

Date

Town of Brookhaven Industrial Development Agency
c/o Town of Brookhaven Division of Economic Development
One Independence Hill
Farmingville, NY 11738

To Whom It May Concern:

_____ has been in business at this location since 1982. We have expanded from 2,500 square feet to 7,500 square feet during this time. We have also increased our product lines. Initially, we only had one product line of plaques which was our primary line. We make plaques and awards out of various means.

_____ was the first company on Long Island to do laser engraved plaques. In 1983, we brought in a piece of equipment, a Laser Engraving Machine that cut directly into the wooded products. This was the newest technology in the award business. We found that we could further expand by having re-sellers across the country representing our unique product line and become a manufacturer/supplier for the ASI industry. The ASI industry, Advertising Specialty Institute, combines distributors and suppliers for the purpose of buying and selling products. In 1984, we expanded this technology to include laser engraved acrylic products and had to purchase our 2nd Laser Engraving Machine to keep up with product demands. In 1985, we further expanded by purchasing our own acrylic fabrication equipment to make acrylic products that we then laser engraved into awards. Up until this time, we were purchasing these acrylic products ready-made. In 1986 we purchased our 3rd Laser Machine, 1988 we purchased our 4th, 1990 we purchased our 5th, in 1992 our 6th, and in 1997 our 7th machine.

In 1987, due to customer's demand for something new and different, we started investigating laser engraving on solid surface man-made material, most commonly known as Corian, using a similar product called Fountainhead. At this same time, we brought in additional equipment to fabricate the Fountainhead material ourselves into award type products and a desk accessory line. Besides fabricating and imprinting these new products for our customers, we found there was a demand for this new product line to be sold to other award businesses across the United States, typically ARA members (Awards and Recognition Association) who do their own imprinting. We expanded this line further by selling these blank products wholesale to the rest of this industry. We displayed these products at several shows across the United States i.e.: Dallas, Las Vegas, New Jersey, Ohio, Georgia, Florida and Chicago. Between 1989 and 1993, we had displayed at approximately 60-70 shows, which brought us many individuals and businesses that were interested in reselling our products.

In 1992, we were doing a very heavy volume in acrylic products and starting to investigate the possibility of purchasing the newest laser technology of cutting acrylics. The technology was incorporated into our product line with the purchase in 1995 of our first Laser Cutting Machine and we started producing these new products in the fall of 1995. We were able to develop a new line of blank acrylic shaped products, which we started advertising in several trade journals i.e.: Engravers Journal, A & E Magazine and the ARA Magazine (trade journal of the Awards & Recognition Association, servicing mainly the trophy dealers across the United States).

We also found that through the laser engraving services that we had been supplying to many display companies there was a need for job-shop acrylic cutting of components that are used by these display companies in their fabrication of displays. These include such things as cosmetic displays, cut letters, panels and templates for electronic equipment, as well as, other types of product displays. Through the distributors that we worked with on Long Island for the acrylic products, they passed our name to other distributors outside of this area and we started getting calls from all over the country for acrylic cutting. These calls came from surrounding cities as well as neighboring states.

In the spring of 1998, to keep up with the demand for acrylic cutting we purchased our 2nd Laser Cutting Machine. This line is still expanding. At this time, we are mostly selling on a wholesale basis through distributors who resell our products and we do job-shop work for the display industry. We are looking to continue to expand over the next few years and will probably be able to utilize 2 more Laser Cutting Machines. We also plan to bring in 2-3 more Laser Engraving Machines in order to keep up with our expansion.

The reason for our new building is that as we expanded from 2,500 to 7,500 square feet over a course of time, the expansion was not efficiently done by adding a little at a time. In the new facility we will be able to make much more efficient. Also, we will be able to add additional employees in the different areas. We will be adding about 6 to 8 new employees per year. We are building approximately 10,000 square feet at this time with provisions for an addition of another 6,000 square feet, which we are planning for in the future. By moving to this area in Holtsville, we will be able to still have east access to the Long Island Expressway for deliveries and shipments. We ship with all the major carriers, UPS, Federal Express and Airborne Express, as well as, by the common carrier trucking companies to ship products out of the area. We need the larger facilities to accommodate our expansion and we are too crowded in the facilities that we are leasing at this time. By utilizing this expansion, we have two other new product lines which we'd like to introduce to the wholesale market but cannot act upon these now due to the lack of space at this time.

Very truly yours,