

CI NEWSLETTER

The Council of Industry of Southeastern New York

October 2009

The Manufacturers Association of the Hudson Valley

Volume 13 Issue 9

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Welcome New Members:

USG –Manufacturing gypsum wallboard and joint compound. Contact: Mark Hagerman. Rockland County.

Welcome New Associate Members:

Cooper Associates– Industrial hygiene and sustainability consulting. Contacts: Clifford Cooper. Ulster County.

Panalpina Inc. –Global logistics and Supply chain management. Contact: Phil Subey. Secaucus, NJ.

The Council of Industry's Annual Luncheon to Honor Certificate in Manufacturing Leadership Recipients

The Council of Industry is delighted to announce the key note speaker for it's 99th Annual Luncheon will be E.J. McMahon, Director of the Empire Center for New York State Policy. Mr. McMahon has spent more than 25 years as a senior policy maker and analyst of New York government. His recent work includes studies focused on state budget reform and the state and local fiscal impact of the financial market meltdown. The luncheon will be held on Friday, November 13th at the Powelton Club in Newburgh, NY.



Sponsors can hang their banner at the event.

We will hold the Member/Associate member Expo prior to the luncheon once again this year. Our expo is an excellent

chance for member and associate member companies to demonstrate their products and services to the manufacturers of the Hudson Valley. The expo begins at 11:30 and hors d'oeuvres and cocktails will be served during this time. Participation in the expo is free to members but we do ask that you purchase two seats and join us at the luncheon. If your company is interested in being part of this year's expo contact Ana Maria at anamaria@councilofindustry.org and hurry because space is limited.

As part of the luncheon the Council of Industry is proud to honor the recipients of the Certificate in Manufacturing Leadership to ten individuals from various companies. To earn the Certificate in Manufacturing Leadership participants have completed over 40 hours of required course work in supervisor level

leadership through Dutchess Community College. Please join us in acknowledging their achievement.

Following the certificate presentation

E.J. McMahon will address the crowd of manufacturing executives and their associates with his keynote speech. Mr. Mc Mahon has written articles for the Wall Street Journal, Barron's, the Public Interest, The New York Times, the New York Post, the New York Daily News and the New York Sun among other publications. He has also served as Deputy Commissioner for Tax Policy Analysis and Counselor to the Commissioner in the state Department of Taxation and Finance; Director of Minority Staff for the state Assembly Ways and Means Committee; Vice Chancellor for External Relations at the State University of New York; and Director of Research for the Public Policy Institute. Mr. E. J. McMahon will discuss New York State tax and spending policies and the potential for reform to increase economic growth.

This year promises to be a fantastic event so watch your e-mail for an invitation. The cost is \$50 per person or \$350 for a table of eight. There are sponsorship opportunities available for those that want to show their support of Hudson Valley Manufacturing. To find out how you can become a sponsor contact Ana Maria at (845) 565-1355 or anamaria@councilofindustry.org.



A few of last year's Certificate recipients with Virginia Stoeffel, Assistant Dean Office of Community Service and Special Programs, Dutchess Comm. College and Ana Maria Murabito, Council of Industry.

Training and Education

Early Bird Special - Register Now For the Certificate in Manufacturing Leadership and Save!

The Council of Industry recognizes that many of our members are experiencing a bit of a slowdown. On the one hand this means cash is tight and discretionary spending is limited. On the other hand it is the ideal time to invest in making your employees to make them even more productive when things pick up. For this reason we have decided to offer once again our **Early Bird Special** in our 2010 Certificate in Manufacturing Leadership. Call or e-mail Ana Maria for details (845) 565-1355, anamaria@councilofindustry.org.

If you **register** your employee and **pay** before **December 31, 2009** you will receive the following discount:

| | Single Member | Two or More From Same Company |
|----------------------------|---|---|
| One Day Course | \$200.00 before discount \$185.00 with Early Bird discount | \$175.00 before discount \$160.00 with Early Bird discount |
| Fundamentals of Leadership | \$400.00 before discount \$370.00 with Early Bird discount | \$350.00 before discount \$320.00 with Early Bird discount |
| Entire Program | \$1,700.00 before discount \$1,600.00 with Early Bird discount | \$1,550.00 before discount \$1,450.00 with Early Bird discount |

Register now for the Council of Industry's Certificate in Manufacturing Leadership Program and pay before Dec. 31st to save money on great training! [Visit our website www.councilofindustry.org](http://www.councilofindustry.org) for more information.

DOT Hazardous Materials Training

Dates: Wednesday October 14, 2009

Time: 8:30am - 12:30pm

Where: Orange Community College, Newburgh Extension Center, Newburgh, NY

Cost: \$115 single member, \$100 for 2 or more from same company

Instructor: HRP Associates, Inc.

CLICK HERE TO REGISTER AND PAY ONLINE

[For more information contact Ana Maria Murabito at \(845\) 565-1355 or anamaria@councilofindustry.org.](http://www.councilofindustry.org)

Sales Training

Dates: Thursday, October 22, 2009

Time: 8:30am - 4:30pm

Where: Orange Community College, Newburgh Extension Center, Newburgh, NY

Cost: \$185 single member, \$170 for 2 or more from same company

Instructor: DP Sales Pro

This full-day training provides participants with specific tools to be implemented instantaneously. An immediate and noticeable change in both productivity and the positive attitude every sales professional requires to be successful will be visible. The tools discussed will assist participants in sharpening their consultative and customer relationship selling skills.

- Developing Vision & Direction: Goal Setting for Success
- Stop Selling - Consult as a Trusted Partner
- Define Features, Benefits & Values for a compelling Elevator Speech
- Proven Strategies for F2F and Social Media Networking

CLICK HERE TO REGISTER AND PAY ONLINE

[For more information contact Ana Maria Murabito at \(845\) 565-1355 or anamaria@councilofindustry.org.](http://www.councilofindustry.org)



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Council News

EHS Sub-council Meeting: Combustible Dust

When: Friday, Oct. 16, 8:30–10:00 am
Where: Dyno Nobel, Ulster Park, NY
Cost: None for Members

A 2006 Chemical Safety and Hazard Abatement Board (CBS) Study indicated that 281 dust fires and explosions occurred between 1980 and 2005 from combustible dust incidents. These incidents reportedly claimed 119 lives and injured 718 people, as well as occurred in 44 states in many different industries and involved a variety of different materials. In 2008, following a major explosion at a Imperial Sugar refinery, OSHA has implemented a National Emphasis Program that contains policies and procedures for inspecting workplaces that create or handle combustible dusts. If you potential generate or process dusts include, but are not limited to metal dust such as aluminum and magnesium, wood dust, coal and other carbon dusts, plastic dust and additives, etc. your company needs to be aware of this National Emphasis Program.

Jeffrey Sotek, CSP and CIH from **HRP Associates**, will present information on how to identify, prevent and prepare for this occupational hazard. He will cover OSHA's policy on combustible dust and guidances regarding combustible dust.

To register or for more information e-mail abutler@councilofindustry.org or call the Council office (845) 565-1355.

Wage & Benefit Survey

Results of the 2009 Wage & Benefits Survey will be discussed at the next HR Sub-council Meeting. This will be held in November at Marist, watch for more info in our Weekly Update. All participating companies are encouraged to attend.

Freight Rail Shipment Seminar -A Strategic Advantage When You Know Your Options

When: Wed Oct. 21, 8:30 –10 am
Where: Rose & Kiernan, Fishkill, NY
Cost: None for members

Rail use is growing in a shift from truck hauls rife with interstate traffic congestion, fuel price volatility, and dilemmas in transportation logistics. The connectivity railroads provide to intermodal terminals, ports, natural resource transfer facilities, and manufacturing facilities enables companies to leverage the efficiency and environmental benefits of rail.

Much of the existing rail traffic for New York State originates or terminates on short lines and regional railroads. Since 2008 railroads have engaged many industrial projects in New York, equating to over three thousand jobs and 150,000 additional freight carloads. Rail companies are seeking additional public funding for more projects, and Congress continues to pass a railroad investment tax credit to fund rail improvements on an annual basis.

Becoming familiar with freight rail carriers and options for service is the first step for potential shippers. **Join C&S Companies and the Council of Industry for a special informational session on Freight Rail Shipment on October 21, 2009 at 8:30am.** Participants will be given an overview of freight rail shipping in the Hudson Valley as well as important information regarding site plan development, track design, and logistics assistance.

C&S Companies is a full service civil engineering firm with offices throughout North America. C&S has achieved a wide range of successful projects for Transportation and Industrial markets, and has been the recipient of numerous professionally recognized awards.

To register or for more information e-mail abutler@councilofindustry.org or call the Council office (845) 565-1355.

The connectivity railroads provide to intermodal terminals, ports, natural resource transfer facilities, and manufacturing facilities enables companies to leverage the efficiency and environmental benefits of rail.



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Personnel Matters

Health officials warn that this year, there will be two distinct flu threats. The first is the arrival of the swine flu in late summer and early fall. The second is the seasonal winter flu. Employers and employees should prepare now to deal with this double-whammy.

Swine Flu May Soon Disrupt Workplaces

From Vanacore, DeBenedictus DiGiovanni & Weddell's News

Schools and colleges are opening and health officials are warning that as children and young adults pack into classrooms, the H1N1 virus (or *swine flu*) will spread among students and to adults.

This means that an early fall *swine flu* season will most likely hit in workplaces across the country. It will spread in advance of the arrival of the *seasonal winter flu* that normally strikes in late fall and early winter.

Health officials warn that this year, there will be **two** distinct flu threats. The first is the arrival of the swine flu in late summer and early fall. The second is the seasonal winter flu.

Employers and employees should prepare now to deal with this double-whammy.

The World Health Organization has declared the swine flu a pandemic. According to the Centers for Disease Control and Prevention (CDC), there have already been more than 555 swine flu deaths in the U.S. this year and more than 8,840 hospitalizations.

Health officials predict that nearly half of all Americans could get swine flu and several hundred thousand could die from the disease in the next 18 months without the successful use of a vaccine and taking other aggressive measures.

Vaccination is the first line of defense. Unfortunately, a shortage of swine flu vaccine is expected, which means many people in the workplace will have to wait to get protection.

In addition, the two different types of flu require different vaccinations. So even if employees are vaccinated for one type, they need to get vaccinated again.

Another complication may be resistance from some staff members to getting vaccinated for the swine flu. That's because younger people and children generally have not seen the need to get the vaccine for seasonal flu since it typically affects

older folks. But the swine flu attacks people of all ages.

In addition, swine flu is more

dangerous than seasonal flu. Symptoms of both illnesses include a fever, cough, sore throat, body aches, headaches, chills and fatigue. But while most seasonal flu viruses stay in the nose and throat, the H1N1 virus replicates better in the lungs and can cause gastrointestinal problems. So younger people and children need the protection that the swine flu vaccine provides.

Your Questions Answered

Q. How does swine flu spread?

A. The H1N1 flu virus spreads in ways similar to the seasonal flu – mainly from person to person through coughing, sneezing and shaking hands. People also can become infected by touching something with flu viruses on it and then touching their mouths or noses.

Q. What could the impact be on our business if the swine flu hits our employees?

A. Because humans have not built up a natural immunity to this new virus, if the swine flu strikes your employee population, it could spread faster and to more individuals than what happens during the seasonal winter flu season. Of course, vaccination of employees could slow down the spread.

NOTE: Information and guidance in this article is intended to provide helpful information on the subject. It is not intended to provide a legal service for readers' individual needs. For legal guidance in your specific situation, always consult with an attorney who is familiar with employment law and labor issues.





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More Personnel Matters

12 Steps Businesses and Organizations Can Take to Cut the Spread of Communicable Diseases

From Vanacore, DeBenedictus DiGiovanni & Weddell's News

1. Have an understanding of your normal seasonal absenteeism rates and know how to monitor employees for unusual increases through the fall and winter.

2. Identify essential business functions, critical jobs, and vital elements in your supply chain including raw materials, suppliers, subcontractors and logistics. Plan how your business will operate if these are interrupted.

3. Get vaccinated.

4. Work from home. Begin or expand telecommuting and teleconferencing to isolate employees. If possible, encourage employees to work from home - once a week, for example, or for two-day periods so they can transition to full-time remote employment if flu sweeps through the community.

5. Cancel large business meetings and non-essential travel. Replace in-person meetings with video-conferencing and e-conferencing.

6. Cross train as many employees as possible, especially those doing critical tasks. This increases the chance that employees can fill in for each other when others are absent.

7. Identify jobs and work that you can outsource.

8. Battle the spread of flu virus and other bugs with these steps:

- Stockpile alcohol-based hand sanitizers and surface cleaners.
- Distribute hand sanitizers such as alcohol hand gel or spray bottles filled with 70 percent rubbing alcohol.
- Stock up on respiratory facemasks.

Note: The Trades Union Congress in Great Britain has

cautioned against use of facemasks because people might feel that if they wear such protection, they can come to work even if they are ill.

- Improve air circulation and filtration.
- Require employees to practice workstation sanitation. (For example, spray keyboards regularly with a 70 percent rubbing alcohol solution. Apply sanitizer or alcohol to hands throughout the day.)

9. Promote healthy habits. Encourage employees to practice healthy hygiene and illness prevention habits. Examples:

- Wash hands with soap often, especially after touching public handrails, doorknobs, and elevator buttons, and using the restroom.
- Keep hands from the face, especially away from the eyes, nose and mouth.

10. Assure job security. Discourage employees from coming to work sick. Reassure them that their jobs are secure. Actively discourage - even prohibit employees - from coming in ill. Beef up paid sick leave, time off and vacation benefits. Urge employees to bank some of their paid leave for use in an illness emergency.

11. Adopt a generous leave policy. Prepare a quarantine benefit policy. Consider providing paid leave to employees who are absent because of a quarantine imposed by government or health authorities.

12. For more information, check out the CDC's new *Guidance for Businesses and Employers to Plan and Respond to the 2009-2010 Influenza Season*. Click [here](#) to read it.

Consumer Price Index - Aug. 2009

| | | | | Point | % | % Increase |
|---|-----------------|-------------|-------------|-----------------|--------------|-------------------|
| Wage Earners & Clerical | Aug. '08 | Aug. | July | Increase | Month | Year |
| 1967=100 | 641.16 | 628.97 | 627.09 | 1.88 | -0.3 | -1.9 |
| 1982-84= 100 | 215.25 | 211.16 | 210.53 | 0.63 | -0.3 | -1.9 |
| All Urban Consumers | | | | | | |
| 1967=100 | 656.28 | 646.54 | 645.10 | 1.45 | -0.2 | -1.5 |
| 1982-84=100 | 219.09 | 215.83 | 215.35 | 0.48 | -0.2 | -1.5 |
| Hudson Valley Unemployment Rate for Aug. 2009 = 7.6 | | | | | | |

Place Your Company's Ad Here

The Council of Industry's monthly newsletter has a mailing circulation of 250 manufacturers and an online circulation of hundreds more.

Contact Alison Butler at abutler@councilofindustry.org

or call (845) 565-1355 for more information.



Legislative Matters

"And make no mistake. We're also going to pass the Employee Free Choice Act this year." -Sen. Tom Harkin (D-IA) newly appointed Chairman of the Senate HELP Committee in remarks to the AFL-CIO's Convention in Pittsburgh, PA on 9/17/09

NAM Policy Update - Employee "FORCED" Choice Act

From Jerl G. Kubicki, Vice President, Human Resources Policy, NAM

State of Play

- The AFL-CIO met in Pittsburgh, PA earlier this month where the Employee Free Choice Act (EFCA) took center stage. Union leaders continue to urge for the bill's passage, and stressed that they want a vote on the measure this year.
- Also in Pittsburgh was NAM President and CEO, John Engler discussing the NAM's agenda and policy priorities with the *Pittsburgh Post-Gazette's* editorial board, leading to this [article](#).
- The NAM supported Coalition for a Democratic Workplace ran full page ads in Pittsburgh papers urging Senator Specter to maintain his current opposition to the EFCA. Senator Specter referenced these ads in his remarks before the AFL-CIO as he detailed his efforts to develop a "modified" version of the EFCA.

Democrat Paul Kirk Jr. was sworn in last week to temporarily fill the late Sen. Kennedy's (D-MA) Senate seat, giving Senate Democrats the 60 votes needed to pass EFCA if all Democrats voted to support it.



NAM Action

- Recent developments and statements highlight the importance of our continued opposition to the EFCA any form. We encourage all NAM members to contact their Member of Congress and urge them to oppose the EFCA in any form, including and compromise.
- For real-time developments on the EFCA, reports from Capitol Hill and other information on related labor legislation, NAM members can visit the NAM's Labor Policy Institute (LPI) at www.namlaborpolicyinstitute.org. Thousands of NAM members access this site for updates throughout the day.

State budget gap will reach \$3 billion for the 12 months ending March 31, 2010 - Furloughs, layoffs may be state's next steps

Gov. David A. Paterson and some lawmakers are raising the specter of furloughs - and even layoffs - of state workers to help close the growing budget deficit, as other big states have done. New York has been the exception among large states in not slashing its 200,000-person payroll. Four states and the District of Columbia have fired workers to close budget gaps. New Jersey, Connecticut and seven others issued furloughs. Fourteen states, including California, did both.

"You cannot close this year's deficit, let alone those projected for the next three years, without significantly hitting the workforce," said E.J. McMahon of the Empire Center for New York State Policy. The 2010-11 gap is projected to be \$4.6 billion, followed by \$13.3 billion in 2011-12. "New York is like a vehicle running downhill toward the edge of a chasm," he said. "We should be doing what the other states are doing."



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EHS Matters

New York Environmental Leaders Program (NYEL)

By Erica Flores, New York State Pollution Prevention Institute, Rochester Institute of Technology

The New York State Department of Environmental Conservation (Department) is accepting applications for the New York Environmental Leaders Program (NYEL). The open enrollment period began on September 1st and applications will be accepted until October 31st.

NYEL provides recognition and incentives to New York State companies and organizations that can demonstrate the use of pollution prevention practices, beyond compliance performance, or sustainable business practices as a result of their participation in NYEL. Detailed information about NYEL can be found on the Department's website at <http://www.dec.ny.gov/chemical/939.html>.

Those accepted as members in NYEL are considered a priority for relevant Department assistance. For instance, NYEL members will be rewarded with an invitation to apply for a summer intern to help out with an environmental project that goes beyond regulatory compliance through the Department's Pollution Prevention Intern Program. In addition, NYEL members have access to a NYEL contact, within the Department. The NYEL contact will be available to assist with communication between the member and the Department, and to help members garner assistance in their environmental goals from the NYS Pollution Prevention Institute (<http://www.nysp2i.rit.edu/>). NYEL members are also able to use the NYEL logo to promote their green practices and receive recognition from the Department for their outstanding achievements.

NYEL provides flexibility to prospective applicants by offering two membership tiers, the entry tier and the leadership tier. In addition, NYEL is open to wide array of organizations including businesses, especially manufacturers, as well as organizations such as schools, hospitals, and local governments. For more information on which tier best fits your organization, please visit the Department's website at <http://www.dec.ny.gov/chemical/939.html>.

If your organization is interested in becoming a NYEL member during this open enrollment period, a NYEL application form for the tier your facility intends to apply for must be completed and returned by October 31, 2008. Interactive versions of the NYEL Entry Tier Application and NYEL Leadership Tier Application forms are available for download on the Department's website at <http://www.dec.ny.gov/chemical/939.html>. Also, if you have any colleagues that you think may be interested in NYEL, can you please forward them this information.

If you have any questions, require any additional information, or experience problems down loading the applications, please do not hesitate to contact John Vana at (518) 402-9469, or Erica Flores, at (518) 402-9194.



The NYEL contact will be available to assist with communication between the member and the Department, and to help members garner assistance in their environmental goals from the NYS Pollution Prevention Institute. NYEL members are also able to use the NYEL logo to promote their green practices and receive recognition from the Department for their outstanding achievements.



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Global Business

Effective January 26, 2009, U.S. Customs & Border Patrol (CBP) required all ocean freight imports destined to or through the United States, to provide specific data elements regarding said shipments at least 24 hours prior to vessel departure from the foreign port.

Importer Security Filing (10+2) - A Critical Reminder For The Importing Community

Submitted by Phil Subey, Panalpina Inc.

Attention all importers! An important milestone is rapidly approaching which can have severe financial and liability impacts on your business. Effective January 26, 2009, U.S. Customs & Border Patrol (CBP) required all ocean

freight imports destined to or through the United States, to provide specific data elements regarding said shipments at least 24 hours prior to vessel departure from the foreign port. This document is also known as 10+2. This is because 10 of the required elements come from the importer and 2 from the ocean carrier, see list below.



enforcement, provided that the importer is making a "good faith effort" to comply. Effective January 26, 2010, this requirement will be "strictly enforced" by CBP with severe penalties assessed (\$5000.00 per violation). More importantly, the cargo will not be

allowed to load on the vessel at origin prior to proper filing. Needless to say this can have significant impact on an importer's commitment to customers, as well as on the future and financial health of their business.

SECURITY FILING DATA

ISF-10 For Cargo Destined For USA

24 Hours Prior to Lading:

1. Seller (Owner) name/address
2. Buyer (Owner) name/address
3. Importer of record number
4. Consignee number
5. Manufacturer (Supplier), name/address
6. Ship to Party
7. Country of Origin
8. Commodity HTS-6

No Later than 24 Hours Prior to Arrival:

1. Container Stuffing Location
2. Consolidator name/address

The importer can designate an agent ("ISF Filer"), such as their freight forwarder or customs broker to file the ISF with CBP in their behalf. The general trend in the industry is to go with the customs broker, as they tend to have a closer "compliance" relationship with both the importer and U.S. Customs. Close cooperation is required between manufacturer/shipper, freight forwarder/customs broker and importer in order to provide accurate and timely data elements.

ISF-5: Transit Cargo Through but not Terminating USA:

1. Booking Party Name/Address
2. Ship to name/address
3. Commodity HTS-6
4. Foreign Port of Unloading
5. Place of Delivery

Further details, including specific data elements and forms required can be provided upon request. Please pay close attention to this upcoming timeline. January 26 is around the corner and you do not want any disruptions in your supply chain at this critical time of economic recovery.

ISF-2: Carrier Responsibility:

1. Stow Plan Data
2. Container Status Message Data

Although this requirement has been in place since January 26, 2009, CBP has used "restraint" in

For more information on this topic contact Phil Subey at Panalpina Inc. by phone at (845) 255-7350 or by e-mail philippe.subey@panalpina.com.

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CI Calendar—What’s Ahead

| | |
|--------|---|
| Oct 8 | Customer Service Training — 8:30 am — 4:30 pm. Location: TBA. Cost for members : \$185 single participant, \$170 each for two or more from the same company. |
| Oct 14 | Regulatory Training: DOT Hazardous Materials Training - 8:30 am— 12:30 pm. Location: TBA. Cost: \$115 single member, \$100 ea. For two or more from the same company, \$155 for non members. |
| Oct 16 | EHS Sub-council meeting: Combustible Dust — 8:30— 10:00 am at Dyno Nobel, Ulster Park, NY. No cost for members. |
| Oct 21 | Freight Rail Shipment Seminar — 8:30 am—11:00am at Rose & Kieran, 60 Merritt Blvd, Suite 202, Fishkill, NY. No cost for members. |
| Oct 22 | Sales Training - 8:30 am— 4:30 pm. Location TBA. Cost for members: \$185 for a single participant or \$170 each for two or more from the same company. |
| Nov 13 | Annual Luncheon & Member/Associate Member Expo — 11:30 am— 2:00 pm at the Powelton Club, Newburgh, NY. Cost: \$50 per person or \$350 for a table of eight. |

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Energy Matters

EPA To Move Forward On New Rules To Regulate Greenhouse Gas Emissions

The Obama administration said Wednesday that it is moving ahead to curb carbon emissions by issuing a proposed rule that would require the nation's biggest greenhouse-gas emitters to install advanced pollution-control technology to operate any facility they plan to construct or significantly modify. The EPA's move is significant, because under the Clean Air Act, any facility emitting more than 250 tons per year of a regulated pollutant must meet federal requirements. The agency is seeking to modify that requirement to target the biggest emitters of greenhouse gases. Lisa P. Jackson, the EPA administrator, said "By using the power and authority of the Clean Air act, we can begin reducing emissions from the nation's largest greenhouse gas emitting facilities without placing an undue burden on the businesses that make up the vast majority of our economy." The rule is subject to public comment for 60 days; the EPA did not say when it would become final.

Under the proposal...the EPA said it won't target small sources despite the way the Clean Air Act is written because doing so would lead to 'absurd results.' For six years, the agency will use the higher threshold out of 'administrative necessity' while it studies the workability of regulating industrial, or 'stationary,' sources of greenhouse gas emissions through the Clean Air Act. The proposal would cover approximately 14,000 sources, most of which are already subject to regulation because they produce other gases, such as sulfur dioxide, that affect

(Continued on page 10)

Lisa P. Jackson, the EPA administrator, said "By using the power and authority of the Clean Air act, we can begin reducing emissions from the nation's largest greenhouse gas emitting facilities without placing an undue burden on the businesses that make up the vast majority of our economy."



Government Affairs

Acting Together, Council of Industry Members Are a Powerful Force for Positive Change

The Council's government relations service gives members a louder voice on legislative issues affecting their businesses. Representing over 135 firms in New York's Hudson Valley, the organization's staff is active on critical public policy issues, ranging from state energy programs to workers' compensation to Medicaid.

Our public policy efforts are guided by the Council of Industry's Public Policy Agenda (See issue priorities listed below.) We survey our members annually to determine our legislative priorities and develop this agenda. We also conduct ad-hoc surveys on important issues throughout the year, including data collection on workers' compensation and energy costs.

The Council of Industry is a founding member of the **Manufacturers Alliance of New York State**, an association of like-minded organizations that support manufacturing. Together the organizations that form the Manufacturers Alliance represent nearly 600 firms in every region of the state.

For information on the Council's government relations service, please call 845-565-1355 ext 25.

New York State Issues:

- *Reform the Workers Compensation System*
- *Reduce Healthcare Costs*
- *Stop Albany Dysfunction*
- *Improve the Energy Supply*
- *Cut Taxes*
- *Ease the Medicaid Burden*
- *Increase Job Training Resources*

Other State Issues of Interest:

- ◊ *Tort Reform*
- ◊ *Incentives to Invest in New York State*
- ◊ *Superfund Financing Amendments*

Federal Issues:

- *Reduce Healthcare Costs*
- *Develop a National Energy Policy*
- *Encourage Investment in American Manufacturing*
- *Support Tort Reforms*
- *Defend Fair Trade Policies*
- *Other Federal Issues:*
 - ◊ *Research and Development*
 - ◊ *A Tax Policy that Enhances Economic Growth*
 - ◊ *Cost-cutting Reforms*
 - ◊ *Technology Policy- Worker and Skills Enhancing Efforts*

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(Continued from Page 9 Energy Matters)

air quality, the EPA said. Senate Republicans last week "failed to block EPA from regulating greenhouse gases from stationary sources during a debate over legislation that funds the agency." Bryan Brendle, energy and resources policy director for the NAM, said, "The proposed EPA regulation of large industrial sources is a 'slippery slope' that may 'discourage a lot of investment' in the U.S."

In a press release the NAM's Vice President for Energy & Resources Policy Keith McCoy says the EPA's "legal authority to exempt small manufacturers and businesses from permits mandated by the Clean Air Act is unclear at best". The NAM "opposes use of the Clean Air Act as a means of regulating GHG emissions." The announcement from the EPA "sets the stage for regulation of large industrial sources that will add significant costs to manufacturers as they struggle to recover from the worst recession since the Great Depression."

Manufacturing Matters

Keeping Your HVAC System Running Efficiently Can Save You Money

From a presentation by AMI Services, Inc.

The US Department of Energy estimates that a dirty HVAC system (filters, evaporator and condenser coils) can increase your company's overall building energy usage by 30%, an astounding number when you consider that an 28% of your buildings total operating costs are spent on energy. There are several factors that lead to a dirty HVAC system and the majority of these can be easily remedied. Replacing inefficient or broken down equipment in the area can be an investment that has a speedy ROI. There may also be simple adjustments you can make to the work environment that may also reduce your energy costs.

Some simple things to check on your HVAC system include:

- Air filters – Dirty/ wrong sized air filters increase pressure drop causing fans to work harder, run longer and thereby consume more energy.
- Dirt/Soot buildup on condenser and evaporator coils acts as an insulator and reduces cooling transfer across the coil. Equipment must run longer to achieve set point, resulting in higher energy consumption.
- Scale deposits (even thin layers) on water side of boilers serve as an insulator and retard heat transfer. The result is overheating of boiler tube metal, tube failures, and loss of energy efficiency. Fuel wastage due to boiler scale on average is 2% for a water-tube boiler and 5% for fire tube boilers, of total fuel cost for season.



Another spot to check would be the condenser coils. A 60 ton HVAC unit with a clean condenser coil requires 63,000 kwh for the cooling season. The same unit with a dirty coil requires 98,600 kwh for the season

A helpful tool to reduce energy costs is the VFD (variable frequency device). For example a 50 hp drive running 250 days a year for 10 hours per day (2500 hrs) at .08 per kwh running at 100% speed will cost \$7,460 to operate over the course of one year. Compared to the same drive using a VFD running on the following cycle:

100% speed for 25% of the time
80% speed for 50% of the time
25% speed for 25% of the time

This cycle using the VFD costs only \$4,177.60 for the same time period, that is a savings of \$3,283. In addition to reducing energy costs, the VFD reduces wear and stress on your equipment, prolonging it's life expectancy due to motor soft starts instead of hard starts.

When updating your HVAC units be sure to look for the more energy efficient models as well. Look for energy star rated equipment. Major manufacturers now offer units that consume 60% less energy than previous models and claim a savings of up to 25% of the purchase price per year.

Look for "low cost" or "no cost" modifications such as changing operating procedure or automating system settings. The simplest of all may be to stay current on routine maintenance.

More Energy Saving tips:

- Turn off HVAC vents/ ducts in unoccupied areas
- Coordinate janitorial hours and work hours to minimize the number of hours HVAC runs
- Consider raising space temperature settings (74 in summer, 68 in winter)
- Consider delayed cooling/ heating in combination with/ or early shut down before close of business day
- Use outside air when feasible for cooling needs
- Operate boilers at peak efficiency. Operate multiple boilers using load management to obtain combined peak efficiency.
- Keep up with equipment maintenance.
- If possible decrease condenser water temp by 1° and efficiency can increase by 2-3%, Increase chiller water temperature by 1° and increase efficiency by 3 -5%
- Eliminate leaks in air compressors

Look for "low cost" or "no cost" modifications such as changing operating procedure or automating system settings. The simplest of all may be to stay current on routine maintenance.

For more information on this topic contact AMI Services, (845) 564-3065, the above information was taken from one of their Power-Point presentations.

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