

# Ceramics Corridor®

Ceramics, Glass & Advanced Materials Newsletter

Volume 2, September, 2000



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The Ceramics Corridor® runs along I-86 in the Western and Central Southern Tier of New York State

## Raymond Family Business Institute is Newest CCIC Tenant

Ed Coll is no stranger to the Ceramics Corridor®. After all, he was the President of Alfred University for 18-1/2 years before retiring last summer. But retirement isn't what Ed Coll is all about. Indeed, not one to sit on his extensive and well-deserved academic laurels, he has embarked on yet another career. Coll was recently appointed to head-up the Raymond Family Business Institute (RFBI), the newest tenant of the Ceramics Corridor® Innovation Center, at Alfred.

RFBI is the culmination of a long-term effort by George Raymond, chairman of the Alfred University board of trustees, to assist small businesses, especially the family-owned variety, to be successful. And because small businesses are the backbone of the effort by CCIC to grow ceramics and advanced materials companies, the Institute is especially pertinent.

The Institute's programs will extend beyond the confines of the Ceramics Corridor®, but the Corridor stands to gain the most because of its proximity. "We will tie together our activities with business colleges throughout the United States," Coll explains, noting that agreements with several B-schools are pending. "This will be a national effort to grow family businesses and entrepreneurialism. We want to grow this into one of the major resources for family businesses in the U.S."

The Institute traces back to the early '80s, when George Raymond created a program to serve the needs of family businesses. In 1994, the Alfred University Board of Trustees created the Center for Family Business and Entrepreneurial Leadership, which grew to become one of the country's top educational and research facilities of its kind. Over the years since, and with substantial help from a variety of grants, the Center steadily moved forward with its research on the success factors of local entrepreneurs.

In the wake of that success, the Institute "is structured to be a teaching, research and counseling organization," according to the robust and not-at-all-retired Coll. "This is a very exciting new endeavor, and it will benefit small businesses nationally. As you know, the vast majority of all new jobs created nationally are derived from small businesses."



Edward G. Coll, Jr.

For more information about the Raymond Family Business Institute, call 607-587-9695.

## Welcome Back...

The first issue of *Ceramics Corridor*<sup>®</sup>, the newsletter for the Ceramics Corridor<sup>®</sup> Innovation Centers and the Ceramics Corridor<sup>®</sup> region of New York's Southern Tier, was a big hit. So we're back with more news and information as part of our ongoing mission to keep you informed about events in the Alfred and Painted Post business facilities in particular, and the ceramics and advanced materials industry in New York in general.



Jon M. Wilder

This region, which runs along I-86 in the Western and Central Southern Tier of New York State, has seen the development of countless innovative uses of ceramics, glass and other advanced materials. From a product development standpoint, if it happens in ceramics and advanced materials, it happens here first! And for the region in general, it is to our advantage that a significant amount of economic development is happening in the process.

Our mission is clear. We will continue to attract new companies and new technologies as this region continues to emerge as an industry cluster with a bright future. We will continue to use these pages to keep you informed on growth and development in this region, and we certainly encourage your participation with your questions and comments.

Jon Wilder  
Executive Director

The Ceramics Corridor<sup>®</sup> newsletter is published quarterly by the Ceramics Corridor<sup>®</sup> Innovation Centers for ceramics, glass and advanced materials entrepreneurs and corporations.

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For additional copies of this newsletter, or to add your company to the mailing list, please call (607) 587-9444, or e-mail us at [corridor@ceramicscorridor.org](mailto:corridor@ceramicscorridor.org)

## Welcome to Alfred University's New President

Now that you're up to date on former Alfred University President Edward G. Coll's new venture at the Ceramics Corridor<sup>®</sup> Innovation Center in Alfred, we'd like to introduce you his successor, Dr. Charles M. Edmondson.

Dr. Edmondson comes to Alfred from Rollins College in Winter Park, FL, where he served most recently as vice president for academic affairs and provost. In his 30-year tenure at Rollins, he has also served as associate provost, dean of Hamilton Holt School, director of college planning, and professor of Soviet history.

Edmondson's genuine passion for higher education is evident not only in his resume, but also in his personal academic achievements. He earned a B.A., magna cum laude, and an M.A. in history from the University of Mississippi before going on to earn his Ph.D. in history from Florida State University. His continuing education credits include the Newberry Library Institute for Family and Community History and the Harvard Institute for Educational Management.

Edmondson feels it's important to continue to promote Alfred University's role as an economic development engine in the Southern Tier region. On the academic side, he intends to focus on communicating the qualities that arise from fundamental institutional values, such as the leadership traits that many successful and distinguished graduates, in his words, are "quick to credit to their education at Alfred."

"We need to represent ourselves effectively to the media of higher education, to the general media, and to the opinion-leaders in the corporate world," he concludes.

## Feedback...

**Congratulations on your premier issue of "Ceramics Corridor<sup>®</sup>."** As you have requested in the "Got News" section, I have enclosed an introduction letter and press releases on Premier Mill, specifically pertaining to our processing equipment in the ceramics industry. Please feel free to include any of these items in your newsletter....

Julie Corcoran  
Communications Director  
Premier Mill Corp.  
Reading, PA

*(Editor's Note: Premier Mill supplies a range of milling, mixing and dispersing equipment for specialty processing applications. The 75-year-old company occupies a 100,000-square-foot manufacturing facility in Reading, PA. The company's recent product releases focus on a double planetary mixer; the Max-Shear Inline Disperser; lab-sized double planetary mixers; the Supermill with ceramics execution-metal free media milling and more. Premier Mill can be reached at (610) 779-9500.)*

## CCC Expands Training Facilities at Innovation Center

Coming Community College's location at the Painted Post facility is expanding due to increased enrollment, new program development, and training.

The workforce training ally for Ceramics Corridor<sup>®</sup> firms has added additional classrooms and a new computer lab to accommodate the weekend degree program in Opto-Electronics for Photonics employees and a 30% increase in enrollment of the New Vision's Engineering Program for gifted high schoolers.

## Got News?

Send your press releases on personnel appointments, new products, awards, trade show attendance, and any other business, professional and personal activities to CCIC executive director Jon Wilder, Ceramics Corridor<sup>®</sup> Innovation Centers, 200 North Main Street, Alfred, NY 14802.

If you have any questions, call (607) 587-9444 or (607) 962-6387.

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## People in the news....

**CerCor Separations**, the Corning Incorporated environmental products division, which operates out of CCIC's Painted Post facility, has taken on three contract employees on a permanent basis. After working on a contract basis for 12-18 months, manufacturing technicians *Cheryl Gross* and *Darryl Dunning*, and development technician *Doug Forman* are now full-time staffers.

At **Advanced Ceramics**, also Painted Post, *Wayne Huntington* has signed on as a full-time machinist, according to company president *Craig Wright*.

*Dr. Richard M. Spriggs*, professor emeritus of ceramics engineering at **Alfred University**, has received the 53rd Albert Victor Bleining Memorial Award for the Pittsburgh Section of the American Ceramic Society. The award is given annually to honor outstanding achievements in the ceramics field. Spriggs, who retired two years ago from the School of Ceramic Engineering and Materials Science, was the first executive director of the New York State Center for Advanced Ceramic Technology, and the first John F. McMahon Professor of Ceramic Engineering.

*Dr. Scott T. Misture*, assistant professor of materials science and engineering in the **School of Ceramic Engineering and Materials Science** at Alfred University, has received a \$310,155 Presidential Early Career Development grant from the National Science Foundation to fund a four-year research project that will look into the use of ceramic materials for more efficient conversion of fossil fuels to electronic energy.

*Dr. Alexis G. Clare*, associate professor of glass science in the **School of Ceramic Engineering and Materials Science**, is this year's winner of the Gottardi Prize, which is awarded annually by the International Commission on Glass to a "young glass scientist for outstanding achievement...."

**Alfred University** has named Dr. Alan Goldstein, a researcher with an extensive background in the interaction of materials with living systems, as director of the University's interdisciplinary program in biomedical materials engineering science. He will implement a new master's degree program in biomedical materials engineering science.

## Profile: Saxon Glass Technologies, Inc.



CCIC - Alfred

Center for Advanced Ceramic Technology (CACT), the fledgling company was off and running with Varshneya as its president, and LaCourse and Dr. Alix Clare as vice presidents.

Saxon Glass quickly outgrew its CACT space and moved into the nearby Alfred facility of the Ceramics Corridor® Innovation Centers, where it has operated successfully for the last four years. How successfully? In its five years of existence, Saxon Glass has produced some 16 million EPI-PEN glass cartridges, and there has not been a single known field failure. Besides the EPI-PEN cartridges, Saxon also produces chemically-strengthened borosilicate glass centrifuge tubes.

Saxon Glass also remembers its roots. The company has endowed a student award at Alfred University, and has provided R&D funds to assist graduate research. Alfred students, in return, are part of Saxon's research corps. And Saxon has initiated a pilot engineer-in-residence program in concert with the School of Ceramic Engineering and Material Science (CEMS).

Finally, both Clare and LaCourse are fully committed to the ongoing work of CEMS. And Varshneya is an active instructor, teaching, most appropriately, a course in engineering entrepreneurship.

For more information about Saxon Glass, please visit the company's web site, [www.saxonglass.com](http://www.saxonglass.com).

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## On the Road...

**CerCor Separations**, Painted Post, recently visited the EICHEMA show, an International chemical engineering exposition. The show, which was held in Frankfurt, Germany, "resulted in a lot of leads for our liquid filtration business," according to CerCor's Ken Drury.

And **Corridor Clay Studio** artists, participated in the Allegany Artisans 13th Annual Studio Tour. The two-day open house event held in mid-October featured twenty-two participating artists and garnered attendance of approximately 350 visitors and collectors. The tour strengthens the community of artisans as they work together towards creating awareness and enhancing the cultural environment of the region.

## Products in the Pipeline...

**Vergason Technologies**, Van Etten, has introduced several new products and processes. In metalizing, the company has a new trolley-mounted gantry loader for loading and unloading cumbersome coating fixtures, eliminating all heavy lifting from the coating technician's job. In the hard coatings category, VTI has an additional sputtering system that allows the company to consistently meet the rapid turnaround requirements of its customers while providing additional flexibility to produce a wider variety of hard coatings for cutting tools.

## Business Notes...

**Corning Incorporated** will acquire Italian-based tire and cable manufacturer **Pirelli & Co.**'s optical components business for a reported price tag of \$3.6 billion in cash. Pirelli's optical components business is based in Milan, Italy. At the same time, Corning will buy out Cisco Systems' 10% share in the business. Corning is financing the deal with proceeds from its issuance of a combination of equity and convertible debt.

Also, Corning Incorporated is opening a passive components manufacturing facility in Henrietta, NY, just south of Rochester. Corning is initially investing \$80 million over the next 12-18 months to double its production of fiber-based passive components.

**Xylon Ceramics Materials**, located at CCIC's Alfred, NY facility, is "ramping up production of our various products," according to the company's vice president, Paul Johnson. The focus is on three areas, according to Johnson: Ceramic materials for thermal barrier coatings for turbines; biomedical implants and surgical tooling; and expanded use of our zirconia powders

"We're also working on making commercially available some of our in-house ceramic powder formulations," according to Johnson.

Additionally, Xylon was recently awarded a patent on a composition of matter which is an electrical partially-conductive zirconium-oxide. The composition's intended use is for electro-static dissipative applications and is most commonly applied in the manufacture of micro-electronics and integrated circuits.

Johnson states that they are also "pursuing global protection of this intellectual property." Xylon invites interested firms to contact them regarding this product.

**Advanced Ceramics**, Painted Post, has ramped up its global business. "We have started to deal with more overseas companies," according to AC's Craig Wright. The vehicle? As is increasingly the case, it's electronic! "Our Web site and our e-mail address are bringing an increasing number of leads and potential customers," according to Wright. Advanced Ceramics machines post-fired, high-precision industrial ceramic components, mainly cylindrically ground components.

"We've recently received our third order from an Italian company," Wright reports. The company also does a significant amount of business with Canadian companies.

**Moore-Merkowitz Tile**, Alfred, the husband-and-wife team that has done a number of high-profile, celebrity-related ceramic tile installations, is creating a Web site for its business. The address, when the site is up and running in the near future, is [www.moore-merkowitz.com](http://www.moore-merkowitz.com).

**Alfred University** has been awarded a \$385,000 grant from the State University of New York to launch a new PhD program in materials science in the School of Ceramic Engineering and Materials Science. The money will also be used to set up a national casting facility at Alfred's School of Art and Design.

**Imaging and Sensing Technology Corp.**, a player in the worldwide nuclear and electro-optic markets, recently moved into new digs in Horseheads, NY. Incorporated 12 years ago as a division of Westinghouse, the company employs 400 in New York, Canada, Puerto Rico, the State of Washington and the U.K.



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