LEOMINSTER - Business Intelligence Brief

Vol. 1



1. Leading Leominster Employers - 2018

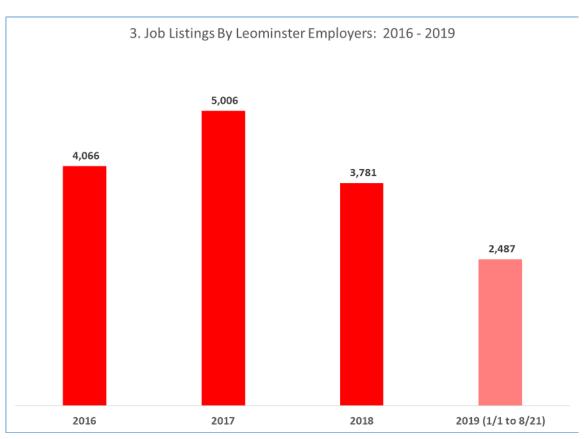
Company Name	Address	Employees
Umass Mem. / Clinton Hospital, Inc	60 Hospital Rd	550
Mauser Packaging / Plastican, Inc.	196 Industrial Rd	550
Mexichem Specialty Compounds, Inc.	170 Pioneer Dr	205
Ais Holdings Corp.	25 Tucker Dr	200*
Regional Home Care, Inc.	125 Tolman Ave	160*
Medstar Ambulance, Inc.	1000 Battles St	160*
New England Wire Products, Inc.	9 Mohawk Dr	160*
Fosta-Tek Optics, Inc.	320 Hamilton St Ste 1	135*
Leominster News, Inc	6 Merriam Ave	100
Imanova Packaging	7 New Lancaster Rd	100
99 Erdman Way Holdings LLC	99 Erdman Way	99
Asi Staffing Group Corp.	345 Central St Ste A	99
44 Keystone Drive Operations LLC	44 Keystone Dr	95
Solidus Technical Solutions, LLC	17 Forsythia Rd	94
F & M Tool & Plastics, Inc.	175 Pioneer Dr	93
Leaktite Corporation	40 Francis St	86*
Nova Packaging Systems, Inc.	7 New Lancaster Rd	80
Azelis US Holding, Inc.	154 Pioneer Dr	77*
Pma I, A Limited Partnership	99 Erdman Way	75
Barry M Bellwood	285 Central St Ste 207	71
Superior Comb Co, Inc	301 6th St	70
Montachusett Home Care Corp.	680 Mechanic St	68
Hudson Color Concentrates. LLC	50 Francis St	67
Always On Call Health Services Inc	285 Central St Ste 214	67
Teknor Apex Elastomers Inc.	31 Fuller St	67
United Comb & Novelty Corp	33 Patriots Cir	60
Sun Rise Assisted Living	6 Beth Ave Ofc	60
Ima North America, Inc.	7 New Lancaster Rd	60
Spectro Coating Corp.	101 Scott Dr	59*
Pizzeria Uno	905 Merriam Ave	56

Source: Dun & Bradstreet Hoovers, 2019; MassEcon analysis.

^{** =} Employment at All Sites

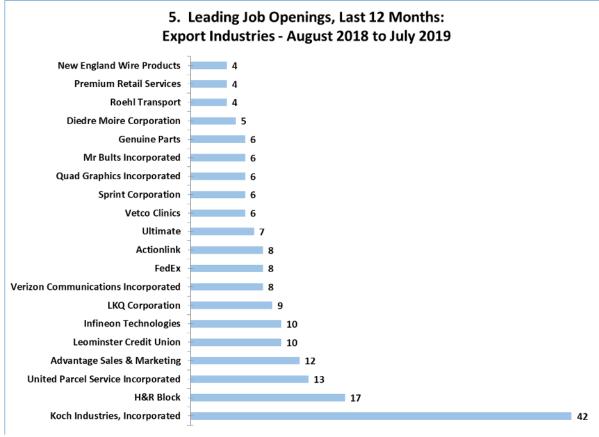
2. Job Openings by Industry Sector – Last 12 Months

2. Job Openings by Industry Sector	Leominster		Compare
			% MA
Industry Sector	Listings	% All	Listings
Agriculture, Forestry, Fishing and Hunting	4	0.1%	0.2%
Mining, Quarrying, and Oil and Gas Extraction	8	0.2%	0.1%
Utilities	4	0.1%	0.2%
Construction	11	0.3%	0.9%
Manufacturing	261	7.2%	6.6%
Wholesale Trade	18	0.5%	0.5%
Retail Trade	873	24.0%	7.3%
Transportation and Warehousing	96	2.6%	2.3%
Information	37	1.0%	2.3%
Finance and Insurance	65	1.8%	6.0%
Real Estate and Rental and Leasing	32	0.9%	1.5%
Professional, Scientific, and Technical Services	105	2.9%	9.5%
Management of Companies and Enterprises	0	0.0%	0.1%
Administrative and Support and Waste Management and Remediation Services	59	1.6%	3.0%
Educational Services	300	8.2%	8.0%
Health Care and Social Assistance	858	23.6%	18.1%
Arts, Entertainment, and Recreation	12	0.3%	0.7%
Accommodation and Food Services	157	4.3%	5.3%
Other Services (except Public Administration)	59	1.6%	1.2%
Public Administration	84	2.3%	1.7%



Source: Burning Glass Labor Market Insight, 2019; MassEcon analysis.





6. High Concentration Industries in Worcester County 2018 Annual Average Establishments, Employment, Payroll, & Location Quotients

Industry (NAICS)	Establish-ments	Employment	Annual Payroll	Location Quotient*
334112 Computer storage device manufacturing	4	827	122,811,983	20.32
334516 Analytical laboratory instrument mfg.	8	1,710	243,063,771	19.54
333314 Optical instrument and lens manufacturing	10	931	61,504,549	19.33
325991 Custom compounding of purchased resins	9	511	36,680,622	11.68
327212 Other pressed and blown glass and glassware	4	343	21,101,894	10.07
313320 Fabric coating mills	6	170	15,797,144	9.11
322230 Stationery product manufacturing	3	216	12,437,782	5.51
334413 Semiconductors and related device mfg.	8	2,293	228,271,224	5.2
333511 Industrial mold manufacturing	14	443	29,965,740	4.78
811219 Other electronic equipment repair	21	353	20,304,986	4.17
334419 Other electronic component manufacturing	6	604	44,917,096	4.1
541714 R&D in biotechnology (except nanobiotechnology)	58	1,817	256,314,924	3.96
326199 All other plastics product manufacturing	47	2,842	176,909,628	3.89
326140 Polystyrene foam product manufacturing	8	301	17,993,274	3.84
524126 Direct property and casualty insurers	22	4,208	404,346,077	3.84

^{*}All data is for Worcester County. Location Quotients of more than 1.0 indicate a greater employment concentration in the region versus the nation as a whole. A 2.0 LQ indicates twice the number of employees for the population than average, indicating a strong industry strength.

7. Leominster Companies (>25 employees) in Selected High Concentration Industries

NAICS	Company Name	Address	Empl.	Ultimate Parent Company	Location	Revenue (USD)
326199	Plastican, Inc./ Mauser Packaging	196 Industrial Rd	550	Stone Canyon Industries LLC	Los Angeles, CA	1,025,500.10
325991	Mexichem Spec. Compounds, Inc.	170 Pioneer Dr	205	Mexichem, S.A.B. de C.V.	Estado de Mexico, Mexico	79,075,104
332618	New England Wire Products, Inc.	9 Mohawk Dr	200*	New England Wire Products, Inc.		33,677,200
339115	Fosta-Tek Optics, Inc.	320 Hamilton St Ste 1	135*			22,241,800
337214	Affordable Interior Systems, Inc.	25 Tucker Dr	100	Ais Group Holdings, LLC	Hudson, MA	57,258,701
424920	Leominster News, Inc	6 Merriam Ave	100			15,500,000
326150	Imanova Packaging	7 New Lancaster Rd	100			8,069,999
721110	99 Erdman Way Holdings LLC	99 Erdman Way	99			2,138,900
541720	Solidus Technical Solutions, LLC	17 Forsythia Rd	94			12,000,000
326199	F & M Tool & Plastics, Inc.	175 Pioneer Dr	93			66,461,304
326199	Leaktite Corporation	40 Francis St	86*			19,068,800
333993	Nova Packaging Systems, Inc.	7 New Lancaster Rd	80	SO.FI.M.A. SOC FINANZIARIA	Bologna, Italy	13,964,800
551112	Azelis US Holding, Inc.	154 Pioneer Dr	77*	Azelis US Holding, Inc.	Stamford, CT	6,868,000
561110	Peh I, A Limited Partnership	99 Erdman Way	75	Peh I, A Limited Partnership	Cranston, RI	3,152,000

Plastican / Mauser Small Packaging Inc.

196 Industrial Rd Leominster, Massachusetts, 01453-1662

Employees: 550 (800 at all sites)
Company Type: Private Subsidiary

Parent: Mauser Packaging Solutions Holding

Company

Ultimate Parent: Stone Canyon Industries

LLC

Corporate Family: <u>197 Companies</u> D-U-N-S® Number: 05-292-6235

Brian W. Cooke President, Small Packaging

Brian joined Mauser Packaging Solutions in February 2019. Prior to joining Mauser, Brian held leadership positions with Johnson Controls for nearly 20 years in the United States, UK and Germany.

Brian holds a Bachelor of Science degree in Management Science from the **Massachusetts Institute of Technology** and an MBA from the University of Chicago Booth School of Business.

Other MA Sites

Mauser Packaging Systems Holding Co.

PO Box 4826

Boston, Massachusetts, 02212-0001

United States

Employees: 7 (site)

Mauser Packaging Systems Holding Co.

25 Tucker Dr

Leominster, Massachusetts, 01453-

6502

United States

Employees: 180 (Site)



Plastican is primarily engaged in manufacturing plastics products, not elsewhere classified. The company was acquired by BWAY in 2010, which is now a unit of Mauser Packaging Solutions.

Ultimate Headquarters Stone Canyon Industries, LLC

1875 Century Park E Ste 320 Los Angeles, California, 90067-2539 United States

Tel: 310-570-4869 www.stonecanyonllc.com Employees: 2.7K (All Sites)

Company Type: Private Parent, Headquarters Corporate Family: 197 companies

Adam Cohn Co-Founder &Co CEO

Adam holds executive officer positions at BOE Holding and some of its parent entities, including serving as president of BOE Holding. Prior to Stone Canyon, Adam was a partner at Knowledge Universe where he oversaw the firm's global M&A and business development practice for 15 years. Prior to that, he was with J.H. Whitney Capital Partners, LLC and in the investment banking division of BT Alex Brown (and later Deutsche Bank) in New York, where he advised private equity groups on leveraged buyout transactions. Adam is a member of the board of directors of Luxfer and serves on its Compensation Committee. He holds a bachelor's degree in business from Skidmore College and an MBA from Columbia University.

James H. Fordyce Co-Founder & Co-CEO

Prior to creating Stone Canyon Industries, Fordyce held several senior positions, including Managing Director of J.H. Whitney Capital Partners, where he spent 18 years. He began his career at Chemical Bank. He received his BA from Lake Forest College and an MBA from Fordham University.

Mexichem Specialty Compounds, Inc. 170 Pioneer Dr Leominster, Massachusetts 01453-3474

Employees: 205 (This Site) 260 (All Sites) Company Type: Private Subsidiary,

Headquarters

Parent: Mexichem, S.A.B. de C.V. Corporate Family: 218 Companies D-U-N-S[®] Number: 09-743-4484

Daniel J. DeLisle General Manager

 31 years of company experience, starting w/ AlphaGary

BA, Assumption College

Other MA locations: None



Mexichem Specialty Compounds, Inc. is primarily engaged in custom compounding of purchased plastics resins. Mexichem SAB de CV, of Tlalnepantla, State of Mexico, acquired Leominster, Massachusetts-based AlphaGary from Rockwood Holdings for \$300m (€274.8m) in 2011.

Ultimate Headquarters Mexichem, S.A.B. de C.V.

Río San Javier No. 10
Viveros Del Río
Tlalnepantla De Baz, Estado De Mexico, 54060
Mexico

Tel: +52 (55) 5366 4000 www.mexichem.com Employees: 22k (All Sites)

Company Type: Public Parent, Headquarters Corporate Family: <u>218 Companies</u>

Daniel Martínez-Valle Chief Executive Officer

Daniel Martínez-Valle is CEO of Mexichem, a leading supplier of innovative solutions for building and infrastructure, data communications, irrigation and chemicals. Daniel joined Mexichem in 2018 after serving as CEO of Kaluz, Mexichem's holding company. He has a MBA from the Stanford Graduate School of Business, a bachelor's degree in science in economics from Instituto Tecnológico Autónomo de México (ITAM) and a diploma in economics from the London School of Economics.

Sameer S. Bharadwaj President, Fluor & Compounds

Sameer Bharadwaj is President of Mexichem's Fluor & Compounds business. He joined Mexichem in 2016 to lead the Compounds Business Unit. In 2018, he also became President of Fluor, adding Mexichem's fluorine-based solutions portfolio to his responsibilities. Before joining Mexichem, Sameer held several important positions at specialty chemicals company Cabot. Sameer has a bachelor's degree in chemical engineering from the University of Bombay, a Ph.D. in chemical engineering from the University of Minnesota and an MBA (achieved with high distinction) from the Harvard Business School.