



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.



Family operated manufacturer celebrates 125 years

The A. Rifkin Co.'s history spans 5 generations, multiple, ever-evolving product lines and a commitment to superior customer service, quality and innovation.

A. Rifkin Co. is a family-owned manufacturer and international distributor of security and multi-use reusable fabric bags and related products such as locking night deposit bags, courier bags, document security bags, and other banking supplies, including GPS asset tracking devices. The company also does contract sewing, as needed, for a multitude of industries, including making habits for nuns and re-upholstering scooter seat covers.

Their manufacturing facility and corporate headquarters are located in Wilkes-Barre, PA. They also have a sister company located in Roseto, PA, which manufactures Class A Police & Fire Uniforms. Collectively, both locations employ 90 people.

According to Paul D. Lantz, President, "Our workforce is excellent in both locations. We attribute our success to superior service and quality, and we achieve those by having the best people working for us."

Their money bag products can be used in virtually every department of a business. They hold a patent on a seven-pin lock called the Arcolock-7®.



CashTrack™ device uses GPS to track down robbers.



A. Rifkin Co.'s corporate headquarters and manufacturing facility in Wilkes-Barre, PA.

their CashTrack™ device, which looks like a stack of cash and sits inside the cash register of a bank or retail establishment. In the event of a hold up, the device is thrown into a bag with all of the other cash and enables the robbers to be tracked through GPS.

According to Lantz, the company remains innovative by really talking with customers and trying to see how they can help solve any problems that their customers might encounter. Lantz sees the company continually expanding into new and larger

markets including the federal government. As document security needs continue to be more critical to businesses, A. Rifkin sees a continued need for their products, noting that not all industries are going paperless.

NEPIRC has been a long-standing partner with the A. Rifkin Company. NEPIRC provided assistance in acquiring education training grants and has consulted on long-range strategic planning and various lean initiatives. They also participate in NEPIRC's Executive Network and MFG Day activities. "NEPIRC has always been there for us and we look forward to working with them as we continue to grow and expand our business."



Samples of A. Rifkin's security bag systems

More recently, they developed a patented zipper locking device used on their bags known as Keyless Security™ which eliminated the hassle of key management. This closure system shows at-a-glance evidence if the contents of a bag have been tampered with and is ideal for election ballots and document chain of custody. Another unique invention is

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