

# NH MANUFACTURING MONTH 2019 RECAP

October 1 - November 30, 2019

## MANUFACTURING ACROSS THE U.S.

In 2019, Manufacturing Day was recognized by Presidential proclamation. All 50 states of the nation celebrated Manufacturing Day.

## NHMEP PARTNERS ACROSS THE STATE

### *Will Arvelo Kicks Off Manufacturing Month in New Hampshire with Governor's Proclamation*



On October 4, 2019, New Hampshire Manufacturing Month commenced with Will Arvelo, Director at State of New Hampshire Division of Economic Development under the Department of Business and Economic Affairs, who read the Governor's Proclamation at Scott Electronics in Salem, New Hampshire. The proclamation kicked off Manufacturing Day and touted the importance of the robust manufacturing sector in New Hampshire. David Metzemaekers, Director of Operations and a son of the

owner of Scott Electronics gave a speech about their company's role in the sector. Scott Electronics is a family run manufacturer of cables, harnesses, and electro-mechanical and fiber optic assemblies used in many industrial markets. Michele Cota, Special Assistant of Policy & Projects to U.S. Senator Jeanne Shaheen from New Hampshire, read a prepared statement showing Sen. Shaheen's appreciation for the vibrant manufacturing community in the state.

Zenagui Brahim, President of New Hampshire MEP spoke about the organization's role and importance of bringing manufacturers and schools together during Manufacturing Month. Leanne Spees, Senior Vice President of The Provident Bank also spoke about special offerings for manufacturing companies. After the speeches, David Metzemaeker and his brother Scott Metzemaeker gave everyone a tour of their state-of-the-art manufacturing facility.

Manufacturing Month was no doubt an astounding success due to the tireless effort and support from New Hampshire Manufacturing Extension Partnership (NH MEP) Advisory Council, the New Hampshire Department of Business and Economic Affairs, the Business and Industry Association (BIA), the New Hampshire High Tech Council (NHHTC), The New Hampshire Department of Education, the Community College System of New Hampshire and other local and regional partners.



Michelle Cota, Special Assistant of Policy & Projects to U.S. Sen. Jeanne Shaheen



## RAISING AWARENESS

President of New Hampshire Manufacturing Extension Partnership (NH MEP) Zenagui Brahim discusses the passion NHMEP has for raising student awareness about job opportunities in Manufacturing while helping businesses develop and train their workforce.



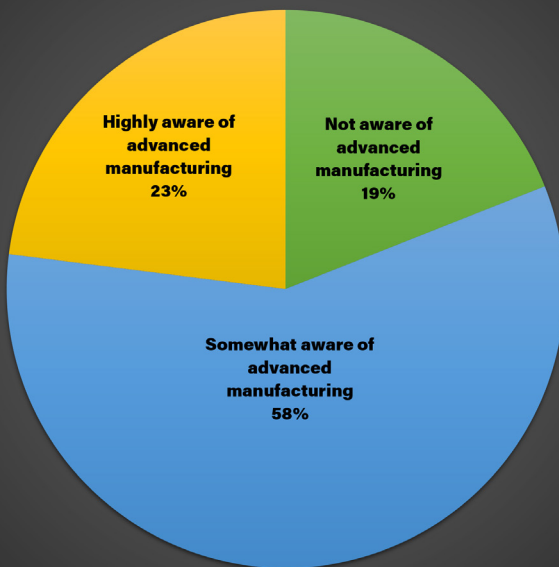
**Students from Conant High learn about matchbook production at D.D. Bean & Sons in Jaffrey, NH.**

# Students Tour Manufacturers

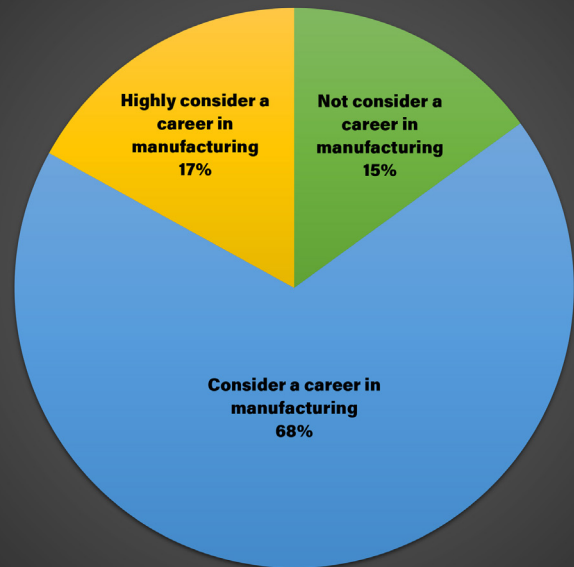
During Manufacturing Month in October, NHMEP successfully facilitated 43 high school student tours of 45 manufacturers, with 1605 students' visits throughout the state to create awareness and interest in the various products that are made in NH, along with new technologies and career pathways. NHMEP hopes to encourage students into building their career with local manufacturers, keeping them in state after graduation.

◆ Those students who filled out a survey showed levels of awareness before the tour experience and interest in a career in manufacturing afterward.

**Prior to the Field Trip I Was:**

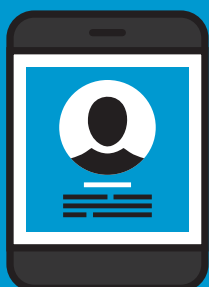


**As a Result of the Field Trip, I would:**



## Cool Stuff Made in NH Magazine

NHMEP's partner, New England Business Media, published the 3rd edition of *Cool Stuff Made in New Hampshire* Magazine, which was sent to all high schools in New Hampshire and distributed at manufacturers during student visits. The aesthetically designed publication features manufacturing company profiles, career resources and an augmented reality app that lets students scan a QR code that takes them to exclusive video content throughout the magazine.



**Visit the Cool Stuff Made in NH website**

“ONE OF MY FAVORITE FIELD TRIPS IN MY SCHOOL EXPERIENCE”

## 2019 vs. 2018

- ◆ High awareness of manufacturing increased by 13%
- ◆ Percentage of students who were unaware decreased by 8%
- ◆ Those who would not consider a career in manufacturing decreased by 18%
- ◆ Students who would consider or highly consider a career in manufacturing increased by 18%

**State and regional economic organizations, educational institutions and several statewide and local partners worked together to make NH Manufacturing Month a success.**

“We’d like to thank all the educators and manufacturers whose dedication and hard work is so fundamental to building the future of New Hampshire’s manufacturing workforce.”

- Zenagui Brahim, President of NHMEP





TRM Microwave COO Mark Schappler explains to ConVal CTE students how their automated SMT line ensures they produce consistent and reliable components.

“ I LEARNED HOW FACTORIES CAN BE SO ADVANCED AND ECOFRIENDLY. ”

## ConVal CTE Students Visit Aerospace & Defense Manufacturer TRM Microwave

In October, Peterborough’s ConVal High School took its CTE Manufacturing students on a tour of TRM Microwave, an RF/Microwave design, engineering and manufacturing company located in Bedford. “The RF/Microwave world is very niche and has sometimes been referred



to as “voo-doo” in the industry,” says Mark Schappler, COO of TRM. “Many students aren’t aware of it, but it’s a fascinating technology that’s mission critical to our military personnel’s safety as well as our nation’s defense. We want the next generation of engineering and manufacturing students to know it’s a challenging career that’s highly in-demand.” Mark started the tour by explaining that TRM engineers design custom parts for communication and signal intelligence that go on satellites, radar, fighter jets, helicopters, navy ships and many other military and commercial applications. The group was then split up and shown the engineering area, the company’s “high mix” assembly department, in-house CNC machine shop, and then went across the street to their expansion site where their newest programma-



ble and automated SMT line, robotic equipment and quality inspection area are housed. The company is excited about their upcoming expansion project that will begin breaking ground in February on an additional 2-story building that will serve as the new headquarters and house another production line. Schappler says “We experienced a tremendous 36% growth last year and expect to add on more skilled talent in 2020.” For more information about TRM and ConVal, please visit their sites at [www.trmmicrowave.com](http://www.trmmicrowave.com) and <https://cvhs.convalsd.net/>



## JOHN STARK HS STUDENTS VISIT L3 HARRIS



L3 Harris welcomed students from John Stark Regional High School (Weare, NH) and gave them a first hand look at combat zone military products manufactured at their Insight Technologies site in Londonderry. L3 produces integrated mission solutions for local law enforcement, U.S. Armed Forces, U.S. Federal Agencies and international allies. They deliver night vision goggles, binoculars, aiming lasers, range finders, rifle scopes and other products to government, military and local law enforcement operators. To learn more about L3 Harris and John Stark Regional High School, please visit [www.l3t.com/integratedlandsystems/](http://www.l3t.com/integratedlandsystems/) and [www.jsrhs.net/](http://www.jsrhs.net/)





## KEYNOTES ADDRESS TEAM BUILDING AND CREATIVE PARTNERSHIPS

**S**udhi Bangalore, Global VP for Industry 4.0 at Stanley Black & Decker (below) spoke about how they've led an enterprise-scale digital transformation initiative to push the frontiers of productivity and differentiation. He discussed creative win-win partnerships, up-front investments and focusing on social good.

## NH Manufacturing Month Capped Off with Bold Speakers at the 17th Annual Governor's Advanced Manufacturing and High Technology Summit

**T**he month culminated with the 17th Annual Governor's Advanced Manufacturing and High Technology Summit. Over 250 senior executives from manufacturing and representatives from the state, industry and educational organizations attended the Summit. Mike Mastergeorge with Brazonics Inc. opened the event and was followed by Commissioner Taylor Caswell from the New Hampshire Department of Business and Economic Affairs Development. He addressed attendees with statistics about the successes in New Hampshire's economy.

**N**H Governor Chris Sununu spoke about the status of Manufacturing in New Hampshire, how he sees its future impact on the state's economy and concluded by conveying his office's availability and support to manufacturing businesses.

**A** majority of the summit featured 4 concurrent workshops to address specific topics relevant to manufacturers. The first was "Career Pathways - Building the Future Workforce in Manufacturing", followed by "Diversity and Inclusion in Manufacturing", then "Steps to Beginning your Manufacturing 4.0 Jour-

ney" and finally "Trends, Challenges and Opportunities for Manufacturing in New Hampshire." Each workshop was led by a facilitator and several industry expert panelists who presented relevant information and fielded questions from the audience for open discussion.



**L**ee Rubin (left) was one of the Keynote Speakers who gave a dynamic presentation on building extraordinary teams. He explained the importance of making individual sacrifices to achieve team goals, as well as leveraging adversity to strengthen bonds among team members.

# NHMEP Addresses Manufacturer's Urgent Workforce Needs

Over the past several years, New Hampshire state agencies have been ramping up their efforts to meet the urgent needs of the Manufacturing sector in the state. A retiring workforce, challenges to find skilled workers and train current ones have all been issues that departments across the state have joined together to address not only during Manufacturing Month, but all year round. New Hampshire Manufacturing Extension Partner-

ship (NH MEP) is a NIST non-profit organization that offers many services to Manufacturers including workshops on Lean Manufacturing, Six Sigma, ISO9001/AS9100 certification, Cybersecurity, Food Safety and Marketing strategies. NHMEP has helped over 700 manufacturers in the state to find state and federal grants, train their workers, find new talent and connect educational institutions with industry. **To learn more about NHMEP, visit [www.nhme.org](http://www.nhme.org).**



## Special Thanks to Participants

### PARTNERS

### MANUFACTURERS

NH Dept. of Business and  
Economic Affairs

Office of Workforce Opportunity

NH Dept. of Employment Security

Middle Schools and High Schools

Career & Technical Education  
Centers

ELO Network

Virtual Learning Academy

ApprenticeshipNH

Community College System of  
New Hampshire

MyTurn

Chambers of Commerce -  
Great Nashua, Portsmouth, Keene

The Provident Bank

Peoples United Bank

Admix Inc

Agility Manufacturing

Boyce Highlands

Burndy

Canam Bridge Building

Cobham

Costa Precision

DD Bean

Elbit

Eptam Plastics

FlexEnergy

Freudenberg

Hitchiner

Hutchinson Sealing

Hypertherm

Ipsumm

Janco

Jewell Instruments

L3 Harris

Markem

Marklin

MegaFood

Metal Works

Mikros Technology

NHBB - Laconia

NHBB - Peterborough

Osram

Patriot Foundry

Pelham Plastics

Preferred Building Systems

Prototek

Safran

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TRM

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Watts Water

Wirebelt