



Harold King
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DEAR READER

Dear Reader,

We are pleased to present the spring 2015 edition of HV Mfg, the magazine by, for and about Hudson Valley manufacturers. This edition also includes a listing of the members and associate members of the Council of Industry. Each of these companies have seen fit to support Hudson Valley manufacturing through participation in the Council and, on behalf of our association, I thank them for that support.

This issue's Leader Profile is of Pawling Corporation's Jason Smith, the third generation of his family to lead this Eastern Dutchess County rubber and plastics company. His emphasis on metrics and data-driven decision making is leading his firm to renewed growth and profitability. Our Company Profile takes a look at Sono-Tek Corporation. Located in Milton, Ulster County, Sono-Tek is a world leader in state-of-the-art ultrasonic spray systems used in manufacturing precision electronics, fuel cells, solar cells, medical devices, float and panel glass, nanotechnology coatings and other industrial applications.

Also in this issue, David King writes about "the Internet of Things" and what the ultra-connectedness it provides will mean for manufacturers. Dr. Kevin Caskey, professor of operations management at SUNY New Paltz, writes on how to make the best use of statistics to improve manufacturing processes. Justice Rosenkranse, a student at the Hudson Valley Pathways Academy, the P-TECH school with which the Council of Industry is partnering, gives us a student perspective on the school's first semester of operation. Finally, with manufacturing increasingly relying on higher-skilled workers, we look at the importance to a firm's success of thinking strategically about human capital and human resource management.

I hope you find this edition interesting and informative. 