

# Western New York Making A Difference



**The Erie County Industrial Development Agency (ECIDA)** is a public benefit corporation created in 1970 by an act of the New York State Legislature to promote and assist private sector industrial and business development. The ECIDA is in business to grow business in Erie

County by providing local companies the incentives and financing to invest and create jobs. Through ECIDA's wide range of services we have something to help local businesses, from the corner store to the largest automotive engine plant in the world.



Photo #1

In 2003, the ECIDA provided financial incentives to local companies that leveraged over \$440 million of new investment in the region. These new investment will result in the creation and retention of over 10,000 jobs in the next several years. ECIDA tax exempt financing was utilized to help the Joint Schools Construction Board in their effort to reconstruct over 80 Buffalo Public Schools. (photo #1)



Photo #2

ECIDA small business lending programs provided over \$6,000,000 in financing to help local companies grow last year. From financing new equipment, working capital or providing venture capital funding for a new innovation, ECIDA work's with your local bank to get companies the dollars they need. (photo #2)

Whether you're doing business around the corner or around the world, ECIDA's business services can help you. ECIDA's international products



Photo #3

can help local companies finance overseas transactions, provide international risk insurance or provide you with a credit report on that foreign company which just contacted you. In 2003 ECIDA's international division provided local companies with over \$28,000,000 in export working capital loans and insured over \$69,000,000 of international transactions. (photo#3)



Photo #4

Providing the infrastructure to fuel local business growth is the job of the ECIDA's Development Division. From developing former brown field sites, creating industrial parks, demolishing old buildings, developing our waterfront or constructing new transportation and utility improvements for local industry ECIDA's development division has the professional expertise to get the job done. In 2003 the development staff oversaw over \$78 million worth of projects impacting over 621 acres of development in the region. (photo#4)



Multisorb is a leading innovator of new products and technologies in the absorption industry with a dedicated research and development staff and a large number of patents behind them. With all the growth and changes, Multisorb has remained dedicated to the Western New York area and its people, choosing to grow its corporate offices and main manufacturing facilities on the Niagara Frontier. Not bad for a company that started with one guy and an idea.

**Multisorb Technologies** was founded over 40 years ago in Buffalo by John S. Cullen to provide desiccants to the electronics industry. Today, John Cullen still leads the company which has grown to over 300 employees and has facilities in West Seneca, Orchard Park, Warrington, England and Mobile, Alabama. The company's products are now designed to absorb oxygen, moisture, volatile chemicals and odors. The customers have grown as well to pharmaceuticals (acid reflux tablets), food products (sliced deli meats), weapons electronics for the US Military, computer hard drives and a whole host of other applications.

With over 25,000 employees and annual sales of \$5.6 billion, **Praxair, Inc.** is a global, Fortune 500 company that supplies atmospheric, process, and specialty gases, high performance coatings, and related services and technologies. Praxair is the leading producer of industrial gases in North America and a major producer worldwide. The Praxair Technology Center in Tonawanda, NY leads the company's worldwide research and engineering efforts, directs the delivery of industrial gases to thousands of customers in North America, and remotely monitors the operations of over 450 air separation plants across the United States and Canada. At the



Technology Center, more than 1000 scientists, engineers, and support staff associates design some of the most advanced industrial gas and air separation equipment used throughout the world. Approximately 75 patents a year are issued to Praxair based on the research and development work done primarily in Tonawanda. The Technology Center has an annual payroll of close to \$80 million and employs more than 60 PhD's and 190 master's degree professionals. Over 200 of these degreed professionals are graduates of universities and colleges in the Buffalo Niagara region.



Head Quartered in Buffalo, N.Y., **Outokumpu American Brass** has the technological expertise and world-class manufacturing capabilities that rival or exceed any other company in the copper and brass industry.

The company is one of the largest producers of high-quality and copper alloy products, including sheet and strip. Outokumpu American Brass is a subsidiary of the Outokumpu Copper Products Group, a division of the Finnish-owned Outokumpu Oyj, which is the world's second-largest fabricator of copper and copper alloy semi products.

With an operating philosophy of building and maintaining the trust and confidence of its customers, Outokumpu American Brass continues to be an industry leader. These values are reflected in the company's ISO 9001 certification for quality systems, earned in 2003. 70 Sayre Street - Buffalo, New York 14207 - 716-879-6700



manufacturing locations in Erie, PA and Los Angeles, CA. Caplugs is a proud and active member of Western New York's business community.

**Caplugs** has been on Elmwood Avenue in Buffalo since it was founded in 1948. Locally owned, it has grown to be the top manufacturer of plastic product protection in the industry. With over 5,000 catalog parts and more than 3,000 custom designs not in the catalog, the range of applications our parts are used for is endless. Our caps, plugs, wraps, edge liners, netting, and tubing are used in every industry from automotive to medical, and electronics to hydraulics. Our parts are designed to protect products during storage, shipping, while in-use and for packaging. Our Buffalo location houses our largest manufacturing facility and office headquarters, which employs 270 people. We also have



**Carleton** was founded in 1955 in a private home in Western New York as Carleton Aviation. Since then the company has progressed to become Carleton Technologies Inc., a wholly-owned subsidiary of Cobham plc, located in Wimborne, Dorset, England. Cobham plc is a consortium of companies supplying products and services to the aerospace and defense industries.

From its inception, Carleton has made strong contributions to key initiatives in the U.S. aerospace and defense industries. In the first year of our existence, we were selected to supply oxygen regulators for the Boeing 707 aircraft. Soon after, we provided oxygen equipment for Project Mercury.

During the 1960s, we applied our expertise to the development of full pressure suit controllers for the Air Force and Navy and extended our activities into the undersea realm by designing oxygen valves for nuclear submarines.

In the 1970s, Carleton was selected to supply the complete atmosphere revitalization and pressure control system for the Space Shuttle fleet. In 1978 we became a supplier of the pneumatic power supply for the Hellfire missile.

Our work on Hellfire led to work in the 1980s on other guided weapons, such as Paveway, MX, Small ICBM, Maverick, AGM-130, and Javelin. Carleton has also become one of the world's foremost suppliers of Joule-Thomson cryostats. In 1989, we won a contract to supply the U.S. Navy with mixed gas rebreather diving systems and are now a world leader in this technology.

As we enter the 21st century, Carleton continues to be involved in the exploration of one of the last great frontiers - space. We are providing life support equipment for the International Space Station just as we have provided life support equipment for all manned U.S. missions since the Mercury Program.



Now, 19 years later, with annual production capacity of over 10 million puzzles in their 87,000 square foot facility, with customers in every country, state and province in North America, with an ever-expanding licensing portfolio that includes such properties as Elvis®, Disney, The Simpsons™, and Photomosaics™, and with an employment base approaching 100, they have become just that. More importantly, they have never lost sight of that original promise.

As Paul and Eden stop just briefly to reflect on Buffalo Games' progress within the industry, they look to the future with great anticipation; they now understand that their emergence as A leader is nothing more than a step in their path to becoming THE leader.

Back in 1986, with the incorporation of **Buffalo Games**, Paul and Eden Dedrick introduced the World's Most Difficult Jigsaw Puzzle™ - both in theory and in name. A smash hit by industry standards, they literally pioneered the specialty segment of the puzzle industry.

In the years that followed, armed with an unwavering promise to continuously and consistently deliver exceptional quality and value, they not only developed the most unique puzzles imaginable, but they have also introduced a full line of premium traditional puzzles and hilarious, award-winning board games. They always imagined they



world leader and originator of design strengthened metals. Rigidized produces deep textured metals by a patented process that combines lightweight, toughness and easy maintenance...for long lasting beauty and durability in a broad range of applications including: Architectural panels, Transit, Food Processing, Aircraft, among others.

The phrase, "Yesterday, Today and Tomorrow" which is used frequently is a testimony that Rigidized Metals has been in business over 60 years; that today highly motivated people are producing new products on new equipment; and that tomorrow, by continued employment of a rigorous quality management system (TQM), more new products utilizing new technology will bring continued world-wide growth. Rigidized has always put "people first". Taking care of employees is why average tenure is twelve years.

Rigidized Metals is community driven, sponsoring over 3 local events a year including Boom-Days, Shamrock Run and Buffalo River Regatta. Please visit Rigidized Metals at [www.rigidized.com](http://www.rigidized.com) for more information on our great Buffalo company!

For over 60 years and three generations, **Rigidized® Metals** located at 658 Ohio street Buffalo, New York has been the



Mentholatum who drive our business and make things happen. A matter of great importance to our people is being part of community life and setting an example of leadership. This is a goal that is central to our heritage and operating philosophy. Mentholatum people have freely and actively given their support to such organizations as United Way, American Red Cross, Children's Hospital and Habitat for Humanity.

Mentholatum is dedicated to continued growth in the Western New York Region and we will continue to pursue and support efforts that strengthen and enhance the communities where we work and live.

**The Mentholatum Company's** worldwide headquarters in Orchard Park, New York, manufactures and markets a diversified line of well-known brands including the WellPatch™ external analgesics, Softlips® Lip Protectant/Sunscreen, Natural Ice® Lip Balms, Mentholatum® Ointment, Fletcher's®, Deep Heating Rub and Rohto™ eye care products. Our brand names enjoy a heritage of consumer trust and serve as a solid foundation for future growth.

From manufacturing and quality assurance to the marketing and sale of our products, it is the people of



Super 8, Lord Amherst, Off the Wall, and Kenmore Development. Current service areas include Buffalo, Rochester, Fredonia, and Syracuse, NY; Kansas City, MO; Lawrence, KS; Cleveland, OH; and Orlando, FL.

Thinwires is proud to be the leading technology partner in the BuffaloWiFi.org project, a public/private effort to provide free wireless Internet access in public spaces throughout the Buffalo area using Wi-Fi technology. For additional information about our company or services, please call us at 716-883-8719 or visit our Website at [www.thinwires.com](http://www.thinwires.com).

Founded early 2003, **Thinwires, LLC** is a nationwide provider of wireless networking and consulting services headquartered in Buffalo, NY. It's our goal to provide people with the ability to get the information and services they need, when they need it, from wherever they are.

Our primary focus is the integration of Wi-Fi (wireless fidelity) related services into the hospitality market and larger scale multi-dwelling unit (MDU) residential properties (condominiums, apartments, gated communities, universities). Thinwires handles all aspects of wireless network implementation including site surveys, specification, hardware acquisition, installation, configuration, security and support. Additionally, Thinwires offers its customers 24/7/365 technical support via email or by toll free telephone.

Current clientele include T.G.I Friday's (Front Row), Best Western, Comfort Inn,



**The Hauptman-Woodward Medical Research Institute (HWI)** is one of the world's leading institutions for structural biology research. In early 2005, HWI will open their new state-of-the-art research complex on Ellicott Street serving as the gateway to the Buffalo Niagara Medical Campus. This new facility will not only add to the enviable collection of rich architectural treasures in Western New York but will enable HWI to actively recruit and mentor new scientific talent, doubling our staff over the next few years, bringing new federal research dollars to the region, and broadening our scientific research. Today, the Hauptman-Woodward Institute is devoted to helping revitalize the

Western New York economy, launching collaborative ventures with local institutions that share our commitment to the life sciences and striving to expand and perpetuate a scientific understanding of life processes through the training of undergraduate and graduate students. Since 1956, this community has supported and nurtured our institution; today, we continue to rely on the generosity of this region to ensure we will be here for many years to come. For more information about HWI, our research, or new building call (716) 856-9600, visit our web site at: [www.hwi.buffalo.edu](http://www.hwi.buffalo.edu), or come visit us at 700 Ellicott Street, Buffalo, NY 14203.