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EAST COAST MANUFACTURING COMPANY EXPANDS TO THE WEST COAST WITH NEW LOCATION IN SPARKS, NEV.

Buffalo Wire Works Co. Manufactures Screening Media for the Mining, Aggregate and Industrial Markets

CARSON CITY, Nev. (January 21, 2010)—Buffalo Wire Works Co. Inc., a Buffalo, New York based company specializing in high-quality technology-based screening solutions, is developing its West Coast presence with a new manufacturing, warehouse and distribution operation based in Sparks, Nev. The new manufacturing location is scheduled to open and be fully operational in February. The Sparks facility complements its facilities in New York and Alabama giving the company a geographic proximity to meet the demands of its growing customer base of material processors and regional screen finishers. The new expansion was facilitated by the Northern Nevada Development Authority (NNDAA) and was directly assisted by Miller Industrial Properties wrapping up a two year search for a West Coast location.

According to Joe Abramo, chief executive officer of Buffalo Wire Works, “We executed an extensive site selection process over the last two years visiting locations in California, Utah, Arizona, Oregon, Washington and Nevada. We selected Sparks because of the extensive mining operations in Nevada and geographic proximity to a majority of our current and potential target customers. We’ve opened facilities in other states and we found the open source, one-stop-shop process in working with the NNDAA and Miller Industrial Properties to be top notch and efficient. The NNDAA team thoroughly addressed all questions and issues to seal the deal that brought Buffalo Wire Works to Sparks. This plant will create very stable manufacturing employment opportunities and put American workers back to work.”

Buffalo Wire intends to supply the mining, aggregate and industrial markets with product lines including screening media ranging from wire screens, urethane screens, rubber screens, perforated plate, wear plates, hybrid urethane/wire screens and industrial fine mesh screens. “Aligning Buffalo Wire Works with the University of Nevada, Reno and the College of Engineering, School of Mines is an immediate priority.” said Abramo. “As an engineering-based manufacturing company, we would like to fully engage with the university to explore potential research and development collaboration, develop work study programs for current students and create employment opportunities for graduates.”

The NNDAA, representing the Sierra Region comprising the six northern Nevada counties including the eastern slope of Lake Tahoe, developed a team approach to economic development to ensure a comprehensive, responsive and seamless approach for business expansion and relocation.

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“The open source economic development system that NNDA utilizes focuses on the growth and action plans for economic expansion within the northern Nevada communities,” Rob Hooper, executive director of the NNDA, said. “Through these efforts, businesses looking to expand or relocate to the area work with an actively engaged team comprised of regional experts in a variety of areas to ensure details are addressed and the transitions are complete. The success achieved with Buffalo Wire was a result of this open source system. Since we’ve implemented this approach, we’ve seen great success in increasing business opportunities to northern Nevada.”

Tom Miller, president of Miller Industrial Properties worked with the NNDA as the team leader to complete the deal for Buffalo Wire Works.

“Miller Industrial Properties joined NNDA as an open source economic development team member with the goal to assist Buffalo Wire Works in relocating to Nevada,” Miller said. “The change from a traditional approach to an empowered community action team, provided us the opportunity to be solution focused in finding the right location for Buffalo Wire Works no matter where, in this case Sparks, and assist with their expansion.”

Buffalo Wire Works, a proud American manufacturing company founded in 1869, continues to invest heavily in personnel, property, plant and equipment to remain the premier manufacturer of screening media. During its first year in Sparks, the company is conservatively projecting it will hire and train 20 employees. With the diverse industries that Buffalo Wire Works services, including mining, sand, stone, gravel, recycling, slag, food, chemical, pharmaceutical, oil, etc., it sees significant potential for further expansion in Nevada.

For more information about NNDA visit www.nnda.org.

ABOUT BUFFALO WIRE WORKS: *Buffalo Wire Works founded in 1869 is a privately held American manufacturer of screening media. With over 141 years of knowledge and experience Buffalo Wire has developed a wide range of engineered screening media products for material processors globally.*

ABOUT MILLER INDUSTRIAL PROPERTIES: *Miller Industrial Properties specializes in commercial real estate in Reno, Nev., including warehouse and manufacturing properties, covering northern Nevada. Miller Industrial Properties has been involved with expanding and relocating firms since the 1970's with industrial, commercial real estate, warehouse and manufacturing property needs.*

ABOUT NNDA: *Northern Nevada Development Authority (NNDA) focuses on recruitment, retention, and expansion of business and industry in Northern Nevada. NNDA's mission is to sustain and improve the economic vitality and quality of life in the region. Through partnerships with educational institutions, industrial organizations, governmental bodies, and for-profit groups, NNDA assists companies in relocation, expansion and retention in the communities of the Sierra Region.*

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