



**JOHNNIEANNE  
HANSEN**  
COUNCIL OF INDUSTRY CEO



# THE NEW MANUFACTURING PLAYBOOK

## DEAR READER

Welcome to the Spring 2026 Edition of HV Mfg, the Council of Industry's magazine by, for and about Hudson Valley manufacturers.

**M**anufacturing today is defined by two conflicting realities: persistent uncertainty and steady momentum. This dual reality is playing out across the Hudson Valley in 2026. Workforce shortages, shifting trade policy, high interest rates, inflation, and global conflict continue to challenge manufacturers. Yet advances in AI, reshoring, capital investment, and renewed focus on domestic production are creating real opportunities for growth.

This edition of HV Mfg features articles that shed light on some of these issues and profile firms - both young and old - that are competing, and winning, on this new playing field.

We feature a roundtable discussion with several Council members who sell capital equipment across the globe to learn how they are navigating tariffs and interest rates, along with other challenges. Their conversation highlights some broader trends in our sector, namely that automation and heightened demand for customized factory equipment are accelerating and that developing a skilled manufacturing workforce is as important as ever.

Our Company Profile highlights Poughkeepsie-based Cerven Solutions, a custom machine shop founded in 2020 by brothers Sean and James Cerven. Author Ciara McEneaney, the Council of Industry's Member Services Coordinator, tells their entrepreneurial story that is inspiring and showcases Cerven's technology-based approach to running their business, providing valuable insights.

Our Leader Q&A is with Scott Aronson, CEO of Producto Electric Corporation (PECO). PECO has supplied electrical conduit fittings and manufactured specialty cable support systems for some of the country's most demanding environments for nearly 90 years. Scott entered the business in 2021 and has been working to modernize the operation, while maintaining the family first culture that builds employee and customer loyalty.

We also have a piece from Marist University professors Dr. Barry Silverman and Dr. Ibrahim Shaikh that offers tips for manufacturers to achieve growth in a world defined by volatility, uncertainty, complexity, and ambiguity (VUCA). Casey Marvel, Vice President at Ostroff Associates, encourages Council members to advocate for their businesses, and the sector, by engaging with policy makers through associations like the Council of Industry.

Thomas J. DeMayo, Nick DeLena, and Jim Szumlaski, Partners at Accounting Firm PKF O'Connor Davies, help us understand the CMMC compliance framework and what manufacturers need to do to be defense industry suppliers. Emma Oliver, Workforce Development Manager at the Council, writes about SUNY's efforts to develop internship opportunities for all their students to better prepare them for the workplace. And Kathy D'Agostino principal at Win at Business AI argues that Implementing AI in your business is not a technology problem as much as it is a people strategy.

We also have our regular Spring features including news briefs, and our Member, Associate Member and Supporting Member Directories.

I would also like to express my sincere appreciation to the many organizations who placed advertisements in HV Mfg. Your support of Hudson Valley manufacturing, the Council of Industry, and this publication is greatly appreciated.

Finally, we are pleased to share some exciting news for our association. The Council of Industry has been named the Mid-Hudson Manufacturing Extension Partner (MEP) by Empire State Development. This designation, which includes funding from the National Institute of Science & Technology (NIST) and Empire State Development's Division of Science, Technology and Innovation (NYSTAR) programs, will enable our association to expand and improve our programs for the Region's small and medium sized manufacturers.

I hope you enjoy this edition and thank you for reading.

*Sincerely,*

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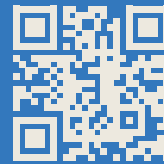
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