



Each month, we recognize one of the region's top manufacturers with the aid of NEPIRC, the Northeastern Pennsylvania Industrial Resource Center. Since 1988, NEPIRC has been working with manufacturers to improve their productivity, profitability, competitiveness and long-term viability through consultative services.



## E. Stroudsburg company provides cost-effective heating solutions

Being in hot water is not always a bad thing. Just ask the 110 employees of Harsco Industrial Patterson-Kelley in East Stroudsburg where hot water has been big business for 135 years.

Founded in 1880 as Benjamin F. Kelley & Company, Harsco Industrial Patterson-Kelley is a major manufacturer of heat transfer equipment for institutional, commercial and industrial buildings such as schools, apartment buildings, hospitals, sporting complexes and hotels. In its first 106 years, the company focused on water heating solutions, but since 1987 has also been a major producer of commercial boilers.

In 1974, Patterson-Kelley was acquired by Harsco Corporation. Harsco is a leading Fortune 1000 global industrial services and engineered products company with more than 170 operating locations in 35 countries.



**Linda Diffley**  
V.P. and General Manager

Patterson-Kelley is a company steeped in history. In the 1930s, its water heaters could be found in iconic New York City landmarks such as the Empire State Building, the Chrysler Building, the Metropolitan Museum of Art and the New York Public Library.

Today, heat transfer solutions manufactured at its East Stroudsburg plant can be found in landmark buildings such as the new World Trade Center, Lambeau Field, home of the Green Bay Packers and the University Phoenix Stadium, home of the Arizona Cardinals.

Harsco Industrial Patterson-Kelley's engine for change is supported by a robust, in-house research and development department. New products launched by this team give its customers a technological edge, as well as cost savings.



**Heating units built by Harsco Industrial Patterson-Kelley and installed at the Elk Lake School District are expected to save the district millions of dollars.**

For example, Susquehanna County's Elk Lake School District recently installed a Harsco Industrial Patterson-Kelley heating system that operates on natural gas pulled from the rich Marcellus Shale deposits nearby. The switch is expected to save the school district millions of dollars in heating costs.

Kim Guiton, the school district's energy manager, said heating costs are estimated to go from about \$1,700 per day to \$670 per day on average with the new system.

In the last two years, Patterson-Kelley has been awarded Harsco's Division of the Year award along with two CEO awards, one for environmental health and safety and the other for largest improvement and return on capital.

Linda Diffley, Harsco Industrial

Patterson-Kelley's Vice President and General Manager, credits the company's success to its strong workforce and a corporate climate that engages employees in problem-solving.

Under Diffley's direction in 2014, the company's revenues rose by 8 percent and operating income grew by 21 percent. In 2015 revenue is expected to grow by another 8 percent.

Looking for continuous improvement avenues, Patterson-Kelley is planning Leadership Development Essentials Training through the Northeastern Pennsylvania Industrial

Resource Center. This training is designed to give managers the needed soft skills to build better professional relationships with the employees they manage. In the past, NEPIRC has also provided 6S Workplace Organization and Standardization training which is a lean practice/methodology.

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