



Career Spark Campaign ★ Advanced Manufacturing Sector ★

3rd Annual Manufacturing Careers Day

October 5, 2012



NEW YORK STATE OF MANUFACTURING: Manufacturing is and will continue to be a vital industry for New York. The sector accounted for 457,000 jobs in 2010 and remains one of the highest paying industries in the state. But, a recent report says that there are 600,000 jobs going unfilled due to a mismatch in skills. Manufacturing Careers Day has a goal of increasing both awareness and the number of individuals that pursue the high skilled, high paying jobs and careers in manufacturing in our region.

Presented by:



"MY Career Spark" – Peter Maier



Job Title: President
Education: Master's Degree in Business Administration and Engineering from the University of Karlsruhe in Germany
Duties: Lead the Intelligent Sensor Solutions Business Unit (one of 3 Business Units within INFICON)
My career spark was: Growing up I was always curious to learn how things worked and to try to make something myself. As a boy I spent a lot of time in my dad's workshop with lots of different little projects trying to build or make something. This included working with metal and wood at first and later working with electrical and electronic things. When I was in my early teens computers were just becoming affordable for the average person. Computers fascinated me and I began to learn how to use them and program them in school, with the help of a great teacher, and a lot of my spare time. This helped shape my college choice and my major to allow me to combine engineering, computers and business. During my time in college I also interned at a number of different manufacturing companies and this solidified my interests to seek a career in a company which made things. Following college I began my career at a printing machine manufacturing company and several years later I joined a consulting company that installed and configured software for manufacturing companies. This gave me a chance to see many different manufacturing companies across the U.S. and Canada. I came to understand that there are very interesting and rewarding opportunities in advanced manufacturing companies that combined top notch science and engineering with state of the art manufacturing processes.

What we make: Leading provider of innovative instrumentation, critical sensor technologies, and advanced process control software that enhance productivity and quality in sophisticated industrial vacuum processes. Our products include quadruple mass spectrometers, leak detectors, thin film controllers, gas chromatographs and vacuum gauges among others.



What industries use our product: Our analysis, measurement and control products are essential for gas leak detection in air conditioning/refrigeration, and automotive manufacturing. They are vital to high tech manufacturing equipment makers and high tech factories for semiconductors and thin film coatings for optics, flat panel displays, solar cells and industrial vacuum coating applications. We also leverage our expertise for the emergency response, security, environmental monitoring and the petrochemical market.
Market: We sell our products globally and export about 70% of what we make in Syracuse. Our largest market region is Asia (South Korea, China, Japan and Taiwan) where we sell over 50% of our products.
Typical job titles: Electrical Technician, Mechanical Technician, Repair Technician, Electrical Engineer, Mechanical Engineer.
Jobs in demand: Continuous need for Mechanical and Electrical Engineers with experience in international markets.
Average wage: We offer opportunities for personal and professional growth, competitive compensation, and excellent benefits for our diverse, global workforce.
Number of employees: 286 employees total for INFICON U.S. (Aug 2012)
Years in business: Founded in 1969 and have grown our business in Syracuse for over 42 years.

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For more information, contact PEB at 315-448-1012 or JoeV@macny.org
 Dream It! Do It!

"MY Career Spark" – Mike Bird



Job Title: Operations Manager
Education: AAS Mechanical Engineering Technology, Onondaga Community College, BS in Industrial Engineering, SUNY IT
Duties: Manage the day-to-day business operations for the Integrated Process Systems (IPS) division
My career spark was: In 11th grade I participated in a job-shadow program that opened my eyes to vocational technical and engineering opportunities. I graduated from Jordan-Elbridge High School with a Regents in Math & Science diploma and went on to get my Associate degree in Mechanical Engineering Technology, and my Bachelor's degree in Industrial Engineering. I have always liked building things. I was not particularly school-oriented, but once I got started I realized it wasn't so bad. I found that I enjoyed learning about things that interested me, and I got inspired to learn more. I could apply my skills, and make a good living. Over school vacations, I built homes and loved the concept of saying "I built that from the ground up". During school, I worked part time as a drafter, so I was able to truly apply what I was learning at col-

lege. I love my career and want to let high school students know about all the manufacturing and engineering opportunities that exist here in CNY, such as design, CAD, panel design/fab, structural fabrication and welding, piping, system integration, and more. I hope to inspire others to develop the skills that interest them.



What we make: We design/fabricate custom thermal process systems and equipment, including large industrial furnaces, skids, and the associated control systems..
Industries that use our product: We service clients in the heat-treat and forging industries, including but not limited to aerospace and automotive industries.
Typical job titles: Drafter, Designer, Project Manager, Technician, Manufacturing Engineer, Material Fabricator, Structural Fabricator, Mechanical Fabricator
Jobs in demand: Welders, Pipe Fitters, Designers, Process/Mechanical Engineers, Project Managers
Average wage: We focus on being competitive with benefits and compensation. Salary based on experience and/or performance.
Number of employees, years in business: 900 employees, 67 years in business

"MY Career Spark" – Michael Busse



Job title: Vice President & General Manager
Education: OCC and Syracuse University
Duties: Senior Executive in charge of DLI with overall management and P&L responsibility for the facility.
My career spark was: I was introduced to military electronics in the USAF, following that training with a job as a test technician early in Anaren's formation. After 13 years of progressively responsible positions, I moved on to a GM position @ Communication Techniques Inc. in NJ. From there, I started, or bought my own companies doing this for about 20 years. After selling them, I consulted

for several years before joining Dover (DLI) 11 years ago.



What we make: Manufacturer high frequency single-layer/multi-layer capacitors, heat sinks, resonators, build-to-print and custom thin film component solutions
What industries use our product? Military, telecom, medical, optical, semiconductor, avionics and wireless
Market – Global
Typical job titles: Design/Process Engineers • **Jobs in demand:** Electrical/Mechanical Engineers
Average Engineer's wage: \$90,000
Number of employees, years in business: 220 employees/38 years in Business

"My Career Spark" – Russ Boughton



Job title: Production Engineering Manager
Education: BS Mechanical Engineering, SUNY Buffalo
Duties: Manage design teams in the development of new packaging equipment.
My career spark was: I honestly am having a difficult time recalling what sparked my interest in manufacturing. It is much easier to tell you who sparked my interest in manufacturing. That would be my Grandfather. Growing up, he lived next door to me. All summer, we would spend time together "tinkering". Being that he grew up in Central New York during the Great Depression, he was very good at solving problems with what he had. When something broke, we fixed it. If we needed a new tool, we made it from parts taken off other things that were no longer fixable. His enthusiasm and ingenuity were inspiring. By the time I was in my early teens, I knew I wanted to be an engineer. When I was finishing college, I knew that I wanted to go to work where I could not only design, but work in a company where I could work directly with those building my designs. I wanted to be able to put my hands on the design to help find solutions to problems. I felt lucky because in a time when many of my classmates were having a difficult time finding jobs, I found one that was close to home doing exactly what I had always hoped to do. I was designing machinery, finding solutions to problems both in design and in manufacturing, and being able to see the end results of those efforts. At this point in my career, I cannot imagine not working in manufacturing. I get to take an idea that will solve a problem, build it, and present it to a customer. I

am motivated by solving problems.



What we make: Schneider manufactures a complete line of case packers, tray packers, robotic palletizers, specialty cartoning systems and completely integrated packaging solutions. Schneider is FANUC Robotics' largest integrator for palletizing and case packing in North America. Additionally, Schneider offers a variety of ancillary equipment such as case erectors, cartoners, conveyors, pallet dispensers, shuttle cars, automatic guided carts, and elevators that can easily be integrated with coding/labeling equipment, RFID / barcode scanners, weight checking, and stretch or shrink wrapping equipment to provide a complete turnkey system solution.
What industries use our product: Our market is the CPG (Consumer Product Goods industry) which includes the food, beverage, industrial, bathroom and household tissue and towel, paper, personal care, pharmaceutical, industrial and CD/DVD replication industries.
Market: Our primary market is North America including the US and Canada.
Typical job titles: Mechanical Engineer, Controls Engineer, Robotics Engineer, Service Technician, Electrician, Machine Builder, Machinist
Jobs in demand: Forecast is very strong for career-minded Mechanical and Electrical Engineers, particularly with robotics specialty.
Average wage: We proudly offer market-competitive pay and recognize individual strength in performance.
Number of employees, years in business: 198 employees, 42 years in business