

NEPIRC NEWS

northeastern pennsylvania industrial resource center

September 2024 | Volume 47

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National News



Marketing Strategies for Manufacturers: How Building Community Helps Build Your Business

Megan Militello, Supply Chain Optimization Manager for the Alaska MEP, writes that networking and community building should be part of your mix when marketing for manufacturers. Alaska MEP launched a series of Manufacturing Mixers to help manufacturers and service providers come together to build relationships, share insights and foster collaboration.

[Read Article](#)

Successful Upskilling for Business and Employee Growth

Doug Roberts, Senior Business Advisor at the Montana Manufacturing Extension Center (MMEC, Montana MEP), writes in Plant Services about developing and implementing a successful plan for upskilling existing manufacturing employees. The MEP National Network's Smart Talent framework provides a proven process for maximizing attraction and retention of the most valuable employees.

[Learn More](#)

State News

Shapiro-Davis Administration Opens New \$20 Million Main Street Matters Program

Lt. Gov. Austin Davis and Department of Community and Economic Development Secretary Rick Siger recently announced the opening of the new \$20 million Main Street Matters program — created by Governor Josh Shapiro to support main streets, downtown business districts, small businesses and local communities across Pennsylvania. Included in the [Governor's bipartisan 2024-25 budget](#), Main Street Matters funding is available for community revitalization efforts in planning, business support, aesthetic improvements and increased safety and security.

Applications for Main Street Matters funding will be accepted through November 15th, 2024. Detailed eligibility, program, funding and application guidelines are available on the [Main Street Matters web page](#).

[Get Started](#)

Shapiro Administration Invests in PA's Manufacturing Industry, Celebrates Opening of Universal Ingredients Shank's \$30.5 Million Expansion in Lancaster County

Earlier this month, Pennsylvania Department of Community and Economic Development (DCED) Secretary Rick Siger celebrated the Shapiro Administration's commitment to Pennsylvania manufacturers and helped cut the ribbon on [Universal Ingredients Shank's](#) (Shank's) \$30.5 million headquarters expansion in East Hempfield Township, Lancaster County.

Announced by Governor Josh Shapiro in May 2023, the expansion project will create 83 new jobs and retain 234 jobs statewide. As part of its expansion, Shank's facility will support additional liquid and dry manufacturing, packaging and refrigerated storage.

"Shank's has a remarkable, 124-year history in Lancaster County and the Shapiro Administration is proud to support the company's continued growth here in Pennsylvania," said DCED Secretary Rick Siger. "We are aggressively attracting new businesses to the Commonwealth and are equally committed to retaining homegrown companies like Shank's. These types of meaningful, strategic investments are helping to position Pennsylvania as an economic leader."

[Read More](#)

Regional News

Shark Solutions Announces New Wilkes-Barre Facility

Shark Solutions, headquartered in Denmark, is the world leader in advanced recycled PVB products. The manufacturer recently announced the opening of its third laminated glass recycling plant. Shark chose Wilkes-Barre since it is strategically located to allow for easier diversion of damaged windshields and architectural glass from being sent to landfills in the northeast U.S., including the major areas of Philadelphia, New York, Boston, Mid-Atlantic and even eastern Canada.

Learn More about Shark
Solutions

Johnson College Hosts Women in Industry September Networking Event

On Tuesday, September 3rd, [Johnson College](#), in collaboration with NEPIRC and [Hazleton CAN DO](#), hosted a networking session with influential women from industries driving the greater Hazleton region's economies. More than 50 women attended the event that was held at [Johnson College at the CAN DO Training building](#) in Hazleton.

This event was part of Johnson College's Women in Industry initiative, which strives to provide networking opportunities, collaborate on different industry projects and provide support to present and future generations of women in industries that are still often considered "non-traditional." To learn more about this initiative, click the button below.

Johnson College Women in
Industry

The Latest from NEPIRC



NEPIRC's Manufacturing Ambassador Dream Team Wins Gold Award from the International Economic Development Association

NEPIRC is pleased to announce that its Manufacturing Ambassador Dream Team program has won a 2024 [International Economic Development Council](#) (IEDC) Gold Award!

NEPIRC is elated to have its Manufacturing Ambassador Dream Team be recognized for excellence in economic development. Since its inception, NEPIRC's Dream Team has engaged with more than 15,000 students across northeastern, northern, north central PA and beyond.

NEPIRC thanks the IEDC for recognizing the great work of our Dream Team and how the Ambassadors have helped students realize all the opportunity that comes with working in the manufacturing industry!

Members of the NEPIRC team, NEPIRC's Board of Directors and the Dream Team will accept the award at the IEDC's annual conference taking place this month in Denver. Please join us in celebrating this exciting win!

To learn more about NEPIRC's Dream Team, visit NEPIRC.com/DreamTeam.



Get Your Tickets & Celebrate All Things Manufacturing

Tickets for [MFG DAY 2024](#) are selling fast! Join NEPIRC on October 4th at [Mohegan Pennsylvania Casino & Convention Center](#) in Wilkes-Barre and connect with hundreds of manufacturers and industry advocates at our region's largest manufacturing networking and best practices event.

Who should attend? Manufacturers, of course, but also any non-manufacturer that has a product or service that benefits the manufacturing industry, economic development professionals, students, job seekers and anyone who would like to learn more about this industry sector.

Tickets start at \$50 and include breakfast, lunch, networking, breakout sessions, panel discussions and a keynote presentation.

[CLICK HERE](#) to purchase your tickets!

MFG DAY 2024 Agenda Now Available

The agenda for MFG DAY is now live! This year's event will start at 7:30 a.m. and will offer attendees plenty of networking time, six breakout sessions, two panel discussions and one keynote speaker, along with breakfast and lunch. This year's

event will conclude at 3:30 p.m.

[CLICK HERE](#) to view this year's MFG DAY agenda!



NEPIRC Lands Its First Philanthropic Foundation Grant

Earlier this summer, NEPIRC was awarded a three-year, \$30,000/year grant from [The Luzerne Foundation's](#) Pasco L. Schiavo Fund, marking NEPIRC's first philanthropic foundation grant. This substantial investment underscores the regional and statewide impact of the Dream Team program.

With this grant, NEPIRC's Dream Team will expand school and student outreach throughout Luzerne County, primarily in the Hazleton and Weatherly areas. NEPIRC's Dream Team will also recruit Spanish-speaking Ambassadors, work within underserved communities and host engagements for underserved populations in the Hispanic/Latino community. The grant will also allow the Dream Team program to create Dream Team presentations, videos and career awareness materials in Spanish.

NEPIRC is honored to receive this grant from The Luzerne Foundation and looks forward to using these funds to continue making a difference in the lives of students throughout Luzerne County.

Don't Forget to Watch NEPIRC's New About Us Video

In case you missed it in last month's e-newsletter, NEPIRC recently released its new About Us video! Thanks to an opportunity from the National Institute of Standards and Technology (NIST)'s Manufacturing Extension Partnership (MEP) National



Network and CMTC (California Manufacturing Technology Consulting), NEPIRC worked with Beacons Point, a San Diego-based video production company, to bring the project to life. The video succinctly explains who NEPIRC is, our mission, what we do and how our team helps manufacturers everyday.

Head over to www.NEPIRC.com to view the video on our homepage!



Manufacturer of the Month: Ashley Machine & Tool

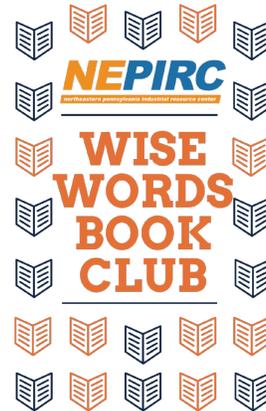
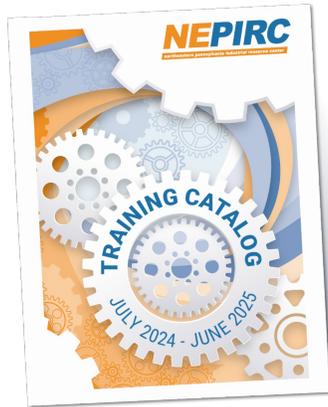
September's NEPIRC Manufacturer of the Month is [Ashley Machine & Tool](#) – a distinguished manufacturer of precision parts for industrial and aerospace applications, located in West Wyoming, PA. Founded in 1945, Ashley Machine & Tool quickly gained a reputation as a quality tool and die machine shop. By 1950, the company was serving notable clients like the U.S. Navy Department and the American Chain and Cable Company.

Over the years, Ashley Machine & Tool has consistently delivered high-quality work by studying customer blueprints, 3-D models and specifications for parts and assemblies. The company's engineering expertise and experience enable the efficient transformation of raw materials into finished products. Today, Ashley Machine & Tool's top clients include Daher Aerospace, Kaman Aerospace, Northrop Grumman, GKN Aerospace, CPI Aerospace and Goodrich Aerospace. It is interesting to note that Ashley Machine & Tool produces the stabilization strap for the Boeing 787, parts for the fuselage for the 777X airplane model and will be working on parts for the 787-8F!

With over 50,000 square feet of production facilities and an exceptional team of 43 employees, NEPIRC extends its gratitude to Ashley Machine & Tool for their continuous

commitment to quality and excellence in serving our country's Department of Defense.

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



2024/2025 NEPIRC Training Catalog Released

In case you missed the announcement in last month's e-newsletter, NEPIRC has released its first year-long training catalog! NEPIRC's Training & Events webpage was also redesigned to improve the overall user experience and make it easier to search for and find upcoming training programs.

- [CLICK HERE](#) to download NEPIRC's 2024/2025 Training Catalog
- [CLICK HERE](#) to download NEPIRC's 2024/2025 Training Calendar overview.

Questions about a NEPIRC training program? Email Info@NEPIRC.com.

Visit Training & Events
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Join NEPIRC's Wise Words Book Club

Are you looking to join a professional network that doesn't require too much of your free time? Do you enjoy reading books that help you become a more impactful leader? You need to join NEPIRC's Wise Words Book Club!

NEPIRC's Wise Words Book Club only meets once month on the fourth Thursday from noon to 1 p.m. via MS Teams to discuss a bestselling professional development book.

The Club will meet next on October 24th to discuss [The Energy Bus](#) by Jon Gordon. Click the button below to learn more about this book and join the Club!

Join the Club!

Upcoming Training Programs

Coffee & Coaching Breakfast Meeting: Workplace Safety, taught by Brian Matyjevich:

- Monday, September 16, 8:30 to 10:30 a.m., at the Community Giving Foundation in Berwick

OSHA 10 Training for General Industry, taught by Brian Matyjevich:

- Tuesday, September 17, 8 a.m. to 4 p.m.; Thursday, September 19, 8 a.m. to Noon, at the TekRidge Center in Jessup

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

- Wednesday, September 18 and Thursday, September 19, 8 a.m. to 4 p.m., at

Lean 101: Lean Principles Overview, taught by Mark Morgis:

- Friday, September 20, 8 a.m. to Noon, at the Hotel Anthracite in Carbondale

OSHA 30 Training Course for General Industry, taught by Brian Matyjevich:

- Tuesdays, September 24 to October 15, 8 a.m. to 4 p.m., at BHG Business Campus in East Stroudsburg

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

- Thursdays, October 3 to November 21, 8 a.m. to Noon, at NEPIRC Hanover Twp.

Coffee & Coaching Breakfast Meeting: Lean vs. Six Sigma, taught by Mark Morgis:

- Thursday, October 17, 8:30 to 10:30 a.m., Pittston Memorial Library

OSHA 10 Training for General Industry, taught by Brian Matyjevich:

- Monday, October 21, 8 a.m. to 4 p.m.; and Wednesday, October 23, 8 a.m. to Noon, NEPIRC Hazleton

Coffee & Coaching Breakfast Meeting: Workplace Safety, taught by Brian Matyjevich:

- Tuesday, October 29, 8:30 to 10:30 a.m., at NEPIRC Towanda

[Learn More & Register](#)

Companies in Need of Suppliers

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

- **Metal Trim for Porcelain Tile** – Vermont company seeking alternative supplier for metal cove pieces for porcelain tile. These metal pieces eliminate exposed tile edges around outside corners of installations or where tile meets non-tiled walls. The metal pieces also serve as a transition between porcelain tile flooring and carpeting or any other form of floor covering. Made of extruded aluminum in lengths of 8' or 10'. Drawings of edge pieces, corner pieces, cove pieces, corners and other end caps are available upon request. Most common current supplier, which is also the trade-name for the product among installers, is "Schluter".
- **Steam Safety Release Valve (SRV)** – Pennsylvania firm seeking provider of steam safety release valve. This valve will serve the dual purpose of relieving over-pressure created by thermal expansion and over-pressure in the form of steam. Made of cast steel with exposed spring valves and stainless steel full-nozzle trim. Must be certified by the National Board of Boiler & Pressure Inspectors. Valve has a 4" by 6" outlet with "M" orifice set at 20 PSIG. More technical specifications available. This is a single-time purchase item.
- **Water-to-Air Heat Exchangers** – South Carolina company seeking manufacturer of water-to-air heat exchangers made of copper tubes and aluminum fins. Intended use is in fan coils for residential and commercial appliances. They consist of soldered copper pipes with hydraulic connections, onto which aluminum fins are pressed. Various sizes are needed, with most common being 32x10x5 inches. Standard fin thickness is 0.1-0.15mm and standard pipe diameter is 8-14mm. Annual orders is expected to exceed 1,500 units/year spread across 16 different sizes.



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