

BRONX BOROUGH PRESIDENT  
RUBEN DIAZ, JR.



THE BRONX  
OVERALL ECONOMIC DEVELOPMENT  
CORPORATION

*Second Annual*  
**SALUTE TO**  
**BRONX BUSINESSES**  
*Luncheon*

DECEMBER 7, 2011

# PROGRAM

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WELCOME

**Marlene Cintron**, *President of BOEDC*

REMARKS

**Bronx Borough President Ruben Diaz, Jr.**

GREETINGS

**Jorge Silva-Puras**

*Regional Director of the US Small Business Administration*

PRESENTATION OF AWARDS

**Anheuser Busch Corporation**

**The Bronx Brewery**

**Bronx Manhattan North Association of Realtors**

**Dufour Pastry Kitchen**

**GAL Manufacturing Corporation**

**Gabrielli Truck Sales Ltd**

**Johnson Security Bureau Inc**

**Just Bagels Manufacturers**

**Paper Enterprises Inc**

**Skyline Windows LLC**



Dear Bronx Businesses:

Welcome to our Second Annual Tribute to Bronx Businesses. This year, we are honoring a number of Bronx businesses for both the quality of their work as well as their commitment to Bronx residents. It is your hard work and dedication that is keeping our borough strong. It is also your enthusiasm that is encouraging others to follow you into our Borough of Opportunity.

Once again, the BOEDC and its affiliates have been able to leverage almost \$29 million in loans to Bronx businesses in the Empowerment Zone, as well as the rest of the borough, through its SBA 504 Loan Program, and the story is even better this year. The Stella D'Oro site in Kingsbridge has been purchased and will soon be the home of a second BJ's here in the Bronx, along with a number of smaller shops around it to provide that area with additional retail choices. In Coop City, Macy's is constructing a full service department store as a two floor mall that, when completed, will employ 1,700 Bronxites.

Additionally, electric truck manufacturer Smith Electric will be building their second manufacturing plant right here in the Bronx, bringing with them an additional 100 jobs with an average annual salary of approximately \$47,000. They will be working with the Bronx's Milea Truck Corp. to provide unique truck bodies, expanding the green economy here in our borough.

I encourage you to read about each company being honored here today. Because of your commitment to your own companies, there is a good chance that you did not know that the bagel you eat is made in the Bronx, and that the most important component of the elevator that you ride in New York City was invented by brilliant men who have their company near yours.

Thank you for taking the time during the busiest part of the year to break bread you're your fellow Bronx businesses. We celebrate each and every one of your accomplishments and look forward to working even more closely with you in 2012.

May the New Year continue to bring you and yours good health and prosperity. Thank you for being a Bronx Business!

A handwritten signature in black ink that reads "Ruben Diaz Jr." in a cursive style.

**Ruben Diaz Jr.**  
*Bronx Borough President*

A handwritten signature in black ink that reads "Marlene Cintron" in a cursive style.

**Marlene Cintron, President**  
*BOEDC*

# ANHEUSER-BUSCH

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*A commitment to the Bronx, its environment and its residents*



In their need for expansion, Anheuser-Busch decided to move their ever growing business to the Bronx by investing over \$40 million dollars in the development of a 167,000 square foot warehouse and distribution center in Hunts Point. This Leed Certified building sits on the site of a former brownfield and is supported by a pile foundation system to brace the area from the over 70 freight trucks they have coming in and out of the facility.

They have since converted their trucks to biodiesel and installed a filtration system on at least one-half of their trucks.

Anheuser Busch has not only been a great steward of our environment, they have also provided excellent paying jobs and benefits to their fleet drivers as well as workers.

We are delighted to have a company committed to the future of the Bronx, its environment and its residents as our neighbor.

# THE BRONX BREWERY

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*Let's Celebrate Its Arrival!*

The Bronx Brewery was founded by a small team with a maniacal focus on creating high-quality beer and a passion for the Bronx. Its traditionally-crafted ales use only premium and minimally-processed materials to create fresh, bold beer from a borough known for its own uniquely bold character. The team is enthused to bring a rich brewing tradition back to the Bronx and craft a beer that the people of the Bronx and New York City can be proud to call their own. Bronx Pale Ale is currently available in a growing number of bars and restaurants in the Bronx and Manhattan, with plans for expansion into Brooklyn and Queens by early 2012.

Team member Chris Gallant is the General Manager of The Bronx Brewery. He oversees all marketing, sales, and distribution as the company looks to establish itself in the New York City market and beyond. Chris has been in the beer industry since 2008, consulting for global brewers throughout North and South America on brand strategy, commercial planning, and business development. Prior to starting down the beer sud-soaked path that led him to co-found The Bronx Brewery, Chris spent three years at Bain & Company's, a leading management consultancy in New York office managing a number of engagements to help food and beverage companies tackle a wide range of issues from sales strategy to organizational restructuring to acquisition diligence.

Chris also heads up our partnership and community relations efforts, which are a key pillar of The Bronx Brewery. Keep an eye out in 2012 for partnerships with local Bronx-based food and beverage start-ups as well as non-profits and community organizations.

Chris holds an MBA from the Sloan School of Management at MIT and a BS from Bentley University. When not drinking his favorite beer, the Bronx Pale Ale, Chris can be found sampling many of the great craft brews, wines, and whiskeys made right here in New York State.

Damian Brown brings 10 years of brewing experience to the craft beer industry. As Head Brewer of The Bronx Brewery, he is responsible for all brewing operations and beer innovation. Having developed the recipe for The Bronx Brewery's flagship ale, The Bronx Pale Ale, Damian is now focused on quality control of production batches. He is also planning The Bronx Brewery's next beer releases and unique product collaborations.

Prior to co-founding The Bronx Brewery, Damian attended the prestigious Master Brewers' Program at UC Davis and has been awarded the Diploma in Brewing by the UK-based Institute of Brewing & Distilling. He completed his undergraduate degree at Yale University in Political Science. His background also includes sales and business development at leading technology companies and migrant farmworker legal services outreach. Damian loves to enjoy new beers whenever he travels, but can always be found sharing a Bronx Pale Ale with friends when he's home in New York.



# BRONX-MANHATTAN NORTH ASSOCIATION OF REALTORS

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*Adding Continued Value to our Bronx Story*

Matthew Schmelzer is the Executive Vice President of Tryax Realty Management, Inc. a family owned real estate development and management company. In his capacity as Executive Vice President, Matthew is responsible for oversight of acquisitions, construction, and building management. He has negotiated hundreds of trade contracts and reviews all leasing activities. Prior to joining Tryax, Matthew was an executive at ING Realty Partners, a real estate opportunity fund based in New York. He was responsible for overseeing a portfolio of hotel, retail, and office assets in the United States and Canada. Previously, Matthew also was employed by JP Morgan Investment Management where he participated in the acquisition and asset management of seven million square feet of office, industrial, and retail properties in the United States.



Matthew was raised in Long Island, New York and is a graduate of The Johns Hopkins University ('93), and received his MBA from the Leonard N. Stern School of Business at New York University ('97). In addition to his professional achievements, Matthew serves on the Board of Directors of RSA (Rent Stabilization Association) and CHIP (Community Housing Improvement Program), is President of the Bronx-Manhattan North Association of Realtors, and is 2nd Vice President of the Bronx Realty Advisory Board (BRAB).

It is in this capacity that we recognize him as he and his members continue to work on insuring that our Bronx story is shared with others in our industry and he serves the needs of our real estate owners.

# DUFOUR PASTRY KITCHENS

*A Taste Above The Rest*

Judi Arnold and Carla Krasner switched gears from careers in the concert music business to explore the then newly developing gourmet food industry. Learning that chefs and caterers don't have the resources to make everything from scratch, they found their niche by creating frozen, hand-made hors d'oeuvres that were so good, chefs could present them as if they made them themselves.

Dufour Pastry Kitchens was founded by these two enterprising women in 1984 and housed in a 900 square foot storefront in Manhattan's meat district. Their product line quickly expanded to include tart shells and pastry dough. They are now known in the trade as "the chef's secret source." Their customers include hotels, restaurants, gourmet specialty stores and high end supermarkets, caterers, corporate dining rooms, business to business, as well as private label.

In 2007, they left their second plant for a 15,000 sq. ft. facility in Port Morris from which their products are shipped nationwide. More than half of their staff of 35 are residents of the Bronx, and their commitment is to continually grow that number.

Dufour has received many awards for product quality and innovation. Recently, they received the 2011 "Sofi" Award from the N.A.S.F.T. (National Association for the Specialty Food Trade) for "Best Hors d'oeuvre" with their Mushroom Truffle Risotto in Phyllo Pastry.

Dufour products have been featured often in publications like *The New York Times*, *Martha Stewart Living*, and *Food and Wine* as well as on TV on The Today Show and the Food Network. Judi and Carla have won small business owner awards from Crain's New York and the National Association of Women Business Owners.



# GAL MANUFACTURING CORP.

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## *Moving on Up!*

Herbert Paul Glaser, an industrious German emigrant, along with his friends Jack Abramowitz, and Harold Leon, (thus the GAL) put their savings together in 1927 and founded G.A.L. Electro Mechanical Services. With \$900, the partners bought a couple of pieces of equipment and started building and repairing elevator related equipment in the basement of the building where Glaser lived in New York.

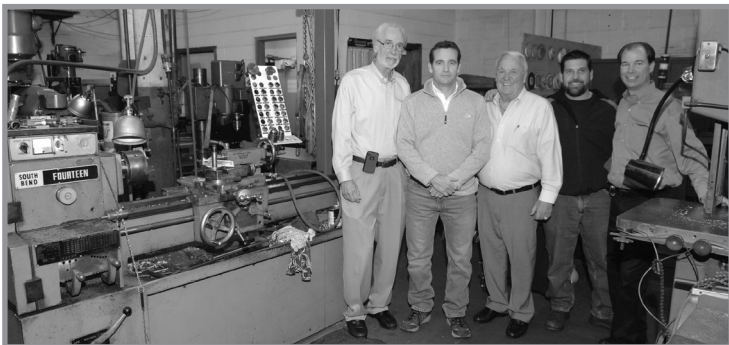
With Glaser providing a steady stream of new designs, the company began to grow. In the first 6 months GAL was carrying 10 products that had been designed and built in house. Still, times were tight, and in 1929, Jack Abramowitz decided to go his own way.

From the end of the war until 1960, the company flourished. There was an ever increasing number of independent elevator contractors who were creating a huge demand for new products. It was during this period that GAL developed the first door operator, the product that placed them on the map. As a result, GAL became a nation wide business, providing high quality, innovative elevator products from coast to coast.

In 1960, GAL bought Hollister Whitney. At about the same time, Glaser's sons, Herb Jr. and Walter joined the business. In 1967, the Glasers bought out Harold Leon, and renamed the business GAL Manufacturing Corp. GAL moved and settled to their current site on 153rd Street in the shadow of the old Yankee Stadium in 1969 after a number of expansion moves.

Throughout the 70's and 80's, GAL's star continued to shine. Products were improved and expanded, and the customer base spread out of North America to include countries all over the world. By this time, GAL and Hollister Whitney "The Team Of Excellence" had a solid reputation for manufacturing high quality elevator components at value prices. While other suppliers to the industry came and went, GAL became a mainstay, a standard, a dependable ally of elevator contractors everywhere.

The 90's were also good to GAL. Amazingly, Herb Glaser Sr., a young 90 year old, remained active at GAL, designing, re-designing, inventing, and improving the company's products until his passing in 1997. By that time he and his two sons had been joined in the family business by four of his grandsons — each indoctrinated with the Glaser Sr.'s work ethic, genius, honesty, and generosity. It was with this momentum that GAL entered the new millennium.





# GAL TODAY

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The leadership at GAL is shared by Herb Glaser, Jr. and brother Walter Glaser. The company operates from its 110,000 square foot manufacturing facility at 50 East 153rd. Street, Bronx , NY, 10451, and a nearby 60,000 square foot warehouse.

Today, GAL Manufacturing remains true to its history, in that the vast majority of products offered are produced in-house. With over 225 people involved in production, GAL's manufacturing capability ranges from single spindle drill presses up to CNC machining and punching equipment and laser machining. GAL performs nearly every imaginable metal machining, punching, forming, welding, and finishing operation. Other areas produce surface mount solid state boards, do painting and coating, centrifugal casting, injection molding, and every sort of mechanical, electrical, and electronic assembly.

Today, there are 100 + people who work in the office at GAL. Company sales and customer service people are experts at what they do, and have all the information to assist customers at their fingertips. They have a large production engineering staff, who along with R & D, utilize the latest CAD and Inventor software. Customers can access the GAL web site to find product information and manuals, as well as place and track orders.

Today, GALaxy elevator controls are fueling a lot of growth at GAL. Introduced in the fall of 2001, GALaxy is quickly becoming yet another GAL product receiving broad general acceptance in the elevator industry. A power car door operator designed specifically for residential elevators, and an MRL type machine (from Hollister Whitney) are about to go into production and become big contributors towards their bottom line in the future.

GAL Manufacturing is a fine mix of tradition and innovation. It retains old fashioned standards for conducting business, produces the finest of products, and feels a genuine partnership with its customers — all the while growing, and implementing new technologies at a furious pace. Today GAL, headquartered in the Bronx, has business interests in 5 countries around the world.

# GABRIELLI TRUCK SALES, LTD.

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*Loyalty, Sales and Service Equal Growth*

In 1977 Armando and Amadeo Gabrielli obtained a parts franchise from Mack Trucks, Inc. to begin operating Jamaica Mack, Inc. Their goal was to provide the best service to their customers. By 1982 they began their expansion efforts by acquiring their second franchise and creating Gabrielli Mack Sales and Service, Inc.

As a result, Gabrielli Mack Sales and Service of the Bronx was revitalized and they opened their new facility in 1984. In 1991 they acquired another franchise in Medford, NY and began Gabrielli Ford Truck Sales and Service. Further expansions led to their new headquarters in Jamaica, New York and then on to Connecticut. In 2009 the expansion led to Dayton, New Jersey. It is their goal to be the foremost heavy truck dealer in the United States.

Armando Gabrielli was born in a town near Rome in 1941 and later moved to New York in 1961 with his family. He was a Class A Diesel Mechanic who worked on all types of trucks. He was lead mechanic in a family owned sanitation company but his passion for trucks never wavered. In 1969 he started selling parts for Mack Trucks and was eventually offered a Mack Parts Dealership due to his success in the Bronx where he eventually acquired 1.5 acres where he built a 30,000 square foot facility and brought 45 new jobs to the Bronx. Their business has increased so much that they are looking for a multi acre site in the Coop City area in which to expand.

Today Armando and his brother Amadeo own eight full service dealerships across three states and employ over 350 people. He has won numerous awards over the years including Dealer of the Year for Mack.

Armando and his brother have also raised and distributed well over \$300,000 for various charities and non profit organizations which include the American Cancer Society, The Child Center of New York and the American Heart Association.



# JOHNSON SECURITY BUREAU

*Protective Services for Almost Fifty Years*

Johnson Security Bureau, Inc. has been providing professional transport, guard, patrol and protective services for the past forty-nine years. Based in the Bronx, Johnson Security was founded in 1962 and later incorporated in New York State in 1969. As a third generation, family owned and operated enterprise, Johnson Security has established an impeccable record of providing our clients with peace of mind. The firm achieves this through a diligently screened, thoroughly trained, security force that embodies a genuine concern for the safety of the employees and visitors, as well as for the safe guarding of the locations we secure.

Wilbert T. Johnson, a former NYPD police officer, and his wife Dorothy, a retired NYC educator, founded Johnson Security Bureau, Inc. in their family home. Wilbert oversaw the operations and Dorothy managed the company finances until Wilbert's death in 1975. Under Dorothy's leadership, Johnson Security became the only security agency in the metropolitan New York area whose chief executive was a minority female.

Following his time in public service as a New York State Assemblyman representing the 76th Assembly District in the Bronx, Charles Johnson joined his mother in managing the business in 1983. The tandem spent the next two decades growing Johnson Security Bureau, Inc. into the preferred security services provider of several federal, state, and city agencies, as well as many private organizations. That growth remained steady until the untimely death of Charles Johnson Sr. in 2008. Shortly before his passing, Charles' children, Charles Jr. and Jessica Johnson assumed control of Johnson Security.

The Johnson family is committed to ensuring that Johnson Security Bureau, Inc. remains a viable business for at least another generation of Johnson family members and employing additional Bronx residents. That commitment, coupled with a focus on excellent customer service and the extreme passion of its owners, has allowed Johnson Security to more than double the number of employees and revenues since 2009. Last year, Jessica Johnson graduated from the Goldman Sachs 10,000 Small Businesses Management Program and met financial guru Warren Buffett. This dynamic brother and sister team are employing all of the tools available to take this company to the next level.



# JUST BAGELS MFG., INC.

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*A Rising Business!*

Just Bagels started as a small retail and wholesale bagel bakery operating out of a storefront on Westchester Avenue in the Bronx in 1992, selling fresh bagels throughout the metropolitan New York area. In June 2001, with the help of the NYCEDC, Just Bagels purchased a 17,500 square foot building in Hunts Point and moved its bakery facilities there. Since 1997, Just Bagels' business has grown from \$300,000 to over \$24 million dollars. They currently employ 122 employees and now occupy a 50,000 square foot facility.

Clifford R. Nordquist, President of Just Bagels, graduated in 1990 from Southern Connecticut State University with a degree in Communications. After working for several companies in a sales capacity Clifford was introduced to the bagel business by a friend and eventually decided to start his bagel business by acquiring a loan from his mother.

Charles E. Contreras, Chairman & CEO of Just Bagels graduated Baruch College in 1975 with a degree in Accounting. Charles held a number of financial and operational positions at Merrill Lynch and held the position of VP and Manager of Operations for Bank of America, Intl., where he worked for 12 years. Before joining up with Cliff at Just Bagels, Charles owned and operated his own mortgage company. In 1997, while attempting to purchase a wholesale business, met Clifford. Instead of buying Clifford's business, the two became friends and partners.

Just Bagels recently provided the bagels for our Tour de Bronx, where almost 6,000 bike riders toured a 25 mile or 40 mile route in the Bronx. BOEDC has since received emails from the riders asking where the bagels were purchased from because they could not get that kind of quality from bagels in Manhattan!



# PAPER ENTERPRISES, INC.

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*Celebrating 50 Years in Business Award*

Paper Enterprises, Inc. is a Bronx based, family owned distributor of food service disposable and janitorial products. It operates out of two warehouses in the Port Morris section of the Bronx with an approximate 230,000 square feet of space. This company, along with its subsidiary, Consolidated Paper Company, employs 100 people, many of them Bronx residents.

The company runs a fleet of 20 trucks and serves distributors and national accounts from Massachusetts to Pennsylvania. This year, they are celebrating their 50th Anniversary!

Paper Enterprises, Inc. was founded by Herb Sedler in 1961 and is currently being operated by his son Jordan. Paper Enterprises, Inc. stocks thousands of food service disposable and janitorial SKUs from more than 90 manufacturers. The company holds its biennial trade show in one of its warehouses which is attended by customers and manufacturers from all over the country. From what we hear from the BOEDC who staff a table there at these events, it is an exciting event with a lot of energy and good will being shared by all.

This formidable company is a great neighbor. They provide internship opportunities for high school and college students from the local community as well as assisted local non profits when they have been in short supply of paper products as well.



# SKYLINE WINDOWS

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## *Providing Windows on The World*

Skyline Windows recently marked their 90th birthday. Two years ago they started celebrating their birthdays in the Bronx. Their company has installed millions of glass panes in some of the largest as well as smallest structures of this great city. Some of the more memorable ones are the Empire State Building and Rockefeller Center.

The company was founded by Hungarian immigrant Samuel Kraus in 1921 and has grown under the leadership of four generations of Krauses. His grandson, 58 year old Steven Kraus has been CEO since 1986. His brother Kenneth works in sales, his sister Emily Kraus is the companies' General Counsel. His son Matthew recently joined the business as well in the sales department. While he is proud of his family, he is also proud of his heritage and refuses to let either down.

Skyline currently employs 300 individuals at their new 138th street site and has its two factories in New Jersey. During the current recession, he cuts the executive paychecks to spare worker's jobs.

Approximately 150 workers leave his site daily to tend to 20 current job sites around the city. "The number one driver for new windows is noise" he adds with a laugh. "In New York City, you either get used to it, you move, or you replace your windows."

Setting up the standard for work ethic, his grandfather worked into his 80's. There is no doubt that the work ethic and family culture will continue to propel this company forward for many generations to come.





**BOEDC**

*Gives A*

*Hearty Thanks*

*to*

**Anheuser Busch**

*and its*

**New York Sales and Service Division**