

# Precision Manufacturing

Case Study: Sentry

Capital Investment Incentive Program



Rochester Gas and Electric Corporation





## Work force, R&D, quality of life

Capital Investment Incentive Program

*“The working relationship we developed with Rochester Gas and Electric helped us close a gap between competitive site offers from other regions of the U.S. and Mexico. We feel that we can now compete successfully with manufacturers from North America and China.”*

– James Brush, Sentry President and CEO

In 2006, more than 15,000 manufacturing companies in New York employed 400,000 highly skilled metalworkers, machinists and assemblers, delivering more than \$40 billion in production, 4.2% of the nation's output.<sup>1</sup>

Our labor costs are lower than most leading industrial states, our work force standards are higher and our training and educational resources far greater. High populations of industrial manufacturers and skilled employees are found throughout New York. Our area has the research and development assets, strong university-industry relationships, skilled labor, and quality of life required by industrial manufacturers.

**In Western New York, precision manufacturing employment is more than double the nationwide average – 21,655 employees work at 798 plants.<sup>2</sup>**

- Dresser-Rand – centrifugal and reciprocating compressors, expanders, steam & gas turbines
- Cummins Engine – diesel engines
- SKF – bearings
- Cooper Turbocompressor – products and services for centrifugal air compression equipment

**In Rochester and the Finger Lakes, nearly 15,000 employees work in more than 400 factories, 59% more than the nation at large.<sup>3</sup>**

- Gleason Corporation – gears and gear machines
- SPX Corporation – industrial products and vehicle components
- Pfadler, Inc. – glass lined equipment

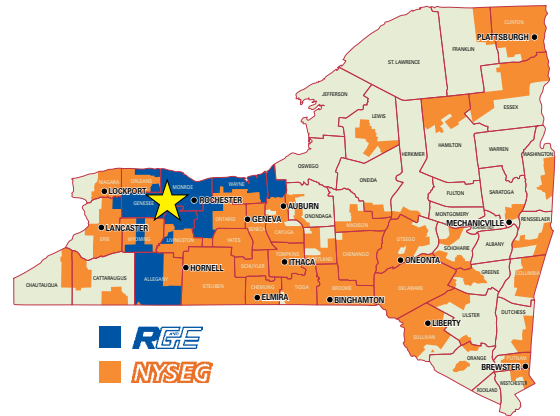
**More than 9,000 machinists and metalworkers staff 480 factories and plants in the Albany area, 12% above average.<sup>4</sup>**

- GE – turbines for electrical generation
- Garden Way – motorized garden equipment
- Plug Power – fuel cells

**Nearly 9,000 skilled workers staff the companies in the Southern Tier, almost 60% above the national figure.<sup>5</sup>**

- Hardinge, Inc – metal cutting products
- Pall Trinity Micro Corporation – filtration and separation equipment
- Hilliard Corporation – filters, clutches, and brakes

<sup>1,2,3,4,5</sup> New York State Economic development Agency, February, 2007  
<http://www.empire.state.ny.us/>




Assistance & incentives programs are available to eligible NYSEG and RGE customers

### CASE STUDY

#### Sentry

##### Location

- Monroe County 

##### Products

- Gun safes

##### Community Impact

- 20 high-skill, high-wage production positions transferred back from China

##### Project Details

Founded in 1930, Sentry provides customers from all over the world with affordable fire-resistant, waterproof and security storage containers to keep vital documents and valuables safe from damage.

In March 2005, the company sought a location for their new North American gun safe factory. The new plant would bring 20 high-skill, high-wage positions, and a significant portion of their production volume, from Shanghai, China back to America. Competitive offers came to the company from other states and Mexico.

Sentry chose to locate in Monroe County, near Rochester. The deciding factor was “the working relationship we developed with Rochester Gas and Electric” that “helped us close a gap between competitive site offers from other regions of the U.S. and Mexico,” said James Brush, Sentry president and CEO.



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