



Your Source for Monthly Manufacturing News

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Manufacturing News from our Nation, State and Region

National News

ITC Ruling Proves Chinese Product Dumping – Benefits Local Business

A recent [U.S. International Trade Commission \(ITC\) ruling](#) confirmed that the Chinese government's subsidization of China International Marine Chassis (CIMC) constituted "product dumping" and placed domestic chassis manufacturers at an unfair disadvantage. This cleared the way for duties of 221.37% on the "dumped" chassis in addition to the current 25% Section 301 tariff, thus leveling the playing field. The successful case was spearheaded by the Coalition of the top 5 American Chassis Manufacturers, as reported by Mr. Garry Hartman, President of [Cheetah Chassis](#), located in Berwick, PA. The US container chassis manufacturer is looking forward to now competing in a new, fairly-traded market.



Deloitte Report: Unfilled Manufacturing Jobs May Cost Economy \$1 Trillion in 2030

A [May 2021 report by Deloitte's Manufacturing Institute](#) suggests that the national shortage of manufacturing workers could cost the country 2.1 million jobs and \$1 trillion in Gross Domestic Product (GDP) by 2030. Manufacturers participating in their study reported near record-levels of job openings, but also stated it was much harder to attract talent. A full 77% stated that they anticipate workforce attraction becoming even more difficult in the years ahead. Embracing leadership development programs, DEI programs (Diversity, Equity & Inclusion) and Employer of Choice recognition were seen as workable solutions.



State Update

Draft 2021 PA High Priority Occupation Lists Exclude High Demand Manufacturing Jobs

Pennsylvania's [Center for Workforce Information & Analysis \(CWIA\)](#) recently released its [draft High Priority Occupation listings](#). Inclusion



pennsylvania

DEPARTMENT OF LABOR & INDUSTRY
CENTER FOR WORKFORCE INFORMATION & ANALYSIS

of manufacturing careers, such as CNC Operator, Machinist, Maintenance Technician, Welder and others, is important because such inclusion avails displaced workers to free technical training in those areas. Unfortunately, many industrial careers that appeared on the 2020 lists are absent from the draft 2021 lists. **Manufacturers have the opportunity to petition the CWIA for inclusion of certain careers on their regional list.** Companies interested in finding out specifically which careers were omitted from their local list and/or pursuing a petition for the inclusion of industrial careers on that list should contact [Eric Joseph Esoda](#), NEPIRC's President & CEO, at Eric@NEPIRC.com. NEPIRC is also pursuing inclusion of more manufacturing careers on ALL statewide lists on behalf of our manufacturing community.

Regional News

Congressman Cartwright to Host Artemis (Moon Launch/Landing) Supplier Matchmaking Event

[Congressman Matt Cartwright](#), NASA Administrator Bill Nelson and NASA Small Business Program Associate Administrator Glenn Delgado will host a virtual small and mid-sized manufacturer virtual supplier matchmaking event specifically designed to introduce our regional manufacturers to the [Artemis \(Moon Launch/Landing\) Project](#) and the NASA supply chain. The event will take place this **Monday, May 24th**, from 10:00 a.m. to noon. You can also set a virtual matchmaking appointment any time that day from 1:00 to 5:00 p.m. as well! Register by [CLICKING HERE](#).



Alpha Recycling Announces Expansion Plans

[Alpha Recycling](#), one of North America's largest recyclers of catalytic converters, recently announced a \$4 million expansion to its Monroe County facilities. The project will add 20,000 square feet to Alpha's existing structures, facilitate the purchase of new equipment throughout the plant and add 30 full-time jobs. The company reclaims old catalytic converters, automobile starters and alternators, batteries and other components for use in newer vehicles and industrial equipment. The company maintains similar facilities and partnered operations in New York, New Jersey, Virginia, and Ontario, Canada, but chose to expand in northeastern Pennsylvania due to favorable operating costs, proximity to major markets and a strong work ethic across the region.



70 Manufacturers Highlighted in 570Day Video

NEPIRC featured over 100 consumer-recognizable

products made, processed or packaged by 70 regional manufacturers in an extremely successful “570Day” video, released on May 7, 2021. The video reached over 10,000 individuals through social media and garnered a high level of media coverage, including a full airing on [WBRE’s PA Live! television show](#). To review this exciting video, simply [CLICK HERE](#). Don’t forget to subscribe to [NEPIRC’s YouTube channel](#) to receive notifications of NEPIRC’s upcoming video projects!



\$2,500 Rebate for COVID-19 PPE Purchases, Cleaning & Other Costs Available to Manufacturers



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Regional
Commission

NEPIRC is currently administering a rebate program that will reimburse manufacturing firms within Lackawanna, Luzerne, Monroe, Pike and Wayne counties for 25% of unforeseen COVID-19 response costs, such as the cost of PPE items, extra cleaning costs, costs associated with third-party health/temperature checks, costs for Plexiglas shielding or COVID-19 compliance signs and so forth – up to a maximum of \$2,500 per company. All that is required is the completion of a short questionnaire and the submission of eligible paid invoices. For more information, or to participate in this rebate program, please contact Drew Mackie, NEPIRC’s Executive Vice President & CFO, at Drew@NEPIRC.com.

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.

NEPIRC News

Rebroadcast: Legal Aspects of COVID-19 Vaccination for Employers Webinar Part 2

Due to an overwhelming response to the IRC Network’s Legal Aspects of COVID-19 Vaccination for Employers Part 2 webinar, along with the great feedback we received, NEPIRC will offer a rebroadcast of it on **Tuesday, May 25th, from 10:00 to 11:30 a.m. via MS Teams**. To register, please [CLICK HERE](#).

A promotional graphic for a webinar. It features a photograph of a healthcare worker in a white coat and face shield administering a vaccine to a man in a white shirt. The text on the right side of the graphic reads: 'An IRC Network No-Cost Special Topic Webinar: Legal Aspects of COVID-19 Vaccination for Employers Part 2 -Rebroadcast Wednesday, May 25th, 2021 10:00 a.m. to 11:30 a.m. EST Conducted Virtually Through Microsoft Teams'. Below the photo is a small portrait of James F. Devine, Partner at Cipriani & Werner, with the text 'Featured Speaker: James F. Devine, Partner Cipriani & Werner'. Logos for CIPRIANI & WERNER and the IRC NETWORK EVENT (Hosted by NEPIRC) are also present.

Questions? Please email Chelsey Coslett, NEPIRC’s Manager of Marketing and Stakeholder Engagement, at Chelsey@NEPIRC.com.

NEPIRC Promotes Drew Mackie to Executive Vice President & Chief Financial Officer

NEPIRC proudly announces the promotion of **Mr. Drew Mackie, CPA** to the position of **Executive Vice President & Chief Financial Officer**. Mr. Mackie joined NEPIRC in 2013 as the company’s Chief Financial Officer.

In his elevated role, Mr. Mackie will continue to manage NEPIRC's accounting, information technology, and facility management functions while taking on additional responsibilities to ensure NEPIRC's attainment of key performance metrics relating to organizational growth, client service, regional economic impact and new service development. Mr. Mackie will also play an essential role in the development and implementation of NEPIRC's long-term strategic plan and will represent NEPIRC across a broad base of stakeholders.



Mr. Mackie is a Pennsylvania certified public accountant with a Bachelor of Science degree in accounting from the University of Scranton. He is a member of the American Institute of Certified Public Accountants (AICPA) and the Pennsylvania Institute of Certified Public Accountants (PICPA).

NEPIRC Promotes Chelsey Coslett to Manager of Marketing & Stakeholder Engagement

NEPIRC is pleased to announce the promotion of **Ms. [Chelsey Coslett](#)** to the designation of **Manager of Marketing and Stakeholder Engagement**. Ms. Coslett joined NEPIRC in June 2020 and has worked diligently to increase NEPIRC's brand recognition regionally and throughout the statewide Pennsylvania Industrial Resource Center and national Manufacturing Extension Partnership networks. In doing so, she has forged relationships with a multitude of NEPIRC stakeholders and manufacturers across northeastern, northern and central Pennsylvania. Ms. Coslett has also planned, executed and elevated NEPIRC's virtual events, social media platforms, branding initiatives and e-campaigns in ways that add value to the manufacturing community NEPIRC serves.



In her elevated role, Ms. Coslett will remain responsible for the organization's overall business outreach strategy, along with its marketing communications, public relations efforts, brand awareness and positioning, mission awareness and event planning. Ms. Coslett will also contribute to the organization's strategic efforts to continue to provide ever-increasing value to its manufacturers and stakeholders at the regional, state and national levels.

Ms. Coslett is the president of the American Advertising Federation's Northeast PA (AAF NEPA) chapter, which serves to foster higher standards of practice in advertising and public communications for both professionals and students. She holds a Bachelor of Arts degree in communication and public relations with a minor in advertising from Flagler College, located in St. Augustine, FL.

Want to Be Featured in NEPIRC's Next Manufacturer Video?

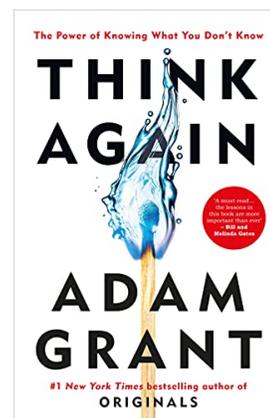
As a follow-up to [NEPIRC's successful "570Day" video](#) promoting our region's manufacturers, NEPIRC is producing two new videos – one featuring manufacturers of home improvement and outdoor project companies and another featuring automotive supply chain manufacturers. If your company manufactures a home improvement product (windows, doors, paint, flooring, etc.), an outdoor project product (pavers, fencing, landscaping items, etc.) or an automotive supply chain product, please contact Chelsey Coslett, NEPIRC's Manager of Marketing & Stakeholder Engagement, at Chelsey@NEPIRC.com. There is no cost to participate in these projects, and your company will receive great recognition!

Connect With NEPIRC on Multiple Social Media Platforms

NEPIRC's social media following has increased by nearly 30% over the past three months as manufacturers, job seekers, partners and other stakeholders realize the value of NEPIRC's LinkedIn, Facebook, YouTube and, most recently, Twitter content. To follow NEPIRC on LinkedIn, just [CLICK HERE](#). You can connect with NEPIRC's through Facebook by [CLICKING HERE](#). To get the latest updates about "all things manufacturing" in our region, you can [CLICK HERE](#) to follow NEPIRC on Twitter. Want to receive notifications of NEPIRC's latest videos highlighting the great manufacturers throughout our community? Just [CLICK HERE](#).

What We're Reading

NEPIRC's President & CEO, Eric Joseph Esoda, recently completed [Adam Grant's](#) NYT Best Seller "[Think Again: The Power of Knowing What You Don't Know](#)". Do you enter your meetings, conversations and personal interactions with the mindset of "the politician, the preacher or the prosecutor" – always trying to appease the crowd, recruit new followers or condemn those who disagree with you – instead of the mindset of a scientist – looking for new knowledge and opportunities to test your theories? Do you misalign your communication, convincing and learning techniques with your audience? Do you want to know how a human defeated a world-renowned computer (think IBMs "Watson") in a debate by NOT knowing everything about the topic? If you answered "YES" to any of these questions, this is a great book for you. Full of helpful hints on how to listen, learn, adapt and embrace "being wrong" as a source of improvement for yourself and your business.



New Business Opportunities: Companies Looking for Suppliers

NEPIRC is relaying this potential new business opportunity to manufacturers across our region:

- **SMALL WIND TURBINE TOWERS** – A company is seeking a provider of 8m, 12m and 20m monopole tilt-down steel towers for a 3.5kW wind turbine. **Load specifications are available through NEPIRC.** Generally, a steel 12-sided, end-capped pole that will sleeve together. Towers should be able to tilt and be disassembled in case of severe weather events. Buyer prefers a ballasted foundation that can support the pole and attached wind turbine throughout sustained 100 mph or 45 m/s wind speeds. Shipping terms to New York are negotiable. Expected volume is 25-50 units in remainder of 2021 and 500-1,000 units in 2020 at price ranger of \$1,600 for 8m model and \$2,100 for 12m model – not inclusive of shipping.

Companies interested in this supplier opportunity are encouraged to contact Dale Parmenteri, NEPIRC's Vice President of Consulting Operations, at Dale@NEPIRC.com. Please use "Supplier Opportunity" as the subject line for an immediate response!

Use these quick links to learn more about NEPIRC:

[All NEPIRC events](#)
[Visit NEPIRC on the web](#)
[E-mail NEPIRC](#)

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