

INDUSTRIAL EXCELLENCE

A Monthly Publication of the
Greater Jamestown Empire Zone and the
Manufacturers Association of the Jamestown Area

News From the GJEZ

- Info From The Procurement Technical Assistance Center (PTAC)
- New York State Energy Research And Development Authority (NYSERDA) Funding Opportunities
- The Chautauqua County Economic Development Team (CCEDT) Visiting Businesses
- Western New York Technology Development Center (WNYTDC) Upcoming Events

Training Opportunities

- Jamestown Community College
- Manufacturers Association of Northwest Pennsylvania Training Opportunities
- Penn State Behrend MBA Program
- The Private Industry Council
- The Technology Development Center

* See Enclosed Calendar on page 7*
For more information call MAJA
at 716-483-1833.

Discounted MAJA Services

- Workers Compensation
Todd Trantum 716-483-1833
- Enterprise Rent-A-Car
Donald Slough 716-432-5138
- Airborne Express
1-800-636-2377
- ALLTEL Long Distance, ADSL, Centrex, Telecommunications Equipment, Data and Internet Products
Ann Mason 716-661-5121
- Employee Assistance Program
Doreen Hatfield 716-488-1971

Feature Stories and News

Truck-Lite Acquisition and New Jobs at Falconer Facility Announced



Assemblywoman Catherine Young, Governor Pataki and Roger Penske were on hand to make announcement.

Governor Pataki was on hand to announce that the Truck-Lite, Falconer, NY facility is expanding, creating 100 new jobs in the Jamestown Empire Zone and retaining 350 employees.

Jamestown's Economic Future Lyceum Presents A Unique Jamestown Event

Page 3

The Pearl City Lyceum is an organization comprised of local citizens who are interested in making a difference in the community. Newly organized this year, the Pearl City Lyceum plans to host a series of public discussion forums designed to enhance public interest in and raise the quality of public discourse on matters of great importance to the Jamestown area.

BPU To Save Customers Over \$3.5 Million

Page 4

Restructuring of the BPU transmission arrangement with Niagara Mohawk Corporation will result in a net saving to BPU customers of more than \$3,500,000 over the next six years.

A Reminder To All Zone Certified Businesses

All Zone Certified Businesses must complete and return the Business Annual Report (BAR) or risk becoming **de-certified** from the Empire Zone Program. Please submit the BAR as soon as possible if you have not already done so.

Greater Jamestown Empire Zone (GJEZ) Congratulates Truck-Lite On Its Expansion

Truck-Lite, a Zone Certified Business in the GJEZ, announced the creation of 100 new jobs in the Falconer facility. Governor Pataki, Charles Gargano, Chairman Empire State Development, Roger Penske, CEO Penske Transportation Components, parent company of Truck-Lite, and Assemblywoman Catherine Young were on hand to celebrate. The speakers said that the hard work of Truck-Lite's employees are responsible for bringing new manufacturing jobs.

Please note that the Empire Zone website address is now:
www.greaterjamestownedz.com

And the Empire Zone e-mail address is:
info@greaterjamestownedz.com

The Empire Zone News

Info From The Procurement Technical Assistance Center (PTAC)

FirstGov Website <http://www.firstgov.gov>, a government information site has been redesigned and made more user friendly. The site has three main areas to provide answers to various questions:

- 1. Online Services for Citizens:** links for changing your address to passport applications and more.
- 2. Online Services for Business:** links for business opportunities either buying or selling to the government, workplace issues, services etc.
- 3. Online Services for Governments:** services for government employees

PTAC also recommends to the following sites to access the General Services Administration

The GSA is the business manager and purchasing agent for the world's largest customer- the Federal Government. The GSA makes purchases of everything from office supplies to system furniture, computers to laboratory services, and accounting services to landscaping. GSA rewards contracts to responsible companies that offer a commercial item that falls within the generic description of the Federal Supply Schedule.

To get started:

1. First, identify the GSA Schedule that covers your product or service
2. Contact the GSA point of contact based on product or service
3. Search the E-Library for keyword to identify products /services covered by Schedules. Each Schedule has a point of contact which provides specific information.
4. Review the FSS Contractor Guide (provides assistance and guidance)
5. Visit Fedbizopps- links to solicitations

Other helpful hints to assist you in obtaining a GSA Schedule:

1. Obtain a Dun and Bradstreet reference check and make sure you are financially sound
2. Complete all information in the solicitation and be ready to negotiate your best offer

These details can be found at the following websites:

Information Technology: <http://www.fss.gsa.gov>

Services: <http://www.fss.gsa.gov/services>

Obtaining a GSA Schedule Contract: <http://www.gsa.gov/oed>

✦ Source: Cattaraugus County PTAC 938-9111 ext. 2331

✦ e-mail josewi@lv.co.cattarugus.ny.us

FREEMARKETS.COM

FreeMarkets is the leading global provider of e-sourcing software and service solutions. By helping companies dramatically improve their sourcing process and win new business, we are changing the way business is done around the world. Freemarkets offers assistance to guide companies through the process to obtaining new business.

Logon to www.freemarkets.com and take your business to the world.

* Source: Freemarkets.com

Southern Tier West Regional Planning & Development Board

The Southern Tier West Regional Planning & Development Board is a Regional Planning Board, a unit of government created in 1969 by a resolution of the County Legislatures of Allegany, Cattaraugus, and Chautauqua Counties in New York State under the authority of Article 12B of the New York State General Municipal Law. The Southern Tier West Regional Planning & Development Board's mission is to help coordinate and enhance planning and development activities in Allegany, Cattaraugus, and Chautauqua County, so as to promote the social, physical, and economic development of these counties. The board maintains ongoing and active relationships with national, state, and local governments, agencies, and the private sector for profit and non-profit communities. Of particular importance are Southern Tier West's ongoing relationships with two specific federal agencies, the Appalachian Regional Commission (ARC) and the US Department of Commerce Economic Development Administration (EDA). Southern Tier West accomplishes its role in coordinating the direction of ARC and EDA investment in the Southern Tier West region through its development strategy document, the Regional Development Strategy. Through this comprehensive planning process in which Southern Tier West solicits input from the entire region, Southern

(Board continued on page 5)

Manufacturers Association News

Truck-Lite Acquisition and New Jobs at Falconer Facility Announced

Governor Pataki was on hand to announce that the Truck-Lite, Falconer, NY facility is expanding, creating 100 new jobs in the Jamestown Empire Zone and retaining 350 employees. Truck-Lite will spend \$1.79 million to relocate and install equipment at its Falconer plant. Empire State Development will provide a \$275,000 capital grant to assist with the relocation.

In March of 2002, Truck-Lite Co., Inc. completed its acquisition of the assets of Signal-Stat Lighting Products, a division of Federal Mogul Corporation. Signal-Stat is a major manufacturer of sealed and bulb-replaceable lighting, turn signal switches, emergency lighting, and vehicle safety accessories. Signal-Stat Lighting Products is currently a direct competitor of Truck-Lite. The company primarily serves the North American heavy-duty and commercial vehicle market, supplying a diverse group of aftermarket retailers, distributors and original equipment customers. Sales in 2001 were over \$50 million dollars.

The acquisition will result in operations moving from facilities in Texas, Indiana and Mexico. "The purchase of Signal-Stat was an acquisition of their manufacturing assets. We did not purchase Signal-Stat facilities as they are integrated with other Federal Mogul product lines," state Brian Kupchella, President of Truck-Lite. "Therefore, based upon productivity improvements we have recently made in our New York and Pennsylvania facilities, we will be moving the Signal Stat manufacturing capabilities from Mexico. A portion of this relocation will be made easier due to a \$275,000 capital grant from Empire State Development."

"Our goal is to be the premier supplier of visibility products from the front of the truck to the rear of the trailer, and Signal-Stat is an excellent fit for our strategic plans. We are excited to have them as part of the Truck-Lite family," stated Stephen Davis, President of Penske Transportation Components. "We believe that the well recognized name of Signal-Stat has the potential to be another exciting and positive addition to Truck-Lite. The breadth of product offering and customer base compliments ours and is another major step in developing Truck-Lite into the 'See and Be Seen' company," stated Brian Kupchella.

This acquisition is expected to increase Truck-Lite's total company revenues by 50% and solidify the company as a leader in the heavy-duty truck lighting market. Current product offerings number in excess of 4,700 and will increase to over 7,200 with the integration of the Signal-Stat business. This integration into Truck-Lite manufacturing facilities will begin immediately at the closing and should take up to 90 days to complete. The acquisition will also add several new products to Truck-Lite's offering. Chief among these new products is turn signal switches which will be manufactured at the Falconer facility.

Headquartered in Falconer, New York, Truck-Lite (www.truck-lite.com) is the leading producer of signal lighting, forward lighting, wiring harnesses, mirrors and safety accessories to the heavy-duty truck, trailer and commercial industries. With sales over \$125 million, the company employs 1,100 people in five manufacturing facilities in New York, Pennsylvania and England.

WWW.TRUCK-LITE.COM

Building Employee Morale

A sincere word of thanks from the right person at the right time can be a powerful reward to employees; when they have the knowledge that someone took the time to notice their job well done. Several studies have shown that most employees prefer personalized, spur of the moment recognition from their direct supervisor...63% of the respondents ranked "a pat on the back" as a meaningful incentive. Spontaneous rewards and forms of recognition can be implemented with minimal planning and effort by almost any manager. Let your employees know how good you feel about what they did right and how it helped the organization and the other people who work there and encourage them to do more of the same. Tell him/her why the behavior result is important to you. Low cost rewards can be provided by the supervisor/ employer, such as buying the employee lunch as a form of thanks or to mark a special event.

The 10 Best Ways To Reward Good Work:

1. Money
2. Recognition
3. Time off
4. A piece of the action
5. Favorite work
6. Advancement
7. Freedom
8. Personal Growth
9. Fun
10. Prizes

"Recognition is so easy to do and so inexpensive to distribute that there is simply no excuse for not doing it"

Elizabeth Moss Kanter, Author of Management Consultant

BPU To Save Customers Over \$3.5 Million

Board of Public Utilities General Manager Wally Haase has announced that there has been a restructuring of the BPU transmission arrangement with Niagara Mohawk Corporation that will result in a net saving to BPU customers of more than \$3,500,000 over the next six years. Niagara Mohawk's Senior Vice President-Operations Clem Nadeau, BPU Deputy General Manager Michael Darroch, BPU Washington, DC counsel Jeffrey Genzer and Thomas Rudebusch of the firm of Duncan, Weinberg, Genzer and Pembroke, and Susan L. Hodgson, Manager of Niagara Mohawk's Transmission and Delivery Services played a significant role in the negotiations.

The BPU purchases hydropower from the New York Power Authority (NYPA), which is currently delivered to the BPU Dow Street Substation over Niagara Mohawk transmission lines under the terms of an agreement implemented in 1994.

The new agreement with Niagara Mohawk allows the BPU to deliver its NYPA hydropower through transmission service from the recently created New York Independent System Operator (NYISO). Through the NYISO, Jamestown will pay service charges for the use of the Niagara Mohawk transmission lines.

The new transmission arrangements last for a period of 72 months, from September 1, 2001, until August 31, 2007. To convert to the NYISO's transmission service, the BPU had to buyout the terms of the 1994 agreement, the cost of which will be paid in the first year. Taking into account the buyout payments, the net savings expected from the conversion to the NYISO transmission service will total over \$3.5 million. The savings associated with the new arrangements will be passed on to BPU customers through the fuel cost adjustment charge in their monthly bills.

The proposal to implement the new arrangement was filed with the Federal Energy Regulatory Commission for its approval on February 28, 2002. Regulatory approval could take 60 to 90 days.

MAJA/NYMIT Worker's Compensation Trust

AFFORDABLE WORKER'S COMP COVERAGE

MAJA offers this great self-insured group product!!

- + 40% discount off modified premium
- + 27 member companies totaling over \$1,000,000 in annual premiums
- + 100% of earned interest and surplus of funded premium is returned to its members
- + Aggressive loss prevention services and claim management services provide the attention NYMIT members need to contain loss costs.

For more information contact Paul Quinn (315-445-7920 or visit www.crs-online.com or call the MAJA office at 483-1833.

(Board continued from page 3)

Tier West identifies and reflects local priorities for development initiatives and projects in the region.

To find further information regarding programs, publications, and events provided by Southern Tier West, visit their website at:

www.southerntierwest.org.

Everything You Want To Know About: Hiring Employees

The Small Business Development Center will be presenting a seminar titled: Everything You Want To Know About: Hiring Employees. This 3 hour seminar is packed with information you need to know about:

Employment applications and job descriptions

- ✦ Employee Handbooks
- ✦ Minimum wage, overtime and work hours
- ✦ Record Keeping
- ✦ Child Labor
- ✦ Employment Taxes
- ✦ Reporting Requirements and Payments

The seminar will be held Wednesday, April 17, 2002 from 9am to noon in the Carnahan Building Room 123 on the JCC Jamestown Campus. The cost is \$20

Presenters Include:

- ✦ US Dept. of Labor
- ✦ NYS Dept. of Labor
- ✦ Internal Revenue Service
- ✦ NYS Dept. of Taxation and Finance

To register call 716-665-5220 ext. 2332 or 1-800-388-8557.

Manufacturing Still Key To Upstate Economy

Manufacturing “plays an especially vital role” in the upstate New York economy and must be a key target of efforts to bring new businesses and jobs to upstate communities, Business Council President/CEO Daniel B. Walsh has told the Legislature. North of Westchester and Rockland counties, manufacturing businesses directly employ 445,000 New Yorkers—providing roughly one in every seven jobs, Walsh said at an Assembly hearing. And he cited state figures showing that nearly half of all private-sector jobs upstate depend directly or indirectly on manufacturing. The state’s economy is stronger because Governor Pataki and the Legislature have made New York’s business climate more competitive, he said, adding that the state must “keep rolling” with additional reforms. Walsh called on the Legislature to strengthen New York’s climate for manufacturing by moving to the single sales factor for corporate income apportionment, repealing the alternative minimum tax on corporations and enacting a realistic approach to redevelopment of brownfield properties.

**Source: The State Report, The Business Council of New York State*

Jamestown’s Economic Future: The Pearl City Lyceum Presents A Unique Jamestown Event

The Pearl City Lyceum is an organization comprised of local citizens who are interested in making a difference in the community. Newly organized this year, the Pearl City Lyceum plans to host a series of public discussion forums designed to enhance public interest in and raise the quality of public discourse on matters of great importance to the Jamestown area.

Each forum will consist of a moderated panel discussion, involving two or more knowledgeable speakers sharing their experiences and providing reliable data, information, considered opinion and recommendations on the topic under consideration.

The first discussion forum, entitled, “Jamestown’s Economic Future,” which will be held on Thursday, April 11, 2002 at the Robert H. Jackson Center, will focus on Jamestown’s current financial, employment and tax problems. At the forum, the following are among the questions to be considered by the panelists:

- ✦ Should Jamestown relinquish governmental functions into a regional form of government?
- ✦ If Jamestown becomes insolvent, should the State take over managerial control of the city?
- ✦ Should the city attempt to solve its financial problems through internal reforms?
- ✦ What will happen if we maintain the status quo?

The moderator for this forum will be Stan Lundine, executive director of the Chautauqua Health Network. Three presenters include: Mayor Mark Pattison, City of Troy, New York; Dr. Leonard Faulk, Association VP fro Academic Affairs & Graduate Dean, Fredonia State University, Fredonia, New York; and Bruce Janowsky, President, Jamestown Container, Falconer, New York. This first forum is scheduled for:

Thursday, April 11th, 2002 , at the Jackson Center, 7:00 p.m.

304 East Fourth Street, Jamestown

Former Consistory Building Northeast Corner of 4th and Prendergast

- ✦ Those present will receive a **10% Discoun at the Town Club**. Join family, friends and neighbors at the Town Club after the forum.

Saving Lives and Profits: Creating a Drug-Free Workplace

Your small and medium-sized business is vulnerable. Many small businesses don't have the resources or time to commit to expensive pre-employment drug screening programs, and so are more likely to be the "employer of choice" for illicit drug users. The cost of just one serious error by a drug or alcohol-impaired employee can put a small company out of business. Now you can do something to protect your company and your employees. This six-hour workshop, presented by The New York State Small Business Development Center, provides you with the tools you need to create and maintain a drug-free workplace including:

- ✦ Legal liability issues for the businessperson.
- ✦ Insights on how to handle situations involving "problem" employees
- ✦ and much more...

The course is scheduled for April 10, 2002 from 9:00am-4:00pm. The cost is \$20 (lunch included).

For more information, contact: 716.665.5754 or 1.800.522.7232

Visit The Business Council of New York State Online:

WWW.BCNYS.ORG

More News From The Empire Zone

New York State Energy Research And Development Authority (NYSERDA) Funding Opportunities

Public Opportunity Notice (PON) 680-02 NYSEDRA announces the availability of \$3,000,000 for projects that develop or demonstrate innovative industrial **process** improvements and productivity improvements, including, but not limited to projects that:

- ✦ relate to advanced materials, process energy use, process control/automation, pollution mitigation, waste management;
- ✦ improve productivity, product yield, product quality, or energy-related performance in service;
- ✦ reduce emissions or control operating costs.

These programs are available to those businesses that are located outside of the Jamestown BPU service area. All proposals must be cost-shared with NYSEDRA funding up to 50% of the total project cost. If the business site is located in a NYS Empire Zone, NYSEDRA may fund up to 60% of the total cost project.

The deadline for proposals is Tuesday April 30, 2002 at 3:00 P.M. Late proposals will be returned; faxed or e-mailed proposals will not be accepted. To discuss your ideas or eligibility, please call the GJEZ office to discuss a project. We'll put you in contact with NYSEDRA.

Visit the NYSEDRA website for information regarding other programs that are available: www.nyserda.org

** Source: New York State Energy and Development Authority*

The Chautauqua County Economic Development Team (CCEDT) Visiting Businesses

The Chautauqua County Economic Development Team is surveying businesses throughout the county to establish baseline information on existing operations. The CCEDT is comprised of members from Jobs Chautauqua, the Chautauqua County Industrial Development Agency, the City of Jamestown Department of Development, the Westfield Development Corporation, the Dunkirk-Sheridan Empire Zone and the Greater Jamestown Empire Zone. The CCEDT will use the survey data to determine how to help retain businesses in the county, as well as encourage new business development. When your business is called please take the time to discuss and express your thoughts and concerns with the members of the CCEDT.

Western New York Technology Development Center (WNYTDC) Upcoming Events

Seminars: April 10, 2002: Selling in a Down Economy

May 1, 2002: Financial Management in a Down Economy

Both seminars will be held at the Center for Tomorrow, Amherst Campus, SUNY at Buffalo

Fee: \$60—TDC Affiliate members may register one attendee at no charge for each seminar

Workshops: April 16, 2002: Fast Trac Tech program

The Workshop will be held at UB Technology Incubator, 1576 Sweet Home, Amherst at 8pm Tuesday evenings thru June 4th.

Fee: \$495 plus \$80 course materials

Contact TDC for information and registration: 636-3626

Manufacturer's Association Calendar

April 30th, 2002	HR Roundtable: Building a Strong and Viable Workforce From The Ground Up: A Meeting of Human Resource Professionals and Guidance Counselors	JCC, Carnahan Center, Room 120 7:00am-8:15am
------------------	---	---

Upcoming Training Opportunities

April 10, 2002	Personal and Ethical Issues in the Workplace	Jamestown, NY 716-665-5220	JCC: Center for Continuing Education
April 10, 2002	Saving Lives and Profits: Creating a Drug-Free Workplace	Jamestown, NY 716.665.5220	JCC: Center for Continuing Education
April 10, 2002	Selling in the Down Economy	Amherst, NY 716-636-3626	Western New York Technology Development Center
April 16, 2002 (8PM Tuesday Evenings thru June 4)	Fast Trac Tech Program	Amherst, NY 716-636-3626	Western New York Technology Development Center
April 17, 2002	Everything You Want To Know About Hiring Employees <i>Presented by the SBDC</i>	Jamestown, NY 716-665-5220	JCC: Center for Continuing Education
April 24, 2002 8am- 12pm	Labor and Employment Law for Supervisors	Erie, PA 814-815-2660	The Manufacturer's Association of Northwest Pennsylvania
April 23rd and 25th, 2002	Microsoft Computer Classes (Excel Level I)	Jamestown, NY 716-665-5220	JCC: Center for Continuing Education
Call for Orientation Dates	Machinist and Welding Classes	PIC-Dunkirk & PIC-Jamestown 716.664.5076 or 716.366.0020	Private Industry Council: Occupational Skills Training Courses **Training start dates are flexible.

Think of the Opportunities

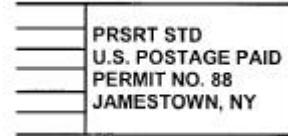
MAJA members receive a special discounted tuition rate For The MBA Program.

Penn State
The Behrend College



MANUFACTURERS ASSOCIATION
OF THE JAMESTOWN AREA INC.

**19 West Third St.
Jamestown, NY 14701**



Contact Information

Manufacturers Association of the Jamestown Area
19 West Third St.
Jamestown, NY 14701

Phone: 716-483-1833
Fax: 716-483-6175
E-Mail: MAJA@ALLTEL.NET
Web Site: MAJA-NY.COM

*Executive Director: Todd Trantum
Administrative Assistant: Lindsay Tooley*

The Greater Jamestown Empire Zone
200 E. 3rd St., Municipal Building
Jamestown, NY 14701

Phone: 716-483-7773
Fax: 716-483-7770
Cell: 716-499-7773
E-Mail: gjez@netsync.net
Web Site: greaterjamestownedz.com

*Coordinator: Sally T. Martinez, AICP, DFP
Administrative Assistant: Pamela J. Butler*



3030 Route 426
Findley Lake, NY
P: 716-769-7900
F: 716-769-7903

87 Guest Rooms Fax & Copy Service
17 Suites Meeting Space
Deluxe Breakfast Bar Indoor Pool
Cable TV Fitness Center



4 Carter St.
Falconer, NY 14733
Phone: (716) 665-3316
www.eeaustin.com



A History of Quality Built on Confidence, Value and Pride.

Place Your Ad Here!!!

Advertise your business in the
Industrial Excellence.

\$80 Monthly \$800 Yearly
Call MAJA at 716-483-1833 for more
information.