



## *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

#### Multiple Indicators Point to Manufacturing Resurgence Through 2021

Leading national and international economy experts, as well as the Institute for Supply Management, are revising their GDP growth projections for 2021 upwards in light of strong economic performance during the fourth (4<sup>th</sup>) quarter of 2020 and



exceptionally high levels of manufacturer confidence going into the new year. Economists at [Oxford Economics](#) are projecting 7% growth in GDP during 2021 with manufacturing output becoming increasingly strong throughout the spring and summer. [Moody's Analytics](#) and [PNC Financial](#) researchers are predicting similar rates of economic expansion. The [Institute for Supply Management's manufacturing index](#) hit its highest point in four decades (64.7) in March 2021, and the [International Monetary Fund](#) revised its [global growth forecast](#) upwards this month – projecting the fastest expansion of the global economy since IMF began tracking the metric in 1980!

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#### Call for Speakers: IndustryWeek 2021 Manufacturing & Technology Conference

[IndustryWeek](#) planners are seeking speakers from the manufacturing community to host breakout sessions or keynote speeches during their [2021 Manufacturing & Technology Show](#). The conference will be available in hybrid (online live or in-person) format from the [Huntington Convention Center](#) in Cleveland from November 9-11, 2021. Manufacturing leaders are welcome to submit speaker proposals in the areas of Continuous Improvement, Talent Management, Leadership, Smart Manufacturing, Process Technologies or Supply Chain Management. If you're interested in speaking, NEPIRC will help you prepare your speaker proposal. Simply contact Chelsey Coslett, NEPIRC's Marketing Specialist, by [clicking here](#).



## Free Metrology Training Program Available to Manufacturers

[America's Cutting Edge](#) (ACE), a program supported by the U.S. Department of Defense based in the Oak Ridge National Laboratory, has partnered with the University of Tennessee to develop a free online metrology curriculum that introduces the concepts of manufacturing measurements (including measurement transducers) and measurement uncertainty. This is a two-hour program that complements ACE's previously-offered free online CNC machine training program. Individuals desiring to take advantage of this opportunity can register by [clicking here](#). If you missed the free CNC training program, you can still take it online by simply [clicking here](#).



## State Update

### Commonwealth of PA Updates COVID-19 Guidance for Businesses

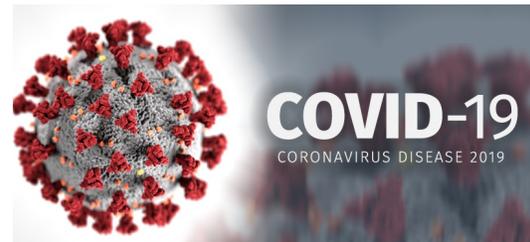
On April 1, 2021, Governor Tom Wolf's office provided updated COVID-19 guidance for businesses. The update provides additional information, helpful hints, and free printable and downloadable resources on the topics of COVID-19 symptoms, workplace safety, suppliers of PPE and workforce protection methods. Companies can access the update by [clicking here](#).



### Manufacturing Employees (Phase 1B) Now Eligible for COVID-19 Vaccinations

Under [Pennsylvania's COVID-19 Vaccination Rollout Plan](#), manufacturing workers became eligible for vaccinations on April 5, 2021.

Phase 1C essential workers, which include transportation and logistics employees, were able to start receiving vaccinations beginning April 12, 2021. Individuals searching for vaccination locations and appointments can begin by [clicking here](#) and scrolling to the "Where Can I Get Vaccinated" section of the page.



### Free Online Training Available to PA Manufacturing Workers

Through its partnerships with the [MEP National Network](#) and [ToolingU](#), the statewide IRC Network, consisting of NEPIRC and its six (6) affiliated IRCs across Pennsylvania, is offering Pennsylvania manufacturing workers a free three-month subscription to ToolingU's catalog of online training, which includes topics like OSHA, math and measurements, various safety topics, courses on CNC machining, PLCs, machining tools, mechanical systems, hydraulic systems and more. In all, nearly 500 courses are being offered. Subscriptions are available on a first-come, first-provided basis. Manufacturers seeking to obtain free subscriptions for their employees should contact Eric Joseph Esoda, NEPIRC's President & CEO, by [clicking here](#).



## Regional News

### Five-Year Trend: Region's Manufacturers Faring Better Than State & Nearby Competitors, But Aging Workforce Remains a Concern



Data obtained from labor market analysts at [EMSI](#) indicates that manufacturing employment trends within northeastern and the northern tier of Pennsylvania outperformed comparable metrics from across Pennsylvania and several neighboring states over the past five (5) years. For the period of 2015 through 2020, while manufacturing employment fell by 0.4% across NEPIRC's 11-county region, Pennsylvania's statewide industrial employment slipped by 1.8%. Michigan and Delaware saw 0.6% and 1.2% reductions in manufacturing employment during the span, respectively, while Ohio recognized a 1.7% drop and New York lost 7.9% of its industrial sector jobs. EMSI also reported that over 30% of the region's manufacturing workforce is now 55 years of age or older.

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

## NEPIRC News

### The IRC Network's "Legal Aspects of COVID-19 Vaccination for Employers" Webinar - Part 2

Join the IRC Network on **Wednesday, May 5th from 10:00 to 11:30 a.m.** for part two of the no-cost webinar series, "Legal Aspects of COVID-19 Vaccination for Employers," which will be conducted via Microsoft Teams.



Since part one of this webinar aired in February, there have been many developments and updates regarding COVID-19 vaccination. During this follow-up event, [Attorney James Devine](#) will cover these developments in detail for small to mid-sized manufacturers. There will also be time set aside for a Q&A session. If you have a question you'd like to ensure is covered, please submit it to Chelsey Coslett, NEPIRC Marketing Specialist, at [Chelsey@NEPIRC.com](mailto:Chelsey@NEPIRC.com) by **Friday, April 23rd**. We will once again prepare a complete Q&A document after the webinar airs that will be available for download on the NEPIRC website. If you'd like to review this document from the first presentation, along with the slide deck, please [click here](#).

To learn more or to easily register for this important follow-up event, you can [click here](#). Questions? Please email [Chelsey@NEPIRC.com](mailto:Chelsey@NEPIRC.com), and she will be happy to help

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### NEPIRC Promotes Marla Hager to Senior Business Advisor

NEPIRC is proud to announce the promotion of **Ms. Marla Hager** to the position of **Senior Business Advisor**. [Ms. Hager](#) joined NEPIRC in December 2016 and, since that time, has introduced small and mid-sized manufacturers throughout

Luzerne and Columbia counties to consultative services, training programs and other resources that allowed them to create and retain 2,200 full-time manufacturing jobs while strategically investing more than \$29.7 million in regional expansion and modernization. Over the course of her tenure with NEPIRC, Ms. Hager's clients have increased their top-line revenue by nearly \$45 million, retained \$184.5 million of at-risk sales and recognized \$13.5 million in operational savings as direct outcomes of the NEPIRC engagements that she facilitated on their behalf.



In her elevated role, Ms. Hager will remain responsible for cultivating and maintaining positive relationships with new and existing NEPIRC clients across Luzerne and Columbia counties while also mentoring other members of NEPIRC's Business Advisor team and playing a more active role in NEPIRC's long-term growth strategy.

Ms. Hager holds a Bachelor of Science degree in finance from the University of Scranton.

Clients wanting to congratulate Marla on her achievements, and manufacturers wishing to connect with her to discuss how NEPIRC can grow their business, can contact her at [Marla@NEPIRC.com](mailto:Marla@NEPIRC.com) or 570.819.8966 x 122.

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## NEPIRC Adds to its Team of Experts

To better assist manufacturers in capitalizing on growth opportunities, addressing workforce challenges and implementing new technologies, NEPIRC continues to add to its team of experts.

[Steven Goul](#) recently joined the firm as a Mechanical Engineer. Mr. Goul brings with him an impressive resume, which includes ownership of two patents and more than 20 years of engineering experience with companies like [Sanofi Pasteur](#), [Honeywell Aerospace](#) and [Lockheed Martin](#). Within those companies, and through ongoing professional education, Mr. Goul received Six Sigma Black Belt, ISO9001, AS9100 and Lean Manufacturing designations and certificates. Additionally, Steve has been an active member of the U.S. Navy for 31 years, including deployment to Afghanistan. Mr. Goul still proudly serves one weekend a month at the U.S. Navy Expeditionary Combat Readiness Center in Norfolk, VA. Mr. Goul's educational background includes a bachelor's degree in mechanical engineering from Penn State University and a master's degree in engineering from the University of Wisconsin, where his thesis focused on teamwork and conflict resolution.



In addition, NEPIRC added [Brandon Henrie](#) as the organization's newest Business Advisor. Mr. Henrie possesses 14 years' experience in the medical sales industry. Throughout that tenure, Mr. Henrie obtained numerous recognition awards for exceptional client service and territory development. Brandon holds a bachelor's degree in biology from Kutztown University. Through continuing education and personal development, Mr. Henrie was a contributing author to "Job's Analysis of the Range of the 'Dalton Syringe Rocket,'" which appeared in the *Journal of Chemical Education*, and obtained his Lean Specialist certification. Brandon is also an accomplished Brazilian Jiu Jitsu practitioner and teaches evening and weekend youth classes at Phoenix Brazilian Jiu Jitsu in Nescopeck. In his role at NEPIRC, Brandon will maintain and cultivate valued client relationships throughout Lackawanna, Monroe, Pike and Wayne counties.



# NEPIRC to Host Leadership Development Essentials Certification Program & Six Sigma Yellow Belt Training

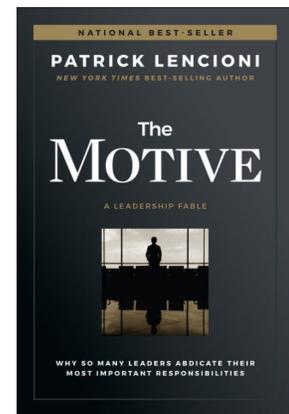


**Eight-Week Leadership Development Essentials (LDE):** Instructed by Leo Gilroy, NEPIRC's Director of Strategy & Innovation, LDE is a series of eight highly interactive sessions that utilize a variety of instructional techniques, including group discussions, role playing, self-assessments, homework and practical applications. This eight-week program will be held on Fridays from **May 21st through July 23rd (no class on May 28th or July 2nd) from 8:00 a.m. to noon** at NEPIRC and virtually via Microsoft Teams. Please designate your learning preference upon registering. **Total investment is \$995.00 per person.** To learn more or to register, please [click here](#).

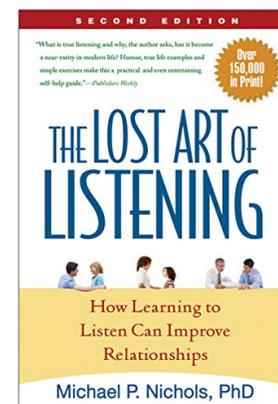
**Lean Six Sigma Yellow Belt Training:** The Lean Six Sigma Yellow Belt training course offers practical application exercises for each step in the DMAIC (Define, Measure, Analyze, Improve & Control) process. Instructed by Brian Matyjevich, NEPIRC's Lean Enterprise Consultant, this course will be held on **Tuesday, May 11th from 8:00 a.m. to 5:00 p.m.** at NEPIRC and virtually via Microsoft Teams. Please designate your learning preference upon registering. **Total investment is \$340.00 per person.** To learn more or to register, please [click here](#).

## What We're Reading

NEPIRC's President & CEO, Eric Joseph Esoda, recently completed "[The Motive: Why So Many Leaders Abdicate Their Most Important Responsibilities](#)" by [Patrick Lencioni](#). This short read, written as an allegory, chronicles a series of dialogues between two CEOs of rival firms. The only difference between them – one views his position as a reward for hard work and competence while the other views his as a responsibility and obligation to his team. One wants his position to be fun while the other carries the pleasant burden of caring deeply about his co-workers and customers. In a surprise twist ending, both CEOs come out better as a result of their long visits and discussions with each other. So, how do YOU view your leadership position, as an entitlement or as an opportunity to serve others? An easy weekend read great for the beach or backyard.



NEPIRC's Lean Enterprise Consultant, Brian Matyjevich, enjoyed "[The Lost Art of Listening: How Learning to Listen Can Improve Relationships](#)" by [Michael P. Nichols](#) and immediately incorporated lessons learned into his training programs, professional relationships and daily interactions. The author emphasizes that listening doesn't come easy for most people, and we're rarely as good at it as we think. By practicing active listening techniques, we can greatly enhance all of our relationships – both at work and at home. This book provides real tools and techniques you can put to use immediately.



## New Business Opportunities: Companies Looking for Suppliers

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

- **COVID-19 RELATED: PLASTIC TRIGGER SPRAYERS** – Company seeking U.S. supplier of trigger sprayers commonly used for household cleansers. Trigger sprayer must have 28/400 finish, all white, spray/stream/off settings, 9.25” dip tube, 1.3cc spray and gasket. HDPE injection molded multi-piece product (w/ spring), assembled and individually sealed in plastic bag. Preferably will NOT rotate after sprayer is screwed onto container neck. Anticipated volume is 2.2 million units annually at target cost of \$0.20 to \$0.30/unit bulk shipped to Virginia.
- **LANOLIN WAX** – Texas manufacturer in need of bulk quantity lanolin wax for proprietary product. Company has requested price list for 5- to 55-gallon lot sizes of United States Pharmacopeia (USP) grade lanolin extracted through common wool-washing techniques and centrifugal or solvent separation methods. Annual order estimated at between 100 and 200 gallons. Price of less than \$5.00/lb. desired. Need is immediate.
- **KNITTING MACHINE NEEDED** – Repost of prior opportunity that went unfulfilled! Company in Millville, PA searching for new or used Comez 609/B3 high-speed crochet knitting machine. Company will work with seller to arrange crating and shipping. **Great opportunity for one PA company to help another!**
- **CHOPPED BRASS WIRE** – For use as filler in injection-molded parts. Wire should be 20-gauge chopped into 0.2-inch lengths. Brass or brass alloy is acceptable and gauge/length dimensions are **approximate**. Company seeking to purchase 100 lbs. per year with first order placed in 4-6 months. Can be shipped in bags, boxes or other containers to Billings, Montana location.

Companies interested in these supplier opportunities are encouraged to contact Dale Parmenteri, NEPIRC's Vice President of Consulting Operations, at [Dale@NEPIRC.com](mailto:Dale@NEPIRC.com). Please use “Supplier Opportunity” as the subject line for an immediate response!

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