

# INDUSTRIAL EXCELLENCE

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

## News From the GJEZ

- Empire Zone Extends to Busti
- Linking Job Posting Across the State
- New Certified Businesses in the GJEZ

## Training Opportunities

- Jamestown Community College
- Manufacturers Association of Northwest Pennsylvania Training Opportunities
- Northwest Pennsylvania Industrial Resource Center, Inc.
- 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

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*Doreen Hatfield 716-488-1971*

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## Feature Stories and News

### County Executive Candidate Debate Scheduled

In cooperation with the Greater Jamestown A.M. Rotary Club and the Chamber of Commerce of the Jamestown Area, the Manufacturers Association is co-sponsoring a debate between Chautauqua County Executive Mark Thomas and his challenger, Republican, Todd Patric. The debate will be held September 26th, 2001, 7:15 A.M at the Jamestown Holiday Inn. The debate is being organized by Ken Lasker host of Profiles and Issues and will air on Time Warner Cable in October.

### Empire Zone Extends to Busti *(page 2)*

The Greater Jamestown Empire Zone (GJEZ) has completed revisions to the current boundaries of the Zone. The Town of Busti will be a new partner, joining with the City of Jamestown, the Town of Ellicott and the Village of Falconer in the Zone.

### The Disney Keys of Excellence Coming to Chautauqua Institution *(page 4)*

For one day only, October 14th, Disney Institute brings its renowned brand of professional development to Chautauqua County. It's your chance to learn the proven Disney success strategies that you can adapt inside your own organization. It's your chance to learn the proven Disney success strategies that you can adapt inside your own organization.

## Linking Job Posting Across the State

Buffalo Niagara Enterprise (BNE) has developed a new website, <http://www.iambuffaloniagarajobs.com> to offer available job positions in the region as well as across the State. The site provides information to employers, job seekers, and potential interns. It also contains a section "Quality of Life". A link to this new site will be available from the GJEZ website, [greaterjamestownez.com](http://greaterjamestownez.com) which is currently under revision; and at the combined Zones' website [www.wnyez.com](http://www.wnyez.com).

The BNE website administrator, Gary Zakes, is available to answer questions and assist area companies. He maybe reached at 842-1357, ext.101. You may also contact the GJEZ for information at 483-7773, or e-mail: [info@greaterjamestownez.com](mailto:info@greaterjamestownez.com)

## New Certified Businesses In The Greater Jamestown Empire Zone (GJEZ)

Five businesses became Zone Certified Businesses so far this year. Those businesses are: Ellison Bronze, Inc., Jamestown Heating and Air Systems, Inc., Western New York & Pennsylvania Railroad, Remnant City, Inc., and Wright's Monumental Works, Inc. We welcome these businesses into the Zone program.

## The Empire Zone News

### Empire Zone Extends to Busti

The Greater Jamestown Empire Zone (GJEZ) has completed revisions to the current boundaries of the Zone. The Town of Busti will be a new partner, joining with the City of Jamestown, the Town of Ellicott and the Village of Falconer in the Zone. A signing ceremony took place on August 13, 2001, between Mayor Samuel Teresi and Town of Busti Supervisor Dale Robbins at the Cummins Jamestown Engine Plant (JEP). The ceremony was hosted by Ignacio Garcia, Plant Manager at JEP and witnessed by County Executive Mark Thomas, Town of Ellicott Supervisor Pat Tyler, Mayor Abe Mattison Village of Falconer, and Robert Iszard representing New York State. Also in attendance were Jane Fagerstrom, chairwoman of the Chautauqua County Legislation and Richard Alexander, Director of the Chautauqua County IDA. The Zone in the Town of Busti will include JEP, Ulrich Planfiling, sites in Stoneman Park, Lexington Die Casting and Matco Tool.

The boundaries of the GJEZ were revised adding areas for current business retention, future business projects and expansions and eliminating areas where there is no potential for growth. This is the third revision of the Greater Jamestown Empire Zone boundaries. The Zone was created in 1994 when the City of Jamestown qualified under the program's guidelines. The Town of Ellicott and Village of Falconer were asked to participate because the manufacturing corridor runs concurrently through each municipality.

The Empire Zones' program was created to help businesses maintain operations by offering tax credits and incentives to those businesses who become certified. The key to receiving these tax credits and incentives is the creation of new jobs. In August of 2000, Governor Pataki announced the addition of three new benefits to the program. The change in boundaries was necessary to give Zone opportunities to businesses for new job creation. A draft of the new Zone boundaries' map has been sent to Empire State Development in Albany for approval, as well as to the municipalities involved. Businesses that wish acquire information on the Empire Zone Program, can contact: The Greater Jamestown Empire Zone, 483-7773

## Western New York Technology Development Center (TDC) To Host Seminars And Workshops for Businesses

Over the next four months, the WNY TDC will offer a range of seminars and workshops:

How to Double the Value of Your Business in Three Years  
Date: September 12, 2001

The Future Isn't What It Used To Be!  
Date: October 10

Financial Benefits of Lean Manufacturing  
Date: November 14

New Product and Market Development  
Date: December 5

To Register, call 716-636-3626

**Insurance Department Announces That Workers' Compensation Rate Level Will Not Increase**  
**Overall rate cut of 32% since 1996 reforms**

State Insurance Superintendent Gregory V. Serio recently announced that there will be no overall increase for workers' compensation insurance premiums in New York in the coming year. Combined with a decrease in the assessment, the net effect will be a reduction of 1.8 percent in workers' compensation rates.

Since 1995, New York State has seen an overall reduction of 32 percent in premiums for workers' comp; the year 2001 will mark the seventh consecutive year of these decreases.

The overall 1.8 percent reduction will take effect October 1, 2001, and will be reflected in rate notices that insurers will send to employers in the near future.

Assessments are added to premiums to pay administrative costs and to operate certain specialized workers' compensation funds. This is the first time in several years that assessments have been reduced.

The changes contained in the New York State Employment, Safety and Security Act, passed in 1996, have reduced workers' compensation costs for employers, while improving workplace safety.

*Insurance Department (continued on page 4)*

**Manufacturer's Association News**

**Business Council: New State Energy Plan Should Focus On Adding 10,000 Megawatts Of**

New York should add at least 10,000 megawatts of new, more efficient, and environmentally friendly electricity-generating capacity within five years, and that priority should be the focus of the state's revised Energy Plan, The Business Council has told the state's Energy Planning Board.

Only by adding this capacity can New York sustain economic growth and foster the robust competition in energy markets that will drive energy costs down, Daniel B. Walsh, president and CEO of The Business Council, wrote to the board. The 24-page letter detailed a range of energy-policy recommendations which The Council thinks should be considered as the state revises its Energy Plan:

✎ **Increasing generating capacity:** New York's peak demand in 2000 was 30,200 megawatts. Assuming a five-year growth rate of 9.82 percent (the same, relatively modest growth rate New York experienced from 1995-2000), peak demand will grow by 2,965 megawatts in five years. Preserving the 18 percent margin needed for reliability (a level recommended by the New York State Reliability Council) and adding another 15 percent of capacity to foster competition (a level recommended by the New York Independent System Operator based on New York's actual market experience) would bring the total projected shortfall to 9,658 megawatts. To "err on the safe side," The Council believes New York would do well to add as much as 15,000 megawatts within five to seven years, Walsh noted.

From 1980-2000, New York's annual peak demand for electricity grew 5.1 times as much as the population, and 2.1 times as much as the state's employment base, the letter said. During the same 20-year period, peak demand grew by roughly 1,000 more megawatts than the state added in new generating capacity. From 1995-2000, demand grew by 2,700 megawatts, but the state added only 293 megawatts of new capacity.

✎ **Streamlining and accelerating the siting process:** There are already 72 proposals for new or expanded plans with a total new capacity of about 27,000 megawatts. But few of these plants will be built by 2005 under the state's current Article X siting process, Walsh said, because the process, which was conceived as a "fast-track" approach, is, in practice, too slow.

✎ **Upgrading electricity transmission systems:** The Council said the revised energy plan should also emphasize the need for expanding and upgrading New York's electricity transmission structure. Power lines near Utica, New York City, and Long Island, for example, already carry the most possible electricity. This creates bottlenecks that expose customers to the effects of possible power shortages and price spikes.

✎ **Upgrading natural gas pipelines:** New York must upgrade its natural gas pipelines to meet increasing demand for this clean-burning fuel, Walsh wrote. Demand has been increasing, and all major proposals for new generating plants call for natural gas-fired plants.

To view the full text of the letter, visit [www.bcnys.org/inside/energy/engyplan01.htm](http://www.bcnys.org/inside/energy/engyplan01.htm).

*\*Source: The Business Council of New York State, Inc.; The State Report  
 For Information contact: Denise Murphy McGraw, Director of Regional Affairs 518-465-7511.*

*Insurance Department  
(continued from page 3)*

The law enacted a partial repeal of *Dole v. Dow*, a court-imposed standard that permitted New York employers to be sued by manufacturers of injury-causing equipment; improved workplace safety by creating a new "safety first" mandate; and fight fraud by making the crime of workers' compensation fraud a felony, and by the creation of a Workers' Compensation Inspector General.

Prior to the enactment of the 1996 reform legislation, New York State had the second highest workers' compensation costs in the United States.

*\*Source: The Business Council of New York State, Inc.; The*

### Disney Keys

For one day only, October 14th, Disney Institute brings its renowned brand of professional development to Chautauqua County. It's your chance to learn the proven Disney success strategies that you can adapt inside your own organization.

This information-packed session will challenge you to look at your business—whether it's small, mid-sized, or large—in an entirely new light. More importantly, it will provide you with "key" information to help you begin to effect positive change in your organization. *Contact Judy Bloomquist at 716-357-6285 for more informa-*

## Manufacturers Train Employees... For the Workplace and the Future

U.S manufacturers are committed to giving their workers the additional skills that are needed in a high-tech economy.

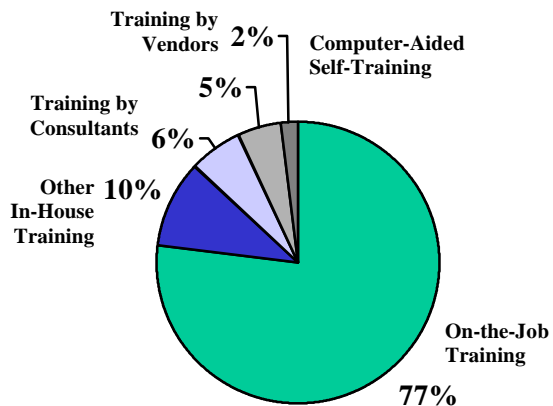
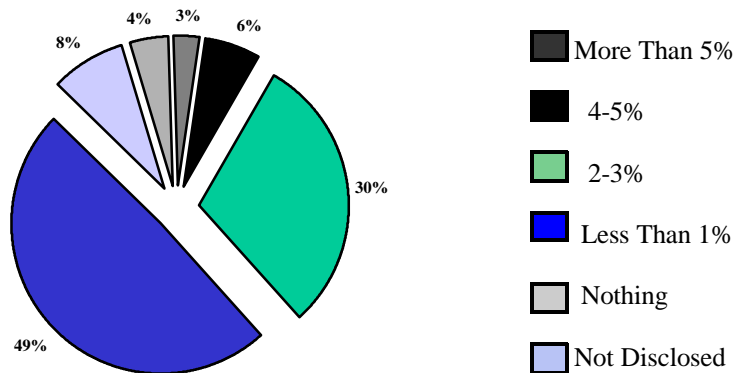
A recent survey conducted by the NAM and Grant Thornton revealed that nearly 40 percent of manufacturers are spending at least 2 percent of payroll to train their shop-floor and hourly workers. This is a leap from the early '90's, when the figure was less than 1 percent.

In another turnaround, the survey indicated a significant portion of that spending was going directly to front-line workers on the shop floor.

Another 1998 survey showed that the vast majority of training, 77 percent, is done on the job. This on-the-job training represents more than \$60 billion spent by U.S. business and remains one of the most effective learning experiences.

Manufacturers' commitment to their employees is paying off: Plant owners say that 40 percent are eager to learn new skills. For those willing to learn, there are many opportunities. For example, it is estimated that for every engineer hired, 15 to 16 technicians are needed for professional support. However, serious challenges remain. According to the 1997 survey, 36 percent lack the basic public school education for advanced training.

Company Payroll Spent on Training Employees



*\* Source: "The Skills Gap," 1998, Technology on the Factory Floor III, 1998*

## Upcoming Training Events

*Sept. 14-Dec. 6*	Superior Selling Strategies—The Series *(Includes the following three courses)	Jamestown, NY 716.665.5220	JCC: Center for Continuing Education
September 14, 2001	12 Steps to Successful Selling	Jamestown, NY 716.665.5220	JCC: Center for Continuing Education
November 8, 2001	Establishing, Building, & Cementing Solid Relationships	Jamestown, NY 716.665.5220	JCC: Center for Continuing Education
December 6, 2001	Powerful, Impactful Sales Presentations	Jamestown, NY 716.665.5220	JCC: Center for Continuing Education
September 20, 2001	Successfully Starting Your Business	Jamestown, NY 716.665.5220	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
September 27, 2001	Principles of Lean Manufacturing 101	Buffalo, NY 716.636.3626	A.T.C. 275 Oak St. Buffalo, NY
October 3, 2001	Leadership and Motivation	Jamestown, NY 716.665.5220	JCC: Center for Continuing Education
October 9&11, 2001	Record Keeping for Small Business	Jamestown, NY 716.665.5754	JCC: Center for Continuing Education
October 19, 2001	Introduction to Continuous Improvement	Jamestown, NY 716.665.5220	JCC: Center for Continuing Education
October 31, 2001	Problem Solving and Decision Making	Jamestown, NY 716.665.5220	JCC: Center for Continuing Education
Evening Classes Mon. & Wed. or Tue. & Thu. 6 pm to 9 pm	*AutoCAD 2000 Basic *Mechanical DeskTop 4.0 *SDRC—Artisan Basic *HyperMill *Advanced CNC Techniques	Erie, PA 814.456.6299	Uniflow Center, Northwest Pennsylvania Industrial Resource Center, Inc.

Think of the Opportunities  
 MAJA members receive a special discounted tuition rate  
 Penn State  
 The Behrend College

