

CONTENTS

HV MFG • SPRING 2017



COMPANY PROFILE

Making the components that complete products across many industries, Metallized Carbon Corp. is located in Ossining, NY.

ON THE COVER



Elisha Tropper discusses his rapidly growing business and the challenges it has faced.

Cover photo by Tom LeBarbera
Picture This Studios

FEATURES

- 15 MAXIMIZING GROWTH WITH INNOVATION AND TECHNOLOGY
A sit-down with Elisha Tropper,
Owner of Cambridge Security Seals
- 22 ENERGY
Uncover Savings with a Total Energy Strategy
- 26 70 YEARS OF INNOVATION
Metallized Carbon Corporation Develops Solutions
for Elevators to Aerospace
- 31 IMMIGRATION
Immigration Enforcement and Compliance in the Trump Era
- 34 MANUFACTURING TRENDS
Your Business The Next Generation
Effective Succession Planning

IN THIS ISSUE

- 5 LETTER FROM THE EXECUTIVE VICE PRESIDENT
Challenges and Opportunities
- 6 MANUFACTURING NEWS BRIEFS
Policy Priorities for Manufacturers
- 11 WORKFORCE DEVELOPMENT
Making Apprenticeships Accessible to Small Manufacturers
Public-Private Partnerships in the HV
- 38 MANUFACTURING RESOURCE GUIDE
A guide to elected officials, government
agencies, educational institutions and more
- 46 ADVERTISERS INDEX

President of the Board: Jason Smith, Pawling Corporation
First Vice President: George Quigley, Stavo Industries
Second Vice President: Richard Croce, Viking Industries
Treasurer: Michael Flynn, M&T Bank
Executive Vice President and CEO: Harold King
Editor: Alison Butler
Assistant Editor: David King
Creative Director: Linda Engler, Ad Essentials

HV Mfg is designed for
The Council of Industry by:
Ad Essentials
(845) 255-4281 www.adessentialsonline.com



The Council of Industry

HV Mfg is published twice yearly by the
Council of Industry of Southeastern New York

www.councilofindustry.org

845-565-1355

6 Albany Post Road, Newburgh, NY 12550

Connect With Us On:
Facebook, Twitter and LinkedIn

Contents of this magazine © Council of Industry
2017. Reproduction in whole or in part is strictly
prohibited without the prior express written
permission of Council of Industry.

MISSION AND VISION

Access: Business Solutions is the business service and manufacturing division within Access: Supports for Living's comprehensive service array that operates across a nine county region. Our mission is to help people live the healthiest and fullest lives possible. Access: Business Solutions is customer driven and strives to create meaningful employment opportunities that promote independence and inclusion toward our ultimate goal of creating rewarding lives and healthy communities.

PRODUCT OVERVIEW

Access: Business Solutions manufactures and distributes a wide range of products, and, is ISO 9001 certified for the manufacture of hearing protection products. We have been supplying our satisfied customers for over 20 years. Our products include:

HEARING PROTECTION & PERSONAL SAFETY

- A variety of ear plugs and ear muffs
- A full line of 3M™ Peltor active and passive hearing protection and safety products

Military and Government Hearing Protection Brochure and Technical Specifications are Available

STAPLERS

- 6 styles for a variety of applications
- Standard Staplers come in four colors
- Heavy duty staplers up to 100 sheets

STENCILS

- Come in 7 sizes
- Each set comes with 45 characters including, letters of the alphabet, punctuation, numbers 0-9
- Product made of brass for long lasting wear
- Characters are interlocking for ease of use



CURRENT CUSTOMERS INCLUDE

United States Department of Defense
Army Air Force Exchange Service (AAFES)
LC industries

Essendant/United Stationers
Office Depot
S.P. Richards

CALL NOW: 800-925-3421

15 Fortune Road West
Middletown, New York 10941
business@asfl.org

*Access: Supports for Living has approved Standard Industrial Classifications (SIC) Codes and North American Industry Classification System Codes (NAICS) that are available upon request.