

## STEM MANUFACTURING INTERN PRODUCES BIG RESULTS

**ABOUT ONEX, INC.** Onex began in 1965 as a supplier to the many foundries in the Erie, PA area, stocking refractory products for a major refractory manufacturer. In the 1980s, they branched out into other heat intensive industries. As the number of foundries in Erie began to decline, they diversified into a broader offering of products and services such as: design and installation of refractory linings, combustion services, and shop fabrication. Onex became a “one stop shopping” source and a solutions provider for its growing and extensive customer base. The company has expanded geographically to Pittsburgh and most recently moved their Erie location just miles away to better serve their future growth. They employ around 30 people.

**THE CHALLENGE.** Onex was in need of an engineering student intern to work on specific projects for the Company involving programming of controllers that operate the furnaces. The company had projects potentially worth \$3 million in revenue, but didn't have time and resources internally to dedicate to the work. It could have cost the company upwards of \$100,000 had they outsourced this work, yet they believe the projects could be accomplished with the talents of a qualified engineering student. Onex had previous success working with the NWIRC (part of PA MEP - a NIST MEP affiliate) on projects such as Lean Value Stream Mapping and implementation of a new accounting system. Having NWIRC help them identify a qualified engineering student through their STEM Internship program was a natural next step.

**MEP CENTER'S ROLE.** Gretchen Reinard, NWIRC Program Coordinator for the STEM Manufacturing Internship Program, began working with the Onex Human Resources Manager to develop a detailed job description and qualifications for finding the perfect candidate to do the work at hand. After the scope of the project and position description were complete, Reinard started by delving into her database of hundreds of students who applied for internships via the NWIRC website and resumes she collected at various college career fairs. Students who closely matched the qualifications were then passed on to Onex for vetting through their typical interview process.

"NWIRC found us a candidate that exactly matched the profile we were looking for, including the programming skills needed for the job. It's really tough to find a good match like that and the process takes a lot of time. We were able to give a student some real-life experience that, at the same time, resulted in project completion that is useful to our business growth."

-Ashleigh Walters, Operations Manager

## RESULTS



Projected increase in sales of  
**\$500,000**



Cost Savings of **\$20,500**



Cost Avoidance of **\$100,000**



**3 new jobs**

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## CONTACT US



One College Avenue  
DIF 32  
Williamsport, PA 17701



(570)308-3312



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