

EXPANSIONS

▲ **Hi-Tech Ceramics Inc.** will add a 15,500-square-foot addition to its facility in Alfred Station with \$225,000 in recent financing.

The company manufactures filters and specialty refractories using ceramic technology it is licensing from the Alfred University Research Foundation.

Hi-Tech Ceramics Inc., Alfred Station NY, (607) 587-9146

▲ **International Imaging Materials Inc.** is planning a \$12 million expansion of its Tonawanda plant.

IIMAK manufactures thermal transfer ribbons for original equipment manufacturers under a licensing agreement with the Japanese Fuji Kagakushi Kogyo Co.

IIMAK Inc., Tonawanda NY, (716) 691-6333.

▲ **Modular Diagnostic Systems Ltd.** has closed on a \$765,853 financing package that will allow the developmental stage company to move into production.

The company has designed the Profile One Blood Chemistry Analyzer for use in physicians' offices and has contracts in excess of \$4 million in place.

Modular Diagnostics Inc., 227 W. Fayette St., Syracuse NY (315) 422-5801

▲ **Ferronics Inc.**, will build a new manufacturing, and research plant and corporate headquarters in Fairport.

The company manufactures ferrite-based components for use in the computer, telecommunications and electronic industries and recently closed on over \$1 million in financing for the expansion project.

Ferronics Inc., 52 N. Main St., Fairport NY 14450, (716) 223-1010

▲ **MapInfo**, a Troy firm that has developed a desktop computer mapping software program, has gotten approval of a \$175,000 loan through the NYS Urban Development Corp's Small and Medium-Sized Business Assistance Program.

The company will expand its operations adding 35 new jobs.

MapInfo, 200 Broadway, Troy, NY, (518) 274-8673

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MANUFACTURING

Regional Manufacturing Centers Could Help Small Businesses Compete

10 Centers Sought at \$80 Million Each

By William C. Norris

William Norris, founder and chairman emeritus of Control Data Corp., has established The William C. Norris Institute to promote innovation in science, technology and education. His remarks are taken from a recent presentation at a manufacturing conference sponsored by the American Society of Mechanical Engineers. He also spoke recently at a forum sponsored by the State University of New York at Albany.

The United States possesses much of the most advanced manufacturing technology in the world. Ironically, except for a handful of large companies, this advanced technology is not being widely used in manufacturing. Our advanced technology largely remains in laboratories, while our foreign competitors - especially Japanese companies - are capitalizing on it.

There are many reasons why we are too slow in utilizing advanced manufacturing systems. They include the

low level of technical capabilities in most manufacturing companies; a dearth of engineers knowledgeable in advanced manufacturing; the substantial cost of equipment, computer software and training; the lack of adequate standards; difficulty in quantifying the risk and initial lower rate of return on capital than is traditionally acceptable. Aside from the risk and low return considerations, most medium-sized and small companies simply don't have the money.

How can the U.S. best cope with this formidable array of impediments to getting advanced manufacturing technology into widespread use in the shortest time possible? A powerful response is the Automated Integrated Manufacturing Services Center (AIMSC) Partnership. It is a public/private cooperative initiative established by the Midwest Technology Development Institute (MTDI).

This organization, formed in early 1985 by a consortium of nine midwest states, fosters large scale public/private technological cooperation. One of the fields selected for a cooperative effort is advanced manufacturing.

The AIMSC partnership is planning a nationwide program for accelerating the widespread utilization of computer-aided design (CAD) and computer-integrated flexible manufacturing (CIM) systems. Primary emphasis is on the utilization of existing technology, as opposed to research and development to create new technology.

The center piece of the AIMSC program is a nationwide network of regional and local CAD and CIM centers. Regional centers will be interconnected and conform to a common set of standards for computer software, data bases and communication protocols. Each regional center will have access to the computer data bases of other centers and will be connected with local centers, providing them access to computer

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data bases containing information for the automatic manufacture of a wide range of components, subassemblies and equipment.

Local centers will perform manufacturing on a service basis, where companies pay for the service as it is used with no investment required. Each company will utilize these facilities through a work station on its own premises, connected by a telephone channel.

Initially three types of local centers are planned: materials forming, electronic circuit card assembly and electro-mechanical assembly.

An optimum initial number of regional centers is considered to be ten, with five to six years required to get them into full operation. Most regional centers would serve local centers in a number of states.

The initial cost of a regional center, including six local centers is estimated to be \$80 million. Once the regional AIMS centers and associated local centers are in operation the benefits that commence to flow to industry and the nation will be extremely significant...but overcoming the impediments to launching the AIMSC program represents a formidable challenge.

Funding is a major one. Considering the benefits to both the public and private sectors, it is appropriate that the cost be shared by the federal government, state and local governments, and companies.

Some have characterized the AIMSC partnership plan as "daring", mainly because of the unprecedented degree of cooperation which will be required, especially among the states. However, if Congress passes legislation funding the program, states would quickly perceive its benefits and participate. □

For more information about the Institute and the AIMSC program contact the Control Data Corp., 1202 Pennsylvania Ave., N.W., Washington DC 20004, (202) 789-6780.

▲ **Waste Stream Technology Inc.** has moved into 1,500-square-foot of an incubator at the University at Buffalo run by the Western NY Technology Development Center. The firm has begun full-scale commercialization of technology to clean up petroleum and hydrocarbon contaminated soils using a bacteria-based methodology.

Bacteria are inoculated into contaminated soil where they digest the problematic contaminants. The company is continuing efforts to culture new strains of bacteria and further refine the decontamination process.

WSTI Inc., c/o WNYTDC, 2211 Main St., Buffalo NY 14214, (716) 838-1044

NEW DEALS

▲ **Fingermatrix Inc.**, North White Plains, will market its computer-generated fingerprint systems in Canada through Frisco Bay Industries. Frisco Bay is Canada's largest privately held technical security company.

Fingermatrix has announced that the Department of Defense has purchased a number of its fingerprint access control systems to protect sensitive computer data. The company's Ridge Reader access control systems use an ultra-high resolution optical scanner that reads fingerprint minutiae points to verify a person's identity before permitting access to physical areas, computer networks, and databases.

Fingermatrix Inc., 30 Virginia Road, North White Plains NY 10603, (914) 428-5441.

PEOPLE

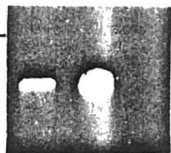
▲ **David Smith**, founder and president of **Praxis Biologics Inc.** in Rochester, has been named chief executive officer in a move by a newly-reconstituted Board of Directors. He previously held the post until December 31, 1987.

Three new members of the Board were appointed following the resignation of Praxis' five outside directors in late March. The previous board had been engaged in a dispute with Smith over management practices.

Praxis is a publically traded company that develops and manufactures human vaccines. It recently won a contract to supply a newly-developed Haemophilus influenza type b vaccine in the Netherlands.

Praxis Biologics Inc., 30 Corporate Woods, Suite 300, Rochester NY 14623, (716) 272-7000 □

SOFTWARE



New Kodak Software Unit Set to Acquire California UNIX Developer

Eastman Kodak of Rochester has struck a deal to acquire the California-based Interactive Systems Corp., a supplier of UNIX services and products to the computer industry.

Interactive would continue to serve its customer base while operating as a subsidiary of Kodak, reporting to Kodak's recently-formed Software Systems Division in the Commercial and Information Systems group.

Kodak formed the software division in January to market business services and training programs to outside

customers and to work with Kodak business units on current and future product software needs.

The division currently includes two subsidiaries - Yourdon Inc., a consulting, training and software company specializing in software engineering and computerized automation technologies, and Aquidneck Data Corp., which specializes in computer software and systems engineering for the federal government. □

Eastman Kodak Co., 343 State St., Rochester NY 14650, (716) 724-4642