



GREAT PLAINS

TECHNOLOGY & MANUFACTURING CLUSTER

JUNE 2022 NEWSLETTER

Member Spotlight



Machinery Midwest Derby, KS

Our member spotlight this month is Machinery Midwest of Derby, KS. The company is a manufacturing equipment representative that specializes in metal prep and steel fabrication equipment from suppliers throughout the region. Many of their products include lasers, band saws, press breaks, blast and wash equipment, coolants, facility care products and more.

The company serves manufacturers throughout the country, but has a large focus of supporting manufacturers in the Midwest, especially Kansas, Oklahoma, and Missouri. This service range provides a valuable opportunity for GPTMC



manufacturing members to have access to a machinery and equipment resource close to home. In addition, Machinery Midwest has participated in the GPTMC community by exchanging ideas and supporting new initiatives. They also utilized the Website Development Program to update their existing website. *"The GPTMC was amazing to work with on our website. They were able to update the website and even offered suggestions to make it more user-friendly. I am excited to continue working with them to expand my website even further due to business growth."* - Michael Wigart, Owner.



Machinery Midwest's knowledge on current market demands, industry consulting and training, and ability to listen allows them to consistently satisfy the needs of their customers. As the challenges of supply chain delays continue, the company works with its customers'

by having close communication of lead times, and determining alternative options until the equipment arrives. They strive to always have a solution to their customers questions and challenges. *"We work with the resources we have to not let this issue become another issue. If a customer needs new equipment and doesn't want to wait or can't afford to wait for several weeks, we work with them to access other equipment or parts from suppliers in our network close to their facility that can assist with their needs. We are thankful for the network we've built to be able to accomplish this."* - Wigart.

Machinery Midwest is always interested in connecting and networking with manufacturers that are ready for new and/or used machinery and equipment. Their customer service, guidance and hard work to fulfill manufacturers needs makes them a valuable resource for companies in the GPTMC community. *"My advice to companies is to have an open mind to manufacturing needs and to collaborate with others to find the solutions to those needs."* - Wigart. Learn more at www.machinerymidwest.com.

Did You Know...

...that 94% of B2B buyers research online before purchasing any business product? - **(source: Hook Agency)**. Companies that don't have a website or any online presence at all will not be found through this research and will miss out on opportunities to find a new customer.



The GPTMC's Website Development Program helps manufacturers and businesses with updating their existing, out-of-date websites and allows them to create an online presence. In addition, the GPTMC has resource partners that also provide social media marketing assistance to grow an even larger online presence. Get started at www.greatplainstmc.org.



Save the Date for the 2022 Ag Growth Summit

Mark your calendars for the Kansas Dept. of Agriculture's Ag Growth Summit on August 18th, 2022. The Summit brings together Kansas farmers, ranchers and agribusinesses to work together in a collaborative setting to discuss challenges, solutions and opportunities in the agricultural industry.

When registering, the GPTMC invites you to sign up to attend the Ag Equipment Manufacturing & Sales sector breakout session. The main focus of this session will be how manufacturers can work with agricultural entities to develop an innovative partnership for research, farming and other opportunities. It will feature AgLaunch, which is a peer organization of the GPTMC within the SBA's Regional Innovation Cluster program.

For more information and to register, please visit

<https://agriculture.ks.gov/AgGrowthStrategy/ag-summit-2022>



Upcoming Partner Events

- 7/6 - How to Start a Business
- 7/21 - Social Media: Where to Start

View and sign up for more events at <https://greatplainsstmc.org/events>

CKMN Networking Event in Manhattan

The GPTMC hosted a Central Kansas Manufacturing Network (CKMN) event this month at the K-State Technology Development Institute (TDI) facility in Manhattan, Kansas. CKMN is directed by Jan Peters and is an initiative of Kansas Manufacturing Solutions (KMS), the NIST Manufacturing Extension Partnership for Kansas. CKMN brings central Kansas area manufacturers together to network, share best practices, and focus on topics relevant to manufacturing.

The June event started out with Jeff Tucker, TDI Executive Director, giving a presentation and tour of the new equipment and additive manufacturing studio at the TDI facility. This allowed the attendees to better understand the GPTMC and TDI capabilities and how the organizations can further support manufacturers. Following the tour, Dana Gonnerman, Executive Director of sister organization Kansas City Manufacturing Network, did a presentation over "Strategic Planning", and how manufacturers can utilize these processes within their company. An additional tour of Manko Windows in Manhattan and social networking wrapped up the June event. *"We are thankful for our partnership with CKMN and KMS and look forward to working together to further support manufacturers."* - Jeff Tucker, TDI.



Jan Peters kicking off the June CKMN event.



Attendees viewing the new OMAX Waterjet.



The GPTMC looks forward to attending future events and being a technical resource for manufacturers involved with the organization. Thank you to everyone who attended the event! For more information about CKMN, please visit their website at www.weareckmn.org.

The attendees received a CKMN branded utility clip that was 3D printed at the TDI facility.

Upcoming Tax Workshop for Manufacturers in Hays, KS

If you have questions about sales tax for your manufacturing business, plan on attending the Kansas Sales Tax for Manufacturing Businesses workshop! This event is hosted by the Kansas SBDC at Fort Hays State University and is designed to provide information about sales tax laws as they apply to industrial manufacturing and processing businesses. Attendees will be able to:

- Understand whether or not a manufacturing business needs to have a sales tax number
- Identify if a manufacturer must collect sales tax on anything they sell or purchase
- Learn about exemptions



The workshop will take place July 14th at the Sternberg Museum in Hays, Kansas. For more information and to pre-register, please visit <https://ksbdc.ecenterdirect.com/events/27353> or contact their office at 785-628-5615.

Manufacturing Discussion Forum is Available in the GPTMC Community

The GPTMC has launched a discussion forum for its community's manufacturers, businesses, entrepreneurs and resource partners. This forum will allow users to ask questions, share and comment on manufacturing-related news, stay up-to-date on the latest trends, and make connection with their fellow community members.



Through meetings with manufacturers, the GPTMC team saw a need to develop a place where companies can gather for discussions, share and ask questions, and look for partnership opportunities. Some examples include an entrepreneur looking for potential supply partners to produce parts or products; a small business upgrading its ERP or inventory system that is seeking advice from companies who have experience with various brands and products; manufacturers looking for answers to supply chain and workforce challenges by learning how other manufacturers are dealing with these issues; or a group of manufacturers pulling together resources to solve problems for their region.

Categories and areas of discussion of the forum include:

- Forum instructions and introductions
- General manufacturing issues - post questions or manufacturing related topics
- "I'm looking for a..." - describe needs and services you are looking for in a supplier or partnership
- Manufacturing news - share news articles to generate discussion
- Partner resources - an opportunity for resource partners to share any updates, new programs or news that can benefit manufacturers

The GPTMC hopes this new discussion forum will provide opportunities for companies to connect, learn and grow. [Email](mailto:info@greatplainsmcm.org) us with any questions and visit <https://greatplainsmcm.org/join-discussion-forum> to check it out!

Data Modeling - Blog

An important tool for manufacturers in optimizing and troubleshooting their manufacturing processes is to develop mathematical models of those processes. Models aid operations staff, engineers, and managers in gaining a deeper understanding of how their manufacturing processes work and how they might be improved.

A model can be very simple, such as a graph or equation that shows the relationship between the flow rate of cooling water and the temperature of a cooled part leaving a water bath. These relationships can be theoretical or empirical, or a combination of both inputs. Models can also be complex, incorporating relationships and interdependencies among multiple processing steps.

So how do you get started? Click [here](#) to read the rest of the blog and to learn more about how modeling can help improve your manufacturing processes.



Encountering Innovation 2022 Recap

The Kansas SBDC Tech Innovation Center wrapped up its 2022 virtual Encountering Innovation event this month. The commercialization and contracting event brought in many small businesses, manufacturers, innovators and government contractors from across the country.

The week long event consisted of tech pitching and matchmaking opportunities for innovators to connect with prime contractors. In addition, leaders from the KS Dept. of Commerce, SBA, U.S. Representatives, NASA, Honeywell, and more presented about the future of innovation in Kansas, what to know before pitching to a contractor, business resources available in Kansas, how to get on the prime's radar, and what to know before contracting. The GPTMC served as a resource partner of the event through a virtual booth, and looks forward to participating and seeing more companies in the 2023 event!



Happy Fourth of July!