



# Precision Manufacturing

Case Study: National Pipe

Brownfield Building Redevelopment Program



New York State Electric & Gas Corporation



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

### Brownfield Building Redevelopment Program

*"We have a long history of working hand-in-hand with businesses to create jobs and ensure that the communities in our service area remain competitive. We expect our investment in National's increased capacity to pay off for their company and our communities."*

– Jim Laurito  
President  
NYSEG

In 2006, more than 15,000 manufacturing companies in New York employed 400,000 highly-skilled metalworkers, machinists and assemblers, delivering more than \$40 billion in production, 4.2% of the nation's output.<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 far greater. High populations of industrial manufacturers and skilled employees are found throughout New York. Our area has the research and development assets, strong university-industry relationships, skilled labor and quality of life required by industrial manufacturers.

■ **In Western New York, precision manufacturing employment is more than double the nationwide average – 21,655 employees work at 798 plants.**<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 15,000 precision manufacturing employees work in more than 400 factories– 59% above the national average.**<sup>3</sup>

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

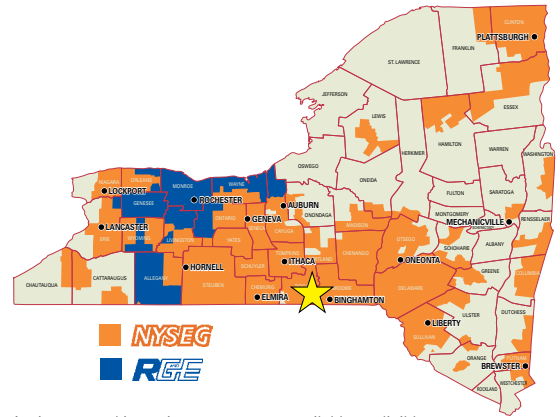
■ **In Eastern New York, more than 9,000 machinists and metalworkers staff 480 factories and plants, which is 12% above the national average.**<sup>4</sup>

- GE – turbines for electrical generation
- Garden Way – motorized garden equipment
- Plug Power – fuel cells

■ **Nearly 9,000 skilled workers staff precision manufacturing companies in the Southern Tier– almost 60% above the national average.**<sup>5</sup>

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

<sup>1,2,3,4,5</sup> New York State Economic development Agency, February 2007  
<http://www.empire.state.ny.us/>



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

## C A S E S T U D Y

### National Pipe

#### 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, precision manufacturing
- Supports 160 local jobs

#### Project Details

National Pipe & Plastics produces and markets polyvinyl chloride (PVC) pipe for residential, agricultural, commercial, and municipal markets for New England and the Northeast, Mid-Atlantic and Southeastern states. The company, headquartered in Vestal, NY, on the Pennsylvania border, has two manufacturing facilities, in Vestal and in Greensboro, NC. National's owners are its more than 160 employees.

Since its founding in 1970, National has grown through market and product diversification. Currently, National is one of the largest PVC pipe producers in North America, producing plumbing pipe, electrical conduit, and water and sewer pipe from ½" to 24" in diameter. These are used as gravity sewer pipe; drain, waste, vent plumbing and industrial pipe; electrical conduit; utility duct; pressure water pipe; PVC duct for telephone companies; and sewer and drain pipe.

Continuing growth in markets and market share, especially in the last decade, required National to improve its manufacturing sites to meet increasing demand for its products. In 2006, National 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 to turn to its power supplier, New York State Electric and Gas (NYSEG). NYSEG provided National with a \$150,000 economic development grant, along with counsel on equipment selection and deployment. National's employees now have a cleaner, safer working environment while their company has increased the reliability of its plant and improved productivity.



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