

Rural community in Western New York hosts growing Canadian cluster of businesses

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Canadian companies are setting their sights on Buffalo and Niagara Falls to create U.S.-based locations that are close in proximity to their home operations. Canadian businesses expanding into surrounding New York counties are proving to be interested in more rural communities such as **Orleans County, New York**; this is due to an abundance of prime land and affordable building inventory, an industrious workforce and convenient access to the entire Northeast corridor.

One of those that came and stayed is **Hinspergers Poly Industries Ltd.**, a Canadian manufacturer of seasonal and solar pool covers, opened in 2002 in Medina, New York and has remained a consistent supporter of Orleans County. General Manager, Greg Budd, notes that the company's 83,000 square-foot warehouse manufacturing facility has expanded twice since coming to the area and annual product sales have increased up to 8 times as much since the year the company moved to Medina. Currently, Hinspergers employs over 60 people and Budd says rural Orleans County suits their company, "It's about two hours door-to-door from our head office and close enough for Owner, Peter Hinspergers, or our Vice President of Finance to come down for a visit. Our Canadian sales reps meet here, which is also close to our existing and growing customer base," he says. When looking for a place to establish U.S. operations, Budd said that many cities were considered, "I would say that this region was settled on because of the proximity to our head-office and customer base," he notes.

Additional Canadian companies with operations in Orleans County include **Associated Brands**, **Bomet Recycling**, **FreezeDry Foods** of Oakville, Ontario, as well as Niagara Falls, Ontario-based **Brunner Inc.** Brunner is a 10-minute drive from the Hinspergers plant and makes drive axles, brake shoes and S-cams, which force brake shoes apart and against brake drums; the company recently completed a \$15 million expansion at its Medina plant, which employs more than



400 and is located in a former foundry, built in 1951. Brunner Inc. Vice President, Bradley MacDonald, notes that the community is strong and has resources available to large companies such as low-cost hydropower to support manufacturing initiatives and growth,

"We had more confidence in the strength of the talent base in Orleans County and Western NY," he said. "The Orleans EDA, local and state officials all collaborated and reinforced that the full scope of our expansion could be more effectively achieved in Orleans County versus other parts of the country."

Orleans County is 45-minutes from both the urban centers of Buffalo and Rochester, New York and offers a commute that is 25% shorter than the national average. Along with the surrounding counties of Erie, Niagara, Monroe and Genesee, Orleans County is part of the 3rd best performing economy and the 15th strongest job market in the United States. The region is also recognized for having some of the best real estate values in the nation and is one of America's #1 arts destinations.

The **Orleans County Economic Development Agency** is very welcoming to new opportunities and they work closely with the county's existing businesses because they value retention projects. For more information on available sites and doing business in Orleans County, New York visit orleansdevelopment.org.

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