



THE COUNCIL OF INDUSTRY
www.councilofindustry.org

President of the Board: John Malmgreen — *Eastern Alloys*
First Vice President: Jason Smith — *Pawling Corporation*
Second Vice President: George Quigley — *Stavo Industries*
Treasurer: Michael Flynn — *M&T Bank*
Executive Vice President and CEO: Harold King
Editor: Alison Butler

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

© 2015 Council of Industry
6 Albany Post Road
Newburgh, NY 12550

845-565-1355
Fax: 845-565-1427



HV Mfg is published for the Council of Industry by Martinelli Custom Publishing, (845) 462-1209

www.martinelliacustompublishing.com

Contents of this magazine © Council of Industry 2015. Reproduction in whole or in part is strictly prohibited without the prior express written permission of Council of Industry.

Publisher: Thomas Martinelli
Creative Director: Alex Silberman

FALL 2015

INSIDE THIS ISSUE OF

HV Mfg

5 | **Letter from the Executive Vice President**
Manufacturing matters.

7 | **Manufacturing News Briefs**
A roundup of stories affecting Hudson Valley manufacturers.

11 | **Why Does Manufacturing Matter?**
For starters, more than 10 percent of the Hudson Valley's private sector wages come from manufacturing.

14 | **A Life in Manufacturing**
A wide-ranging interview with Frank Falatyn, President of FALA Technologies.

19 | **True Colors**
From its factory in Newburgh, GTI Graphic Technologies, Inc. provides the world with its premier color viewing and inspection stations.

25 | **Internship Pays Off**
Insights into a win-win situation for students and employers alike, with information about how to start an internship program of your own.

30 | **Is Your Company Ready for Big Data?**
The first order of business is to set your goal.

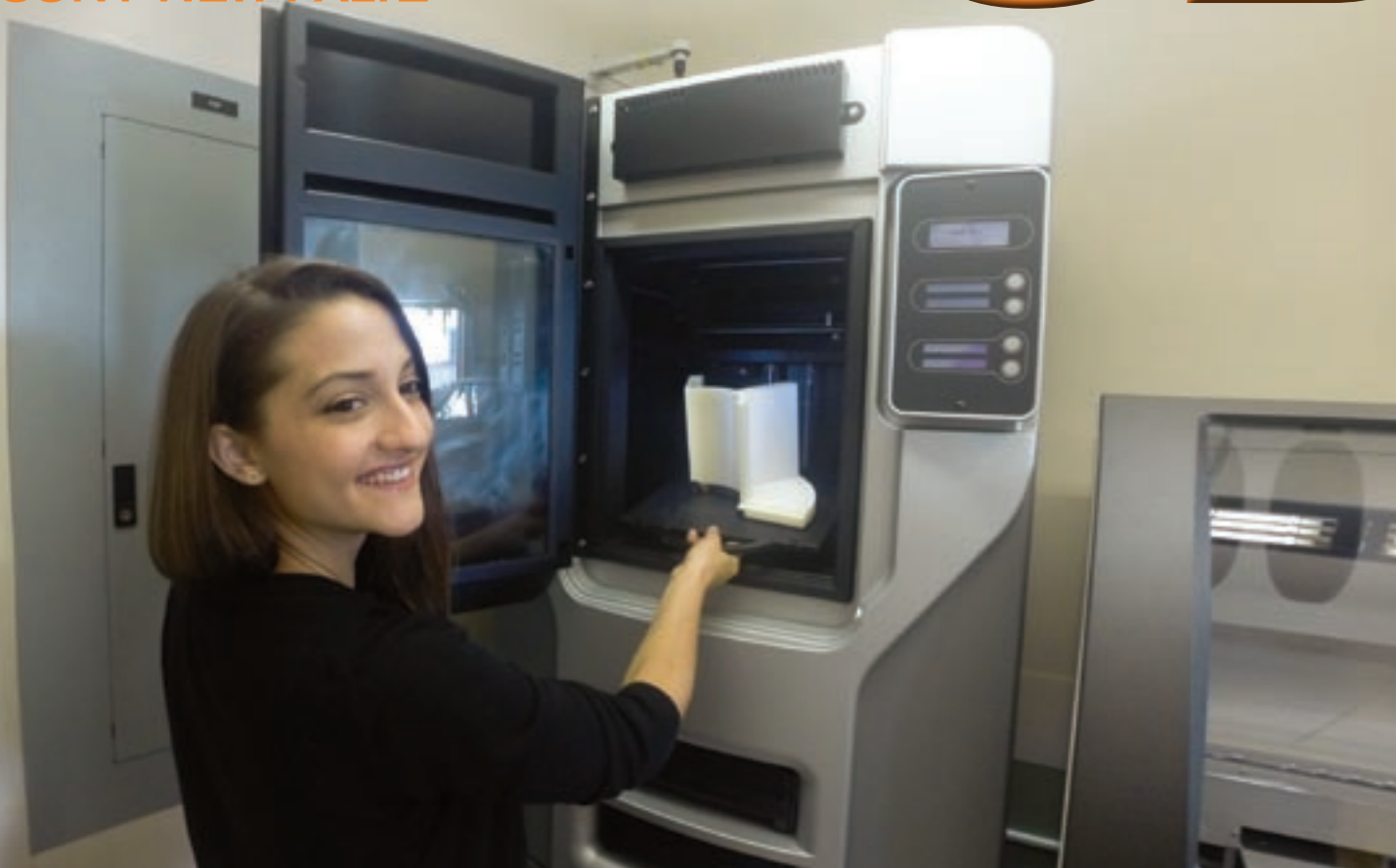
41 | **Resources** — A listing of elected representatives and government and private sector organizations of use to our members.

42 | **Advertisers Index**

Pictured on the Cover: Alfredo Garcia, GTI Graphic Technologies, Inc. Production Mmanager.



Cover photo by Tom LeBarbera/Picture This Studios



Providing 3D design and fabrication services to businesses and entrepreneurs throughout New York State.

SERVICES OFFERED:

Digital Design ▪ 3D Printing ▪ Prototyping ▪ Small Scale Production
▪ 3D Design/Printing Training

3D PRINT IN:

Robust Thermoplastics ▪ Full Color ▪ Flexible Materials ▪ Carbon Fiber/Nylon Composite, and more.

For more information on how we can meet your 3D printing needs, contact:
(845) 257-3728 ▪ HVAMC@newpaltz.edu