

INDUSTRIAL EXCELLENCE

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

News From the GJEZ

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Training Opportunities

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

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Feature Stories and News

The Railroad Returns to the Southern Tier

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WNY & PA Train Makes
Olean Turn at Kennedy, NY *Photo by Steve Timko*

company; therefore, most industries are not aware of the benefits of rail transportation. “ This quote comes from Gary Landrio, Vice President of Engineering of the newly formed Western New York & Pennsylvania Railroad, LLC, a subsidiary of the Livonia-Avalon & Lakeville Railroad.

Manufacturing Technology Institute: Operating and Offering Services Page 4

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Manufacturers Encourage County to Fund Health Care Plan Page 4

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The Greater Jamestown Zone Capital Corporation (GJZCC) Approves Loan for Master Carvers

The GJZCC approved a \$50,000 loan for Master Carvers in concert with a loan from the CCIDA on May 9, 2001. This is the 17th loan from the GJZCC to help zone certified businesses in the Greater Jamestown Empire Zone.

The Cattaraugus County Procurement Technical Assistance Center (PTAC) Announces July Training Session.

The PTAC in Little Valley, NY announces three training sessions to be held in July 2001 to businesses interested in developing E-Commerce Skills, July 11, 2001; Web Site Design and Promotion, July 18, 2001; and Doing Business with DOD using EDI, July 25, 2001. These classes will be offered free of charge and will be held at the JCC Cattaraugus County Campus in Olean, NY from 9:00 AM to 1:00 PM. You may register for these sessions by contacting:

Joe Williams: 716/938-9111 ext. 2331
E-mail: josewi@lv.co.cattaraugus.ny.us
Registration online: <http://www.co.cattaraugus.ny.us/bept/gma.html>

**Source PTAC*

The Empire Zone News

Foreign Directors of New York State's Empire State Development Visit The City

June 5, 2001, seven directors of Empire State Development's global offices visited the Jamestown and Dunkirk Empire Zones. Ed Kowalewski and Robert Iszard from the Western Regional Office of Empire State Development in Buffalo, NY arranged the visit starting with a tour of the Trinity Biotech facility in the Town of Ellicott. Ian Woodward, Vice President of Trinity, and William Reese, CFO, talked about the plant's operations and its location in an area with a constant energy source. Trinity has two other locations in California and Ireland.

The visiting delegation came to City Hall for a working luncheon hosted by Mayor Samuel Teresi. Mayor Teresi welcomed them, stating that the Southern Tier is the best-kept secret of Western New York State. The visitors heard about the tremendous cooperation of economic development agencies in the three counties of the Western Southern Tier, Allegany, Cattaraugus and Chautauqua. Representatives from six Southern Tier businesses spoke about the team's positive impact on their business. Kurt Schmidt, Manager of Processing Engineering for Dresser-Rand Corporation located in Wellsville, NY, gave a presentation on the various fields and operations of his company. Dan Jordan, President of Advanced Monolithic Ceramics and New York State's Small Businessman of the Year 2000, spoke about moving his business from Arizona back to the area where he grew up and his experiences with the local development agencies to help him grow his business. He said that without their help, he would not be speaking today.

Four of the Zone Certified Businesses in the Greater Jamestown Empire Zone were represented. Wally Haines, President, Master Carvers of Jamestown, Ltd.; Mike Metzger, CFO, ACU-RITE; Kim Peterson, President, Ellison Bronze, and Todd Pangborn, Engineer at Innovative Tool & Machine each gave a brief overview of their companies, their products, and how the cooperation of agencies helps them meet their business needs.

Southern Tier West Regional Planning & Development Board, Salamanca, NY, also located in Cattaraugus County, presented an on-line geographical information system, RIBGIS, available to help locate available sites and buildings. The site links to the respective economic development agencies.

The session's objective was to increase the delegates' awareness of the resources, business clusters, and opportunities available in the Southern Tier in a move open doors to the global economy. The group left Jamestown to tour the Carriage House/Redwing facility in Dunkirk-Fredonia in the afternoon.

The Greater Jamestown Empire Zone, Empire State Development, and Mayor Samuel Teresi thank Trinity Biotech, Carriage House/Redwing, the speakers, businesses, and guests for their participation in this event.

Visit the RIBGIS (A Geographical Information System)

Web-Site at:

WWW.DEVELOP-WNY.COM

SPD Rules Require More Information

The U.S. Department of Labor published final rules that add more information requirements for the Summary Plan Descriptions (SPDs) required under ERISA. Many of the rules published in November 2000, were considered clarifications of prior rules. Therefore, the DOL asserts that plans are subject to the requirements now. Other new changes are effective the first day of the second plan year beginning after January 22, 2001.

Key provisions include:

* SPD's must disclose provisions concerning COBRA, plan amendments and terminations, procedures for claims, and identification of health insurers.

* Information and procedures must be included regarding qualified medical child support orders (QMCSOs) and qualified domestic relations orders (QDROs)

* Details about the types of disclosures that must be included or listed in SPDs versus those that can be summarized with details provided separately (For example, claims procedures).

* Information regarding the Newborn's and Mother's Health Protection Act and any insurance coverage offered that relates to hospital stays after the birth of a child.

Source: *HR Survival Newsletter*

Manufacturing In the Southern Tier

The Railroad Returns to the Southern Tier

"It's been 25 years since the industries in southern Chautauqua County have seen an aggressive marketing campaign by a railroad company; therefore, most industries are not aware of the benefits of rail transportation," states Gary Landrio, Vice President of Engineering of the newly formed Western New York & Pennsylvania Railroad, LLC, a subsidiary of the Livonia, Avon & Lakeville Railroad.

Eugene Blabey, II is the President of LAL and chairman of the subsidiary WNYP and is one of the founders of LAL. William Burt is the President of WNYP. Shortly after Mr. Burt arrived at LAL in 1996, the railroad began a series of expansions for its original base in Livingston County, acquiring trackage in Monroe, Steuben, and Ontario counties.

"The startup of WNYP represents the realization of extensive private and public sector efforts since 1992 to save rail service to the western Southern Tier," stated Mr. Burt. Agencies involved include the Southern Tier West Regional Planning and Development Board and the Chautauqua County Industrial Development Agency. In the year 2000 the state legislature passed legislation supported by Governor Pataki, Senator Pat McGee, Assemblyman Bill Parment and Assemblywoman Catharine Young, to create the Southern Tier Extension Rail Authority. The Authority then entered into a sale/leaseback transaction with Norfolk Southern, the owner of the rail line between Hornell, Olean, Jamestown and Corry. The sale/leaseback facilitated property tax abatement for a period of nine years., in the same manner that IDAs provide tax abatements to induce business to expand or locate in New York. Without the tax abatement, the line would have been abandoned by Norfolk Southern, and with it, substantially all of the property taxes it generated.

Under its agreement with the Rail Authority, Norfolk Southern retained control of the railroad, including the right to lease it to a short line. Increasingly, larger railroads such as NS have sought out locally-based short line railroads like LAL to give local industries customized local service and more attention to their rail service needs. Today there are more than 500 short line and regional railroads nationwide, while the number of large railroads such as NS has shrunk to six. On April 23, 2001, WNYP began a thirty-year lease of the Hornell-Corry line from Norfolk Southern. Repairs to reconnect lines between Jamestown and Corry, PA made the line serviceable by May 25, 2001, opening a run that hasn't been used in 10 years. Mr. Landrio said that the importance of opening the rail lines is to make Jamestown and the surrounding areas accessible to the Southern and Western flow of rail traffic once again.

During its first month of operation, business has increased 50%, more than WNY-PA had projected. Businesses along the rail line are considering the use of rail transportation to receive raw materials and ship product. The goals of WNY-PA RR are to:

1. Restore property to better serve customers
2. Construct a facility at Falconer for operations and maintenance of rail equipment
3. Ultimately re-establish a through route between Meadville, PA and Hornell, NY.

Returning the rail service along the Southern Tier is an opportunity for businesses to grow, cut supply chain and distribution costs, and create jobs to make our area once again prosperous.

For more information you may contact Judy Owens, Director of Marketing for WNYP. She can be reached at (716) 665-5995 or (440) 477-1957. Her email address is jowens@wnypr.com

What Will Generation Y Workers Be Like?

It is hard to tell since the first wave is just entering the job market. Well-established characteristics include: racial diversity, computer literacy, and media saturated. This population group, born between 1979 and 1994, is 60 million strong, more than three times the size of Generation X. Some other observations about his group: focused on achievement and with tendency toward entitlement. Employers are noting that one in three of Generation Y is not Caucasian, which will put diversity issues in the forefront. Observers have noted that while previous generations have acquired some degree of sameness via the power of network television, Generation Y has grown up with the Internet, which emphasizes customization and individuality.

Interviewing Tip

Ask questions first, then talk. Explanation: Job candidates are often coached to try to elicit as much specific information about a position as possible very early in the interview. Then the strategy is for the candidate to tailor his or her remarks about skills and qualifications once they know what's wanted. Employers, therefore, are wise to ask about the candidate's qualifications at the beginning of the interview.

**Source: HR Survival Newsletter.*

Manufacturing Technology Institute: Operating and Offering Services

At a forum attended by over 60 manufacturers and training professionals, a partnership of Jamestown Community College, the Manufacturers Association of the Jamestown Area and the Private Industry Council presented an overview of the Manufacturing Technology Institute. The mission of the institute is to provide services to businesses in Chautauqua County and the surrounding region in the form of hands-on manufacturing technical training as well as technology assistance. The partners involved in the MTI project also presented the concept of developing a custom designed certification and degree program to meet the needs of Manufacturers in the region through credit and non-credit course offerings. The audience discussed both core curriculum (basic and soft skill development) and industry specific concentrations (hands on and classroom training)

The emphasis of the presentation was to demonstrate that MTI is currently operating through a strong partnership that has developed over the past two years and is currently offering services. To date MTI has packaged a \$1.1 million request to the Department of Labor in addition to seeking \$150,000 in funding through and ARC Grant for equipment and services through MTI. MTI is willing to work with Chautauqua County manufacturers to meet their training needs in both on-site and off-site settings. To learn more about the services provided through MTI contact the MAJA office at 716-483-1833.

Manufacturers Encourage County to Fund Health Care Plan

Thirty manufacturers representing over \$20.4 million dollars in premiums and well over 13,700 insured lives have signed a letter in support of Chautauqua County funding the start-up of a not for profit community based health care initiative. As health care costs escalate out of control the manufacturing community has embraced a collaborative approach titled The Chautauqua Plan, initiated by the Chautauqua Health Network, the Jamestown Area Labor-Management Committee and the Manufacturers Association of the Jamestown Area.

Manufacturers site health care costs as the fastest growing cost component of operating their businesses. Rising health care costs are hampering the ability of companies to reinvest in their plants, equipment, workforce and new technology. In light of the recent downturn in the national and local economy, escalating health care costs are placing more strain on the companies and their employees.

Manufacturers recognize that The Chautauqua Plan has the potential of offering their company costs savings, price stability, a comprehensive benefit plan design, a solid network of physicians and hospitals and access to high quality health care insurance.

The Chautauqua Plan is being developed on the premise that the most effective means by which to address health care costs is through a collaborative community effort. The model is based upon employers, physicians, hospitals, the labor community and experts in the field of delivering cost effective health care insurance working together to build a better, more efficient system. The desired outcomes being long term cost savings for employers, the delivery of a quality product to the consumer, local medical management, local health and wellness initiatives and the creation of a long-term viable system and the assurance of continuous input from those directly involved in and affected by the system.

Upcoming Training Events

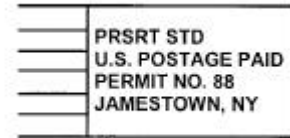
July 9-13, 2001	Data Analysis and Presentation	Jamestown, NY 716.664.5076	The Private Industry Council
July 16-18, 2001	Internal Audit Training/ISO & QS	Jamestown, NY 716.664.5076	The Private Industry Council
July 23 One Week Program	Geometric Dimensioning and Tolerancing	Jamestown, NY 716.664.5076	The Private Industry Council
July 30-Aug 10	Statistical Process Control	Jamestown, NY 716.664.5076	The Private Industry Council
August 13 One Week Program	Procedure/Instruction Writing	Jamestown, NY 716.664.5076	The Private Industry Council
August 20 One Week Program	Calibration	Jamestown, NY 716.664.5076	The Private Industry Council
August 27	Measurement Repeatability/Quality Plans Seminar	Jamestown, NY 716.664.5076	The Private Industry Council
September 4	Coordinate Measuring Machine	Jamestown, NY 716.664.5076	The Private Industry Council
September 11 & 18, 2001	Managing and Embracing Change in Organizations	Jamestown, NY 716.665.5220 x2332	JCC: Center for Continuing Education
September 14, 2001	12 Steps to Successful Selling	Jamestown, NY 716.665.5220 x2332	JCC: Center for Continuing Education
September 20-21, 2001	Understanding and Implementing ISO 9001: 2000 Version	Jamestown, NY 716.665.5220 x2332	JCC: Center for Continuing Education
September 21, 2001	Management Principles	Jamestown, NY 716.665.5220 x2332	JCC: Center for Continuing Education
July-August	Computer Application Classes Computer Orientation Database Design Windows MS Word MS Excel MS Access Adobe Photoshop	Jamestown, NY 716.665.5220 x2409	JCC: Center for Continuing Education

Think of the Opportunities
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MANUFACTURERS ASSOCIATION
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**15 West Third St.
Jamestown, NY 14701**



Contact Information

Manufacturers Association of the Jamestown Area
15 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 Tranum

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*



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