

NEPIRC NEWS

northeastern pennsylvania industrial resource center

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National News



Cheetah Chassis Selected by the NIST Manufacturing Extension Partnership (MEP) for Photo Shoot

In November 2023, a long-time NEPIRC client, Cheetah Chassis Corporation, was selected by the Manufacturing Extension Partnership (MEP) for a photo shoot of its products, processes, facility, staff and technology. The photo shoot was conducted in January by the team at Jennifer Lee Hetro: Marketing, Branding & Strategy. The photos beautifully capture the neat work done by Cheetah, along with its super cool welding robot aptly named "Sparky". The photos are now available for use by the MEP National Network in marketing and promotional materials. NEPIRC is very pleased Cheetah Chassis was offered this great opportunity and looks forward to using some of the photos in its marketing materials.

[View Photo Gallery](#)

How Coaching Improves a Manufacturing Workplace Culture

The new guide from the MEP National Network describes how coaching can help manufacturers improve leadership, enhance performance and teamwork, or address personal and organizational development.

[Download Guide](#)

State News

Shapiro Admin and PA DCED Secretary Siger Unveil 10-Year Economic Development Strategy

Over the past year, the Pennsylvania Department of Community and Economic Development (DCED) has been working hard on developing a comprehensive, 10-year economic development strategy – the first of its kind in nearly two decades. On January 30, Gov. Josh Shapiro and PA DCED Secretary Rick Siger officially unveiled the new strategy in the Lehigh Valley. The goals are clear – they want to make Pennsylvania a premier state to do business, outcompete other states, and build a stronger Commonwealth that works for all the residents, workers, businesses and entrepreneurs that call Pennsylvania home. You can read the strategy in its entirety in the “Strategy” tab of PA’s new business attraction website, PAGetsItDone.com.

[Read 10-Year Strategy](#)

Pennsylvania Manufacturers Report Significant Benefits and Impacts from Statewide Industrial Resource Center (IRC) Program

According to data voluntarily provided by 575 small and mid-sized manufacturing firms across Pennsylvania throughout 2023, the statewide Industrial Resource Center (IRC) initiative, the Commonwealth’s flagship program for strengthening the competitiveness and resiliency of smaller industrial firms, generated significant positive results among users of their services. Over the past 12 months, manufacturers that utilized IRC professional services avoided 7,197 layoffs while adding 1,462 full-time workers to their rosters. They also realized \$796.8 million in retained sales and secured \$256.4 million of new customer orders as results of their IRC advisement and engagements.

In addition to growing their workforces and increasing their top-line revenue numbers, companies that performed consultative projects with their regional IRC reduced their non-personnel operating costs by \$187.1 million over the past 12 months, avoided \$36 million of unnecessary expenditures, and invested more than \$376.8 million in new equipment, facility expansion, advanced technologies and workforce training.

[View Impact Report](#)

Regional News

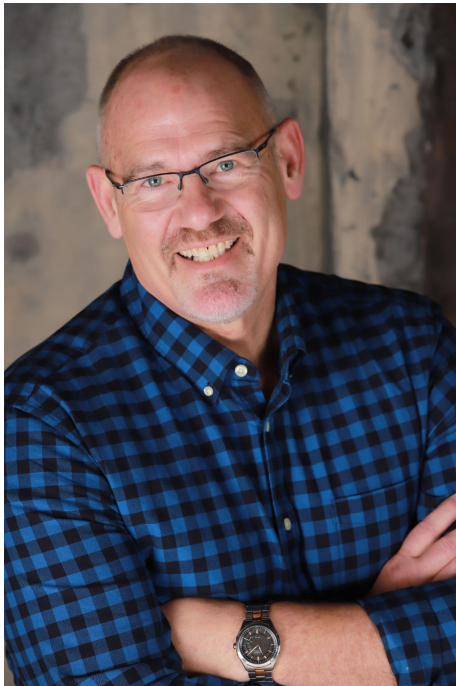
Regional Firms Report Significant Savings, Revenue Growth & Expansion Through Expertise and Training Provided by NEPIRC

NEPIRC is pleased to release its 2023 regional impact report. Based upon the impact reported by its clients, NEPIRC's performance places the organization as a top-performer across the national Manufacturing Extension Partnership (MEP) Network and within the top six of more than 50 MEP affiliates nationally in key metrics, such as client reported cost savings, new revenue, retained revenue, regional investment, job creation and job retention.

In addition to providing manufacturers with expert services, training programs, and on-site assessments to enhance their resiliency, profitability, workforce practices and long-term growth, NEPIRC also supports the manufacturing community through its Manufacturing Jobs Board, Manufacturing Ambassador Dream Team, Manufacturer of the Month campaign and other efforts that support the industrial community.

[View Impact Report](#)

The Latest from NEPIRC



ICYMI: Award Winning International Speaker to Headline NEPIRC's MFG DAY 2024 Best Practices Summit & Expo

Last month, NEPIRC announced that Chris Czarnik, author, coach, trainer, and subject matter expert on talent recruiting, engagement and retention in today's environment, will be the keynote speaker for this year's Manufacturing Day Best Practices Summit & Expo on October 4 at the Mohegan Pennsylvania Casino & Convention Center!

Mr. Czarnik has spent the last 20 years figuring out why people go to and leave organizations. As one of the most accomplished career coaches in the country, he has helped thousands of job seekers figure out how to identify organizations and jobs that are a great fit for them. His book *Winning the War for Talent* is used by more than 3,500 organizations across the country, and Chris travels more than 200 days a year teaching individual companies how to recruit, retain and develop great employees. NEPIRC is excited to have Chris as this year's MFG DAY keynote!



Stay tuned to NEPIRC's monthly e-newsletter and social media platforms for more information about Chris and this year's MFG DAY event. If you'd like to inquire

NEPIRC to Participate in the United Way of Wyoming Valley's 9th Annual Children's Book Drive

From February 19 to April 19, NEPIRC will collect new and gently used board books, picture books and chapter books for children in northeastern PA on behalf of the United Way of Wyoming Valley. If you'd like to participate, please bring your donated books to NEPIRC's main office located at 75 Young St., Hanover Twp., 18706.



**United Way
of Wyoming Valley**

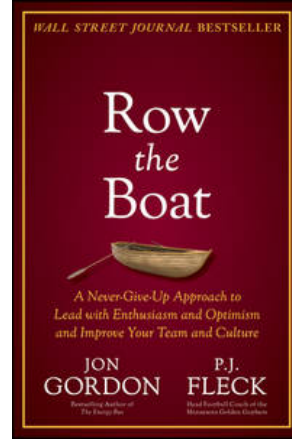


Manufacturers of the Month

Local Chocolatiers Make for a Sweet Manufacturer of the Month Display

Six local chocolate companies are being featured as NEPIRC's Manufacturer(s) of the Month in the lobby of our main office in Hanover Twp. [Dunmore Candy Kitchen](#), [Nibbles & Bits](#), [Bella Faccias Personalized Chocolate & Gifts](#), [Gertrude Hawk](#), [Michael Mootz Candies](#) and [Hershey's](#) have come together to help NEPIRC create a display that is sure to trigger the chocolate cravings in all who visit! Please consider these northeastern PA companies when purchasing your Valentine's Day gifts and treats.

If you'd like your business and products to be a featured Manufacturer of the Month, please email Chelsey@NEPIRC.com for more information.



Join NEPIRC on Thursday, March 14 from 8:15 to 10 a.m. at the Pittston Memorial Library for a special first-look at its newest leadership program, High-Impact Leadership. Led by Leo Gilroy, NEPIRC's Director of Leadership and Organizational Development, this interactive session will provide a high-level overview of personality style, psychological safety, high-performance teams, emotional intelligence, innovation by design, project management and strategic mindset. **This event is free for manufacturers!**

If you love to read, join NEPIRC's Wise Words Book Club and meet other manufacturing aficionados! The group will meet on Thursday, February 22 from noon to 1 p.m. via MS Teams to discuss *Row the Boat* by Jon Gordon and P.J. Fleck. To learn more about NEPIRC's Book Club and to sign up, click the button below!

Register
Now

Sign Up
Now

Upcoming Training Programs

Six Sigma Yellow Belt, taught by Brian Matyjevich:

- Wednesday, March 20, 8 a.m. to 4 p.m., at NEPIRC Hanover Twp.

Arc Flash / NFPA 70E Training, taught by Brian Matyjevich:

- Wednesday, April 3, 8 a.m. to 4 p.m., at NEPIRC Hanover Twp.

8-Week Leadership Development Essentials, taught by Leo Gilroy:

- Tuesday, April 9 to June 18, 8 a.m. to noon, at the TekRidge Center in Jessup

ISO 9001:2015 Internal Auditor Training, taught by Ray Kryeski:

- Wednesday, April 10 and April 11, 8 a.m. to 4 p.m., at the TekRidge Center in Jessup

SolidWorks Essentials Training, taught by TriMech:

- Monday, April 15 to Thursday, April 19, 9 a.m. to 5 p.m. at NEPIRC Hanover Twp.

Six Sigma Green Belt Training, taught by Brian Matyjevich:

- Wednesday, April 24 to May 22, 8 a.m. to 4 p.m., at NEPIRC Hanover Twp.

High-Impact Leadership, taught by Leo Gilroy:

- Thursday, May 9 to June 13, 8 a.m. to noon, at NEPIRC Hanover Twp.

Learn More & Register

Companies in Need of Suppliers

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

- **Plastic Buckets with Lids** – Manufacturer seeking provider of 13-gallon and 6.5-gallon buckets with snapping lids. Design is similar to existing buckets used for spackle, cat litter, paint and other constructor or household items. Can be blow molded or injection molded with 90 mm gauge throughout. 6.5-gallon version will be 13.5 x 12 x 13.75 (inches) stackable up to 300 lbs. 13-gallon version will be 16.5 x 13.5 x 18.5 (inches) stackable to 200 lbs. Company will purchase 1,500 of the 6.5-gallon version per year and 11,000 of the 13-gallon version per year. Desired price-point is around \$12.50/unit for the smaller version and \$20.50/unit for the larger. Contact SupplierScouting@NEPIRC.com with interest in learning more.
- **Circular Sheet Metal Cover & Cylindrical Housing** – Massachusetts company seeking supplier of circular sheet metal piece with diameter of 24.29" with multiple openings. Finished product will be 0.04" thickness and fully finished with a rustproof coating or paint. Company is also seeking provider of a 0.04" thickness cylindrical housing with various cut-outs and holes. Technical drawings are available through SupplierScouting@NEPIRC.com. Process involves metal stamping, forming, finishing, painting and screw tapping. Buyer to ramp-up purchases from 1,000/yr. to 10,000/yr. Price point is \$30 for the cover unit and \$65 for the cylindrical housing.
- **Tempered Glass Product** – Company in Missouri seeking a supplier with ability to procure and cut 3.2mm (1/8 inch) tempered glass to given specifications with rounded edges. Glass panels will be four-sided and generally have a larger top dimension than bottom, creating somewhat of a "funnel" look. Buyer has 33 different sizes ranging from 159 mm (top) x 67 mm (bottom) x 175 mm (sides) to 387 mm (top) x 197 (bottom) x 457 (sides). Buyer will procure more than 46,000 units/yr. across all sizes. Currently sourced overseas at costs ranging from \$0.21/unit for smallest panes to \$2.02 for larger items. Contact SupplierScouting@NEPIRC.com for more information.



NEPIRC | 75 Young St., Hanover Township, PA 18706-1471

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Sent bychelsey@nepirc.com