

Technical staffing company opening new offices to meet demand

BY MALIA SPENCER

As goes the economy, so goes the business at PEAK Technical Staffing USA, and, right now, business at PEAK is looking pretty good.

The company, based in O'Hara Township, is opening three new offices to meet the growing demand it is seeing from customers for specialized contract engineers.

New offices are opening in New York City, Silicon Valley and Calgary, Canada, bringing the number of outposts to 11.

The company expects 2012 to be a strong year, with roughly 40 percent growth to \$70 million in billings. In 2011, the company, which was founded in 1968, saw 41 percent growth in billings to \$51 million.

To accommodate the new offices and the general growth in business, the company has been hiring a couple recruiters and 20 contractors a week nationwide. Additionally, the company receives about 100 job openings for engineering professionals a week, PEAK CEO Joseph Salvucci said.

PEAK has 750 employees nationally, and the bulk are engineers contracted out to customers. The company has about 50 recruiters on staff.

"Our customers don't commit to capital expenditures unless they see demand for what they are building," Salvucci said. "We are somewhat of a bellwether for many industries we service."

During strategic planning, the company decided to open the three offices

to serve a base of existing customers in those cities who have large projects that need contract engineering support, he said. PEAK employees are specialized engineers brought in to augment a customer's core engineering staff.

"We have a model where we have nationwide recruiters to staff the customers," Salvucci said. "We feel being close is necessary because when (customers) do have a project, their project needs change on a daily basis and we need to be in close contact with them to address the needs in a project life cycle."

Salvucci declined to name customers, but said there are more than 200 of them and they are in industries such as defense and aerospace, semiconductors, petrochemical and medical equipment.

Looking into 2012, Salvucci expects to work in the sectors of infrastructure, oil and gas exploration, and telecommunications. So far, the hot talent is process engineers, systems engineers, mechanical engineers — especially those with medical equipment design backgrounds, and electrical engineers, he said.

The demand Salvucci expects tracks with the expectations of economists at PNC Bank. Economist Kurt Rankin said, ahead of the government's release of unemployment figures Friday, that jobs numbers seem to be solidifying and companies in manufacturing and, to some extent, those in nonmanufacturing sectors are seeing employment numbers creep up.



JOE WOJCIK

Joseph Salvucci, CEO of PEAK Technical Staffing USA, is seeing increased demand for his company's services.

Companies had been investing in capital, but, Rankin said, he is starting to see demand for staffing services tick up, which reinforces the idea the economy is picking up. Here in Pittsburgh and the Midwest, Rankin noted manufacturing is leading the job gains with high demand for systems management, since companies have been investing in equipment and IT systems through the recession. He noted that, until recently, companies were updating systems and equipment, and now they can bring in the technical positions needed as well.

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