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GEARING UP FOR GROWTH

DEAR READER

“We’re paying the bills.”

That is the response I got many years ago from one longtime member of the Council of Industry when I asked him the question I ask every member I visit: “How’s business?” In fact his business was expanding rapidly. They were very profitable, gaining market share and even vertically integrating some of their operation. His humble response was a combination of his natural humility and his sincere desire not to tempt fate. This modesty is also typical of most of our manufacturing members.

Keep that story in mind when I tell you that manufacturers in the Hudson Valley are “paying their bills.” Recent studies and surveys show tremendous optimism and confidence among small business owners and manufactures. Investment in new equipment is higher, wages are higher, and productivity is on the rise. By and large our member firms are growing faster now than they have in decades.

Yet fate can be fickle. It is always lurking around the corner and we are wise not to tempt it to turn. Such a turn might take the form of the skilled labor shortage; or the uncertainties around trade policy; or new and disruptive technologies; or other issues and events that have yet to materialize and which we cannot yet imagine. It is for these reasons that the optimism of manufacturers is tempered by caution, and confidence by a commitment to continuously improve their business and address looming problems.

HV Mfg is all about Hudson Valley manufacturing – who they are, what they make, the challenges and opportunities they face. In this issue of HV Mfg we look at some leaders who are working hard to ensure they are capitalizing on their present growth as well as preparing for the future. **AMETEK Rotron** (company profile) is investing in new equipment and upgrading the skills of their employees to provide the best technology possible to their customers – which include the U.S. Military. Our leader profile is of **Darren Doherty who, as President of Package Pavement Corporation**, has turned that company into a nimble, customer focused producer of material for the construction industry. Our emerging leader is proving that the best path to success is not necessarily the most direct path. From accounting, to cooking, to engineering, **Adam Carlock** has found his calling at Sono-Tek.

In other articles, David King looks at how emerging blockchain technology may become an indispensable tool to manage supply chains. Lara Litchfield-Kimber writes about the **Mid-Hudson Children’s Museum and a new interactive Science Museum** on Poughkeepsie’s waterfront designed to inspire the next generation of manufacturers. Serena Cascarano writes about the value of her **experience as an intern** with several organizations (including with the Council of Industry.) James Irvine introduces us to **Westchester Community College’s CNC training program**.

As always I want to sincerely thank the organizations that support our publication with their advertising dollars. Without them we could not share the news that our members are “paying the bills.” Nor could we pay our own. Thanks too, to Council members Ad Essentials and Maar Printing for helping us to again put together a quality publication. 