



# Precision Manufacturing

Case Study: National Pipe & Plastics

Brownfield/Building Redevelopment Program




New York State Electric & Gas Corporation



## National Pipe & Plastics

### Brownfield/Building Redevelopment Program

#### Location

- Vestal 

#### Products

- Polyvinyl chloride (PVC) pipe, conduit and ducts

#### Community Impact

- More efficient, more reliable manufacturing
- Lowered environmental impact
- \$3 million investment in local economy
- Supports 160 local jobs

#### Project Details

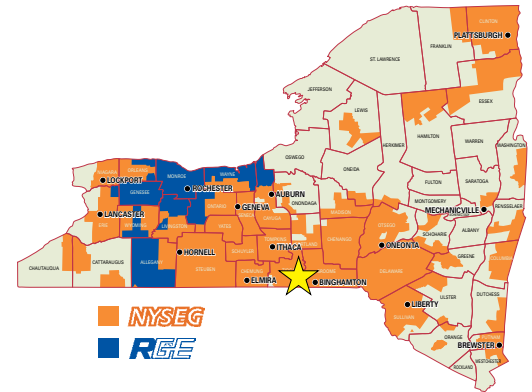
National Pipe & Plastics, an employee-owned company, produces and markets polyvinyl chloride (PVC) pipe for residential, agricultural, commercial and municipal markets in New England and the Northeast, Mid-Atlantic and Southeastern states. The company, headquartered in Vestal near the Pennsylvania border, has a second manufacturing facility in Greensboro, NC.

Since it was founded in 1970, National Pipe & Plastics has grown through market and product diversification. Currently, National Pipe & Plastics is one of the largest PVC pipe producers in North America, producing plumbing pipe, electrical conduit, and water and sewer pipe.

Continuing growth in markets and market share, especially in the last decade, required National Pipe & Plastics to improve its manufacturing sites to meet increasing demand for its products. In 2006, National Pipe &

Plastics planned a \$3 million expansion and upgrade for its Vestal manufacturing plant to improve productivity, material recycling, water treatment and climate control, and to add new manufacturing space.

Interest in increased energy efficiency caused National Pipe & Plastics to turn to its power supplier, NYSEG, which provided National Pipe & Plastics with an economic development grant, along with counsel on equipment selection and deployment. National Pipe & Plastics now has a cleaner, safer working environment, increased plant reliability and improved productivity.



Assistance and incentive programs are available to eligible New York State Electric & Gas (NYSEG) and Rochester Gas and Electric (RG&E) customers

*"We have worked very closely with NYSEG in the last several years to gain new efficiencies in our manufacturing operations...We are very pleased that NYSEG has partnered with us to achieve the progress we have made in the continuing development of our business."*  
**– David Culbertson**  
 President and CEO  
 National Pipe

## Work force, R&D, quality of life

*Tens of thousands of New Yorkers have job skills needed by precision manufacturers. There are nearly 54,000 carpenters, 34,000 electricians, 96,000 operations managers, 15,000 machinists, 9,000 welders and more than 19,000 industrial truck drivers in New York.<sup>1</sup>*

Our labor costs are lower than most leading industrial states, our work force standards are higher, and our training and educational resources are far greater. Large populations of industrial manufacturers and skilled employees are found throughout New York. We have the research and development assets, strong university-industry relationships, skilled labor and the quality of life required by industrial manufacturers.

■ **In western New York, precision manufacturing employment is more than double the national average – 28,763 employees work at 705 factories.<sup>2</sup>**

- Dresser-Rand – centrifugal and reciprocating compressors, expanders, steam and gas turbines
- Cummins Engine – diesel engines
- SKF – bearings
- Cooper Turbocompressor – products and services for centrifugal air compression equipment

■ **In Rochester and the Finger Lakes, nearly 25,000 precision manufacturing employees work in more than 600 factories – 46% above the national average.<sup>2</sup>**

- Gleason Corporation – gears and gear machines
- SPX Corporation – industrial products and vehicle components
- Pfadler, Inc. – glass-lined equipment

■ **Nearly 17,000 skilled workers staff 229 precision manufacturing companies in the Southern Tier – almost twice as many skilled workers in this area compared to the national average.<sup>2</sup>**

- Hardinge, Inc – metal cutting products
- Pall Trinity Micro Corporation – filtration and separation equipment
- Hilliard Corporation – filters, clutches and brakes

Sources:

<sup>1</sup>State Occupational Employment and Wage Estimates, Bureau of Labor Statistics, May 2007

<sup>2</sup>New York State Economic Development Agency, February 2005, [empire.state.ny.us](http://empire.state.ny.us)



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