

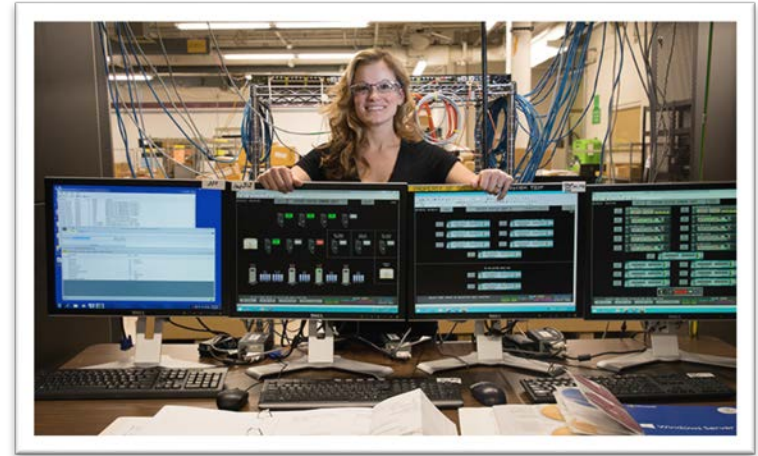


Presented by: Jamison Scott  
Executive Director, NHMA



# WHAT IS MANUFACTURING?

Merriam-Webster defines manufacturing as “**the process of making products, especially with machines in factories.**” While that is technically true, those machines today likely include robots and conveyors. The products can be everything from wind turbines to potato chips to silicon wafers.



## SIMPLY PUT, MANUFACTURING IS MAKING STUFF.

- For consumers, manufacturing is behind **all the products we buy and use.**
- For economists, manufacturing represents value-added production and a source of **wealth in a community.**
- For millions of workers and their families, manufacturing means **JOBS** — designing machinery, developing products, fixing robots, working in software, working in green technology, to name just a few.







**We are the founders of the**

Developed in the late 1930s, blow molding is a manufacturing process that is used to form hollow plastic parts. It is most commonly used to make plastic bottles. In principal, the basic blow molding process is similar to glassblowing. Plastic resin (pelletized raw plastic material) is melted and formed into a hollow tube or parison which is then placed into a mold. The parison is then inflated using compressed air to form a finished part.

In the early 1960s, PFC founder Peter T. Schurman realized that he could combine two hollow blow molded parts to form the lid and base of a portable container or enclosure, and the “double-wall blow molded carrying case” was born.

Compared to many other industrial operations, blow molding double-wall cases is a surprisingly simple process, yet one that yields amazing possibilities.

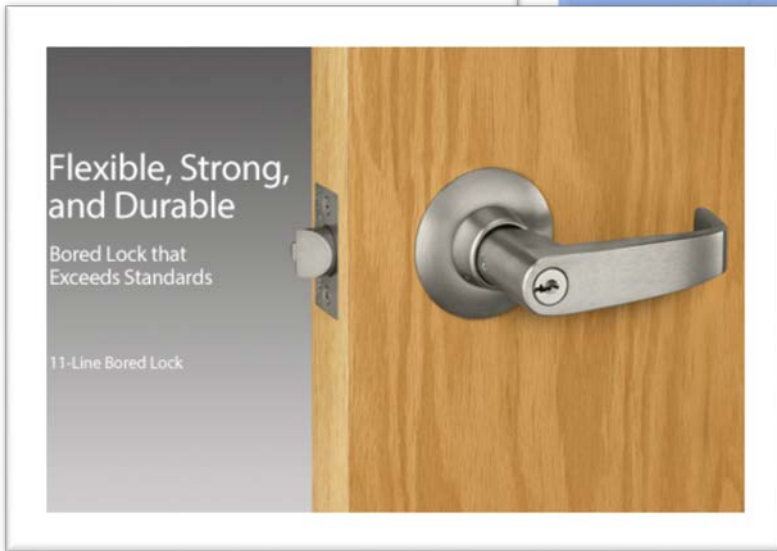
**A familiar material you encounter every day**

PFC cases are made of high density polyethylene (HDPE). Polyethylene is the most common of all plastics. It is frequently used to make plastic bags, plastic bottles, and food containers. As a thermoplastic, it softens and becomes pliable (and moldable) when it is heated, and it hardens and becomes rigid when it cools.





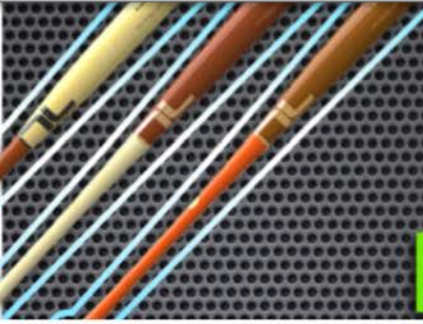
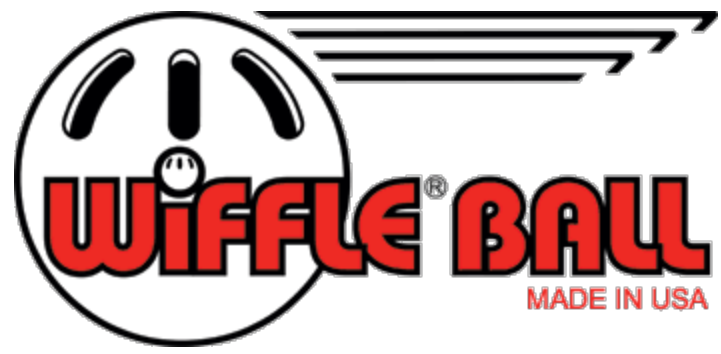
**SIKORSKY**  
A LOCKHEED MARTIN COMPANY



**SARGENT**<sup>®</sup>

---

**ASSA ABLOY**



OUR HIGHEST LINE OF BATS,  
EXCEEDING PRO GRADING CRITERIA  
**PRO SELECT**  
**LIMITED SERIES**





Hot Stamping Dies  
& Decorating Tools,  
Gripper Fingers...



# Schwertle



# GENERAL DYNAMICS

Electric Boat

Established in 1899, Electric Boat delivered the first submarine to the U.S. Navy in 1900, beginning a century-long history of accomplishment.



## STUDENT DEBT BY STATE

Statewide average debt levels for the Class of 2017 range from \$18,850 (Utah) to \$38,500 (Connecticut). Many of the same states appear at the high and low ends of the spectrum as in previous years.<sup>18</sup> The share of graduates with debt ranges from 38 percent to 74 percent. We base state averages on the best available college-level data, which were reported voluntarily to college guide publisher Peterson's by 1,020 public and nonprofit four-year colleges for the Class of 2017. The data reported by colleges are not audited or confirmed by any outside entity. For more about the data and our methodology, please see the Methodology section on page 22.

The following tables show the states with the highest and lowest average debt levels for the Class of 2017. Similarly to past years, high-debt states are located mainly in the Northeast, with low-debt states primarily in the West.<sup>19</sup>

TABLE 1

HIGH-DEBT STATES	
Connecticut	\$38,510
Pennsylvania	\$36,854
Rhode Island	\$36,250
New Hampshire	\$34,415
Delaware	\$34,144
New Jersey	\$32,247
Massachusetts	\$32,065
Alabama	\$31,899
Minnesota	\$31,734
Maine	\$31,364

TABLE 2

LOW-DEBT STATES	
Utah	\$18,838
New Mexico	\$21,237
Nevada	\$22,064
Wyoming	\$22,254
California	\$22,785
Washington	\$23,936
Arizona	\$23,967
Florida	\$24,041
Hawaii	\$25,125
Tennessee	\$25,252



The following table shows each state's average debt and proportion of students with loans in the Class of 2017, along with information about the amount of usable data actually available for each state.<sup>20</sup>



## EMPLOYEE SCHOLAR PROGRAM

We value intellectual curiosity and encourage lifelong learning. We also believe education shouldn't be a financial hardship. Employee Scholar Program allows our employees to keep learning and achieving without worry, because we cover all tuition and academic fees in advance for Associate's, Bachelor's, Master's, Ph.D. degrees and relevant certifications, too!

To date, UTC has invested \$1.2+ billion in more than 45,000+ employees who have earned 38,500+ degrees.



# United Technologies

# PTA Plastics - 30+ Openings

## SOLUTIONS PROVIDER

PTA Plastics is a plastic [injection molding](#) company started in 1953 with the vision to bridge the gap between product design and production. Today, we are a recognized leader in plastic [injection molding](#) and [production molding](#).



## Benefits

- PTA Plastics offers competitive salaries, a comprehensive array of benefits, invaluable opportunities for mentoring and growth, and an exciting environment dedicated to first-rate performance, including:
- Comprehensive health care coverage with prescription drug plan (2 plan options)
- Dental Coverage
- Vision Coverage
- Flexible Spending Accounts (medical reimbursement and dependent care)
- Salary Continuance (short and long-term disability)
- Generous Paid Time Off (PTO)
- Paid Holidays

## Financial Benefits

- Employee Stock Ownership Plan (ESOP)
- 401(k) Plan with company match
- Life Insurance
- Employee Discount Program

## Professional Development

- Tuition reimbursement program
- PTA Corporation is an Equal Opportunity Employer and drug-free workplace.



# ideas

Thinking beyond the box

**One Group...Many Packaging Solutions.** Anything can fit into a box – except for the knowledge, creativity and production skills that bring your product to packaged perfection. At Unicorr, we provide the products, technology and creativity needed to produce custom packaging solutions that result in mutual lasting success. We won't let your box be just a box. It becomes a packaging solution that helps drive business. Unicorr... thinking beyond the box!



Displays, Retail Packaging & Retail-Ready Packaging

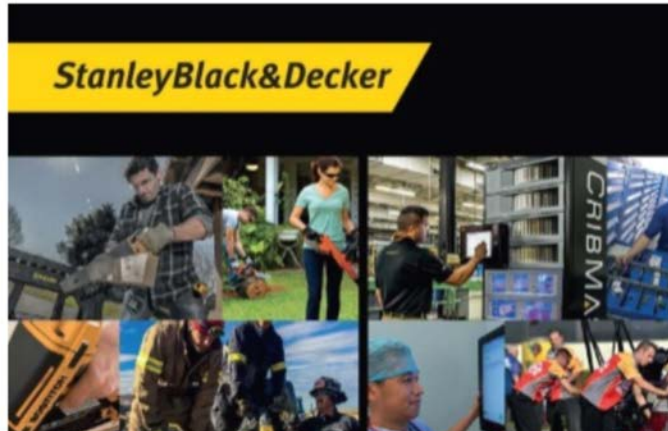


unicorr  
Packaging Group



Corrugated Containers

*"We don't always give ourselves enough credit.  
**Made in Connecticut** —those are very powerful words."  
Stanley's Don Allan Jr., EVP and CFO*



*Industry 4.0 is the "Fourth Industrial Revolution"—the automation of manufacturing that includes the internet of things, cloud computing, artificial intelligence, 3-D printing, robotics and advanced materials, said Stanley CFO Don Allan.*



April 2019 - Stanley Black & Decker Opens State-of-the-Art Advanced Manufacturing Center of Excellence in Hartford, Conn. - Called "Manufactory 4.0," the 23,000-square-foot facility will serve as the epicenter for the company's global Industry 4.0 "smart factory" and workforce upskilling initiatives. The facility will also serve as an innovation hub to help enable Hartford's evolution as a leading market for advanced manufacturing in the United States.

*"At Stanley Black & Decker, our people are our single greatest asset. They are the industry's best, and they are empowered to create opportunities for success. I'm proud to be part of this team. Every day, they define excellence with everything they do." Joe Voelker, Chief Human Resources Officer*

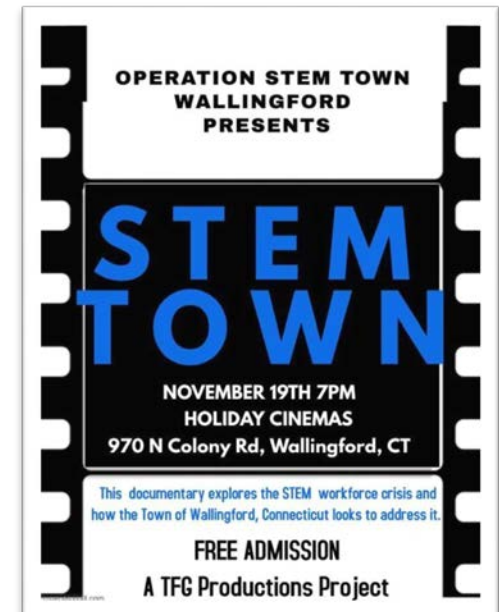
## Derby High School



## Hamden High School



## Wallingford



**Amity – Career Days Middle & High; CTE; STEM**

**Branford – Career Day**

**Hamden - Middle School Career Day**

**New Haven – Hillhouse High School**

**North Haven**

**Oxford - High School Career Day**

**West Haven**





BYK develops and produces high-quality innovative specialty additives for coating manufacturers, paint and plastic processors, as well as the industrial applications sectors.



### **Hylwa Constructs DECD-Funded Campus Improvements**

2014 - Hylwa continues our active involvement with BYK USA, Inc. providing design/build services for nearly 20,000 SF of new meeting, marketing and plastic lab spaces at their Wallingford, CT headquarters. Our efforts are part of an overall expansion expected to increase the company's manufacturing capacity by 300%, estimated at \$56M and funded in part by a DECD loan.

<http://hylwa.com/news/archive?id=140220/on-going-improvements-at-byk-usa-inc-headquarters>

### **BYK is expanding to North Haven space**

2018 - NORTH HAVEN — BYK USA Inc. of Wallingford has recently signed a lease with a Massachusetts real estate company for 133,000 square feet of warehouse space on Stiles Lane. The expansion is expected to bring between 50 and 100 jobs, town officials said.

<http://www.myrecordjournal.com/News/North-Haven-Citizen/North-Haven-News/BYK-of-Wallingford-to-expand-in-North-Haven.html>



***We Deliver Precision®***

From aircraft to pacemakers, Ulbrich specialty metals provides the precision down to .0003" in a variety of customizable alloys.





**Globally Proven  
Construction Solutions**



**100 Countries, 3 Generations, 1 Mission**

LATICRETE is a family-owned, customer focused, world-wide manufacturer marketer of green flooring and facade materials, used in residential, commercial and industrial applications. For over 60 years, LATICRETE has provided the technology, products and service making innovative, permanent installations and repairs for the construction market. Architecturally specified and professionally endorsed, LATICRETE offers a dedication to quality that results in globally proven solutions for virtually every flooring, waterproofing and facade application.

wim

women in  
manufacturing®

 **Schwerdtle**

  
**DACRUZ**  
MANUFACTURING

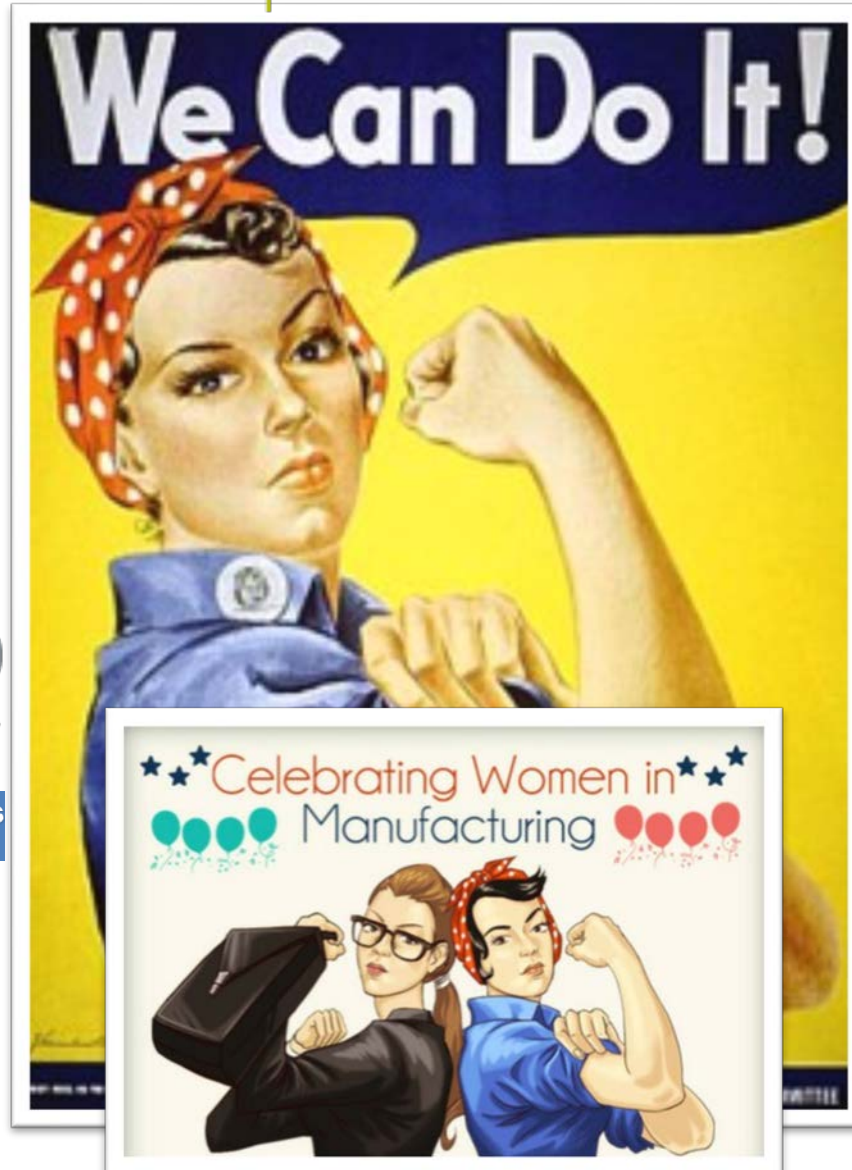
**ALTEK**  
ELECTRONICS, INC.

**EXCELLO**  
TOOL ENGINEERING + MANUFACTURING, CO.

 **Acme Wire Products**  
Company, Incorporated

**PENN**  **GLOBE**  
The Legendary Name In Outdoor Lighting

 **HRI** **Hampford Research INC**



**NHMA**  
New Haven  
MANUFACTURERS Association

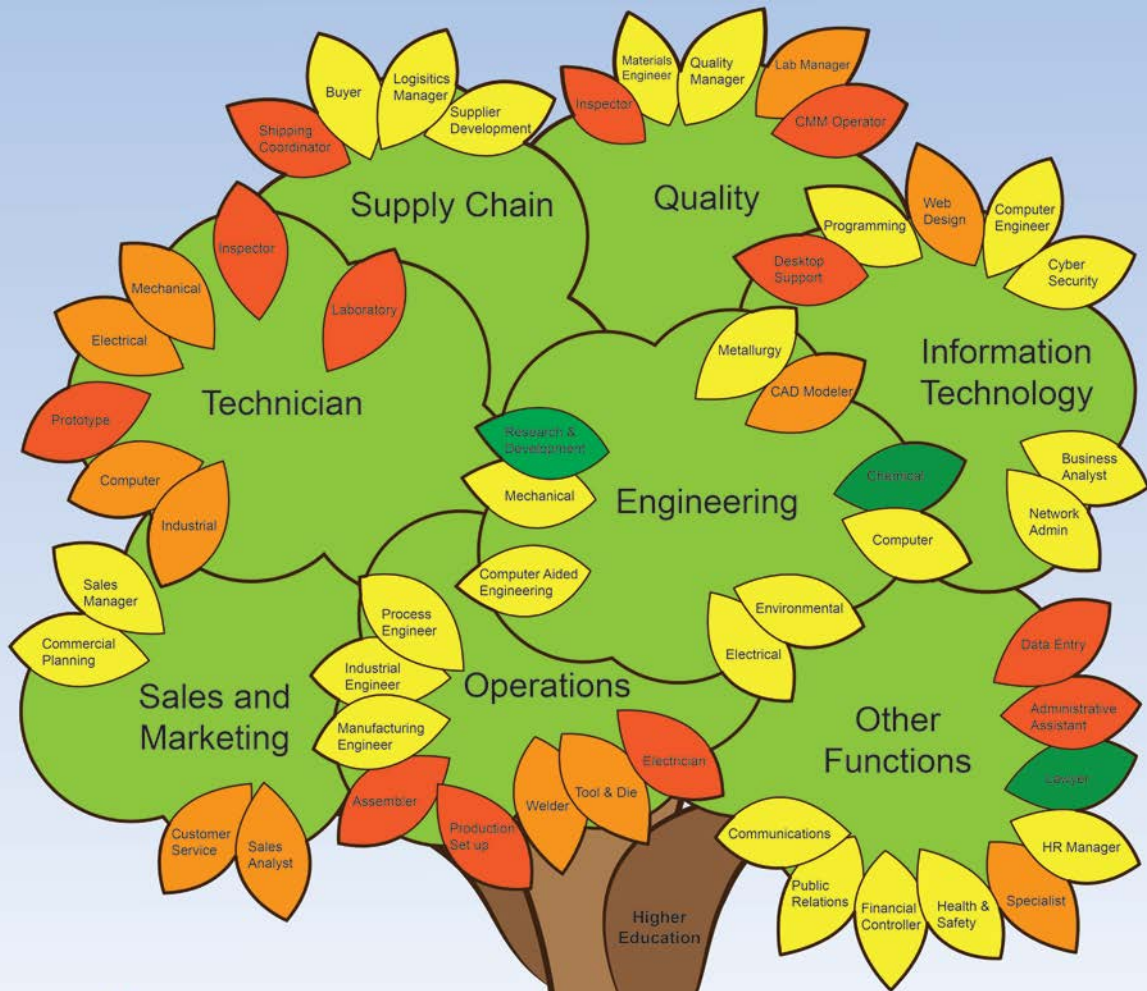
**ASSA ABLOY**

  
**BYK**

  
**SMA**  
Smaller Manufacturers Association

**ALLOY**  
Engineering Company, Inc

**elliptipar**  
**tambient**  
  
**THE LIGHTING QUOTIENT**



- Advanced Degree Required
- Bachelor's Degree Required
- Associate's Degree Required
- Trade School/Certifications

# Careers in Manufacturing



Presented by: Jamison Scott  
Executive Director, NHMA

[jscott@newhavenmanufacturers.com](mailto:jscott@newhavenmanufacturers.com)

860-430-4976

