

## ETM Manufacturing Grows Team as Demand Accelerates

### Fast-Growing Sheet Metal Fabricator Deepens Sales & Service Bench as New England Manufacturers Turn to Local Manufacturing Solutions

**LITTLETON, Mass. (June 6, 2012)** – As New England original equipment manufacturers accelerate the search for localized sources of quality, cost-effective [sheet metal](#) manufacturing, [ETM Manufacturing](#) has significantly expanded its business development team. The company made two new hires: Richard Dapp and Paula Papineau; and promoted Mike Moore. With deep expertise in diverse markets, including [bio-technology](#), [computing](#), energy, [food transportation](#) industrial automation, retail displays and telecom, ETM's sales force is well-positioned to capitalize on nascent opportunities in new fields.

The expansion reflects ETM's bullish outlook for manufacturing in New England. An estimated 800 original equipment manufacturers are based within a 150-mile radius of ETM's state-of-the-art, environmentally friendly [facility](#) in Littleton, Mass., according to D&B. Government incentives designed to bring manufacturing – and manufacturing jobs – back into the U.S., coupled with ETM's own fast-growing customer base, including recent [win](#) with A.I.R., and the growing volume of work it does for existing customers made it the right time to hire.

ETM's work with established companies such as [EMC Corporation](#) and start-ups in emerging markets, such as energy infrastructure pioneer, [Panel Claw](#) focuses on designing and delivering quality manufacturing solutions. Working closely with customers, the team successfully speeds the transformation of raw materials to finished goods, delivering quality products to market, quickly and cost-effectively.

"Hundreds of OEMs in New England continue to experience the pressure of needing to reduce costs, improve quality and get to market faster," said Olney. "We're confident that providing a local source that understands and can show them ways to achieve their objectives will translate into wins all around."

New team member Richard Dapp brings nearly 40 years of manufacturing experience in engineering, sales, and service to his role as business development manager. He will work closely with Olney, to develop the company's market strategies for expanding its footprint in industrial automation and energy, drawing on previous experience building customer relationships in those markets for companies including NAVUS Automation and New England Precision Robotics.

Joining Dapp as one of ETM's new hires is Paula Papineau. Papineau brings more than 20 years of sales and marketing experience in outsourced manufacturing environments; her

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## 2-2-2 ETM Hires and Promotes to Meet Customer Demand

focus will be on cultivating new customer relationships in the fast-growing markets, including high-tech, telecom and bio-technology.

Promoted to business development manager, Mike Moore will now lead the ETM team in developing and serving a rapidly expanding customer base in food transportation and retail display customers. Moore joined ETM in 2010, and has played a critical role in organic growth, partnering with customers from the initial ramp stage through production and delivery to ensure satisfaction.

### Creating the Ultimate Customer Experience

ETM's sustained growth since 2008 has made the company one of New England's largest suppliers of custom [sheet metal manufacturing](#), [machining](#) and [assembly](#), serving regional original equipment manufacturers (OEMs) seeking to speed time-to-market, without sacrificing quality and cost. Key to its success has been the company's focus on besting low-cost country options by providing unparalleled quality, strategy and service.

To ensure that the customer experience continues to exceed expectations even as the company accelerates its growth, ETM has also expanded its customer service team with new hire, Neshma Downey. Downey brings experience in service environments focused on problem solving, detailed development of customer requirements and ensuring responsiveness in highly demanding markets.

"Today's manufacturing challenges are constantly evolving, requiring partners that know what works and are willing to invest the time, resources and expertise to design solutions to meet those challenges," said Rob Olney, president of ETM Manufacturing. "Bringing the right talent with the best skills to our team means we're well-positioned to deliver what customers need, when and how they need it."

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#### About ETM Manufacturing

For more than 40 years, ETM Manufacturing has been providing custom, precision sheet metal and machined components to some of the best New England-based original equipment manufacturers in computing, energy, telecommunications, medical/lab, printing and other industrial equipment. ETM offers creative solutions to customer's complex supply chain issues, helping them save money and reducing time to market. For more information, please visit [www.etmmfg.com](http://www.etmmfg.com) or call (978) 486-9050.