



Harold King  
Executive Vice President  
Council of Industry

## CHALLENGES AND OPPORTUNITIES

### DEAR READER

**F**ive years, ten editions, 38,000 printed copies and tens of thousands more online views and downloads. I am proud to say that this publication, HV Mfg, is now firmly established as the voice of manufacturing in the Region.

When the Council of Industry began HV Mfg in 2013 our purpose was twofold. First, we wanted to provide information to manufacturing firms in the Hudson Valley on trends in the sector, best practices and resources. Second, we wanted to inform a wider audience of regional decision makers and influencers about the important role manufactures play in our economy and our community. We wanted this audience to be aware not only of the cutting edge products being made and the most advanced technologies being utilized, but also we wanted them to gain an appreciation of the challenges and the opportunities the sector faces.

I believe HV Mfg is fulfilling both these purposes and this 10th edition will be no exception. This fall Alison Butler introduces us to Metallized Carbon Corporation. Headquartered in Ossining and opening a new division in Sullivan County, Metallized Carbon's unique engineered materials provide lubrication where conventional oil and grease can't. Our Leader Q&A is with Elisha Tropper, CEO of Cambridge Security Seals (CSS). His entrepreneurial journey from family business to consulting to manufacturing, and his deployment of technology to improve process is inspirational and informative. David King writes on the very important (and too often ignored) topic of planning for succession and/or the transition of your small manufacturing businesses. Johnnieanne Hansen outlines the Council of Industry's new apprentice program – the New York State Manufacturing Alliance Apprentice Program (NYSMAAP) a long overdue pathway to careers in skilled manufacturing trades. Otieno Ombok, an Immigration Attorney with Jackson Lewis, PC, writes on emerging immigration issues of which employers need to be aware. Developing a holistic energy strategy that includes not only how you buy your energy but how efficiently you use it is the topic of an article from longtime Council partner Direct Energy Business. Finally we provide a news summary of policy issues related to manufacturing.

Also in this issue is a directory of organizations that provide support and guidance to the manufacturing sector including economic development organizations, colleges and workforce development partners. The list also includes state and federal elected representatives and regulatory agencies.

Thanks to all who have made our publication a success – including our readers and especially our many advertisers. Your support of the Council of Industry and the manufacturing sector in the Hudson Valley is vital to the success of HV Mfg and is most appreciated. 