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Alliance Engineering

Peter Gourlay

Manufacturing Today Magazine

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Kirk-Habicht Company

Kenneth Iwanowski

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Mike Galiazzo, President

News Release

RMI Announces New Maryland Manufacturing Partnership at Greentech Maryland Conference

Pledges to make Maryland #1 in Manufacturing in U.S.

September 22, 2009, Timonium, Maryland—Last Friday, over 250 business, government and academic leaders came together to learn from one another regarding some of the latest green innovations occurring in Maryland manufacturing at the “Wow, I Didn’t Know That” Maryland Greentech Conference, organized by the Maryland Regional Manufacturing Institute (RMI).

U.S. Congressman John Sarbanes of Maryland set the stage for the forum, discussing the current Congressional attention to the green business movement. “Most members of Congress get it,” he said. “Every government agency is paying attention to the importance of the green movement and what it means for America’s future.” He noted that “manufacturing is at the center of green innovation and Maryland’s green manufacturing leadership, spearheaded by Dr. Mike Galiazzo and RMI, can not only make a huge impact on our state’s competitiveness but for that of our entire nation,” he said.

The forum provided RMI a platform to introduce the Maryland Manufacturing Partnership, a new RMI partnership with the University of Maryland, Maryland Technology Enterprise Institute, to transform companies to be more globally competitive. “RMI and the University of Maryland are mobilizing business, academia, work force, communities and government – all key stakeholders involved with manufacturing,” said Dr. Galiazzo, Executive Director, of the Regional Manufacturing Institute of Maryland. “With this University of Maryland partnership, we feel we have a great opportunity to make Maryland #1 in manufacturing in the nation,” he said.

The audience also heard about some of the latest green innovations and business views on sustainability from such diverse companies as GM regarding new electric hybrids and their second generation biofuel technologies...to Marlin Steel Wire Products in Baltimore City which uses 100% recycled materials... to Lion Brothers in Owings Mills which has changed its business model and adopted global compliance standards and in the garment and textile industry.

“We’ve learned a lot going through our internal review of our operations,” said Susan Ganz, President of Lion Brothers, well known throughout the manufacturing community for her innovative leadership. Lion Brothers is the world’s leading manufacturer of embroidered identification, decoration and commemoration products. “Our sustainability team has helped us change our business model so that we are now demand driven. What this means is that we are looking at every aspect of our global manufacturing operations to ensure they

not only meet green and clean global standards, but exceed them to ensure our global clients benefits from our sustainable processes and products,” she said.

The unique business forum at the Timonium Crown Plaza Hotel showcased over 20 speakers that highlighted their innovative green technologies and services. “We are reaching out across industry sectors to mobilize the business community on this initiative, said Dr. Galiazzo. “It’s vital the companies understand the green revolution that is occurring and the opportunities that presents in terms of profitability and global competitiveness,” he said.

Baltimore County provided a great backdrop for the conference as it is seen as one of the most innovative counties in the nation providing sustainability leadership. "RMI is an innovative leader in promoting the value of sustainability to Maryland's manufacturing companies. Their peer-to-peer information exchange demonstrates best practices that will improve both the environment and business profitability," said Baltimore County Executive Jim Smith. Baltimore County State Senator Kathy Klausmeier, a member of the Governor’s Advisory Commission on Manufacturing Competitiveness, sponsored a resolution encouraging leaders to participate in the Greentech Maryland conference. Senator Klausmeier was recognized for her long time advocacy of Maryland Manufacturing with the RMI Greentech Award.

The RMI forum also brought together various U.S. government, state and private green resources to help companies with their greening needs. “We were very pleased with the feedback from this exchange,” said Dr. Galiazzo. “Our small and medium-sized manufacturers really need these business models to help them develop their sustainability strategies and they need public resources to help defray the cost of climbing the sustainability ladder,” he said.