# MANUFACTURING MATTERS

# **MACNY Announces 2018 Innovator of the Year**

We are pleased to announce that MACNY's Innovator of the Year Award is being presented to Keith Waltz of The Fulton Companies. Waltz was nominated by Dr. Carl N. Nett, Ph.D, on behalf of the entire team at Fulton, for his creative and innovative development of Fulton's breakthrough VSRT steam boiler product line, which has been instrumental in the recent surge of growth and success for the company.

In his nomination, Dr. Nett stated, "Keith was the creative driving force and lead engineer in developing Fulton's new breakthrough VSRT steam boiler line, the world's first fully-wetted, refractory-free, tubeless steam boiler. Market response to the VSRT has been overwhelming from nearly day one, with ever-growing demand driving rapid, significant manufacturing capacity expansion at Fulton. Indeed, Keith has owned the VSRT development process from day one - from concept generation through field release - and is well recognized within Fulton as the Father of the VSRT. Simply put, thanks to Keith, it is clear the VSRT will forever change the steam boiler industry, and position Fulton as the global leader in this industry for years to come."

Throughout his 10 year career at The Fulton Companies, Waltz is described by his nominator Dr. Nett as "an innovator's innovator." In his role as Senior Research & Development Systems Engineer, Waltz has been fundamental in developing processes and implementing new technologies to support ever-growing and changing customer needs in the boiler industry. Fulton has more than 15 patents pending globally on the inventions that comprise the VSRT boiler, with Keith as the lead inventor on each of these patents.

The MACNY Innovator of the Year Award, sponsored by Corning, Inc. was created at the suggestion of MACNY member Executives and CEOs, as a way to nominate and recognize individuals within a company who consistently demonstrate forward thinking ideas in the areas of technology, innovation, and advancement of products and production.

As part of MACNY's tradition, Keith will be honored at MACNY's 105th Annual Dinner, in front of his colleagues and an audience of over 600 manufacturers and business leaders from Central and Upstate New York. The dinner will be held at the SRC Arena and Events Center in Syracuse on May 24th, 2018. For tickets or additional information, please contact Cindy Nave at 315.474.4201 ext 11, or cnave@macny.org.

### **Inside This Issue:**

#### Page 3 | President's Message:

We Need to Invest in Regional Manufacturing Clusters Growth

#### **Page 4 | Government Relations:**

Lobby Day Fly In with The Coalition for a Prosperous America

#### Page 5 | Corporate Services:

**Harnessing the Power of Nature** 

#### Page 6 | Apprenticeship Update:

When You Say You Can't Find Qualified Workers, Are You Sure You've Looked at All the Possibilities?

#### Page 7 | Legal Alert:

Are Your Consignments Insecure Under Uniform Commercial Code Article 9?

#### Page 8 | HR Solutions:

**Finding Your Why** 

#### Page 10 | Leadership Development:

One Step Away From Stupid

## Page 12 | PEB Update:

Syracuse and Auburn P-TECH Programs are Developing Skilled Candidates for Jobs in CNY

Advocating For The Growth And Development of New York's Manufacturing Sector for Over 100 Years