



**LAWRENCE COUNTY**  
ECONOMIC DEVELOPMENT CORPORATION

## **. . . on the JOB**

Update for members & strategic partners  
March 2009

*I am a great believer in luck, and I find the harder I work the more I have of it.*

*Stephen Leacock*

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### **Not all the news is bad — some Lawrence County companies doing well**

Although the national economic downturn is certainly being felt in Lawrence County, some local companies continue to do well. Among them are Bruce and Merrilees in Shenango Township and IPEC in Neshannock, and INMETCO in Ellwood City. "It's not all doom and gloom," commented Linda Nitch, Executive Director of LCEDC. "If occupancy is any indication, the fact that the Shenango Commerce Park remains filled is cause for cautious optimism that many Lawrence County firms are not only weathering this economic crisis, but continuing to grow."

"We're hiring," noted Justin Bruce, Vice President of New Castle-based Bruce and Merrilees. "The sectors with which we do most of our business — industry, power, and transportation — continue to need our specialty services. Large projects begun before the downturn can't be stopped in the middle, consumers don't cancel their utilities, and the stimulus package is likely to have a positive impact on the transportation sector."

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## Not all the news is bad (continued)

Founded in 1948, Bruce and Merrilees provides innovative electrical installation and maintenance services for projects of all sizes – from the small to the large and complex. “The positions we seek to fill include project managers and project engineers,” he noted.

Another local company weathering the recession is INMETCO in Ellwood City. “INMETCO has learned how to operate in a lean manner. Our high productivity combined with a diversified customer base enables us to manage even when times are difficult,” says Mark Tomaszewski, acting president.

INMETCO (International Metals Reclamation Company) is the leading recycler of metal-bearing wastes in North America, and the only facility in North America that provides thermal recovery for nickel-cadmium batteries. Once reclaimed, those metals are recycled into such products as remelt alloy used in the production of stainless steel; INMETCO slag, a non-hazardous co-product used as road base and a construction aggregate; and reclaimed cadmium for use in the production of new nickel-cadmium batteries, in the manufacture of corrosion-resistant coatings, and to enhance pigmentation. The company is a subsidiary of Toronto-based INCO, and employs over 100 at its Ellwood City facility.

IPEC, the International Plastics and Equipment Corporation, has experienced excellent growth recently. The company produces plastic closures or caps for plastic milk, juice, and water containers, as well as custom designed plastic caps for special orders. “Part of our growth is due to the increased demand for milk and juice in plastic instead of paper containers, especially in school lunch programs. We’ve also benefited from an increase in demand for single serve and smaller packages,” notes Jay Martin, Chief Operating Officer. “Plus, even in an economic downturn, people still buy staples such as milk and juice, so our business does not necessarily decrease.”

Another important factor in IPEC’s success has been the owners’ decision to reinvest the company’s profits into infrastructure improvements over the past five years. “This decision to invest in infrastructure improvements has enabled us to better withstand the ups and downs of the economy,” added Martin.

IPEC was founded in 1994 and operates a plant in Alabama in addition to its New Castle facility. It supplies hundreds of customers from prominent fluid milk processors and water and juice bottlers to smaller family-owned operations.

## Television personality and author to speak at Women’s Conference

Jennifer Antkowiak, a television personality and author of *Take Care Tips: How to Care for Yourself while You’re Taking Care of Others*, will be the keynote speaker at the Lawrence County Women’s Conference on Saturday, April 25 at the New Castle Area Jr/Sr High School. The conference is designed to enrich lives and promote personal growth. It will run from 9:00 a.m.—2:00 p.m. and offer sessions on such topics as money management, how to dress, and gardening. The conference will also feature health screenings, a “pamper room”, and a marketplace of local vendors.

Cost for the day is \$10, which includes lunch. Tickets must be purchased no later than April 15th, and no tickets will be sold at the door. To register, send check for \$10 payable to “Women’s Initiative” to Lawrence County Women’s Conference c/o United Way of Lawrence County, 223 N. Mercer Street, New Castle, PA 16101. Please include your name, company, email, phone/fax, and address.

For more information visit: <http://lawrencewomen.wordpress.com>.

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## Business First Centre on track

The Lawrence County Learning Center, located at 131 Columbus Innerbelt Circle in New Castle, will soon become part of an ambitious one-stop business resource center at its current location. The land and building were purchased on March 9, 2009 by the LCEDC thanks to the efforts of former Senator Gerald LaValle. Senator LaValle was instrumental in assisting the LCEDC in receiving a grant of \$500,000 from the PA Department of Community and Economic Development. In addition to the Learning Center, the building will also become the home of the LCEDC and a brand-new Business Incubator/ Assistance Center that will provide flexible manufacturing and office space where start-up companies can grow through access to LCEDC services as well as shared clerical assistance, conference rooms and various common areas. The location will be called the Business First Centre.

"This combination of services at a single location will provide for a one-stop shop for all Lawrence County businesses in need of entrepreneurial assistance and business development," said Linda Nitch. "In addition, this will revitalize an important building in central New Castle, as well as make LCEDC even more convenient to members from all over the county."

The one-stop shop scenario will be further enhanced when other business resources either relocate to the facility or establish satellite office space. Among the organizations that might consider utilizing the space are Northwest Commission, Catalyst Connection, Lawrence County Planning, West Central Job Partnership/Workforce Investment Board, Butler County Community College, and Lawrence County Tourist Promotion Agency.

"The Business First Centre promises to make it easier to start, grow, or relocate a business in Lawrence County," added Nitch. "Companies in need of business services will no longer have to drive miles between agencies to obtain the help they need."



## Opportunity Knocks

Quick! Name a career that offers the most opportunity today in Western Pennsylvania. Give up? Surprise! It's a career in manufacturing. Yes, that's right. Manufacturing. "Too many people overlook the fact that manufacturing not only remains a viable career option with good pay and benefits, but that manufacturing jobs are still available in Western Pennsylvania," said Linda Nitch. "One of our biggest workforce development challenges is recruiting enough people with the requisite skills to fill available positions."

Manufacturing has changed! Many manufacturers offer clean, safe work environments. Manufacturing also offers a variety of career tracks and requires a variety of skills and educational achievements—from technical training to college degrees in such areas as metallurgy, engineering, and marketing. Manufacturing careers run the gamut from assembly to sales.

To help address the shortage of qualified workers and to inform area students and parents about manufacturing as a viable career option LCEDC, in collaboration with Penn-Northwest Development Corporation in Mercer County, has obtained a grant from the Northwest Commission to create a Web site where area residents can learn more about opportunities in manufacturing. The site will complement a public relations and community outreach campaign, "Industry Needs You," by the West Central Job Partnership.

"Manufacturing is more than just a job," added Nitch. "It's a career for which area manufacturers are seeking qualified workers to fill immediate openings."

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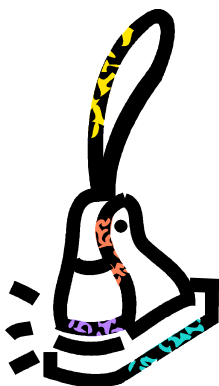
## Advertise in *LCEDC...on the Job*

Every month *LCEDC...on the Job* reaches over 190 community and business leaders. If you would like to easily and inexpensively reach this audience, consider purchasing an ad on one of the newsletter pages. The ad sizes include a 1" x 7" banner, a 2" x 3 1/2" box, or a 1" x 3 1/2" box. Cost to advertise is \$50 per issue for the banner or 2" x 3 1/2" box, or \$510 for the full year (15% discount), or \$35 per issue for the 1" x 3 1/2" box, \$357 for the full year. Deadlines to advertise are the 30th of the prior month. For more information or to book your ad, contact LCEDC at 724-658-1488.

### Training for notaries scheduled by BC3

The PA Notary Public Law specifically mandates three hours of basic notary education for all individuals who are applying for a notary commission for the first time after July 1, 2003. (Those who have an original appointment date on or before July 1, 2003 are exempt from this requirement.) The **First Time Notary Seminar is a state-approved First Time Notary Training Seminar** that fulfills the three-hour mandatory education provision for new Pennsylvania notaries. This class covers the following topics:

- The Notary Public Law
- Notarial Seal and Register
- Acceptable Forms of Identification
- The Seven Notarial Powers
- Electronic Notarization



#### First Time Notary Training Seminar

Where: North Butler

When: Monday, April 20, 2009 6:00-9:15 PM

Fee: \$95

#### Everyday Notary Challenges Seminar

This three-hour seminar is offered in conjunction with First-Time Notary Seminar. It is not required, but is recommended. The course covers more advanced notary topics including:

- Problem documents
- Wills
- Powers of attorney
- Deeds and mortgages

*NOTE: Only the First Time Notary Seminar and the Reappointment Seminar meet the state requirements for education. No credit is given for the Everyday Notary Challenges Seminar.*

Where: North Butler

When: Tuesday, April 21, 2009 6:00-9:15 PM

Fee: \$95

For further information or to register, contact Scott Campbell, Director of Professional Education and Certificate Programs, Butler County Community College, 724-287-8711, Ext. 8390

Web site: [www.bc3.edu](http://www.bc3.edu)

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## Diversity issues focus of Westminster College event

Westminster College's Public Relations Student Society of America (PRSSA) will hold a regional activity, "Black, White, or Gray: Facing Diversity Issues of Today"

When: Saturday, April 4, 9:30 a.m.-3:30 p.m.

Where: Witherspoon Rooms of the McKelvey Campus Center (third floor).

Fee: \$15 for members, \$20 for non-members.

Register by March 30 at [www.westminsterprssara.webs.com](http://www.westminsterprssara.webs.com). Contact Janie Ingersoll, PRSSA president, at [ingersjl@westminster.edu](mailto:ingersjl@westminster.edu) for additional information.

## Power Generation & Energy Industry global trade representative meetings scheduled

On March 24, PA trade representatives will be available at Penn State Behrend in Erie to meet with anyone interested in discussing export potential for the power generation and energy industry. The event begins with an 8:00 AM breakfast followed by one-on-one individual business meetings. For further information or to register, visit <http://www.nwcommission.org/international.html#forms>, or contact Claudia Garcia ([claudiag@nwcommission.org](mailto:claudiag@nwcommission.org)) at the Northwest Commission.

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Lawrence County Commissioners:  
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To submit information of general interest for use in this newsletter (no political or promotional messages please) or to offer feedback, please contact Kathryn Lima at 724-981-4318 or e-mail to [klima@faroenterprises.com](mailto:klima@faroenterprises.com).