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**Strengthening  
American Manufacturing  
Sector**

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Warmer days are upon us here in the northeast. The snow has given way to our lawns, and the sap we've pulled from the trees boiled down into syrup. It's amazing how much sap it takes to get a decent yield of syrup. A 40:1 ratio. The odds are stacked against those that give it consideration, but for the ones with patience, the payoff is priceless.

To some degree, the industry we're in can feel like maple syrup production at times. A lot goes in; a little comes out. But our efficiencies are quite a bit better—it's the patience piece we're all practicing on the regular. When we win, there are few sweeter tastes in the world. But the boil to get to those wins wears on for the entire year—not just a singular peak season.

Spring is a time for new beginnings. We're starting to roll out the vaccine in a very serious way, and, with any luck, summer should be more normal than it was last year. We're looking forward to that. And we're looking forward to getting back to more normalcy across the board. That includes our day-to-day working lives. Sure, things will be forever changed due to the year we've all just lived through, but maybe some of those changes are for the better. At the end of it all, we've got a strong manufacturing community here in the northeast, and if we're working together, the syrup at the end of the day will remain strong, and we'll all be the better for it.

In the spirit of spring and telling a new story, let us know if you're ready for a company spotlight. We've been doing some outreach, and it seems everyone is too busy to get back to us... And that's okay; we get it. Gotta tend to those sap lines. When you're ready, we're ready, and there's no better time than right now to get your new story told.

All our best,



April 2021

THE  
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MAGAZINE

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## CONGRESS LAUNCHES GROUP FOCUSED ON STRENGTHENING AMERICAN MANUFACTURING SECTOR



On March 18th, a press conference held by United States House Majority Whip James E. Clyburn (SC-06) and Representative Haley Stevens (MI-11), who announced the launch of the House Democratic Manufacturing Working Group, which has been put in place to examine key issues for strengthening the American manufacturing sector.

The working group will aim to drive economic recovery and ensure that manufacturers, especially small and medium firms, can compete globally. Additionally, they aim to explore efforts to increase:

- *Supply chain security*
- *Worker training*
- *Well-paying jobs*
- *Environmental sustainability*

“History has shown us what is possible if we invest in industry and innovation,” said Majority Whip Clyburn. “American manufacturers built the ‘Arsenal of Democracy’ during World War II, birthed nuclear and renewable power, placed a man on the moon, and launched the information superhighway. Now is not the time for our nation to fall behind in manufacturing the technologies of the future. As we work to recover from a devastating pandemic, we must rebuild a leading manufacturing economy. That is why I am pleased to co-chair the House Democratic Manufacturing Working Group with Congresswoman Stevens to prioritize our American manufacturing industry.”

“I am absolutely thrilled to launch the House Democratic Manufacturing Working Group with Whip Clyburn,” said Rep. Stevens. “During the COVID-19 pandemic, manufacturers in Michigan’s 11th District and across the country stepped up to meet the industrial call to action, retooling their production lines to make medical supplies that our doctors, nurses, and other essential workers needed. Just as they did when they built the Arsenal of Democracy during World War II, Michigan’s best-in-class manufacturing workforce created the products our nation needed in a moment of crisis. Manufacturers and the hardworking Americans they employ are the backbone of our economy and when we invest in manufacturing, America succeeds.”

The House Democratic Manufacturing Working Group will collaborate with key stakeholders to restore and transform American manufacturing, protect supply chains, and ensure that domestic manufacturing can compete and lead in a 21st century economy.

***The three major areas of focus will include:***

- 1. Workforce development, economic recovery, and access to capital***
- 2. Climate and sustainability***
- 3. Trade, access to markets, and the export-import bank***

***The full list of the House Democratic Manufacturing Working Group members include:***

Collin Allred (TX-32)  
 Suzanne Bonamici (OR-01)  
 James Clyburn (SC-06), Co-Chair  
 Lou Correa (CA-46)  
 Debbie Dingell (MI-12)  
 Bill Foster (IL-11)  
 John Garamendi (CA-03)  
 Jimmy Gomez (CA-34)  
 Brian Higgins (NY-26)  
 Marcy Kaptur (OH-09)  
 Ro Khanna (CA-17)  
 Dan Kildee (MI-05)  
 Ron Kind (WI-03)  
 Raja Krishnamoorthi (IL-08)  
 Ann Kuster (NH-02)  
 John Larson (CT- 01)  
 Susie Lee (NV-03)  
 Joe Morelle (NY-25)  
 Frank Mrvan (IN-01)  
 Grace Napolitano (CA-32)  
 Marie Newman (IL-03)  
 Chris Pappas (NH-01)  
 Scott Peters (CA-52)  
 Tim Ryan (OH-13)  
 Mary Gay Scanlon (PA-05)  
 Terri Sewell (AL-07)  
 Haley Stevens (MI-11), Co-Chair  
 Bennie Thompson (MS-02)  
 Lori Trahan (MA-03)  
 Lauren Underwood (IL-14)  
 Marc Veasey (TX-33)  
 Bonnie Watson Coleman (NJ-12)  
 Susan Wild (PA-07)  
 John Yarmuth (KY-03)



In a statement, the announcement of the House Democratic Manufacturing Working Group made light that the foundation of the group was formed in the wake of a global pandemic, and the realization that the future of American manufacturing is more uncertain than ever. Changes in the workforce, new technologies and automation, and shifts in the global marketplace have created an inflection point for the U.S. manufacturing economy. The hope is to address:

- **Vulnerabilities in the Supply Chain.** The Covid-19 pandemic exposed weaknesses in critical supply chains, with interruptions in delivering PPE, pharmaceuticals, food, and other important supplies.
- **Irregular Recovery.** Though U.S. manufacturing has been recovering since the onset of the pandemic, the recovery has been slow and uneven. Recent data from the Federal Reserve showed that manufacturing output in December 2020 was still below pre-pandemic levels, 2.8% lower than December 2019, and end of year growth lagged other industries.
- **Meeting Workforce Needs.** Given the changing nature of work in manufacturing, employers, workers, and policymakers must constantly adapt to meet evolving workforce demands.
- **Shifting Technology.** Changes in manufacturing – from increased use of nanotechnology in textile fibers to new semiconductors – have fundamentally altered the sector, presenting new opportunities for U.S. firms.

## BUILDING THE FUTURE OF AMERICAN MANUFACTURING

With the rollout of a vaccine, the U.S. has a unique opportunity to rebuild a leading manufacturing economy. The House Democratic Manufacturing Working Group will bring Members and manufacturing stakeholders together to examine key issues for strengthening the American manufacturing sector:

- **Training & Education.** Invest in apprenticeships, occupational skills training, and colleges and universities to prepare American workers with skills that meet the demands of a diverse, modern manufacturing economy.
- **Sustainability.** Promote environmental sustainability throughout the manufacturing sector by minimizing environmental impacts and conserving energy while enhancing competitiveness.
- **Access to Markets.** Break down barriers to global markets and encourage small and mid-sized manufacturers to build their export profile.
- **Competition.** Promote American manufacturers of all sizes to compete with manufacturers in countries that already have firm frameworks in place.
- **Innovation.** Invest in new and expanded programs to spur innovation, boost economic efficiency, and increase global competitiveness.



(CONTINUED ON PAGE 7)

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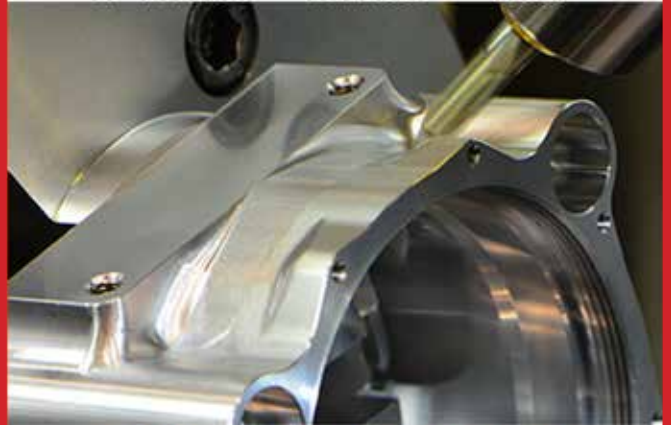
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Said Representative Haley Stevens (MI-11):

“... we’re launching here today the manufacturing task force that will compel a legislative agenda to fuel our nation’s innovation agenda to awaken what we can do for the workforce needs, the export leads, and the access to capital needs that we know we need a strong manufacturing base for. It was all the apparent before we came into this pandemic what manufacturing meant in our economy and meant to our national economy with over 12 million people employed in the manufacturing sector, and for every dollar going into the manufacturing sector \$2.00 was produced. As a result of what we saw in this pandemic—which was supply changes disruptions, shutdowns of factories, long term furloughs and layoffs, and on. We are seeing a year out, some of the continued ramifications of this pandemic on our manufacturing sector particularly as it relates to supply chain disruptions and overall productivity. We’re almost 3% lower than we were a year ago and even though we are lower, and even though we have a semi-conductor chip shortage crisis taking place right now that is impacting our automotive sector, we continue to have individuals who work in manufacturing working to keep their heads down as they continue to focus on the timely delivery of the production needs and the value chain that that comes from our suppliers. And so as we are coming out of a very momentous legislative session, having passed the American rescue plan taking a look at and getting prepared for our infrastructure bill, this task force, and what we’re doing with our dozens of colleagues from Michigan and Ohio and down to South Carolina and over to the coast—what we are focused on is a part of the build back better agenda, a suite of legislative priorities that are going to focus on our small businesses and are going to connect them to the capital that they need to succeed and diversify and continue to meet the challenge.”

The agenda of the House Democratic Manufacturing Working Group will build on recent approval of the National Apprenticeship Act, which supports successful training programs that lead to good paying job opportunities for workers and helps build a skilled workforce.

The U.S. Department of Commerce reports that manufacturing is the 6th largest U.S. employer, providing workers with an average hourly wage of \$27.70 and contributing \$2.4 trillion to the economy.





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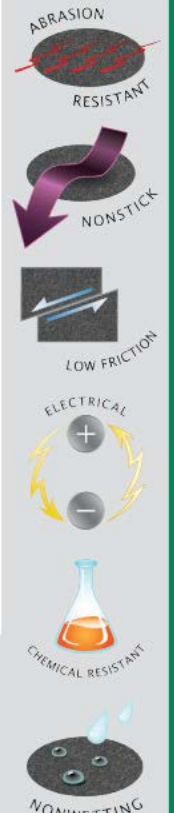
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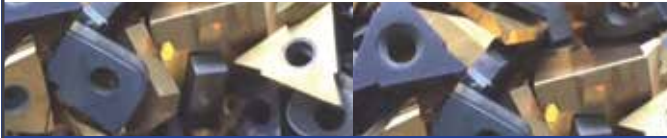


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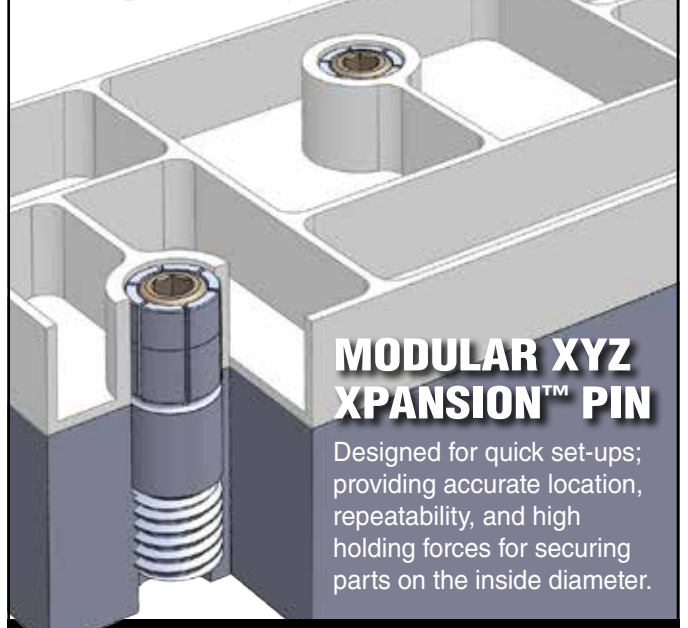
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# MANUFACTURING INDUSTRY EXPECTS CLOSE TO NORMAL LEVELS IN 2021



The manufacturing industry is expected to take a turn for the better in 2021. Amongst the global pandemic, manufacturing growth was slim to none but capacity levels and revenues are almost back to normal.

From the start of the pandemic to now, capacity levels have improved a great deal. ISM reported that manufacturing executives say their companies are currently operating at “85.7% of normal capacity” which is a “9.8% increase when compared to May 2020 (75.9%) and an increase when compared to December 2019 (83.7%)” ([www.ismworld.org](http://www.ismworld.org)).

The forecast is hopeful for 2021 with the vaccine rollout and the country beginning to open up again. ISM’s economic forecast says, “Expectations for 2021 are positive, as 59% of survey respondents expect revenues to be greater in 2021 than in 2020. The panel of purchasing and supply executives expects a 6.9% net increase in overall revenues for 2021, compared to a 1.3% decrease reported for 2020” ([www.ismworld.org](http://www.ismworld.org)). Even though these are only projections, it is important to understand that once businesses open up completely, there will be no stopping economic growth.

With economic normalcy slowly becoming reality, the prices of raw materials will also go back to normal. ISM also says, “The panel predicts the prices paid for raw materials will increase by 2.5% during the first five months of 2021, with an overall increase of 2.9% for 2021. This compares to a reported 2.8% decrease in raw materials prices between the end of 2019 and May of 2020” ([www.ismworld.org](http://www.ismworld.org)). What goes down must also rise back up?

## MANUFACTURING BOUNCE BACK TO NORMALCY



Another good that is going to come out of the manufacturing growth in 2021 is the amount of jobs it will create. Unemployment was directly affected by Covid-19 and will only be mitigated when Covid is under control. Another projection made by ISM's Manufacturing Business Survey Committee says, "sector employment decreased 2.6% in 2020, and forecast that employment will increase by 2.5% on average, for the full year of 2021" ([www.ismworld.org](http://www.ismworld.org)). That being said, 2020 saw one of the worst unemployment years in a long time, and you can only go up from there.

Experts have high hopes for the rest of 2021, and from what we've seen so far, we can say they might be on the right track.

*\* Statistics supplied by ISM World ([www.ismworld.org](http://www.ismworld.org))*

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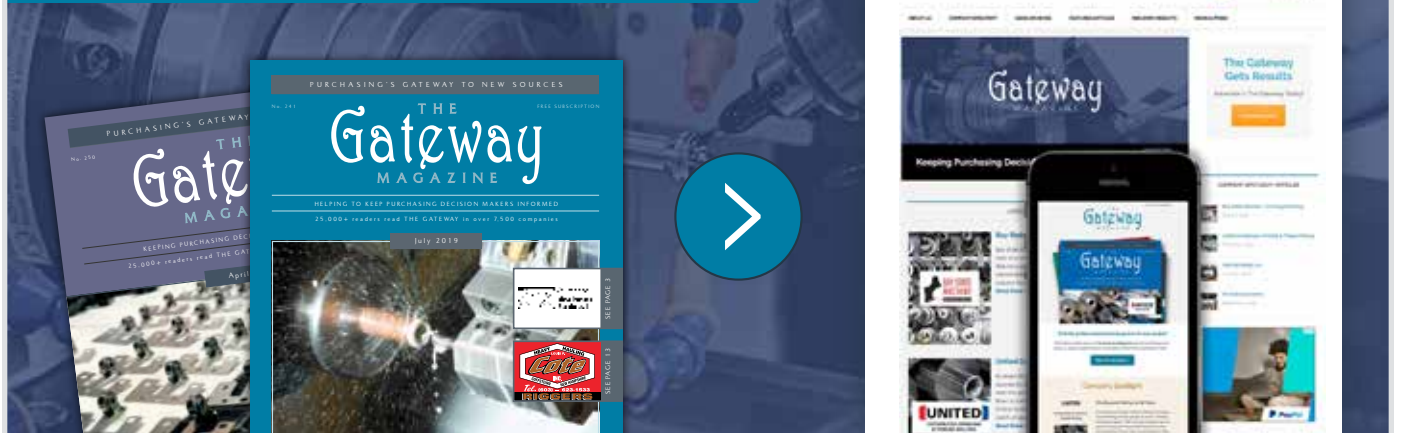
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NEW HAMPSHIRE MANUFACTURING EXTENSION PARTNERSHIP OF CONCORD, NH,

Released the following statement: Manufacturers know that searching for domestic materials and products can at times be challenging and expensive. With the COVID-19 pandemic, it has only become increasingly difficult. As part of the CARES Act, NH MEP is offering a Supplier Scouting and Matching program to manufacturers to address supply chain disruption. This free service encourages a more competitive US supplier market and proactively finds business for manufacturers.

MEP centers assist in meeting two needs – searching to find a specific supplier as well as matching manufacturers who need a product with those that have capacity to make it.

“We want to make the process as easy as possible for manufacturers,” says Zenagui Brahim, President of New Hampshire MEP. “Local manufacturers tell us what specific materials they need and we search our national database for verified suppliers. Even if they don’t need a supplier, they can share their capabilities with us so that MEP centers around the country can see it and contact us when they have a client looking for that product.”

***For more information, please contact Manufacturing Sector Partnership Advisor Evania Verley at [everley@nhmep.org](mailto:everley@nhmep.org) or call 603-226-3200.***

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Announced that they’d be supporting the company’s continued growth, and build on their 75 year legacy, and broader expansion by consolidating Sterling Machine’s operations into HORST Engineering’s Connecticut plant site. This activity will coincide with the completion of their newly renovated state-of-the-art factory located at 141 Prestige Park Road in East Hartford.

AMERICA MAKES, which represents the U.S. additive manufacturing, technology and education ecosystem released the following statement on President Biden’s supply chain executive order.

“America Makes applauds President Biden’s critical executive action to secure and strengthen supply chains vital to America’s continued progress,” said John Wilczynski, Executive Director of American Makes. “The administration’s order is further validation that America’s advanced manufacturing community has played a crucial role in closing supply chain gaps during the pandemic and continues to drive the U.S. innovation ecosystem by supporting U.S. technological competitiveness.

“The pandemic has revealed our untenable overdependence on imports and that the need for the capacity to respond quickly in the face of challenges is paramount for securing our supply chain and ensuring our nation’s continued security, health, and prosperity.”

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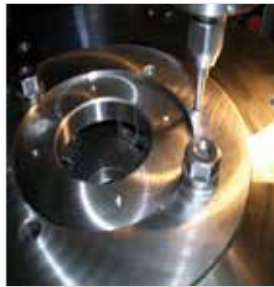
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# The Gateway

Keeping Purchasing Decision Makers Informed For Over 20 Years



## THE GATEWAY GETS RESULTS.

The Gateway reaches purchasing decision makers throughout New England.

Our mailing list includes:

- Purchasing Managers
- Sub-Contract Buyers
- Metal Buyers
- Engineering Managers
- Manufacturing Engineers
- Machine Shop Managers
- Tool Room Managers
- Sales and Marketing Managers
- Business Owners
- & More!

We maintain a 65/35 ratio of manufacturers versus job shops and service companies.

We will, over the coming months, continue to expand our readership in each geographic area, bringing additional buyers to our list of advertisers. We will also be adding online and email exposure opportunities as well. Gateway advertisers know their ads are being seen every month and buyers are responding. Buyers do take the time to read the stories and see the ads month after month.

### Here is what our advertisers & readers are telling us!

“I’m really happy with the response from The Gateway. It really works well and if anyone wants to ask me, have them call.”

~ Barbara, owner at NH Machine Products

“Our buyers love The Gateway. It’s a fresh source for new sources.”

~ Purchasing Agent at Pratt & Whitney

“The ad has worked well for us. We got more inquires in 6 months that we got in 6 years with a big name regional directory.”

~ Alan, partner at Merrimack Manufacturing

“The Gateway is the best source for new vendors that I’ve ever had.”

~ Lovejoy Tool

“The magazine is a tremendous help in finding new sources.”

~ National Association of Purchasing

“I put every issue in a three ring binder for quick source reference.”

~ Purchasing Agent at Hoppe Tool

**Place your ad today:**

[thegatewaymag.com/ad](http://thegatewaymag.com/ad)

All advertisers are featured in our online web directory at no additional charge! [TheGatewayMag.com](http://TheGatewayMag.com)



PROMOTE YOUR COMPANY  
IN THE GATEWAY MAGAZINE

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25,000+ readers read THE GATEWAY in over 7,500 companies

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**info@thegatewaymag.com or call: (877) 463-4020**

LOOKING TO HAVE A FEATURE DONE ON YOUR COMPANY?  
*We would like to hear it. Contact us to give us your input or feedback.  
We're always looking for new stories to discuss.*

**chris@thegatewaymag.com or Call: (877) 463-4020**

THE  
**Gateway**  
MAGAZINE

