



# 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  
President and CEO  
Sentry

*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 and 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 precision manufacturing employees work in more than 400 factories – 59% above the national average.<sup>3</sup>**

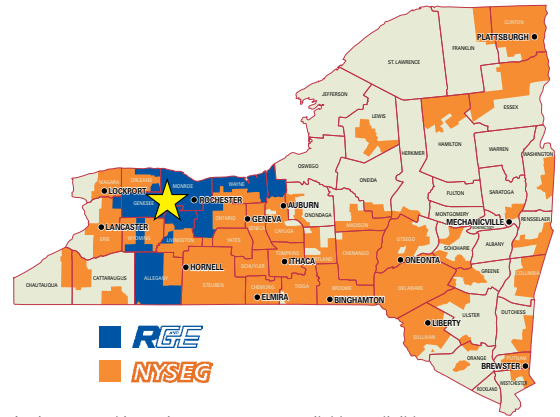
- Gleason Corporation – gears and gear machines
- SPX Corporation – industrial products and vehicle components
- Pfaudler, Inc. – glass-lined equipment

■ **In Eastern New York, more than 9,000 machinists and metalworkers staff 480 factories and plants – 12% above the national average.<sup>4</sup>**

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

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

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



Assistance and incentive programs are available to eligible New York State Electric & Gas (NYSEG) and Rochester Gas and Electric (RG&E) customers

## CASE STUDY

### Sentry

#### Location

- Monroe County

#### Products

- Gun safes

#### Community Impact

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

#### Program

- Capital Investment Incentive Program

#### Project Details

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

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

Sentry chose to locate in Monroe County, near Rochester. A 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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<sup>1,2,3,4,5</sup> Empire State Development, February 2007  
<http://www.empire.state.ny.us/>