

# NEPIRC NEWS

northeastern pennsylvania industrial resource center

## Your Source for Monthly Manufacturing News

Questions, comments or feedback? Please don't hesitate to share your thoughts with us by emailing [Info@NEPIRC.com](mailto:Info@NEPIRC.com).

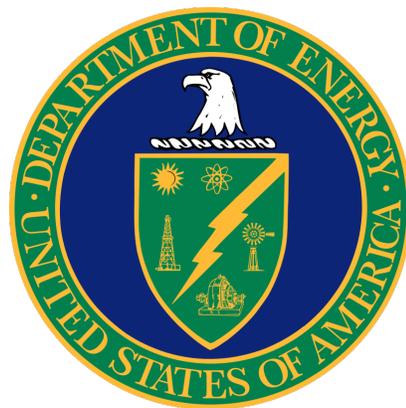
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## Manufacturing News From Our Nation, State and Region

### National News

#### Biden-Harris Administration Announces \$50 Million to Incentivize Smart Manufacturing at Small and Medium-Sized Facilities

Through the U.S. Department of Energy State Manufacturing Leadership Program, \$50 million in funding from President Biden's Bipartisan Infrastructure Law will ensure that smart manufacturing technologies and high-performance computing are more accessible by domestic manufacturing firms. The program aims to remove existing barriers that prevent innovative, data-driven tools and technologies from being used by small and mid-sized manufacturers (SMMs). The program also provides states and territories an opportunity to connect SMMs with a diverse coalition of public and private technical assistance providers, such as the Manufacturing USA institutes, the national laboratories, NIST Manufacturing Extension Partnerships, Industrial Assessment Centers and institutions of higher education.



[CLICK HERE](#) to read the complete article.

### State News

#### Pennsylvania Places 8<sup>th</sup> in the Nation for Major Economic Development Projects

According to [Site Selection Magazine](#), an internationally-

recognized and a worldwide-circulated publication of Conway Data that summarizes commercial real estate and economic development activity, Pennsylvania was the 8<sup>th</sup>-ranked state in the nation for major economic development projects in 2022. Site Selector's 2022 year-end edition, published in late-March, stated that Pennsylvania's 230 significant company relocation or expansion projects moved the Commonwealth up four positions from its 12<sup>th</sup>-place ranking in 2021. Pennsylvania held its 2<sup>nd</sup>-place ranking across the Northeastern United States.

See below to discover special recognition that Northeastern Pennsylvania received within the report.



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## Regional News

### Northeastern Pennsylvania Ranks in Top 10 Regions in Northeast U.S. for Economic Development

For the third consecutive year, Northeastern Pennsylvania was recognized as one of the best locations in the Northeast U.S. for economic development projects.

The Governor's Cup Awards, produced annually by *Site Selection Magazine*, records the top regions in the United States based on completed economic development projects.



[Penn's Northeast](#) compiled and submitted a list of all projects that met the criteria as outlined by the publication. This year, the region moved up in the rankings.

[CLICK HERE](#) to read more about this exciting achievement for Northeastern PA.

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### Kitty Hawk Technologies Announces the Award of a \$25 Million Contract to Provide Critical Mission Engineering Support to the Navy

[Kitty Hawk Technologies](#), an engineering services firm based in Honesdale, PA, was recently awarded a \$25 million contract by the Navy to provide mission engineering and analysis support to the Naval Surface Warfare Center, Dahlgren Division.

Under this five-year contract, Kitty Hawk will provide advanced analysis of the capabilities of current and future Navy combat systems to defeat any existing or anticipated threat. "The political and military leadership of our nation must have confidence in the ability of the fleet to fight and win in any contested water throughout the world. Kitty Hawk and our government partners are providing insight into the capabilities, potential gaps and tactics that will ensure that the Navy can consistently win," says Dave Suhosky, Kitty Hawk's President. "Working hand in hand with the government, our team of acknowledged subject



matter experts will help Navy leadership to field and deploy the weapons and tactics necessary to confront and overcome modern threats."

Congratulations to Kitty Hawk Technologies on this great success!

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## American Paper Bag Expanding and Hiring

[American Paper Bag](#), located in Sugar Notch, PA, is experiencing explosive growth due in part to home deliveries driving higher demand for paper bags, along with plastic bag bans in most states. As a result, the company is expanding and hiring.



American Paper Bag is a leading provider of revolutionary, customizable and environmentally friendly paper shopping bags and mailers with customization options. Since the manufacturer's opening five years ago in a 44,000-square foot building, the company has since doubled in size and will soon expand to 100,000 square feet.

One of American Paper Bag's biggest customers is Walmart. The manufacturer makes bags for the retail giant's home deliveries. Another big customer is the consumer goods and food delivered company, Gopuff, headquartered in Philadelphia.

"We've got new equipment coming in and more machinery on the way. Our orders have just gone ballistic in the last six to 12 months, so we're doing very well at the moment. We just need more staffing to do it," said Ian Robson, company founder.

American Paper Bag now employs about 60 people but plans to hire more. Company officials are looking to fill a number of jobs, including machine operators, packers and flexographic printers. Anyone interested in applying for jobs can email [Jobs@AmericanPaperBag.com](mailto:Jobs@AmericanPaperBag.com).

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## Lunch and Learn – A Panel Discussion Focusing on Marcellus Shale Updates

The natural gas industry has had a significant and positive impact on Northeastern Pennsylvania. The economy, consumers, the building trades and the environment have all greatly benefited from the activities of the entire value chain of the industry.



NATURAL GAS:  
POWERING  
NORTHEAST PA

APRIL 27 | 11:30AM-2:00PM  
MOHEGAN PENNSYLVANIA

Join the [Marcellus Shale Coalition](#) (MSC) for an engaging lunchtime event on Thursday, April 27 to hear from stakeholders representing philanthropy, education, organized labor, manufacturing and government. Regional leadership from natural gas producers, pipeline companies and the MSC will share insights on current and future operations and economic opportunities.

The lunch and learn will take place from 11:30 a.m. to 2:00 p.m. at Mohegan Pennsylvania. [CLICK HERE](#) for more information and to register.

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***If your company has great news you'd like us to share with our manufacturing community, please contact Chelsey Coslett, NEPIRC's Manager of Marketing & Stakeholder Engagement, at [Chelsey@NEPIRC.com](mailto:Chelsey@NEPIRC.com).***

## Be Part of the Largest Gathering of Our Region's Manufacturers & Purchase Your Manufacturing Day Sponsorship Today!

NEPIRC is pleased to announce that [Manufacturing Day \(MFG DAY\)](#) sponsorships for 2023 are available and going quickly!

You won't want to miss MFG DAY, as it is the largest gathering of our region's manufacturers and is a great celebration of the industry's many contributions. Last year's event sold out exhibitor space and had close to 400 attendees walk through the doors. If you weren't able to exhibit or attend last year, [CLICK HERE](#) to see photos.



This year's event will take place on Friday, October 13 at [Mohegan Pennsylvania](#) (The Casino) in Wilkes-Barre, PA, and will offer networking, educational opportunities, panel discussions and an all-new keynote speaker. [CLICK HERE](#) to view the various levels of sponsorship, which are available for all budget thresholds. Should you have any questions, please email [Chelsey@NEPIRC.com](mailto:Chelsey@NEPIRC.com).

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## Manufacturing Ambassador Dream Team Sees Successful Launch

On March 31 and April 4, NEPIRC hosted orientation sessions for its Dream Team ambassadors at its main office in Hanover Twp., and at NEPIRC's Towanda, office. The orientations served as the official launch of NEPIRC's Dream Team, and the program couldn't have kicked off on a higher note.

The ambassadors enjoyed participating in ice breaker and team building exercises, and also learned tips and tricks for giving strong presentations, public speaking, how to handle sensitive student questions and much more.

NEPIRC would like to thank *The Times Leader*, WNEP-TV, *The Citizens' Voice* and the Towanda *Daily Review* for the great media coverage!

- [CLICK HERE](#) to read the complete *Times Leader* article.
- [CLICK HERE](#) to watch the news clip from WNEP.
- [CLICK HERE](#) to read the complete *Daily Review* article.

NEPIRC couldn't be more excited to see our Dream Team program finally take flight! If you'd like to learn more about the program or inquire about a Dream Team in-school presentation, email Jenelle Osborne, NEPIRC's Dream Team Project Coordinator, at [Jenelle@NEPIRC.com](mailto:Jenelle@NEPIRC.com).



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## NEPIRC Team Members Attend EMPOWER NEPA Women's Leadership Conference

On Thursday, April 13, some of the ladies of NEPIRC

attended the EMPOWER NEPA Women's Leadership Conference at Kalahari Resort in Monroe County.

Presented by the [Greater Scranton Chamber of Commerce](#), it was a day filled with networking; breakout sessions on leadership, personal development and finance; panel discussions; and hearing from all-star keynote speakers like Melissa Gilbert who played Laura on the hit TV series, *Little House on the Prairie*.

Many thanks to the Scranton Chamber to putting on a such a wonderful event!



## Girls in STEM Event Serves to Promote STEM Careers to High Students

Earlier this month, Chelsey Coslett, NEPIRC's Manager of Marketing & Stakeholder Engagement, and Courtney Deignan, NEPIRC Business Advisor for Columbia and Luzerne counties, attended the Women in STEM Spring Symposium entitled, "Girl Power in STEM: Flipping the Vision." Presented by [Greater Hazleton Partners in Education](#), the event was held at Penn State Hazleton and welcomed over 200 middle and high school girls from Greater Hazleton High School, Hazleton Area Academy of Sciences, Weatherly Area High School and Immanuel Christian School.

Chelsey and Courtney talked to the girls about careers in manufacturing, the many benefits and opportunities they provide and NEPIRC's Dream Team. So many of the girls were very enthusiastic about STEM careers and are ready to take on the world!



## NEPIRC Attends and Presents at ASSP Conference

Late last month, NEPIRC was a proud sponsor of the 2023 [NEPA Chapter of American Society of Safety Professionals](#) (ASSP) Professional Development Conference at the Hilton Scranton & Conference Center. As such, members of the NEPIRC team were onsite representing our organization but not only on the trade show floor. Brian Matyjevich, NEPIRC's Authorized OSHA Outreach Trainer, was a breakout session presenter who discussed changing workplace trends that need safety to a near



standing room only crowd!

The NEPIRC team enjoyed meeting so many local safety professionals and promoting our safety trainings and offerings. To learn how NEPIRC can assist you with your workplace safety, email [Marla@NEPIRC.com](mailto:Marla@NEPIRC.com).

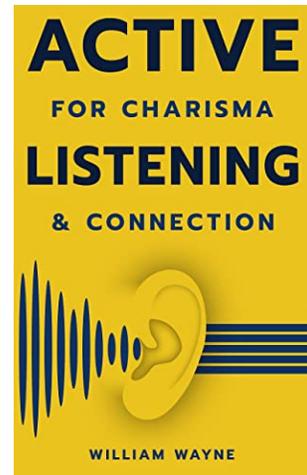
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## **Active Listening For Charisma and Connection – the Next NEPIRC Wise Words Book Club Read**

For the month of April, [NEPIRC's Wise Words Book Club](#) is reading [Active Listening For Charisma and Connection](#) by William Wayne. How would you feel if you could instantly create a deep genuine connection with anyone you meet? Not by just making eye contact and smiling, but by allowing them to feel truly heard and appreciated for who they really are. Most people aren't born with the ability to create powerful connections with anyone they meet. But the few who learn how are those charismatic individuals that we're all naturally drawn to. In *Active Listening For Charisma and Connection*, you'll discover the powerful actions you can take to drastically improve your relationships – all through the art of active listening.

NEPIRC's Wise Words Book Club will meet on Thursday, April 27 from noon to 1:00 p.m. via MS Teams. [CLICK HERE](#) to sign up! Even if you don't have a chance to read the book, we'd love for you to join us.

If you're an avid reader looking to connect with other manufacturing leaders, then NEPIRC's Wise Words Book Club is for you! To learn more, email Chelsey Coslett, NEPIRC's Manager of Marketing & Stakeholder Engagement, at [Chelsey@NEPIRC.com](mailto:Chelsey@NEPIRC.com).



## **New Business Opportunities: Companies Looking for Suppliers**

NEPIRC is relaying these potential new business opportunities to manufacturers across our region:

- **Reversible Winter Skirt (Apparel Item)** – Great opportunity for an apparel, textile or embroidery company to get in with a start-up! Call is for long winter-style skirts that will be reversible and held on by ring snaps. One side will be warm faux fur while the other is a smooth, fashion-forward velvet-like fabric. Process consists of sewing 4 fronts and 2 backs along side seams and adding waistband. Skirt will feature pockets (to be sewn in) and 16 snaps along waistband. Fabric will be provided. Skirt comes in three different sizes. Initial buy will be 300 of each of 3 sizes – 900 total – at desired price of about \$30/unit. Entrepreneur is located on Colorado and available for consultation regarding manufacturability of product.
- **Polypropylene 3015 Resin Pellets** – Minnesota-based company seeking domestic supplier of bulk-packed Polypropylene 3015 Resin Pellets to manufacture a new style of child-safe medication bottle lids. The end-product, which the Minnesota company will manufacture, will be injection-molded. The plastic pellet input must meet 16CFR-1700 certification requirements and 21CFR-177.1520 FDA regulations for food contact. Initial order will be 1,000 lbs./month and is expected to rise once a major TV retail channel airs multiple showings of the bottle and lid configuration. Company eager to either deal directly with a Pennsylvania-based supplier or obtain information, as a manufacturer-to-manufacturer courtesy, as to where other companies are purchasing their pellets.
- **REPOST – PA-Based Opportunity – Rectangular Hollow Extruded Copper (for**

**Box Connector**) – Pennsylvania company seeking to reshore supplier of copper extrusions for subsequent machining into box connectors for electrical switches. Outside rectangle .737 x .466/.455 with .015+/- .010 corner radii. Symmetrical inside rectangle .462/.432 x .326/.323 with inside corner radii of .010+/- .005. Extrusion length is 10 foot. Material is 120 Copper Alloy with B2-B54 Rockwell Hardness rating. Straight extrusions are important as the product will be channel-fed into CNC for further processing. Order is for 20,000 to 40,000 feet/yr (2,000 to 4,000 10-foot extrusions). Desired price point is \$110.00/10-feet.

Companies interested in these supplier opportunities are encouraged to contact Eric Esoda, NEPIRC's President & CEO, at [Eric@NEPIRC.com](mailto:Eric@NEPIRC.com).

## NEPIRC's Manufacturing Jobs Board



### Land Your Next Employee with NEPIRC's Manufacturing Jobs Board!

If your company is currently hiring, and you're not already utilizing NEPIRC's Manufacturing Jobs Board, then what are you waiting for? Email Chelsey Coslett, NEPIRC's Manager of Marketing & Stakeholder Engagement, at [Chelsey@NEPIRC.com](mailto:Chelsey@NEPIRC.com) for more information. [CLICK HERE](#) to view the Manufacturing Jobs Board.

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