conferences, workshops and training programs for economic development professionals. RMI is a member of MEDA and gets great results, including outreach for Champions of Maryland Manufacturing nominations. Under the leadership of its vibrant board of directors, MEDA has provided the benefit of a private-public sector partnership highlighting economic development priorities and offering an invaluable system of support for members.

**RMI THANKS THE MEMBERS OF MARYLAND'S BUSINESS, ACADEMIC,  
ASSOCIATION, ECONOMIC DEVELOPMENT AND GOVERNMENT  
COMMUNITIES ACROSS THE STATE FOR NOMINATING CHAMPIONS!**



### Maryland Manufacturing Extension Partnership (MD MEP)

Howard County

Nominated by Mike Galiazzo, Regional Manufacturing Institute

The Maryland MEP is a non-profit consulting firm focused on growing and strengthening manufacturers throughout the state. As part of the NIST MEP system, MD MEP works with Maryland manufacturers on all levels to build their people, increase their profits, and improve their processes. From plant floor workforce initiatives and programs to top-level CEO coaching, MD MEP helps manufacturers streamline their business in ways that better prepare them for business now and into the future.



### Mid-Atlantic Region MBDA Advanced Manufacturing Project Center in Baltimore

Baltimore City

Nominated by Mike Galiazzo, Regional Manufacturing Institute

A recipient of a 1,250,00 U.S. Commerce grant, the Baltimore Mayor's Office of Minority and Women-Owned Business Development (MWBD), will lead this program to serve minority owned advanced manufacturers in the mid-Atlantic region. The proposal was developed by MWBD's N. Scott Phillips and Christine Bivens, in partnership with the Regional Manufacturing Institute, The Governor's Office of Minority Affairs, Governor's Ombudsman Office, Baltimore Development Corporation, and a broad coalition of public private sector leaders. This project will connect minority manufacturers with new business opportunities related to advanced manufacturing and manufacturing (Industry) 4.0. RMI is a key partner in the program.



### Paige Russell Tilghman

Talbot County

Nominated by Corey Pack, Talbot County

Paige Russell Tilghman has championed Maryland manufacturing for more than 25 years through leadership and management of economic development offices for Talbot County and the State of Maryland. Her committed work on business and workforce development projects for manufacturers in partnership with federal, state and local resource partners has garnered recognition for her role in county and state employment and revenue growth. The Maryland-Asia Environmental Partnership's Sustainable Economic Development Leader Award and recognition by the University of Maryland Industrial Partnerships Program for business evaluations are among her industry achievements.



**Phil Tulkoff, Tulkoff Food Products**

*Baltimore City*

*Nominated by Don Hoffman, Hertzbach & Company, P.A.*

Phil Tulkoff has been president of Tulkoff Food Products, Inc. since 2005. As a leader in the manufacturing community, he displays genuine character, fairness and integrity. He is a visionary in an ever-changing business environment. Phil's ability to constantly change with the marketplace and to create sustainable growth is rare and admirable. Tulkoff Foods is known for manufacturing and supplying a variety of full-flavored, high-quality condiments, specialty sauces and ingredients for co-pack, private label, food service, industrial and retail customers nationwide. Phil is also on the board of the Maryland MEP, a board member of Valor Service Dogs and a volunteer for Pets on Wheels and Sheppard Pratt.



**RAMP MD**

*Harford County*

*Nominated by Karen Holt, Harford County Economic Development*

RAMP MD's leadership and enterprise has led the way for northern Maryland to become a major hub of regional activity in additive manufacturing. Through public-private partnerships, RAMP MD provides businesses access to additive manufacturing resources at Aberdeen Proving Ground -- equipment and capabilities that many businesses could not otherwise afford. These Maryland-based companies are now able to move a product from inspiration to production without large capital outlays. RAMP MD also convenes government, industry, academia and educators for symposia, advocacy and problem-solving. RAMP MD's work is resulting in Maryland being home to the nation's most comprehensive additive manufacturing capability.



**Strategic Factory**

*Baltimore County*

*Nominated by Adam Parsons, Lindenmeyr Munroe*

Keith Miller, recently named an EY Entrepreneur Of The Year in Maryland, has grown a two-man Minuteman Press franchise into Strategic Factory--a premiere cross-media marketing firm featuring printing, mailing, signage, promotional products, and graphic design. Strategic Factory has five Maryland locations including the flagship 40,000-square-foot state-of-the-art production facility in Owings Mills. Miller's determination to succeed and ability to adapt to ever-changing technology has brought about immense growth not typical in this industry. Cutting-edge equipment coupled with the efficiency of multiple capabilities under one roof are the key to Miller's success in the State of Maryland and beyond.



**The Coastal Companies**

*Howard County*

*Nominated by Larry Twele, Howard County Economic Development Authority*

The Coastal Companies is a leading supplier of fresh produce and dairy in the mid-Atlantic region. The company is a large regional processor of fresh cut produce and manufacturer of salsa. Since 2007, the company has more than tripled in size and was named one of the 50 fastest growing companies and one of the 100 Best Run Companies in Baltimore. Operating out of a state-of-the-art, 330,000-square-foot production facility, Coastal operates a fleet of 175 trucks, delivering daily to food service customers across the mid-Atlantic region and to retail customers along the East Coast.



## **Under Armour Lighthouse**

*Baltimore City*

*Nominated by William Cole, Baltimore Development Corporation*

UA Lighthouse is Under Armour's new manufacturing and design center in Port Covington and it offers a glimpse of advanced manufacturing testing and prototype development. There are four areas of focus at Lighthouse: 3D design and body scanning, 3D printing and rapid prototyping, apparel and footwear prototyping, and apparel and footwear pilot lines. The UA Lighthouse will provide Under Armour's designers, developers and external partners the physical space and tools to create, to build and to push the boundaries of what is possible in their shared mission to make great products for athletes around the world.



## **Vicki Dehne, Paper Bead Girl Roller Project**

*Harford County*

*Nominated by Vicki Dehne, Paper Bead Girl LLC*

Paper Bead Girl owner and inventor Vicki Dehne is keenly aware of manufacturing's ripple effect on local business and workforce development. Vicki set out to find a Harford County company to produce her patented paper beading tool and found in injection molder and mold manufacturer George Wilmot of Innovative Plastics Solutions a willingness to educate her on manufacturing processes and the industry. Today, Paper Bead Girl rollers have been featured in many media outlets and distributed in markets around the world. Vicki speaks to area students on the importance of manufacturing in America, particularly their home State of Maryland.



## **W. R. Grace & Co.**

*Howard County*

*Nominated by Larry Twele, Howard County Economic Development Authority*

Built on talent, technology and trust, W. R. Grace & Co. is a leading global supplier of catalysts and engineered materials, providing innovative products, technologies and services that enhance the products and processes of customer partners in over 80 countries. With global headquarters in Columbia, Maryland, Grace operates 22 manufacturing facilities around the world, including one in Curtis Bay, Maryland, that began in 1909. Under Chairman and CEO Fred Festa's leadership, the company has grown and evolved, acquiring 23 businesses since 2003. In June 2016, Grace purchased the BASF polyolefin catalyst business to become the world leader in that category.



## **Zentech**

*Baltimore County*

*Nominated by Peter Gourlay, Regional Manufacturing Institute*

Zentech was recently honored by the State of Maryland as a premier electronics contract manufacturer and production facility in the State of Maryland. They manufacture sophisticated electronic assemblies for Maryland companies and beyond in many diverse end markets. Zentech became the second electronics contract manufacturer in the U.S., and only the third worldwide, to become certified as an IPC Trusted Source Qualified Manufacturer Listed (QML) organization for the manufacture of Class 3 mission-critical, high-performance electronic assemblies.



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- NOVATEC, Inc.
- The Digital Harbor Foundation
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**"We're proud to support the manufacturers who continue a great tradition of making things in Baltimore County."**

County Executive Kevin Kamenetz



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Baltimore County Executive Kevin Kamenetz and the Baltimore County Council

## MANUFACTURERS CONTRIBUTING TO THEIR COMMUNITIES

Champions are manufacturing individuals or companies that are giving resources, time or talent to help enrich their communities and improve lives where they work.



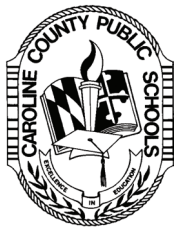
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### **BGE**

*Baltimore City*

Nominated by *Corey Wheat, ICF*

Since passage of the EmPOWER Maryland Act of 2008, BGE has been on the forefront of helping its customers improve energy efficiency through the BGE Smart Energy Savers Program. To date, BGE's efforts have reduced energy consumption in the manufacturing/industrial sector by approximately 49,000 MWh, which is equivalent to the energy demand of approximately 3,000 homes. Through the program, BGE has also helped Maryland businesses be more competitive through the reduction of operating costs; and support of numerous contractors and service providers. To date, the program has paid \$7.36 million incentive dollars, strictly to the manufacturing/industrial community in the BGE service territory.



### **Caroline County Public Schools**

*Caroline County*

Nominated by *Alan Stein, Tanglewood Conservatories*

The Advanced Manufacturing and Production (AMP) Program of Caroline County Public Schools was developed with local businesses to train high school students in product design, development, production technology, quality control, safety and LEAN manufacturing. Students engage in real-world, hands-on manufacturing projects and learn skills in high demand among local employers. One of the program goals is to keep young talent from leaving the rural community. Successful completion of the program leads to MSSC certification. The program incorporates both work readiness and life success skills, which include one-on-one coaching and mentoring of students by community business leaders.



### **Chesapeake Bay Roasting Company**

*Anne Arundel County*

Nominated by *Rosa Cruz, Ann Arundel Economic Development Corporation*

As a producer of fine, sustainably-roasted organic fair trade coffee, Chesapeake Bay Roasting Company is committed to supporting efforts that improve the health of the Chesapeake Bay and the livability of the communities in which we work, live and play. In 2015 and 2016, CBRC committed a portion of its sales to the Oyster Recovery Partnership's initiatives that help plant new oysters in the Chesapeake Bay. Other community-focused projects included local non-profit fundraisers and regional social development efforts. Sustainable practices include the use of renewable energy (through Renewable Energy Credit purchases and the use of natural gas) in its roasting operations and the provision of materials for local composting. For more details on how CBRC contributes to its community, please visit: <http://www.cbrccoffee.com/giving-back-sustainability/>



### DAP Products

*Baltimore City*

*Nominated by Tim Kinser, DAP Products; and Ranak Jasani, Miles & Stockbridge P. C.*

More than 200 volunteers from DAP Products, Orchard Mews, Greater Baltimore Urban League, 100 Black Men of Maryland, Family League of Baltimore organizers from KaBOOM! and the community joined forces on Friday, September 30, to give area kids the childhood they deserve by building a new playground at Orchard Mews. The design is based on Baltimore children's drawings created at a special design event in May.



### Dixon Valve

*Kent County*

*Nominated by Jamie Williams, Kent County Economic Development*

Dixon Valve, a leading supplier of industrial hose couplings, celebrates 100 years of U.S. manufacturing. With headquarters located in Chestertown, Maryland, Dixon employs nearly 1,600 worldwide. Forty years ago, the company moved to Maryland where it has 400 jobs between Chestertown and Stevensville. The company culture is supported by its commitment to the Six Pillars of Character--respect, responsibility, caring, citizenship, trustworthiness, and fairness. Primary markets served include energy, mining, steel, food and beverage, fire protection, and construction.



### Donald Gross, Gross Mechanical Laboratories, Inc.

*Queen Anne's County*

*Nominated by Jean Fabi, Queen Anne's Department of Economic Development*

Owner of Gross Mechanical Laboratories, Inc., is a Champion of Manufacturing because he is an active member of the County's Economic Development Commission. He is actively working with Chesapeake College to create a manufacturing training center to build a workforce needed to sustain the region's manufacturers. This is an extension of his role on the Driving Strategy Subcommittee. He is partnering with other manufacturers and resource providers to retrofit an existing building on the Chesapeake College campus into a place to receive CNC training, welding, and other essential skills.



### FLAVORx

*Howard County*

*Nominated by Mike Galiazzo, Regional Manufacturing Institute*

FLAVORx helps our nation's health by improving the experience of taking liquid medicine. Allowing patients and animals to receive medication with personal flavor choices improves adherence. FLAVORx has grown from a single Washington, D.C. location and now serves 45,000 pharmacies in the USA. Other products include pill swallowing aids, water purification systems and automated drug flavoring systems. Over 70 million patients have been helped. Partners include UMBC and schools of pharmacy nationwide.



### Garrett Container Systems, Inc.

*Garrett County*

*Nominated by Alex McCoy, Garrett County Economic Development*

Garrett Container Systems, Inc. (GCS) is an ISO 9001-2008 and HUBZone certified small business employing over 100 people in Western Maryland. Established in 1991 as a manufacturer of aluminum shipping and storage containers, GCS expanded to become a system integrator of tactical deployment kits and top brand tactical and support equipment distributor. Employees are valued for who they are and what they do. They work to produce a quality product, achieve quality objectives and continue improvement of the company quality management system. Employees work as collaborative teams to create and nurture long-term customer relationships.





## Girl Scouts of the USA/Girl Scouts of Central Maryland

*Baltimore City*

*Nominated by Suzy Ganz, Lion Brothers*

Girl Scouts of Central Maryland, through Girl Scouts of the USA, collaborated with Lion Brothers on a new domestic micro-facility representing a commitment to Maryland manufacturing by serving our local community. Girl Scouts strive to support domestically produced goods that in-turn support local communities and give girls a better understanding of domestically manufactured goods. By developing an awareness of STEM-based activities and teaching girls how manufacturing supports employment and its economic benefit to our community, Girl Scouts truly is a champion of manufacturing. Lion Brothers and Girl Scouts together help build girls of courage, confidence and character.



## Hagerstown Kitchens

*Washington County*

*Nominated by Linda Spence, Washington County Department of Business Development*

Hagerstown Kitchens has been a community partner since they were established in Washington County in 1969. More specifically, President & COO Andrew Loble, is president of the Sunrise Rotary Club, the Washington County Economic Development Commission, and many other personal clubs with his family, such as the Hagerstown Soccer Club. The community is a better place because of his leadership and support.



## Jane Addams Resource Corporation (JARC)

*Baltimore City*

*Nominated by John Freeburger, Holmatro*

Jane Addams Resource Corporation (JARC) Baltimore promotes strong communities, businesses and households to ensure that people who work do not live in poverty. JARC Baltimore's high quality, advanced training programs prepare low-income adults for living wage careers in manufacturing and construction trades, such as welders and CNC machine operators. Located in Park Heights in northwest Baltimore, a neighborhood facing approximately a 42% unemployment rate, the program has placed over 45 adults in full-time employment at an average starting wage of \$16.44/hour in its first full year of operation.



## Jodie Bollinger, Frederick County Office of Economic Development

*Frederick County*

*Nominated by Shawn Wolf, Wright Manufacturing*

Jodie Bollinger, business development specialist for the Frederick County Office of Economic Development (OED), has been very instrumental in fostering the growth of Frederick's manufacturing industry for 20 years. In her role of supporting and retaining existing businesses and attracting new businesses to the county, Jodie has been a great advocate and voice for the manufacturing industry. She works closely with several manufacturing partners, including Frederick County Manufacturers Roundtable, Regional Manufacturing Institute, Maryland World Class Consortia, and Maryland Manufacturing Extension Partnership to provide resources and programs to support and enhance the growth of Frederick's manufacturing industry.

**Joyce La Padula, Maryland Department of Commerce***Baltimore City**Nominated by Mike Galiazzo, Regional Manufacturing Institute*

Joyce La Padula, Manufacturing Director, Maryland Commerce has contributed enormously to our manufacturing community state wide. She is an advocate always seeking ways to better serve Maryland manufacturers. Early in her career, as assistant to former DBED Secretary James Brady, Joyce earned a reputation for customer focused service that got results. In 1998, Joyce began working with the Maryland World Class Consortia (MWCC) ultimately managing the operation as Program Director. The MWCC's contribution to manufacturers is well established. Joyce was central to achieving those outcomes. Joyce La Padula is a Champion because of her services to our manufacturing community.

**Katarina Ennerfelt, Arcon Welding School***Wicomico County**Nominated by Laura Kordzikowski, City of Salisbury*

Katarina Ennerfelt has been instrumental in opening the Arcon Welding School in Salisbury, Maryland. This school has been wildly successful in giving people the hard and soft skills to become employable. With such a high demand for welding professionals in the area, Katarina worked with Wor-Wic Community College and Quality Staffing Services to create Arcon Welding School. Every semester has received full enrollment and nearly every student graduating has a job offer upon completion of the class.

**Marlin Steel Wire***Baltimore City**Nominated by Peter Gourlay, Regional Manufacturing Institute*

Marlin Steel Wire manufactures washing baskets for automotive, pharmaceutical and aerospace clients, and sheet-metal-material handling containers from its Baltimore City Enterprise Zone location. Its community commitments include sponsorship and leadership of the Marian Greenblatt Education Fund ([www.greenblatteducationfund.org](http://www.greenblatteducationfund.org)) to recognize teacher and student excellence in Montgomery County. The Fund has awarded \$145,800 to excellent teachers and students and co-founded a foundation to teach computer repair skills ([www.itfcareers.org](http://www.itfcareers.org)). Marlin has donated wire baskets to the Maryland Food Bank and the Salvation Army and provided vocational opportunities to Sollers Point High School students.

**McCutcheon Apple Products***Frederick County**Nominated by Jodie Bollinger, Frederick County Office of Economic Development*

McCutcheon Apple Products, family owned and operated, has produced traditional all-natural fruit jellies, preserves, butters, sauces and more in Frederick since 1938. President Bob McCutcheon was instrumental in creation of the Frederick County Manufacturers Roundtable, which works to improve manufacturing competitiveness for Frederick. McCutcheon's is an area economic development partner and industry resource, sharing best practices and solutions for new and existing manufacturers. With more than 30 full-time employees, some third, fourth and fifth generation family members, McCutcheon plans to expand their soda and hard cider business lines and to develop a 35,000 square foot retail project called McCutcheon's Mill.

**Michael Doub***Washington County**Nominated by Janice Riley, Technical Innovation Center*

Michael Doub is a tremendous resource to Maryland manufacturing, engaging government and industry leadership and key manufacturing organizations throughout the state to advance the cause of continuous improvement on behalf of Maryland manufacturers. Doub's company, Think Efficient Consulting, is located in the Technical Innovation Center at Hagerstown Community College.



## Perdue Farms

Wicomico County

Nominated by David Ryan, Salisbury-Wicomico Economic Development

As part of a company commitment to hunger relief, Perdue Farms teamed with the Delmarva Shorebirds — the Class A affiliate of the Baltimore Orioles — and three Delmarva food banks for the annual season-long 2016 Perdue Strike Out Hunger Challenge on Delmarva to deliver more than 154,000 meals across Delmarva communities.



## PRS Guitars

Queen Anne's County

Nominated by Mike Galiazzo, Regional Manufacturing Institute

PRS Guitars has an outstanding record of community service. They have raised millions of dollars for the Living with Cancer Resource Program at the Johns Hopkins Sidney Kimmel Comprehensive Cancer Center in Baltimore. "There are scores of worthy causes," commented PRS Guitars Working Founder Paul Reed Smith. "We decided to pick a single charity to focus our efforts and try to really make a difference." PRS Guitars sponsors One Cause as its annual flagship benefit concert for Living with Cancer Resource Program. Past performers featured Carlos Santana, Journey and the Doobie Brothers. Great guitars, great artists, great heart!



## Roger Campos, Governor's Office of Business Ombudsman

Anne Arundel County

Nominated by Mike Galiazzo, Regional Manufacturing Institute

Roger Campos, Governor Hogan's Business Ombudsman, has assisted more than 250 businesses and has a solid record of quick, on target response to difficult problems that have faced Maryland manufacturers. Roger attends RMI events and knows the manufacturing community. Having spoken to Governor Hogan about Roger, RMI's President Mike Galiazzo reports, "The Governor said jokingly, I get it Mike. If I need help I should call Roger." He is the friendly face of Maryland State Government that gets results. He has a caring heart driven by values that create a culture of positive support for the business community.



## Salt Water Media

Worcester County

Nominated by Mindie Burgoyne, Maryland Department of Commerce

Salt Water Media is a multi-media company with a manufacturing component. While the company provides editing, typesetting and layout services for writers and publishers, it also offers affordable book production services. Owner Stephanie Fowler leveraged cash won from Washington College's Sophie Kerr Literary Prize to purchase the "Espresso Book Machine," which produces a perfectly bound book in the eight minutes it takes to make a cup of espresso. At a customer cost of about \$8 per book, in the last three years she has produced books for Maryland and Delaware clients and printed over 3/4 of a million pages.



## Sherwin Williams

Somerset County

Nominated by Mindie Burgoyne, Maryland Department of Commerce

Sherwin Williams in Crisfield has been producing paintbrushes since 1967. The company, formerly known as Rubberset, has always been a crucial job provider in Crisfield - an area that has been besieged with high unemployment and a location historically distant from economic resources. Today, Sherwin Williams is expanding, adding new jobs to its existing 160, and is ranked as the second largest private employer in Somerset County. In addition to providing local employment in a distressed area, the company participates in an annual school supply drive, Relay for Life, Adopt a Highway, food drives, and other public outreach initiatives.

**The Project Resource Group***Baltimore County**Nominated by Susan Sheppard, Department of Housing and Community Development*

TPRG's Chris Plater approached the Maryland Department of Housing and Community Development's Main Street Maryland Program in 2014 to collaborate on getting more Maryland products sold in Main Street Maryland Districts. TPRG's Maryland With Pride has since worked with both the Main Street Maryland Program and RMI to showcase more than 200 "makers and merchants" of Maryland products on BuyMarylandDirectory.com, increasing awareness of the strength and diversity of Maryland consumer and B2B products and "maker" industry companies that employ Marylanders. The directory features products made by Maryland manufacturers, artists, crafts persons and farm enterprises.

**WHAT WE INVENT IN MARYLAND WE SHOULD MAKE IN MARYLAND.  
RESEARCH AND DEVELOPMENT SHOULD BE COLLOCATED WITH  
MANUFACTURING TO KEEP OUR STATE COMPETITIVE GLOBALLY.**

**The Whalen Company***Talbot County**Nominated by Andrew Hollis, Talbot County Manager's Office*

Since 1962, The Whalen Company supplies HVAC systems in thousands of installations, including offices, hotels, condominiums, apartments, nursing facilities, classrooms, and dormitories. Located on the Eastern Shore, Whalen's headquarters spans 106,000 square feet and is supported by over 100 employees serving North America. We believe in purpose-driven engineering and operational efficiency. Our design and manufacturing philosophy is the belief that customers benefit from lower costs when field labor is transferred into a factory setting. The Whalen Company's goal is operational efficiency and flexibility. Thanks to our ability to adapt and upgrade, we continue to be a leader in the HVAC industry.

**World Trade Center Institute***Baltimore City**Nominated by Mike Galiazzi, Regional Manufacturing Institute*

International trade is about "heart" and Maryland's World Trade Center Institute team members, led by Deb Kiely, have love in their hearts! For over 25 years, WTCI has helped educate and drive the growth of Maryland companies through international trade. WTCI's Professional Exchange Program department has designed and delivered exchange programs for foreign professionals from around the world, bringing the world to Maryland and Maryland to the world. For more than a decade, WTCI has been RMI's partner on the Inside Series, an exemplary program that shares best practices and promotes a positive image of Maryland manufacturers.

## Leading Innovation Since 1962.



The Whalen Company is one of America's most innovative leaders in the commercial heating and air conditioning industry.

A few Whalen industry firsts include the first vertical stack valveless fan coil, the first vertical stack heat pump offering, the first slide-out chassis ducted vertical heat pumps, and the first AHRI-listed water-cooled air conditioning units with hydronic heat.

Our flexibility and expertise allow us to meet the needs of our customers by providing a design that fits seamlessly into the building.

Learn more at [WhalenCompany.com/Innovation](http://WhalenCompany.com/Innovation) 

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ECONOMIC DEVELOPMENT  
BARRY GLASSMAN, COUNTY EXECUTIVE  
KAREN HOLT, DIRECTOR

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- ♦ Site Selection Assistance
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# MANUFACTURE

## MAXIMUM POTENTIAL

### CHAMPIONS OF MARYLAND

#### MANUFACTURING 2016

## About Us

Located in western Maryland, bounded by Pennsylvania, Virginia and West Virginia; extending east to South Mountain, south to the merging of the Shenandoah and Potomac Rivers, north to the Mason-Dixon Line and west to Sideling Hill Creek.

A pro-business climate located in the heart of the mid-Atlantic at the intersection of I-81 and I-70, Washington County, Maryland, is the hub of the tri-state region. Proximity to excellent rail service and nation-spanning highways provide easy access to 50 percent of the nation's population overnight. Maryland's sixth largest city and the Washington County seat, Hagerstown is just an hour drive to Baltimore and Washington, D.C.



### TEAMWORK

We understand that time is money. Let our Department of Business Development get to work exploring opportunities for your organization.



### EDUCATION

Within a 70-mile radius of Washington County, there are more than 30 institutions of higher learning.



### INCENTIVES

The Department of Business Development is available to guide you through existing programs to open, grow or relocate here.



### RESOURCES

Washington County's Business Resource Network provides resources and support for start ups and entrepreneurs.



**Washington County, MD**

DEPARTMENT OF BUSINESS DEVELOPMENT

100 West Washington Street, Suite 1401  
Hagerstown, MD 21740  
[hagerstowndc.org](http://hagerstowndc.org)

# MD MEP

## MANUFACTURING EXTENSION PARTNERSHIP

MD MEP is a Maryland independent non-profit funded by the industry and the State of Maryland to grow and strengthen Maryland manufacturing. Focused on providing high quality solutions and programs to improve Maryland manufacturers' operations, spark innovation and increase growth, the MD MEP is committed to making the State of Maryland a leader in manufacturing.

### What We Do



Grow Your  
**PEOPLE**

Workforce Training  
Leadership Development  
Skills Assessment &  
Professional Development



Increase Your  
**PROFITS**

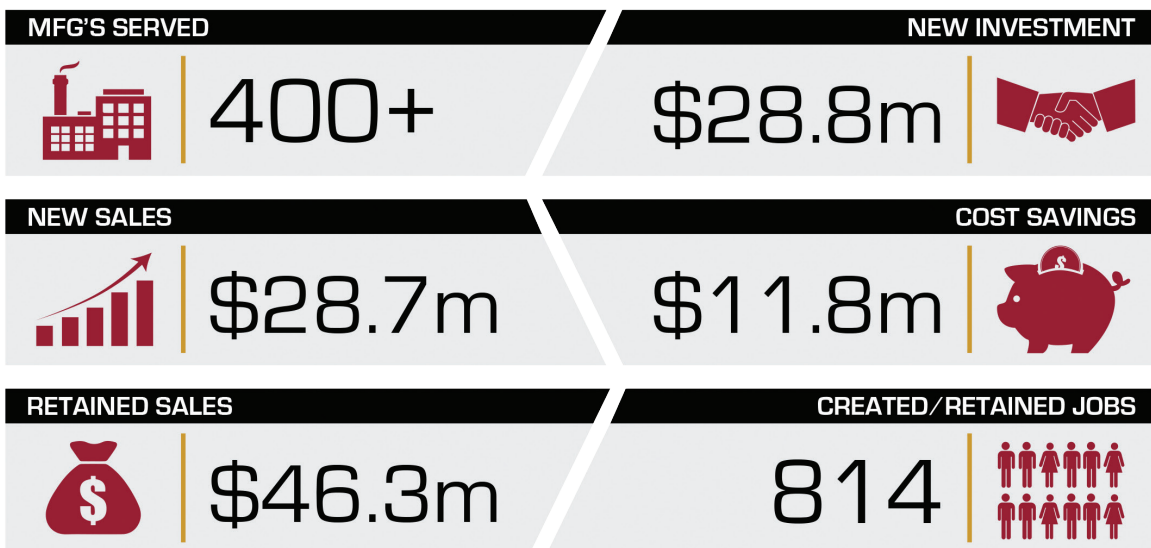
Strategic Planning  
Sales & Market Development  
Export Strategy



Improve Your  
**PROCESS**

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Quality Systems  
Facility Layout & Optimization

{ **We Are Measured On Your Results** }



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CREATING PRODUCTS THAT IMPROVE OUR LIVES

*Champions are products that improve lives, persons that invented essential products or organizations that created them.*



**AstraZeneca**

*Frederick County*

*Nominated by Jodie Bollinger, Frederick County Office of Economic Development*

AstraZeneca's Biologics Manufacturing Center in Frederick, is the company's largest biologics manufacturing facility and a worldwide leader in cell culture manufacturing. The center produces a commercialized pediatric medication and investigational biologic products. A \$200 million project to increase the facility's production capacity is expected to complete next year. AstraZeneca is a global, science-led biopharmaceutical company that focuses on the discovery, development and commercialization of prescription medicines, primarily to treat diseases in the areas of Respiratory, Cardiovascular & Metabolic Diseases, and Oncology. The company operates in over 100 countries and its medicines are used by millions of patients worldwide.



**CANI Optical Systems, Inc.**

*Harford County*

*Nominated by Roman Traska, Maryland MEP*

As an emerging medical device manufacturer and an established independent service organization (ISO), CANI Optical Systems, Inc. specializes in all areas of flexible endoscopy and focuses on creating innovative products and services which have realistic improvements. By strategically managing the equipment's true life cycle, measurable benchmarks are identified and created from the first day of CANI's Proactive Service Programs. By providing these services and constantly improving their products and services, CANI Optical allows optimal equipment performance for which medical providers are able to properly and effectively diagnose each patient so they may receive the best care possible.



**dlhBOWLES**

*Howard County*

*Nominated by Jay Bargas, dlhBOWLES*

dlhBOWLES is an engineering and manufacturing innovator in the field of fluid management. As a long term contributor to the community, the company injection molds parts and sub-assemblies for the plumbing industry right here in Howard County. As fluid dynamics experts, dlhBOWLES applies their knowledge to saving water on a global scale. They have partnered with Delta Faucet to produce water conserving showerheads and have developed a water conserving lavatory faucet spray by utilizing innovative, patented technology. dlhBOWLES also contributes locally by tapping University of Maryland Engineering to bring in talented and ambitious engineers to bring our products to life.



### FR Conversions

*Carroll County*

*Nominated by Denise Beaver, Carroll County Economic Development*

FR Conversions purchased a 150,000 square foot plant at West Branch Trade Center in Westminster. The company specializes in the conversion of vans for wheelchairs. New contracts for products prompted the company's search for a larger location. A ribbon cutting was held in April to celebrate the grand opening of this \$20 million project. Due to the high demand of its product, the company expects to employ over 400 people in the next few years. FR Conversions "makes mobility affordable". They focus on safety and have transformed the lives of individuals who use their vehicles daily.



### Holmatro USA

*Ann Arundel County*

*Nominated by Peter Gourlay, Regional Manufacturing Institute*

Firefighters from all over the United States, rescue teams from FEMA, the U.S Naval Academy, the Army, Air Force and Maryland's Shock Trauma unit all come to Holmatro's U.S. facility in Glen Burnie, Md., to train and use its rescue tools to save lives. Holmatro tools extricate victims trapped after road traffic accidents, public transportation accidents or military vehicle accidents. Holmatro tools are also used in disaster response for FEMA rescue teams and they have "concrete crushers" for helping rescuers extract victims from concrete build collapses where they are trapped between floors.



### IDT Biologika

*Montgomery County*

*Nominated by Michael Stiefvater, Rockville Economic Development*

IDT Biologika is an innovative life science company that manufactures vaccines and biopharmaceuticals, both at its German headquarters and state-of-the-art Rockville facility. Serving as their U.S. contract manufacturing facility, the Rockville site offers custom, end-to-end solutions to support the manufacture of viral and microbial vaccines, gene and cancer therapies, and therapeutic proteins. Since acquiring the facility in 2015, IDT has upgraded the production infrastructure for clinical Phase I and Phase II vaccine and viral vector projects. The company continues to add new capabilities and plans to grow its staff to 60 full-time employees by the end of 2016.



### Jamison Door Company

*Washington County*

*Nominated by Linda Spence, Washington County Department of Business Development*

Jamison Door Company is celebrating its 115th Anniversary this year. It is not a feat that should be taken lightly, the company creates a product that improves the lives of so many. Most people take doors for granted, but without them, food would not remain at safe temperatures, insects would enter, and people and their possessions would be at the mercy of the elements. Jamison Door improves all of our lives. They also help and assist their workforce through company sponsored programs, etc.



### Knorr Brake Company

*Carroll County*

*Nominated by Denise Beaver, Carroll County Economic Development*

Knorr Brake Company's North American Mass Transit Braking Systems headquarters is in the Westminster Technology Park. Knorr Brake Company (KBC), a division of Knorr-Bremse, AG moved to Carroll County in 1991. The company manufactures braking, door, and HVAC systems for the mass transit rail industry and expanded into a new 240,000 square foot facility in 2013. KBC employs over 400 people at the Westminster location. When you ride mass transit you can thank Knorr Brake Company for the smooth comfortable ride – you will get on/off safely, ride in comfort and stop smoothly at your destination.





## **Konsyl Pharmaceuticals**

*Talbot County*

*Nominated by Andrew Hollis, Talbot County Manager's Office*

Konsyl Pharmaceuticals is helping make the world healthier. The Easton, Maryland, company manufactures branded and private label all-natural dietary fiber supplements and OTC products for domestic and international distribution. The Psyllium-based products are recommended by doctors for digestive health because they allow the body to efficiently absorb nutrients and eliminate toxins. The sugar-free and gluten-free psyllium products are part of a product line of wellness supplements. Konsyl Pharmaceuticals also produces a unique colonic transit diagnostics medical device used by doctors worldwide for gastrointestinal conditions. The company was recognized by Talbot County for excellence in April 2016.



## **Lehigh Cement Company**

*Carroll County*

*Nominated by Denise Beaver, Carroll County Economic Development*

Lehigh is a leading North American producer of gray, white and specialty cements, aggregates, ready-mix concrete and concrete products. When mixed with water, cement binds together sand, gravel and crushed stone to form concrete, one of the most durable and widely used construction materials worldwide. Working together to build our communities® is their tagline - you have to look no further than the Carroll Hospital Center parking garage as one example where Lehigh's cement contributes to a strong foundation. And, Lehigh Cement has served as a foundational business, employer and community contributor in Union Bridge, Maryland, for over a century.



## **Medifast**

*Baltimore County*

*Nominated by Tonja Paylor, Medifast*

In 2016, Take Shape For Life®, the direct selling division and wholly-owned subsidiary of Medifast®, launched 13 innovative products under the lifestyle brand OPTAVIA™. Through OPTAVIA, the company continues to promote Optimal Wellbeing to its community of Health Coaches and Clients. OPTAVIA Fuelings are made with specialty ingredients sourced from across the globe and are packed with 25 vitamins and minerals, as well as probiotics, which help support digestive and immune health as part of a balanced diet and healthy lifestyle. OPTAVIA Fuelings provide the same scientifically proven nutritional profile as the brand's existing portfolio of more than 70 Fuelings.



## **Salisbury Pewter**

*Talbot County*

*Nominated by Andrew Hollis, Talbot County Manager's Office*

Artisan manufacturing is alive and well on Maryland's Eastern Shore at Salisbury Pewter. For nearly 40 years, this family owned company has been producing finely crafted gift items. The Easton, Maryland, company employs skilled craftsmen to spin, cast, and finish items in aluminum, pewter, and silver. Salisbury Pewter items are sold through high-end retail and boutique shops - their products have even made it to the White House.



## **Tanglewood Conservatories**

*Caroline County*

*Nominated by Mike Galiazzo, Regional Manufacturing Institute*

Imagine... a room filled with ever changing natural light; a skillful creation of timeless architecture. Tanglewood's elegant conservatories, greenhouses, pool houses and orangeries – each one a unique work of art, blend award-winning design with the finest craftsmanship and materials to create buildings that can change our lives. Architects, builders and homeowners around the world who believe that living in beautifully-designed spaces, flooded with natural light dramatically improves our physical, mental and spiritual well-being, turn to Tanglewood. Living in such spaces awakens us, rejuvenates us and connects us with family and friends as no other room can.



**Tenax Corporation**

*Baltimore City*

*Nominated by Lester Miller, Strategic Factory*

Tenax Corporation is known for being a leader in the production of safe and easy to use plastic fences and nets for lawn and garden and agricultural uses. Beginning in 2013, the company began to incorporate new policies aimed at improving their recycling efforts while reducing industrial waste. Tenax now has programs that recover and return 100% of scrap materials back into their processes so that nothing goes to landfills. Tenax advocates "Responsible Recycling," which maximizes reuse without jeopardizing environmental and health safety by mixing in untraceable waste materials that could pose unknown risks to consumers.



**Terumo Medical Corporation**

*Cecil County*

*Nominated by Jason Zhang, Cecil County Economic Development*

Founded in 1972 as a Terumo Corporation subsidiary, Terumo Medical Corporation (TMC) develops, manufactures and markets high-quality medical devices used in a broad range of applications in numerous healthcare markets. TMC boasts 716 employees in the United States and is structured with three main business divisions, including Terumo Interventional Systems, Terumo Medical Products and Terumo Pharmaceutical Solutions. TMC manufactures a broad portfolio of safety needles and syringes, safety peripheral IV catheters, entry-site management products, and a line of blood collection products used in hospitals and blood banks worldwide.



Quantum Electronics

**Thorlabs Quantum Electronics**

*Howard County*

*Nominated by Larry Twele, Howard County Economic Development Authority*

Thorlabs' core principle is focusing on its' customers by seeking to enhance their productivity. Our 'promise' to our customer is speed without compromise to quality of our products or services. A direct outcome of this culture drives Thorlabs to constantly optimize product design, manufacturing, and customer services processes. This approach has resulted in its' heavy investment in infrastructure which provides development and manufacturing capabilities to support the growth both OEM and Thorlab's catalog products. Thorlabs, Inc. continues to invest in both infrastructure and talent at the Jessup, MD facility to grow the capabilities and capacity of all their product lines.



**True Citrus**

*Baltimore County*

*Nominated by Heidi Carney, True Citrus*

True Citrus Co. manufactures the True Citrus family of products, including True Lemon® & True Lime®, which are made from a patented process that captures fresh-squeezed citrus taste. True Citrus products include low-cal lemonades & limeades, unsweetened citrus replacements & spice blends which use only simple ingredients & don't contain artificial sweeteners, preservatives, sodium or gluten. With 0 to 10 calories per serving, True Citrus offers products that are a great fit for those already eating healthy or for people working on including healthier options in their diets. True Citrus products are available at over 35,000 grocery stores nationwide.

## Knorr Brake Company

Member of the Knorr-Bremse Group, KBC is the innovative leader in the manufacture and supply of braking systems, doors and HVAC equipment for Mass Transit customers, ranging from Baltimore MTA and WMATA to the high-speed Acela trains for Amtrak and the Sky Train vehicles in Vancouver. We are headquartered in Westminster, Maryland, with facilities in New York, California, and Canada.

Our systems are customized to meet the demanding requirements of our customers and are performance driven; safety critical; and to the highest standards for product reliability. We depend on our greatest asset -- our employees, to fulfill these demands. KBC is committed to quality in all areas of our operations, including a focus on our workforce and our community, employing approximately 60 percent of our over 400 strong workforce from Carroll County. President Richard Bowie believes that furthering the education and work experience of students in the community is a valuable path to establishing a continually improving economy and quality of life in region. Following this philosophy, the company supports numerous educational and vocational programs in the local high schools and colleges.

Students work for the company as interns, serving in departments ranging from finance and marketing to engineering. Many of these students are considered for employment when positions become available. At KBC, employees are the heart of the company's philanthropic efforts, supporting numerous local charitable causes such as United Way, Carroll Food Sunday and many others. With our international ties and increasing business, KBC is moving ahead as quickly as the mass transit railways that use our systems. Our heart is at home in Carroll County, where our efforts are helping to provide a better life. Knorr Brake Company provides additional information on its Web site at [www.knorrbrake.com](http://www.knorrbrake.com)



Knorr-Bremse Group

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## BECOME AN RMI MEMBER

*"No matter what the issue, I know that I can pick up the phone and talk to you and find someone ready to jump in and lend a hand. Whether it is finding another Maryland company to consider as a supplier, dealing with regulatory concerns, or even challenging our water bill with the city, RMI is always there to help."*

—Testimonial from Steve Petrides, President of Tenax

RMI has your back. Becoming a member of RMI gets you a voice in Annapolis, business connections and unique access to our manufacturing network and suppliers. We are a partner with the Maryland MEP, offering services to help you be more competitive.

Join your fellow Maryland manufacturers and become an RMI member today!

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**OF MARYLAND**

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May 25, 2017  
5:30-9:00 PM  
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2016 event drew over 650 attendees  
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or 410-771-8111.



## CREATING A POSITIVE CULTURE OF CHANGE MANAGEMENT

*Champions should be individuals or organizations who/which have helped inspire a new direction for a manufacturing company leading to better integration between management and employees.*



### **Bob Barazotto, Keyser Engineering**

*Carroll County*

*Nominated by Mike Galiazzo, Regional Manufacturing Institute*

Bob Barazotto was the lead engineer on RMI's successful energy program with the Maryland Energy Administration. Bob taught us to get manufacturers engaged successfully in energy efficiency upgrades through three essential requirements: mutual respect, honesty and high-caliber performance. Bob exemplifies all three and more. His technical leadership in serving 60 companies in the program resulted in a cumulative energy savings commitment over \$2 million. He assisted companies in receiving \$1.5 in MEA grant awards, \$1.3 million in MEA Lawton Loans and \$556,000 in BGE rebates. Bob Barazotto exemplifies the best of the best and the true Champion spirit!



### **Canam Steel's Point of Rocks Plant**

*Frederick County*

*Nominated by Jodie Bollinger, Frederick County Office of Economic Development*

Canam Steel's Point of Rocks Plant is the U.S. headquarters for Canam Group, one of North America's largest fabricators of construction products. With 25 plants and engineering offices in Canada, the United States, Romania, India, and China, the company employs over 3,000 people. The Frederick facility manufactures steel joists, structural systems and steel bridge components. Realizing workforce is a key asset; Canam provides unique, tailored employee benefits, including an onsite health care practitioner, offering employees' health care services without leaving the facility. Canam's commitment to improving employee wellness and productivity earned them a 2016 Best Places to Work award from the Frederick County Office of Economic Development.



### **Cloverland Dairy**

*Baltimore City*

*Nominated by Peter Gourlay, Regional Manufacturing Institute*

Cloverland Dairy engaged RMI's change management program to create a culture of energy efficiency among employees. They revamped their recycling program, created a new trust between management and employees, co-wrote their Maryland Green Registry application as a group, voted on and approved the installation of the first European recycling baler in the USA, and created a new outreach promotional plan for their new green ideas. Their new ideas were spearheaded by employees at all levels, especially one creative loading dock worker. Now Cloverland Dairy will save over \$100,000 a year in solid waste alone.



### **Ken Sanchez, Chesapeake Specialty Products**

*Baltimore City*

*Nominated by Jennifer Dorsch, Transformation Solutions, Inc.*

Ken Sanchez, CEO of CPS, invested in his employees by partnering with Transformation Solutions, Inc. and a Maryland Business Works 50/50 Grant to provide lean manufacturing and lean office training. The training enabled shortened processes, culture change and information sharing, creating a bridge between operations and the front office. This bridge improved data accuracy, communications, decision making and financial reporting. Financial benefits were realized through improvements in inventory management, order fulfillment and shipping and handling. The training taught the employees to improve and maintain the physical appearance of the plant and front offices which greatly improved morale and productivity.



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**M&M Refrigeration***Caroline County**Nominated by Angela Visintainer, Caroline Economic Development Corporation*

M&M Refrigeration designs and manufactures commercial and industrial refrigeration systems. The company has completed projects in a variety of industries around the world. In 2009, like many businesses, M&M faced difficult times as the Great Recession took hold. M&M's owner, Duffy McConnell, knew that the economy would eventually bounce back, seizing the moment to actually expand his manufacturing facilities. Duffy's leadership protected his dedicated, talented employees and M&M is still going strong today. M&M Refrigeration has a hard-working, humble culture, not one that is boastful. It is a company worth recognition.



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**Products Support, Inc.***Howard County**Nominated by Lauren Muney, Physical Mind Coaching/Lauren Muney*

Products Support, Inc. embraced culture change management through observations of current culture and facilities habits, investigating the situations that created those habits, and implementing changes across all levels: workforce awareness, recycling possibilities, building envelope upgrades, resource usage, environmental controls, and a reward/support system for changes. From the very first observation of current issues, Products Support embraced changes, found solutions to save energy, resources, effort, and electric, and continued the efforts through ongoing improvements. In only the first six months of change management, they were on track to save 30% of the original costs of water, electric and waste.

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**TEXTRON Systems**

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**Textron Systems***Baltimore County**Nominated by Peter Gourlay, Regional Manufacturing Institute*

Textron Systems in Hunt Valley was nominated as a champion of Maryland manufacturing for its talent strategy built around providing growth opportunities for employees, which creates entry-level openings. Approximately 80 percent of the company's external hires are filling entry-level positions as employees internally grow and develop. Each summer, Textron Systems employs 100+ interns in Hunt Valley. Interns are given projects with significant responsibility, which pays off as 40-50% of interns typically accept full-time roles after graduation. Last summer, the company hired 75 entry-level hires. At Textron Systems, all employees can grow and develop their career.



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**Titan Steel Corporation***Baltimore City**Nominated by Peter Gourlay, Regional Manufacturing Institute*

Titan Steel Corporation delivers tinplate and flat rolled steel products from its eight processing lines dedicated to light-gauge, surface-critical materials. The firm delivers cut or slit products worldwide that meet the highest tolerances in the industry. Titan has empowered its employees, providing upper management opportunities, even though many have no college education. Titan has embraced a culture of inclusiveness and its long standing employees have responded well by staying with the company during the last 10 years of extraordinary transformation as new lines of business were created and the company expanded overseas and into new value-added markets. Titan employees have been able to change their roles and sometimes do totally different jobs from what they used to do. At Titan, the employees know they are empowered to try new things without being penalized.

## ATTRACTING AND ENGAGING STEM STUDENTS FOR CAREERS IN MANUFACTURING

*Champions are individuals, products, projects or organizations that have inspired STEM students to consider jobs in manufacturing.*



### **Baltimore Museum of Industry**

*Baltimore City*

*Nominated by Mike Galiazzo, Regional Manufacturing Institute*

The Baltimore Museum of Industry is proud to offer the Maryland Engineering Challenges in partnership with the Engineering Society of Baltimore. Organized around eleven different problem-solving activities, the Engineering Challenges expose students to a wide range of STEM content. Whether they're designing electrically powered aircraft and robots, crash-testing miniature cars, or constructing model bridges from craft sticks, participants develop the skills needed to become engineers and scientists later in life. In FY2016, a total of 770 students from across Maryland participated in the Engineering Challenges.



### **BD Life Sciences - Diagnostic Systems**

*Baltimore County*

*Nominated by Will Anderson, Baltimore County Economic Development*

STEM-based company BD has invested in STEM education for K-12 students and teachers. BD funded Stevenson University's STEM collaborative of 12 elementary schools in the Baltimore region. BD launched an after-school 6-8th grade program using veteran volunteers, and is working with the University of Maryland, Baltimore, to mentor West Baltimore STEM scholars through middle school, high school, college and graduate school. The company also supports teacher development for Teach for America and the Irvine Nature Center's Green Schools initiative. BD funds the Medical Education Resources Initiative for Teens (MERIT) to eliminate health care disparities by transforming under-represented high school students into health care leaders.

**MARYLAND STEM STUDENTS ARE TODAY'S LEARNERS AND  
TOMORROW'S LEADERS OF NEXT GENERATION MANUFACTURING.**



### **Bill Duncan STEMaction, Inc.**

*Howard County*

*Nominated by Jenny Beatty, STEMaction, Inc.*

Bill Duncan is the executive director and founder of STEMaction, a Maryland-based non-profit organization that gives students the opportunity to participate in fun state-wide STEM competitions. These programs allow students, ages 6-18, to participate in hands-on work while emphasizing teamwork and problem solving. Thousands of students in Maryland have benefited from having the opportunity to participate in STEMaction-supported programs like FIRST. Through these programs, students are exposed to deadlines, mentoring and learning about careers in the STEM and manufacturing fields. Through Bill's leadership and tireless efforts, many workforce development partnerships have strengthened and grown to benefit Maryland.



### **Carroll County Career & Technology Center**

*Baltimore County*

*Nominated by Vicki Mahr, Beynon Sports Surfaces*

The specific programs in the “Engineering” department at the CTC introduce students and teach them skills in preparation for a variety of manufacturing careers. In the Drafting program, students can become AutoCAD Certified. Welding has the ABC Apprenticeship program. PLTW Engineering is college- level Design & Development Engineering courses, and the Manufacturing and Machine Technologies program is one of the first high school programs in the nation to be certified by the National Institute of Metalworking Skills. These programs are “hands on” and work together cross-functionally to finish projects, giving students a true experience in the world of manufacturing.



### **Carver Center Engineering Club**

*Baltimore County*

*Nominated by Duncan Clements, Baltimore County Public Schools*

The Carver Center Engineering Club allows students to explore different engineering projects incorporating math and science skills, primarily focusing on robotics. Students design, build and program a robot in order to compete in local competitions. The team solves other problems throughout the year, such as building a full-size trebuchet and other small engineering projects, and has also participated in the VEX World Competition.



### **Code in the Schools**

*Baltimore County*

*Nominated by Gretchen LeGrand, Code in Schools*

Code in the Schools’ mission is to increase computer science education opportunities for youth who traditionally would not have access, or who are under-represented in computing fields. In the past 3.5 years they have enrolled over 6,000 youth in their classes and taught hundreds of teachers and librarians to bring computer science to their own classrooms. Students in their Prodigy Program learn advanced computer programming and are placed in internships that have led to jobs and full-ride scholarships to computer science programs all over Maryland.



**DIGITAL HARBOR  
FOUNDATION**

### **Digital Harbor Foundation**

*Baltimore City*

*Nominated by Shawn Grimes, Digital Harbor Foundation*

The Digital Harbor Foundation is dedicated to fostering learning, creativity, productivity and community through education. In 2013 they transformed a closed-down rec center in Baltimore City into a vibrant Tech Center for youth. In 2014 they launched the Center of Excellence to train others how to incorporate making into their own learning environments. They are nationally recognized for their leadership in educating youth on digital fabrication and digital manufacturing methods and a focus on gender parity in STEM.



### **Dr. Nathan Scott, The Johns Hopkins University**

*Baltimore City*

*Nominated by Mike Galiazzo, Regional Manufacturing Institute*

The Johns Hopkins University (JHU) Instructor Dr. Nathan Scott developed, the Academy Industry Bridge Project in coordination with RMI to connect industry engineers with engineering students to improve inventor John Staehlin’s “Lever Drive Bicycle” engineering problems. Dr. Scott coordinated with JHU, Morgan State University, University of Maryland, Baltimore County, Maryland Institute College of Art and Community College of Baltimore County to have students compete for the best solutions. Twenty five students spent a Saturday at the Foundry developing solutions and then presented their ideas in teams. Representatives of Northrop Grumman, Product Support, Harbor Designs and Manufacturing, Direct Dimensions, GM and Textron assisted students and developed new academy/industry relationships. Students earned one month memberships at the Foundry.





## DVF Corporation

Washington County

Nominated by Linda Spence, Washington County Department of Business Development

DVF Corporation offers complete fabrication and assembly services for prototypes or light production manufacturing. DVF also engages in design service for the production of factory automation, inspection and laboratory equipment. The company is a "Preferred System Integrator" for Universal Robots, a six axis Collaborative Robot available in (3) different pay loads. DVF seeks to employ STEM students to operate their advanced manufacturing systems. Jay Wolfe, president, will employ students and student interns from any STEM classes. A member of the Washington County manufacturing roundtable, Jay assists students in preparing them for a career in manufacturing. He has hired several students over the years and guided them into custom fabrication utilizing "old" and "new" technologies.



## Ed Mullin, Baltimore Robotics Center

Baltimore City

Nominated by Mike Galiazzo, Regional Manufacturing Institute

Ed Mullin founded the Baltimore Robotics Center (BRC) to supply youth in Baltimore City with the same resources and opportunities as were available to students in more affluent county schools. Ed's work has inspired Baltimore's youth to pursue careers in science, technology and manufacturing. BRC runs STEM programs in Game Design, 3D Printing, Electronics, Coding and Making, and they connect youth to STEM jobs by demonstrating pathways, running corporate technology "boot camps" and facilitating internships. Ed's leadership and passion has increased the number and quality of competitive robotics teams in Baltimore. Ed is changing young lives for the better.

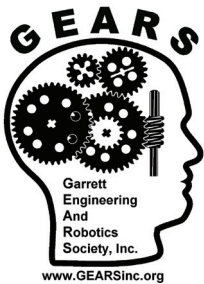


## Exelon

Calvert County

Nominated by Linda Vassallo, Calvert County Department of Economic Development

Calvert Cliffs Nuclear Power Plant, in cooperation with the Nuclear Energy Institute and the College of Southern Maryland (CSM), developed technical curriculum for training nuclear technicians. The Center Nuclear Energy Training (CNET) degree program at CSM, funded with more than \$300,000 from Constellation (Exelon), provides necessary training for technicians to install, test and maintain components and control systems in nuclear power plants, resulting in local jobs where employees earn from \$48,000 to more than \$60,000 annually. The CNET training addresses aging workforce concerns and is transportable to other energy companies nationwide. As a result of the plant's commitment, numerous employees and interns have been hired.



## Garrett Engineering And Robotics Society, Inc (GEARS)

Garrett County

Nominated by Alex McCoy, Garrett County Economic Development

The GEARS mission is to excite kids about science and technology careers. Elementary school through college age youth engage in an immersive robotics competition environment, coming together in teams to build robots for international competitions. Teams see what works and what doesn't while learning to engineer, build, test and repair robots and communicate with peers and industry professionals. We aim to prepare students who love STEM for careers in STEM industries. Founder and Director Phil Malone has been recognized by Garrett College and is also the recipient of the William Donald Schaefer Helping People Award, given by Comptroller Peter Franchot.



### Hagerstown Community College (HCC)

*Washington County*

*Nominated by Edward Bass, Hagerstown Community College*

HCC is addressing the need for well-qualified technicians to support the growth of advanced manufacturing and fulfillment facilities in Maryland. In 2015, HCC was awarded a three-year grant by the National Science Foundation to develop the training laboratory, curriculum and recruiting tools to make it happen. Building upon the solid foundation of HCC's Industrial and Engineering Technology programs, the new Advanced Manufacturing Program includes electro-mechanical, electronic, automation and robotics training. Recruiting activities include publicized programs in after-school robotics, exploring advanced-MFG summer camps and free summer college-credit courses.



### Hereford High School Engineering Group & Zone Robotics

**Hereford**

*Baltimore County*

*Nominated by Michael F. Doddo, Hereford High School - BCPS*

Hereford High School's IDEA lab is a new digital fabrication lab. Students are able to design parts to solve engineering challenges using a series of CAD software and then fabricate them using a 3D printer, Epilog Laser Engraver and ShopBot CNC machine. Hereford High School students are now able to include these tools in their classroom work and clubs. Hereford students actively use this 21st manufacturing equipment in their submersible robots, UAV's, electric car, and during the National Technical Honor Societies 'Community Night' outreach program.



### Kevin Justice, M4 Reactor

*Wicomico County*

*Nominated by David Ryan, Salisbury-Wicomico Econ Develop*

Kevin founded the makerspace organization named M4 Reactor, which became an official 501(c)(3) organization in 2016. An early project was a partnership between the M4 Reactor team and The Salisbury School to provide an after school program for fourth through eighth grades called DRAGON STEAM. The program runs twice per week and is kicking off with 3D CAD and 3D Printing. The M4 Reactor program introduces advanced manufacturing to the community at-large with a special focus on area school students.

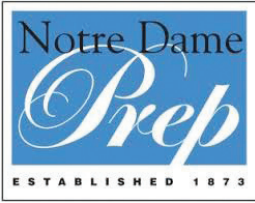


### Northrop Grumman

*Anne Arundel County*

*Nominated by County Executive Steve Schuh, Ann Arundel Economic Development Corp.*

Northrop Grumman has pursued numerous STEM education initiatives for years. Its High School Involvement Partnership program pairs local high school students to work with employee engineering mentors. Discover Northrop Grumman brings company engineers to more than 75 schools annually to promote studying engineering. The company sponsors robotics competitions and teams (VEX, FIRST LEGO League) and awards over a million dollars in STEM-related college scholarships and grants annually in Maryland. Recently, during Manufacturing Week, students from two Baltimore high schools assembled prosthetic hands from 3D-printed parts to donate to needy children.



## **Notre Dame Preparatory School**

*Baltimore County*

*Nominated by Peter Gourlay, Regional Manufacturing Institute*

Notre Dame Preparatory School, a Catholic independent school for girls grades 6-12, continues to expand its recognized Science Technology Engineering Art Math (STEAM) program to systematically attract girls for manufacturing careers. Students have access to an integrated vertical and horizontal curriculum; creative project portfolio; engaged club environment; impressive state-of-the-art, hands-on innovation lab; fully capable and mechanized CAD/CAM facility; STEAM recognition certificates; dedicated Middle Level and Upper Level STEAM Coordinators; supportive visiting alumnae; and numerous summer internships with external stakeholders. NDP girls become exposed, intrigued, encouraged and prepared for the manufacturing challenges of the future from local, regional, national and global perspectives.



## **Partnership and Inspiration for Engineering Education and Entrepreneurship (PIE<sup>3</sup>)**

*Carroll County*

*Nominated by Rose Young, PIE<sup>3</sup>*

PIE<sup>3</sup> is a non-profit organization whose mission is to provide opportunities for extra-curricular STEM activities to as many students as possible, K-12, in the greater Carroll County area. The flagship program is the FIRST Robotics Competition (FRC) Team 2199, the Robo-Lions. These high school students were the genesis for PIE<sup>3</sup>, which now supports more than 20 teams for over 100 kids of all ages. The FRC Team, along with other teams, shares their excitement for STEM at libraries, schools and community events all year, raising awareness and encouraging future engineers.

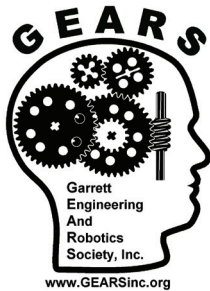


## **Ralph Olson, Sollers Point Technical High**

*Baltimore County*

*Nominated by Michael Waglein, Sollers Point Tech*

Ralph Olson has been a STEM educator with Baltimore County Public Schools for 13 years. He is currently an engineering technician magnet teacher at Sollers Point Technical High in Dundalk, Maryland. Ralph is currently working on a district-level project with RMI, local businesses, students and administrators to utilize social media to increase awareness in Next Generation American manufacturing. The year-long student investigation and student-led marketing plan will include partnerships and visits to GM, Lion Brothers and Harbor Design.



## **Titus Beitzel, Pillar Innovations, LLC**

*Garrett County*

*Nominated by Alex McCoy, Garrett County Dept. of Economic Development*

Titus Beitzel has been an integral part of the Garrett Engineering and Robotics Society (GEARS), whose mission is to excite elementary, middle, high school and college students about careers in science, math and technology, since the program's inception. He gives generously of his time and resources - financial and otherwise - to GEARS participants. He can always be seen on the sidelines encouraging participants and providing needed support. Titus is a wonderful mentor and is the "glue" that holds the robotics' teams together.

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*Champions include individuals, projects or organizations which/who have proactively sought out a broad diversity of workplace eligible employees to work in manufacturing.*

**Acadia Windows & Doors**

*Baltimore County*

*Nominated by Peter Gourlay, Regional Manufacturing Institute*

When Acadia Windows and Doors looked to hire new employees, they did something special. They went to The Arc of the Northern Chesapeake Region, whose mission it is to help those with intellectual and physical disabilities. There, they found Jessica Markle, who is both developmentally disabled and blind, and they hired her to take a job on the production floor. Jessica became one of the most productive employees and was featured in TIME magazine in October of 2012. Acadia was recognized as the 2014 Employer of the Year by the Baltimore County Commission on Disabilities.

**Alan Flamholz, Trilogy Machinery**

*Harford County*

*Nominated by Federico Manno, Fulton Bank*

Allan Flamholz, president of Trilogy Machinery, is a businessman who has helped the State of Maryland and the overall business community around the world. He has worked very hard to retain manufacturing and operations jobs in Maryland, while using their export-import capabilities, including extensive use of the port of Baltimore.

**Bill Wright, Wright Manufacturing**

*Frederick County*

*Nominated by Eddie Resende, World Trade Center Institute*

Since its inception over 30 years ago, Wright Manufacturing has truly revolutionized lawn maintenance products. Founder & President Bill Wright, launched his own lawn mowing business at age nine and continued mowing lawns into college. Today Wright employs nearly 200 people, many in manufacturing, with sales over \$40 million dollars. Bill credits his truly diverse employee team in Frederick for Wright's success – with a growing number of women, immigrants and refugees playing key roles across manufacturing, management, engineering and more.

**HBP, Inc**

*Washington County*

*Nominated by Linda Spence, Washington County Department of Business Development*

HBP, Inc., is a major partner with Horizon Goodwill. The company supports Horizon Goodwill's mission and strongly believes in the power of work to strengthen individuals and to transform lives. HBP utilizes Goodwill warehouse space and now employs a number of Horizon Goodwill workers. This relationship enriches the lives of many and contributes to the economic well-being of Washington County, Maryland.



### **Katarina Ennerfelt**

*Wicomico County*

*Nominated by David Ryan, Salisbury-Wicomico Economic Development*

Katarina Ennerfelt founded the Arcon Welding Services Training Center in Salisbury which provides classes and training for welding certification. By providing this service, people can gain the necessary skills for the many welding jobs open in the county today.



### **Maryland MEP Manufacturing Boot Camp**

*Various Counties*

*Nominated by Michael Kelleher, Maryland MEP*

The Maryland Manufacturing Boot Camp provides opportunities for individuals to obtain employment in the manufacturing sector. Candidates come from a wide range of backgrounds and experiences, often seeking an opportunity to start over. Successful graduates have worked with their companies for more than 12 months. Successful candidates include: Duane Moore - Berry Plastics; Jeffrey Sexton - Green Bay Packaging; Cheri - Green Bay Packaging; Deonte Murray - Berry Plastics; Derrick Brown - Wright Manufacturing; Larry Tibbs - Wright Manufacturing; Keke McLean - C-Care; and McKinley Rogers - Mobern Lighting



### **Mobern Lighting**

*Howard County*

*Nominated by Larry Twele, Howard County Economic Development Authority*

Since 1944, Mobern Lighting Company has been a venerable Maryland manufacturer of energy efficient lighting fixtures and solutions. Over the past five years, Mobern has tripled its workforce to over 120 full-time employees. Mobern has been fortunate to offer "second chance" employment opportunities to the homeless, the disabled and those re-entering the workforce from incarceration or halfway houses. It has worked closely with Grassroots, ARC Project Search, MD Dept. of Corrections and the MEP in establishing a diverse and inclusive workforce and recently received Citations from both Governor Hogan and the Howard County Executive Kittleman for its work with the disabled.



### **TRITON Metals**

*St. Mary's County*

*Nominated by Mike Galiazzi, Regional Manufacturing Institute*

Over the past 21 years, TRITON has invested in our employees, machine technology and software in order to transform the company into a Solid Model Based Enterprise which has created an advanced manufacturing atmosphere. TRITON provides design and manufacturing engineering for projects related to national security, military, DHS and commercial markets. Recent accomplishments include designing deployable HEMP shielded modules that include CBRN protection for power generation and transmitter modules. They have also become strategic manufacturing partners for global defense-related products. TRITON's goal is to blend employee skills with technology to meet the future demands of the next manufacturing revolution.



### **W.L. Gore & Associates, Inc**

*Cecil County*

*Nominated by Erin Appel, Capital Strategies*

Founded in 1958, Gore is a technology-driven company focused on discovery and product innovation. Well known for waterproof, breathable GORE-TEX® fabric, the company's portfolio includes everything from high-performance fabrics and implantable medical devices to industrial manufacturing components and aerospace electronics. Gore employs more than 10,000 associates across the globe, including 2,300 in Maryland, with manufacturing facilities in the United States, Germany, the United Kingdom, Japan and China, and sales offices around the world. Gore is one of a select few companies to appear on all of the U.S. "100 Best Companies to Work For" lists since the rankings debuted in 1984. The company also appears regularly on similar lists around the world.

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