

Issue No. 312  
FREE SUBSCRIPTION

# Gateway TO Manufacturing

THE NORTHEAST'S TOP MANUFACTURING RESOURCE

## Reshoring Momentum Drives Demand for Increased Domestic Forging Capacity

[ see page 3 ]



## New England Manufacturers Battle Rising Costs and Workforce Woes into Q4 2025

[ see page 11 ]



NOVEMBER / DECEMBER 2025

BE SURE TO SHARE YOUR STORIES: [WWW.THEGATEWAYMAG.COM](http://WWW.THEGATEWAYMAG.COM)

# C o n t e n t s

NOVEMBER / DECEMBER 2025 | ISSUE 311

## INDUSTRY INSIGHTS

- 03** Reshoring Momentum Drives Demand  
For Increased Domestic Forging Capacity
- 11** New England Manufacturers Battle Rising Costs  
and Workforce Woes into Q4 2025

Welcome to the latest issue of The Gateway Magazine. Let's start with a theme that hasn't exactly been a stranger within the pages of The Gateway these last few years...

There's a big push for reshoring manufacturing, especially in crucial sectors like defense and aerospace, driven by global instability and government policies like tariffs and "Buy America" initiatives. This surge in demand for domestically sourced, high-quality forged components is causing huge backlogs for brand-new equipment, forcing manufacturers to get creative. The first feature we have for you this month explains that the best, fastest, and most cost-effective solution is often to revitalize old or idle machinery through a complete rebuild. However, it strongly advises working with the Original Equipment Manufacturer (OEM), like Ajax-CECO-Erie Press, for these rebuilds because they hold the original design specs, ensuring the equipment performs reliably under the massive stress of forging. Ultimately, whether it's through OEM rebuilds or strategic spare parts programs, the focus is on maximizing the uptime of existing North American assets to meet this growing domestic demand.

As always if you have anything you'd like to see published here in the Gateway, please submit your 1,000+ word article to [chris@thegatewaymag.com](mailto:chris@thegatewaymag.com)!



# Gateway TO Manufacturing

## PUBLICATION MANAGER

Matthias Roberge

## EDITORIAL DIRECTOR

Chris Hislop

## ART DIRECTOR

Adam Kaufmann

## ADVERTISING INQUIRIES

(877) 463-4020

[info@thegatewaymag.com](mailto:info@thegatewaymag.com)

Hours: 9am-5pm Mon-Fri

## MAILING ADDRESS

PO Box 70

Portsmouth, NH 03802

## FOR FREE SUBSCRIPTIONS

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

## CHANGE OF ADDRESS:

In ordering a change of address, give both the old and new addresses. Allow two months for change to become effective. The publisher will attempt to handle unsolicited articles with care, but magazine assumes no responsibility for them.



© 2025: *Reproduction in whole or in part without permission is strictly prohibited.*

# Metal Stampings

Double Action    Deep Drawing

Washers • Discs • Rings  
**UP TO 80" Diameter**  
**500 TON CAPACITY**

Stampings to 3/4" thick  
 Short or long runs  
 Wire EDM



Tool & Die Makers  
 Quick Turn Around  
 CAD/CAM Design

## Peter Forg Mfg. Co.

130 YEARS OLD AND GROWING

888-625-4577    Fax 617-625-0331  
 50 PARK ST. PO Box 433 SOMERVILLE, MA 02143  
 www.peterforg.com

## F.M. Callahan & Son, Inc.



Celebrating over 100 years as the longest running metal finishing company in the nation.

F.M. Callahan & Sons is a NADCAP Certified, ISO 9001, and ROHS compliant precision plating house. Specialist in Plating, electroplating & anodizing, and rack and barrel plating.

Callahan Plating serves all industries while being a key supplier of services to the Aerospace industry.

PLATED FINISHES

SURFACE TREATMENTS

ANODIZING



[fmcallahan.com](http://fmcallahan.com)    [inquiry@fmcallahan.com](mailto:inquiry@fmcallahan.com)

(781) 324 - 5101    22 Sharon Street | Malden, MA 02148

## HEAT TREATING

Vacuum High Pressure Quench

Non - Ferrous Heat Treat

Austempering

Marquenching

Carburizing

Nitrogen Tempering

Solution Heat Treating

Water Quenching

MATERIALS

High Speed Steels

Alloy Steels

Tool Steels

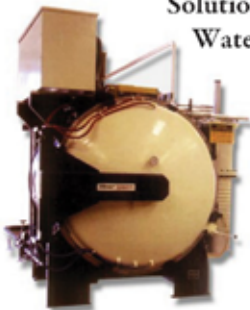
Stainless Steel

Aluminum

Plastics

OTHER SERVICES

- Bright Hardening
- Cryogenics to -300°F
- Glass Bead Blast
- Grit Blast Clean
- Plastics Thermal Treatment
- Precipitation Hardening
- Anneal & Normalization
- Metallography
- Stress Relieving



**HARDLINE**  
 HEAT TREATING, INC.

Consistent On Time Delivery  
 Pickup & Delivery Available  
 Member MTI / ASM



AS9100

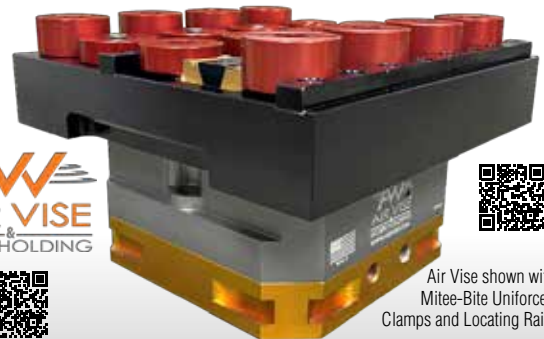
AEROSPACE  
 & DEFENSE

134 Ashland Ave. Southbridge, MA 01550  
 www.hardlineheattreating.com

Tel: (508) 764-6669    Fax: (508) 764-6654

## GRIP IT & RIP IT!

High density pallets on your vise?  
 You're ready for automation!



**AW**  
 AIR VISE  
 WORKHOLDING



Air Vise shown with  
 Mitee-Bite Uniforce®  
 Clamps and Locating Rails

Transform your Air Vise into a precision Pallet System in no time with the Air Vise Pallet Kit and Mitee-Bite Fixture Clamps!

**MORE CHIPS - LESS DOWNTIME**

Contact us today for more information!



Free Design Consults

800-543-3580    [MiteeBite.com](http://MiteeBite.com)

**MITEE-BITE**  
 PRODUCTS LLC  
 WORKHOLDING SPECIALISTS



FOLLOW US ON SOCIAL MEDIA:



ISSUE 312

## RESHORING MOMENTUM DRIVES DEMAND FOR INCREASED DOMESTIC FORGING CAPACITY

**As reshoring efforts accelerate, forging companies are finding OEM rebuilds to be a strategic solution for boosting domestic capacity**

Reshoring is gaining momentum as shifting global economic conditions are forcing manufacturers to reevaluate their supply chains, and forging operations are squarely in the spotlight. Aerospace, defense, transportation, and heavy mobility are leading the charge, each relying on a steady flow of high-quality forged components to support growth, innovation, and national security.

At the same time, policy and pricing pressures are reshaping the competitive landscape. Tariffs on steel, aluminum, and other metals have raised the cost of imports, making domestic forging operations more competitive. In addition, “Buy America” provisions and other government trade measures are incentivizing companies to source domestically, both to remain compliant with regulations and to reduce the uncertainty that comes with fluctuating tariffs and duties on foreign goods.

The demand to reshore forging also reflects a fast-moving and unpredictable global environment where conflicts and rising tensions are requiring the U.S. to deepen its investment in military ordnance.

Forged components are found in virtually every defense implement, from rifle triggers to nuclear submarine drive shafts. Heavy tanks, missiles, armored personnel carriers, shells, and other heavy artillery require forged components.

Forging is also a core component for a multitude of parts from engine mounts, brackets, beams, shafts, landing gear cylinders, and struts and wheels in military aircraft and spacecraft.

With these pressures increasing demand, manufacturers are now facing longer lead times for new or custom forging presses and hammers. Fortunately, manufacturers have more than one path forward and investing in brand-new equipment is not the only solution.



## Rebuilt Forging Equipment

Today, many forgers are turning to the revitalization of idle or underutilized machinery, commissioning complete rebuilds from Original Equipment Manufacturers (OEMs). This approach allows production to scale up far more quickly while new forging equipment is still on order.

“Rebuilding is often the fastest, most economical means to get worn or mothballed equipment back into production when purchasing new equipment may not be feasible,” says Bill Goodwin, Vice President of Sales, Ajax-CECO-Erie Press (ACE), the largest forging equipment supplier in North America, founded in 1875. The company has over a century of experience in custom designing and building presses and forging machines spanning horizontal, vertical, mechanical, hammer, and hydraulic forging presses for a variety of applications.

According to Goodwin, rebuilding entails removing all a machine’s parts and repairing or replacing them with OEM components to return them to manufacturer specifications. Recognizing that the high-impact nature of forging takes its toll on parts over time, a rebuild typically includes replacing high-wear items such as bearings, bushings, seals, and liners and inspecting and repairing the frame.

Often more efficient and cost-effective than purchasing new forging equipment, rebuilding is ideal for quickly getting equipment operational again, often in as little as just a few months.

Rebuilding can even be an effective option for older forging equipment, including updates and modifications for new product lines or restoration to original specifications. A rebuild can also increase the production capacity of slow and inefficient equipment.

## Optimizing the Rebuild

When electing to rebuild, manufacturers can choose to contact the OEM to rebuild the equipment or contract with a third-party rebuild. The decision is significant, given the need for a complete, dependable rebuild that will perform as expected for many years.

Rebuilders often use a reverse engineering process to create their parts or have them machined at local CNC



## WANTED OLD GAS FORK LIFTS



We Buy Old Forklifts for  
Parts. Gas or Electric,  
Large or Small,  
Running or Not.

We pay reasonable prices.  
Call Walt 860-508-9164  
Will Pick Up and Pay Cash

**Also Electric Forklift Batteries Wanted**

## WANTED OLD ELECTRIC FORK LIFTS

Wanted Used Electric Forklifts,  
running or not.

Also looking for LARGE  
Used Batteries good or bad.  
Must be reasonable, we pick  
up and pay cash.

Call Walt: 860-508-9164



## DYNAMIC BALANCING



*Industrial, Medical & Commercial  
applications from one piece to large production runs.*

Pump Impellers - Fan Wheels - Prototype Development  
Gears - Motor Armatures - Sheaves and Pulleys -  
Flywheels - Couplings - Much More

8 Donnelly Road, PO Box 303 Spencer, MA 01562

[www.ne-spintech.com](http://www.ne-spintech.com)

Tel: 508-885-5300 Fax: 508-635-6831

AS9100 Certified • ITAR Registered

Custom Molder of Thermoplastics  
Thermosets, and Elastomers.

Small Parts - Small Quantities

[Quadra-tek.com](http://Quadra-tek.com) / 1-802-375-6139

2617 VT Rte 7A Arlington, VT 05250

- ✓ Precision Machining
- ✓ Toolmaking
- ✓ Jig Grinding Service



## CLASSIC JIG GRINDING

[jiggrind@classicjiggrinding.com](mailto:jiggrind@classicjiggrinding.com)

860-870-4900

**National  
Chromium**

(860) 928-7965

(860) 928-7965

Fax (860) 928-1408

10 Senexet Road • Putnam, Connecticut • 06260

Plating of Hard Chrome, Electroless Nickel,  
Mass Finishing Media, Equipment and Supplies  
Mass Finishing, Tumbling & Deburring  
Web Page: [www.nationalchromium.com](http://www.nationalchromium.com)



## FABRICATION & MACHINING FOR ALL INDUSTRIES

CNC Milling/Turning	Manual Milling/Turning
VMC: 40" x 120"	Vertical Milling: 40" x 250"
HMC: 78" x 118"	Horizontal Milling: 72" x 72"
Turning: 16" x 24" cc	Turning: 48" x 240" cc

AWS Certified Welders • ISO 9000 Compliant



## Innovative MACHINE • INC.

40 Snow Road • Winchester, NH 03470

Tel: 603-239-8082

Contact: Terry Haskins

[www.innovative-machine.com](http://www.innovative-machine.com)

[tmhaskins@innovative-machine.com](mailto:tmhaskins@innovative-machine.com)

shops. Although this approach may work in the short term to “get equipment up and running,” it ignores the long-term view. Even rebuilders with experience working on various other types of equipment, such as stamping presses or injecting molding machines, may only partially appreciate the forces exerted during the forging operation.

Moreover, critical engineering design data is lost when an independent rebuilder reverse-engineers a part, resulting in inferior part construction and premature wear or component failure.

“Often they are rebuilding a machine without truly understanding the original design intent or the loads that will be placed on the parts and equipment,” says Goodwin.

As an alternative, it can be advantageous to work with the OEM for an equipment rebuild. The OEM has the original design specifications, critical materials, and clearance specifications to jump on rebuilds and quickly finish the work.

A vast range of information is required for a quality rebuild, such as critical data on high-wear parts, the material grade of the steel, the heat-treating process utilized, and the required clearances used in that forger’s engineering.

When working with the OEM, a rebuild is not limited to restoring the original design capabilities to today’s standards but can also include significant automation upgrades.

“A rebuild can be approached in several ways,” explains Goodwin. “The forging equipment can be sent to us for rebuilding; we can send repair personnel to the manufacturer’s facility to rebuild equipment on-site, or we can supervise a rebuild by their maintenance staff.”

## *The Domestic Advantage*

The ability to expedite service and repair for a variety of equipment types commonly found on North American manufacturing floors was one of the considerations behind

merging the leading brands Ajax Manufacturing, Chambersburg (CECO), and Erie Press Systems under the parent company Park Ohio (NASDAQ: PKOH).

The U.S.-based company, Ajax-CECO-Erie Press, a manufacturer of forging equipment since 1875, is now the largest OEM forging equipment supplier in North America. This includes horizontal and vertical forging presses, mechanical and hammer forging presses, and hydraulic presses for a variety of applications.

Founded in 1895, Erie Press Systems offers custom hydraulic presses for a variety of applications including forging (closed die, open die, and ring preforming), metal forming, carbon extrusion, composite presses, stretch forming machines, legacy hammers, and a line of standard mechanical forge presses.

The merger means manufacturers that over the past hundred years have utilized one or more of the brands in the same plant now have a single source OEM for equipment, parts and service.

---

## *Spare Parts Programs*

Another option that makes forged components more accessible entails having essential spare parts available at a moment’s notice to minimize production downtime.

Consequently, the PM program can also include a separate spare parts stocking program that anticipates expected maintenance requirements. By utilizing measurable production rates, ACE can proactively schedule service and replacement of critical parts through an online portal. Potential critical failures can be identified and addressed before occurring.

To ensure the highest production uptime of forging equipment and prevent lengthy unexpected downtime, the stocking program typically not only includes consumables but also essential parts that can traditionally have very long lead times.



**WHEN YOU NEED TO MOVE  
ONE MACHINE OR  
AN ENTIRE FACILITY,  
CALL US**



**800-521-5534**

Look to ITS when you're in need of a superior rigging contractor. For nearly 40 years, ITS has excelled at installing, handling, and relocating manufacturing equipment. Whether it's one machine or an entire facility, you'll receive exemplary service done safely, on time, and on budget.

Your once in a lifetime move is what we do everyday.

[industrialtransfer.com](http://industrialtransfer.com)

Since 1956  **SM Engineering Co.,**  
"At our best under fire."

Since 1956, we have prided ourselves on providing the finest quality workmanship, efficient service and competitive pricing.



**PROCESSES**

- Certified Heat Treating
- Bright Annealing SS
- Bright Hardening SS
- Controlled Atmosphere
- Nichrome Brazing
- Copper Brazing
- Gold Brazing
- Silver Brazing
- Hardening/Annealing
- Case Hardening
- Deep Case Carborizing
- Normalizing
- Sintering
- Stress Relieving
- Precipitation
- Hardening



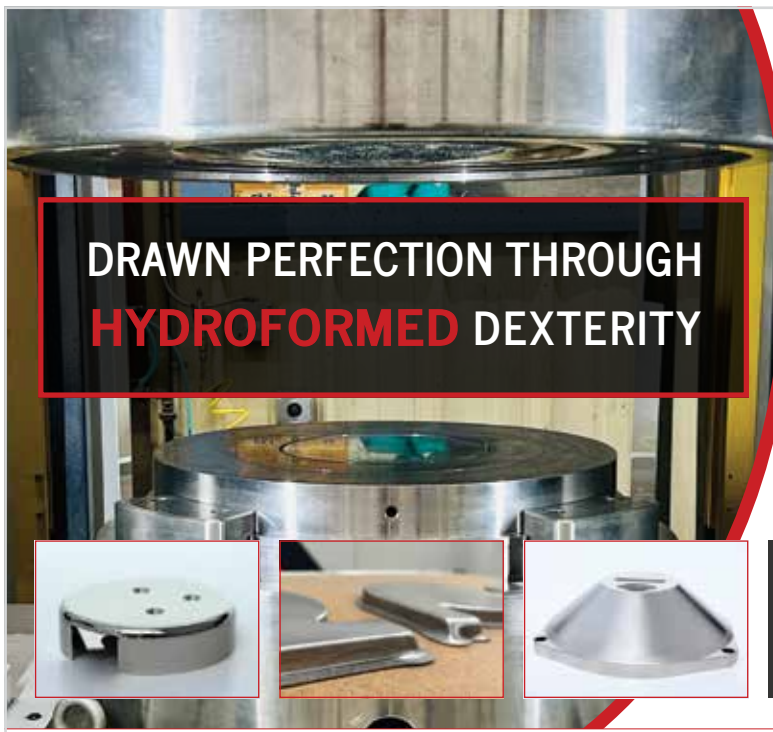
**508-699-4484**

**sm-furnaces.com**

North Attleboro, MA



**DRAWN PERFECTION THROUGH  
HYDROFORMED DEXTERITY**



**MuShield®**

AS:9100D | ISO 9001:2015 Certified | ITAR Registered Company

MuShield has over 60 years of experience producing hydroformed parts out of mu-metal magnetic shielding alloys, as well as other alloys such as aluminum, stainless steel and many other materials.



For Orders and Pricing:  
Contact MuShield today for more information

**[ 888.669.3549 ]**

The Mushield Company, 9 Ricker Avenue, Londonderry, NH 03053 | Toll Free: 888.669.3539 | [info@MuShield.com](mailto:info@MuShield.com)  
[MuShield.com](http://MuShield.com) | [MuMetal.com](http://MuMetal.com) | [HydroformingManufacturing.com](http://HydroformingManufacturing.com) | [CryoPermShielding.com](http://CryoPermShielding.com)



“It is important to stock main gears, eccentric shafts, and rams to avoid long lead times for replacement,” says Goodwin.

According to Goodwin, with the parts stocking program the forger only pays a percentage of the cost up front and the balance when they take possession of the part – up to 2 years later. With minimal up-front investment, the custom stocking program can eliminate many months of downtime waiting on long lead time parts. Express shipping costs are also eliminated since parts are readily available.

Whichever option a manufacturer selects, revitalizing old and unutilized forging equipment with an OEM can reclaim much needed capabilities from existing and dormant assets in a timely and cost-effective manner to meet increased demand for domestic forging capacity in the years to come.

For more information on OEM forging rebuilds, please visit the Ajax/CECO/Erie Press website at [www.AjaxErie.com](http://www.AjaxErie.com) or e-mail them at [info-sales@AjaxErie.com](mailto:info-sales@AjaxErie.com).

Or, if you prefer, call (814) 455-3941.



**Contact Information:**

Tel: (814) 455-3941

Web: [www.AjaxErie.com](http://www.AjaxErie.com)

E-mail: [info-sales@AjaxErie.com](mailto:info-sales@AjaxErie.com)

HAVE A STORY IDEA? LIKE WHAT YOU'RE READING?

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



FOLLOW US ON SOCIAL MEDIA:



# VACUUM AND ATMOSPHERE HEAT TREATING + BLACK OXIDING

## PROCESSES

- ◆ Hardening
- ◆ Tempering
- ◆ Annealing
- ◆ Carburizing
- ◆ Carbo-nitriding
- ◆ Normalizing
- ◆ Stress Relieving
- ◆ Precipitation HT
- Commercial Black Oxide
- ISO 9001 and AS 9100



**Federal  
Firearms  
License**

## MATERIALS

- ◆ Tool Steels
- ◆ Stainless Steels
- ◆ High Speed Steels
- ◆ Alloy Steels
- ◆ Carbon Steels
- ◆ Super Alloys
- ◆ Non-Ferrous
- ◆ PH Steels

Tel: 860-523-9090

Fax: 860-236-8052

565 Cedar Street  
Newington, CT 06111

Andy@sousacorp.com

www.sousacorp.com



**TDF Metal Finishing, Inc.**  
7 & 9 Electronics Ave Danvers, MA 01923

## PROCESS

- ▶ Anodizing, Black, Clear, Red, Blue, Gold, Green
- ▶ Anodize, Hard
- ▶ Black Ebonal
- ▶ Black Oxide
- ▶ Black Passivate
- ▶ Brass
- ▶ Bright & Matte Tin
- ▶ Bright Dip
- ▶ Bright Nickel
- ▶ Cadmium
- ▶ Caustic Etching
- ▶ Chemical Film
- ▶ Copper
- ▶ Electroless Nickel
- ▶ Electropolish
- ▶ Gold
- ▶ Passivate
- ▶ Phosphate
- ▶ Pickling
- ▶ Rhodium
- ▶ Silver
- ▶ Zinc

## SERVICES

- Clean Room Finishing
- Sandblasting
- Baking—High Temperature
- Salt Spray Corrosion Testing
- X-ray Florescence Thickness
- Vapor Blasting
- Buffing
- ROHS COMPLIANT CHEMICAL FILM
- ROHS COMPLIANT ZINC
- Environmentally Responsible
- High Tech Waste Management
- Quick Turnaround
- Sample Pieces

ISO 9001:2008, 8251QM8001, 11 May 2013

Tel: 978-223-4292 Fax: 978-223-4297  
Web: www.tdfmetalfinishing.com Email: tdinfo@tdfmetalfinishing.com

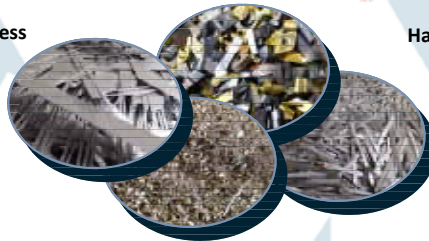
- Tungsten Carbide
- EDM Wire
- Inconel
- Titanium
- Ferrous
- Nonferrous

*Specializing in Recycling Industrial Scrap*

# HARDING METALS, INC

Creating recycling solutions for any type of business

- Utilizing our easy to deal with staff
- With our clean and uniform equipment



Handling all types of metals, in any form

—From mild steel to high-temp aerospace alloys

—Chips, punchings, turnings, borings, skeletons, inserts, bits. You produce it; we handle it.

**Call or email us about Recycling and Reconditioning your Cutting Fluids**

1-800-370-JUNK (5865)

42 Harding Dr. Northwood, NH 03261

info@hardingmetals.com

www.hardingmetals.com

*Big enough to get things done, small enough to do them efficiently.*



# MuShield®

AS:9100D | ISO 9001:2015 Certified | ITAR Registered Company

MuShield has a longstanding history of in-house heat treating using our hydrogen furnace and state of the art vacuum furnace. We apply specialized heat treating cycles to every project on our production floor.



For Orders and Pricing:  
Contact MuShield today for more information  
[ 888.669.3549 ]

The Mushield Company, 9 Ricker Avenue, Londonderry, NH 03053 | Toll Free: 888.669.3539 | info@MuShield.com  
[MuShield.com](http://MuShield.com) | [MuMetal.com](http://MuMetal.com) | [HydroformingManufacturing.com](http://HydroformingManufacturing.com) | [CryoPermShielding.com](http://CryoPermShielding.com)



## SHARPLES

CREATIVE. INTRICATE. EXCEPTIONAL.

# WATERJET CUTTING

**Abrasive and non-abrasive waterjet cutting provides:**

- Large Bed Capacity
- No Added Heat
- Cutting of Virtually Any Material
- Superior Nesting
- Available in Tumble and Bead Blast Finishing
- High Position Accuracy
- Small or Large Runs

**CALL 508-695-5656 OR VISIT SHARPLESCUT.COM**

## Teflon™ coatings

**Improve part performance with unique properties of Teflon™ coatings!**

Coatings can be applied to:

- metals
- elastomers
- ceramics
- composites
- rubber
- glass

**As a licensed industrial applicator, Donwell...**

- provides custom coating services to your specifications.
- coats both small and large parts to close tolerances in quantities from 1 to 1,000,000.
- has over 50 years of high-performance coating application expertise.

**DONWELL COMPANY**  
 1-800-864-2702  
[www.donwell.com](http://www.donwell.com)  
 For FREE Coating Sample

**Teflon** Licensed Industrial Applicator  
 Chemours

Use of the Teflon™ mark requires a direct Trademark license. Customers and distributors of Donwell can only resell LICENSEE's product as licensed with the Teflon™ mark.



FOLLOW US ON SOCIAL MEDIA:



# Wire & Sinker EDM Services



- ⚙️ 5 Axis Wire EDM
- ⚙️ Orbiting Sinker EDM

Tel: 207-743-7273

Fax: 207-743-7269

**NORTHEAST** TOOL & DIE CO., Inc.



- ⚙️ Metal Stampings
- ⚙️ Precision Machining
- ⚙️ Prototypes
- ⚙️ Fixture Tooling
- ⚙️ Compound Dies
- ⚙️ Progressive Dies
- ⚙️ Secondary Dies
- ⚙️ Injection Molds

Quality Tooling Solutions since 1992

PO Box 28

16 Aldrich Ave.

Norway, ME 04268

[www.northeasttool.com](http://www.northeasttool.com)



## EXPERIENCE THE UGM DIFFERENCE

*SINCE 1954, UNITED GEAR & MACHINE HAS BEEN USING INDUSTRY LEADING MACHINERY AND TOOLING TO MANUFACTURE PRECISION SPLINES AND GEARS FOR THE SPACE, DEFENSE AND AEROSPACE INDUSTRIES.*

- ⚙️ OVER 40 GEAR SHAPING AND HOBGING MACHINES
- ⚙️ WE OFFER CNC GEAR GRINDING
- ⚙️ WE CUT SPUR GEARS, INTERNAL & EXTERNAL SPLINES, WORMS, WORM GEARS, CROWNS, HELICAL GEARS, RACKS, TIMING BELTS AND BLIND KEYWAYS
- ⚙️ ON SITE BROACHING FACILITY FOR INTERNAL SPLINES, SERRATIONS AND KEYWAYS
- ⚙️ INDUSTRY LEADING INSPECTION EQUIPMENT WITH 2 GMM GEAR ANALYZERS
- ⚙️ IN HOUSE TOOL ROOM TO PRODUCE FIXTURES AND SUPPORT FOR GEAR SHOP
- ⚙️ LARGE ENOUGH TO MEET TECHNICAL DEMANDS, SMALL ENOUGH TO ADAPT TO IMMEDIATE NEEDS



1087 EAST STREET SOUTH, SUFFIELD, CT 06078 | [WWW.UNITEDGEARCT.COM](http://WWW.UNITEDGEARCT.COM) | 860.623.6618 | [SALES@UNITEDGEARCT.COM](mailto:SALES@UNITEDGEARCT.COM)



**PAUWAY CORP.**

THINK OF THE FINISH BEFORE YOU START!



Aerospace & Defense Painting • C.A.R.C. Coating Specialists  
 Dry Film Lube & Teflon Coatings • Industrial Painting  
 EM/RFI Shielding • Powder Coating • Silk Screening  
 Pad Printing • Laser Marking & Engraving • Contract Manufacturing  
 Assembly • Custom Packaging • Stripping & Sandblasting

866-247-4082  
 63 North Cherry Street  
 Wallingford, CT 06492

AS9100 & ISO 9001 Certified  
[www.pauwaycorp.com](http://www.pauwaycorp.com)

Federal Firearms Lic  
 # 6-06-009-07-7G-03042

**CT LASER**  
 & ENGRAVING

**YOUR ONE STOP SHOP  
 FOR ALL YOUR PART MARKING NEEDS**

203-265-9366 | [sales@ctlaserengraving.com](mailto:sales@ctlaserengraving.com)  
[www.ctlaserengraving.com](http://www.ctlaserengraving.com)

*“Part of being successful is about asking questions and listening to the answers.” – Anne Burrell*

# VACUUM AND ATMOSPHERE HEAT TREATING + BLACK OXIDING

## PROCESSES

- ◆ Hardening
- ◆ Tempering
- ◆ Annealing
- ◆ Carburizing
- ◆ Carbo-nitriding
- ◆ Normalizing
- ◆ Stress Relieving
- ◆ Precipitation HT
- Commercial Black Oxide
- ISO 9001 and AS 9100



**Federal  
Firearms  
License**

## MATERIALS

- ◆ Tool Steels
- ◆ Stainless Steels
- ◆ High Speed Steels
- ◆ Alloy Steels
- ◆ Carbon Steels
- ◆ Super Alloys
- ◆ Non-Ferrous
- ◆ PH Steels



Tel: 860-523-9090  
Fax: 860-236-8052  
565 Cedar Street  
Newington, CT 06111  
Andy@sousacorp.com  
www.sousacorp.com

# RIGGING AND HEAVY HAULING

- ◆ 70 Years Experience
- ◆ Forklift Capacity to 60,000 lbs
- ◆ Machinery Moving
- ◆ Mill-Wright Services
- ◆ Domestic & Export Crating
- ◆ Inside Storage / Warehousing



Tel. (603) - 623-1533

**RIGGERS**

[lpcote.com](http://lpcote.com)

# ABLE Air

## Air Compressor Sales and Service

- We service ALL Brands of compressed air equipment
- Compressors, vacuum pumps, air dryers, blowers...etc.
- 24-hour emergency service
- Air piping design and installation
- Flow and KW metering

- Reliable
- Energy Efficient
- Fixed speed from 3 hp to 605 hp
- Direct coupled one-to-one drive compressors
- Variable speed drive compressors from 10 hp to 350 hp
- German engineering at its finest!
- Rotary screw compressors for every budget!



Serving  
Vermont,  
New Hampshire  
and Maine

[www.ableairne.com](http://www.ableairne.com)



**KAESER  
COMPRESSORS**  
Built for a lifetime.

**New England's Original Dealer and Still the Best Place to Buy Your New Kaeser**


**For prompt, professional service, call: 1-800-462-0228**

Serving New England For Over 50 Years



FOLLOW US ON SOCIAL MEDIA:





## NAVIGATING THE HEADWINDS: NEW ENGLAND MANUFACTURERS BATTLE RISING COSTS AND WORKFORCE WOES INTO Q4 2025

*Part one of a two-part series*

As the leaves begin to turn and the crisp air of autumn settles across New England, manufacturers in the region are bracing for a challenging Q4 2025. While the iconic New England spirit of resilience remains strong, a closer look at the sector reveals two interconnected and formidable obstacles: the relentless surge of operational costs and a deepening crisis in workforce availability and quality. These twin pressures are not merely concerns; they are fundamental threats reshaping strategic decisions, hindering growth, and testing the very foundations of the region's industrial backbone.

### *The Unyielding Squeeze: A Multi-Front Battle Against Rising Costs*

Inflation, once deemed “transitory,” has proven to be a stubborn adversary, particularly in New England. As manufacturers look towards the close of 2025, the drumbeat of escalating expenses is growing louder, impacting every facet of their operations.

**Inflation's Localized Bite:** While national inflation rates may show signs of moderating, New England continues to grapple with a localized and persistently higher rate. This isn't just an abstract economic indicator; it translates directly into higher costs of doing business. Shelter, education, and various services that support the manufacturing ecosystem are significantly more expensive in the region, creating an inherent cost disadvantage for New England-based firms compared to their counterparts elsewhere. This regional premium on inflation means that the same dollar spent on overhead, administrative staff, or local services yields less value, squeezing profit margins from the outset.

**The Tariff Tax: A Blow to the Bottom Line:** Perhaps one of the most significant and immediate cost concerns stems from the re-emergence of trade policies and the implementation of new tariffs. Manufacturers are unequivocally vocal: these tariffs, particularly those targeting imports from China and, increasingly, Canada, are not stimulating domestic production in the way intended. Instead, they are functioning as a direct tax on businesses.

“Every tariff increase is a cost increase,” states a CEO of a precision parts manufacturer in Massachusetts (who wishes to remain anonymous). “We don’t always have a domestic alternative, or the domestic alternative is significantly more expensive. These costs get passed on, or they eat into our ability to invest and innovate.”

The impact is multi-layered. Raw materials, components, and even specialized machinery often originate from these targeted regions. Manufacturers are forced to either absorb these higher costs, passing them onto consumers, or undertake the costly and complex process of supply chain diversification. This diversification, while a strategic necessity for long-term resilience, incurs substantial short-term expenses in identifying new suppliers, validating quality, and reconfiguring logistics. The net effect is a dampening effect on business investment and, ultimately, consumer spending as higher prices ripple through the economy.

**The Ever-Rising Cost of Inputs:** Beyond tariffs and localized inflation, the fundamental inputs of manufacturing continue their upward trajectory.

- **Labor Costs:** Even as wage growth for some private sector workers in New England lags, the overall cost of attracting and retaining skilled labor remains high. This creates a difficult paradox: manufacturers need to pay more to compete for talent, but the overall economic slowdown means they are hesitant to increase payrolls significantly.
- **Raw Materials:** While some commodity prices have stabilized, volatility remains, and the overall trend points to higher procurement costs compared to pre-pandemic levels. Geopolitical events and disruptions continue to pose risks to material availability and pricing.
- **Energy:** New England’s energy costs are notoriously high, and manufacturers face a constant battle to manage this significant operational expense. Investments in energy efficiency are ongoing, but the inherent structural costs remain a competitive disadvantage.
- **Healthcare:** Employee healthcare costs continue to

be a major burden for businesses, adding another layer to the overall cost of employment and further compressing profit margins.

The cumulative effect of these cost pressures is palpable. Manufacturers are finding it increasingly difficult to maintain profitability, forcing them to make difficult choices between raising prices, accepting lower margins, or postponing critical investments in technology and expansion.

## *The Workforce Conundrum: A Shortage of Hands and Skills*

Even if manufacturers could magically resolve their cost issues, they would still face a formidable challenge in the form of a persistent and worsening workforce crisis. This isn’t merely about finding enough bodies; it’s about securing the right skills for an increasingly advanced manufacturing landscape.

**Weak Employment Growth:** A Troubling Trend: The New England manufacturing sector has been experiencing negative employment growth, a concerning trend that predates some of the current economic anxieties. The region as a whole has struggled to keep pace with national payroll employment growth, suggesting deeper structural issues in its labor market.

“We simply can’t find enough qualified people,” laments a plant manager in Vermont. “It’s not just the highly skilled engineers; it’s also the entry-level machine operators who are willing to learn. The talent pool seems to be shrinking.”

### **Hiring Caution in an Uncertain Climate:**

Compounding the existing labor shortage is a widespread caution among manufacturers regarding hiring. Economic uncertainty and the aforementioned cost pressures mean that many firms are opting to maintain current staffing levels or hire only out of absolute necessity. This creates a vicious cycle: growth is stalled due to a lack of staff, but the uncertainty prevents the investment needed to attract and train new workers. This leads to increased workloads for existing employees, higher overtime costs, and a potential for burnout.



**The Critical Skills Gap:** Advanced Manufacturing’s Achilles’ Heel: The most pressing workforce issue, however, is the significant skills gap. Modern manufacturing is a far cry from the assembly lines of yesteryear. It demands proficiency in automation, robotics, data analytics, advanced materials, and digital manufacturing technologies. New England, a hub for innovation, should theoretically be well-positioned to lead in advanced manufacturing. However, the pipeline of workers equipped with these specialized skills is insufficient.

Educational institutions, industry associations, and government programs are making strides in workforce development, establishing training programs and apprenticeships. Yet, the scale of the problem is immense. There’s a fundamental disconnect between the skills being taught and the rapidly evolving needs of the industry. This gap is particularly pronounced for mid-career professionals looking to reskill and for younger

generations entering the workforce who may not see manufacturing as a desirable or high-tech career path.

**Competition for Talent:** The skilled labor shortage is exacerbated by competition from other sectors within New England’s robust innovation economy, such as biotechnology, software, and healthcare, which often offer higher salaries and perceived better working conditions. Manufacturers, often operating on tighter margins due to cost pressures, struggle to compete effectively for top talent.

**The Demographics of the Workforce:** An aging workforce within manufacturing further compounds the problem. As experienced workers retire, they take with them decades of institutional knowledge and specialized skills, leaving a void that is proving difficult to fill. The lack of younger workers entering the field creates a critical succession planning challenge.



# MANUFACTURING BOLD MARKETING SUCCESS

## 15+ Years of Results Driven Sales Leads and Acquisitions

- > Company Branding
- > Marketing & Consulting
- > Developing The Big Picture
- > Company Vision Assessment
- > Graphic Design Services
- > Website Development
- > Press And Article Writing
- > Search Engine Optimization

603.436.2065



**BOLDWERKS.COM**



**BOLDWERKS**

871 Islington Street | Suite L5 | Portsmouth, NH 03801

MANUFACTURING | HEALTHCARE | RETAIL

## *The Intertwined Future: A Call for Strategic Adaptation*

The challenges of rising costs and a constrained workforce are not isolated; they are deeply intertwined. High operational costs limit the ability of manufacturers to offer competitive wages and invest in training programs, which in turn exacerbates the workforce shortage. The lack of skilled labor hinders productivity and innovation, further impacting cost efficiency and competitiveness.

As New England manufacturers head into Q4 2025, the path forward demands strategic adaptation and collective action. This includes:

- **Advocacy for Policy Changes:** Unified lobbying efforts to address tariff policies and advocate for tax incentives (such as R&D expensing and full expensing for capital purchases) that can alleviate cost burdens and stimulate investment.
- **Targeted Workforce Development:** Intensified collaboration between industry, academia, and government to develop agile, responsive training programs that equip the workforce with the specific skills demanded by advanced manufacturing. This includes promoting manufacturing as a viable and rewarding career path to younger generations.

- **Investment in Automation and AI:** While potentially controversial from a job perspective, strategic investment in automation and artificial intelligence can mitigate the impact of labor shortages, improve efficiency, and reduce long-term operational costs. This frees up human capital for higher-value tasks.
- **Regional Collaboration:** Fostering stronger regional networks for sharing resources, best practices, and even talent across companies to optimize operations and address common challenges.
- **Supply Chain Resilience:** Continued efforts to diversify supply chains, not just to mitigate tariff risks, but also to build overall resilience against future disruptions and cost volatility.

The New England manufacturing sector stands at a critical juncture. The coming quarters will test its mettle against formidable economic headwinds. Success will hinge on the industry's ability to innovate, adapt, and collaborate, transforming these challenges into opportunities for a more resilient and competitive future. The iconic mill buildings of New England, once powered by ingenuity and hard work, now face a new era requiring an equally robust spirit of strategic foresight and collective action.

HAVE A STORY IDEA? LIKE WHAT YOU'RE READING?

*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**





**BAY STATE MACHINE**  
GRINDING & HONING

**GRINDING & HONING SPECIALIST**

- ID-20" Swing
- OD-84" Long
- Surface Grinding 24"x60"
- CNC Cylindrical

**ID & OD GRINDING**  
**HONING**  
**SURFACE GRINDING**  
**CNC CYLINDRICAL**

Top Quality • Any Quantity • Pickup & Delivery • Same Day Quotes

Plainfield, CT tel: 860-230-0054 baystatemachine@hotmail.com

**Fast Hole, Wire and Sinker EDM  
Precision Tools, Dies, Jigs and Fixtures**

**Border Tool and Die,**


DBA Bengtson Tool and Die

240 Gale Street Canaan, VT 05903  
T: 802-266-9666 F: 802-266-9667  
richard.btd@gmail.com



**Spur & Worm Gears  
Internal / External Splines  
Broaching, Hobbing, Shaping**

**JoVal Machine Company, Inc.**  
515 Main Street • Yalesville, CT 06492  
Tel (203) 284-0082 • jovalmachine.com



**MERRIMACK MANUFACTURING**

Contract and prototype manufacturing of precision screw machined parts for volume production

217 Harrison Rd. Bridgton, ME 04009    www.merrimackmfg.com    207-647-3566    info@merrimackmfg.com



**JCB**  
Performance Machine, LLC  
(603) 415-0110 Concord, NH

**PRECISION MULTI-AXIS MACHINING**  
Specializing in Mill/Turn Machining of  
Stainless Steel and Non-Ferrous metals:  
**316L • 304L • Nitronic 50/60**  
**17-4 H1150 • HH1150 • H900**



[www.jcbperformance.com](http://www.jcbperformance.com)

GATEWAY CLASSIFIEDS

**SELLING YOUR BUSINESS?**

We are an established precision manufacturing company with over 60 years of machining experience and we are seeking to expand our operations.

If you are ready to move on to your next act, and your business provides machining or special processes, we're interested in talking with you!

*Please email us at [dcremin@straton.com](mailto:dcremin@straton.com) or give us a call at 203-375-4488 ext. 104*

*"Of all the things I've lost, I miss my mind the most." – Ozzy Osbourne*

## Corsha Advances Machine Identity Provider (mIDP) to Secure Connectivity and Data Across Industrial Manufacturing Systems for US Airforce

sWASHINGTON, Dec. 2, 2025 /PRNewswire/ -- Corsha, the first and only Machine Identity Provider (mIDP) purpose-built to secure machine-to-machine (M2M) communication across operational systems and critical infrastructure, today announced that the U.S. Air Force Sustainment Center (AFSC) has achieved a major milestone at the Warner Robins Air Logistics Complex (WR-ALC). For the first time, AFSC is able to securely connect and share data, including robotic models, in real-time across machine enclaves. Under an Authorization-to-Operate (ATO) within the 402 Commodities Maintenance Group (402 CMXG), WR-ALC is now securely connecting manufacturing robots to data analytics apps at the shop floor edge, further automating sustainment operations.

AFSC is using the Corsha mIDP platform to employ zero trust principles to Operational Technology (OT), build machine identities for operational systems, and provide strong access control for system-to-system connections across industrial networks. The majority of the traffic in automated manufacturing networks, like those within 402 CMXG, is system-to-system rather than human-to-system, and Corsha's mIDP platform focuses on securing these systems, bridging legacy equipment to modern cloud-native platforms.

This development helps AFSC streamline robotic model building, reduce manual tasks, and improve maintenance planning. Connecting operational technology (OT) systems with modern IT platforms is a key part of AFSC's mission to stay efficient and mission-ready. In this work, WR-ALC and Corsha have collaborated with Compass Technology Group, LLC to bring their Big Data Analytics capabilities to the shop floor under ATO.

"The ATO-approved solution provides a blueprint for quickly and securely introducing modern technologies across the shop floor at AFSC/Robins using zero trust principles." said Anusha Iyer, CEO and Founder of Corsha. "Working closely with Shane Groves, the Robotics SME at WR-ALC, we are taking an identity-centric

approach to securely connect operational systems and help realize the potential of automation, model-sharing, and data-driven decisions for legacy and modern systems alike."

Corsha is continuing to work with WR-ALC to leverage its mIDP platform to connect more enclaves and introduce more technologies into the ATO boundary, including AR/VR capabilities through GridRaster, Inc.

"Accelerating digital modernization while ensuring security and zero trust is a top priority for us and will better align our Depots for the Great Power Competition.", said Burton Gray, AFSC/EN Technical Director.

Corsha is supporting AFSC/EN and WR-ALC today through an AFWERX TACFI contract.

For more information about Corsha mIDP for securing operational systems, please visit <https://corsha.com>

For more information about AFSC and its mission, please visit <https://www.afsc.af.mil/>

### About Corsha

**Corsha is the first and only Machine Identity Provider (mIDP) purpose-built for operational technology and critical infrastructure. With patented innovations in cryptographic identity, continuous authentication, and machine-to-machine access control, Corsha helps organizations secure every machine connection with precision and confidence. Corsha is backed by leading investors including Razor's Edge Ventures, Ten Eleven Ventures, Booz Allen Ventures, and Cybernetix Ventures. Learn more at [www.corsha.com](http://www.corsha.com).**



## For N.H. Manufacturers, Supply Chain Keeps Rolling (For Now)

Booms, clangs and bangs — the sounds of a healthy supply chain — continue to echo on the production floor of Hitchiner Manufacturing in Milford.

While retailers and restaurants across New Hampshire are facing a sudden disruption in business, Hitchiner, like many of the state's manufacturers, hasn't yet felt the impact of the coronavirus epidemic.

"We are operating under normal business hours, currently," said Brian Zimmer, a general manager at the maker of metal castings for the aerospace, defense and automotive industries.

"We are trying to keep our eye on the news and governmental recommendations, and make sure that we are doing everything we can to keep the employees safe, while we continue making parts."

The company hasn't cut back on any shifts, but it is cancelling most in-person meetings. It also removed about half the chairs from its cafeteria, so employees don't sit too close to each other during breaks.

Social distancing also isn't an issue on the production floor at Graphicast, a manufacturing company located in Jaffrey with 25 employees.

"When they are working, they are all 8, 10 feet apart," said Val Zanchuck, the company's president.

Graphicast uses zinc-aluminum alloys to make parts that get shipped to other manufacturers. It may sound like a non-essential operation, the type of business that could be shuttered if a shelter in place order is issued by the governor. But Zanchuck doesn't see it that way.

"Depends on your perspective of what's essential," he said. "I mean, to all of our customers, yes we are essential. We are the only source for the parts they are using in their equipment, so if we are not running that would begin the snowball effect. If we have to shut down, then eventually others would shut down, and you'd have the whole economy coming to a grinding halt."

That's a pretty good argument to stay open. But other New Hampshire manufacturers may not be able to make that same case. Consider the Douglas Company in Keene, where Scott Clarke is the president.

"We make better quality stuffed animals, like realistic dogs and cats, farm animals, wildlife, things like that," he said, along with soft, cuddly products aimed at young children.

The company relies on factories in China, Indonesia and Vietnam for its products. Recently, its Chinese distributor went offline due to the outbreak there, but Clarke said that production is already back in place.

His problem is on the other side of the stuffed animal economy: all the toy stores around the country that sell Douglas's products.

"Many of our retailers have called us and said, 'hey, we can't pay you,' " he said. "And we understand, right. Because there are no customers in their stores, so there is no cash coming in for them."

Clarke said his company can weather a short term drop in revenue, in part because of a good relationship with his creditors.

"If it lasts for a longer period of time, two or three months, where the retailers are still closed, it's going to get very difficult for anybody to pay their bills, or their payroll."

If that plays out, we may all need something soft to snuggle up with.

**Visit <https://www.nhpr.org/nh-news/2020-03-20/for-n-h-manufacturers-supply-chain-keeps-rolling-for-now> to view the complete *aarticle!***

## Solar Atmospheres Announces New Facility in Berlin, Connecticut

Berlin, CT – Solar Atmospheres, the largest family-owned heat treating company in the United States, is proud to announce the opening of its seventh U.S. heat treat operation – an existing industrial facility located in Berlin, Connecticut, slated for completion in 2026.

The 28,000-square-foot facility is located in the Spruce Brook Industrial Park and will further expand Solar Atmospheres' footprint and capabilities in the Northeast region.

“We are excited to establish a new presence in Connecticut,” said Jamie Jones, President of Solar Atmospheres of Eastern PA and Connecticut. “This

strategic location allows us to better serve our growing customer base and continue supporting the aerospace, medical, and commercial manufacturing markets throughout New England.”

This expansion reinforces Solar Atmospheres' commitment to providing innovative, high-quality vacuum heat treating solutions across the country while maintaining the personalized service and reliability that has made the company a trusted partner for decades.

Stay tuned for updates as we build our newest state-of-the-art facility!

*For additional information about Solar Atmospheres of Connecticut, contact Tim Steber at 1-855-934-3284 x1216 or email at [tim@solaratm.com](mailto:tim@solaratm.com), and visit us at [solaratm.com](http://solaratm.com).*

GOT PRESS? GET THE WORD OUT.

*Make sure we're on your press outlet hit list. Advertisers in the Gateway have access to promote news and events right here to YOUR target market.*

**[chris@thegatewaymag.com](mailto:chris@thegatewaymag.com) or Submit at [thegatewaymag.com](http://thegatewaymag.com)**



FOLLOW US ON SOCIAL MEDIA:



# HIGH PERFORMANCE ALLOY SPECIALIST



**NICKEL  
COBALT  
STAINLESS STEEL  
ALUMINUM ALLOY  
ALUMINUM EXTRUSIONS**

**WATERJET CUTTING  
EDM CUTTING  
MILLING & TURNING  
SAWING  
SHEARING**



- Near Net Shape Cutting
- Laser Quality Inspection
- Finish Machining

11 Britton Drive Bloomfield, CT 06002  
Tel: 860-882-0019 or 800-214-0475  
Fax: 860-882-0967  
sales@aalloys.com www.aalloys.com



**ISO 9001:2000  
AS 9100B Certified  
P&W LCS APPROVED**



**We Armor Your Assets**

For Orders and Pricing:  
Contact MuShield for more information

**[ 888.669.3549 ]**

## MuShield®



### Our Core Services

- Magnetic Shielding
- mumetal
- Hydroforming
- Hydrogen Heat Treating

### Quality Capabilities

- ISO 9001 : 2015 Certified
- AS9100D Certified
- ITAR Registered
- Magnetic Shield Testing



MuShield.com | mumetal.com | HydroformingManufacturing.com | CryoPermShielding.com



## Bodycote

- Specialists in the thermal processing of components used in aerospace & defense industries
- Maintains major accreditations (ISO 9001:2000, AS 9100, Nadcap) and approvals from prime aerospace manufacturers and their supply chains



Call 860.225.7691 or visit [www.bodycote.com](http://www.bodycote.com) for more information

BERLIN Connecticut    SOUTH WINDSOR Connecticut    IPSWICH Massachusetts    WORCESTER Massachusetts    LACONIA New Hampshire    CINCINNATI Ohio

### Processes

- Carburizing
- Electron beam welding
- Ferritic nitro carburizing
- Honeycomb brazing
- Induction treating
- Lindure®
- Nitriding
- Pit nitriding
- Vacuum heat treating & brazing

### Materials

- Aluminum
- High temp alloys
- Tool steels



FOLLOW US ON SOCIAL MEDIA:



# Gateway TO Manufacturing



FOLLOW US ON SOCIAL MEDIA:



**Looking to have a feature done on your company?**

We would like to hear it. Visit our website and submit to us directly today.

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

*Need Help? Call: (877) 463-4020*

Issue No. 312

FREE SUBSCRIPTION