

# Exporters

(Ranked by value of goods exported in 2011\*)

Rank	Company Address Telephone Website	Value of Goods Exported in 2011 (\$000) <sup>1</sup>	Value of Goods Exported in 2010 (\$000) <sup>1</sup>	Percentage Change	Percentage of Total Annual Sales Exported	Primary Business	Major Products Exported	Major Destinations	Primary Exit Points	No. of Local Employees ----- Companywide Employees	Top Local Executive(s) Head(s) of Export Division/ Department	Year Locally Founded	Year Exporting Began Locally
1.	<b>Eastman Kodak Co.</b> 343 State St. Rochester, N.Y. 14650 (585) 724-4000 www.kodak.com	650,000	725,000	(10.3%)	65	Manufacture of imaging materials and equipment	Motion picture, consumer, professional and commercial films, image sensors, commercial printing equipment and consumables	Mexico, Brazil, China, Canada and Europe	New York City; Buffalo; Miami; Laredo, Texas; California	NA ----- 8,350	Antonio Perez, chairman and CEO ----- NA	1880	1889
2.	<b>The Gleason Works</b> 1000 University Ave. Rochester, N.Y. 14607 (585) 473-1000 www.gleason.com	99,000	67,900	45.8	60	Manufacture of gear production machinery, tooling and services for global markets in automotive, aerospace, energy, industrial equipment, agriculture and marine applications	Gear production machine tools, cutting tools, software and related support and services	Europe, Asia and South America	New York City	720 ----- 2,400	John Perrotti, president and CEO ----- Claudia Karasinski, director of materials and logistics	1865	1890
3.	<b>GE MDS LLC</b> 170 Science Parkway Rochester, N.Y. 14620 (585) 242-9600 www.gedigitalenergy.com	15,200	11,600	31.0	26	Industrial communication products including radios, switches and multiplexors	Wireless industrial radios and communicator devices	Canada, Mexico, Latin America and Europe	NA	200 ----- 270	Tom Mueller, general manager ----- NA	1985	1985
4.	<b>Diamond Packaging<sup>2</sup></b> 111 Commerce Drive Rochester, N.Y. 14623 (585) 334-8030 www.diamondpackaging.com	13,493	16,500	(18.2)	25.4	Folding carton manufacturing and contract packaging services	Folding cartons	Australia, Brazil, Canada, France, Italy and Mexico	NA	230 ----- 230	Karla Fichter, CEO and co-owner, Kirsten Werner, president and co-owner ----- NA	1911	2007
5.	<b>Pulsafeeder Inc.</b> 2883 Brighton-Henrietta Town Line Road Rochester, N.Y. 14623 (585) 292-8000 www.pulsa.com	12,200	10,470	16.5	35	Manufacture of chemical metering pumps and controllers	Metering pumps, centrifugal pumps, magnetic-driven gear pumps	China, Korea, Taiwan, Saudi Arabia, United Arab Emirates, Egypt, United Kingdom, Italy, Brazil and Mexico	Jamaica and New York City	134 ----- 134	Dieter Sauer, president ----- Ashok Rekhi, director, international sales	1940	1970
6.	<b>Crosman Corp.</b> 7629 Routes 5 and 20 Bloomfield, N.Y. 14469 (585) 657-6161 www.crosman.com	10,846	10,440	3.9	NA	Manufacture and distribution of sporting goods	Airguns and related products	Canada, Europe, Russia and Latin America	Buffalo and New York City	295 ----- 300	Kenneth D'Arcy, president and CEO ----- NA	1923	NA
7.	<b>Navitar Inc.</b> 200 Commerce Drive Rochester, N.Y. 14623 (585) 339-4000 www.navitar.com	10,000	NA	NA	NA	Manufacture of precision optics and optomechanical assemblies	High-magnification zoom and fixed lenses, large-format lenses, low-magnification video lenses, audiovisual projection lenses	China, Japan, Taiwan, Korea, Germany, Israel and United Kingdom	Henrietta	50 ----- 50	Jeremy Goldstein, Julian Goldstein, co-presidents ----- Julian Goldstein, Jeremy Goldstein, co-presidents	1972	1980
8.	<b>Hammer Packaging Corp.</b> 200 Lucius Gordon Drive Rochester, N.Y. 14692 (585) 424-3880 www.hammerpackaging.com	5,991	5,150	16.3	0.01	Sheet-fed offset, web offset and flexographic printing	Labels and product packaging	Canada and Mexico	NA	396 ----- 400	James Hammer, president and CEO ----- NA	1912	NA
9.	<b>Lapp Insulators LLC</b> 130 Gilbert St. LeRoy, N.Y. 14482 (585) 768-6221 www.lappinsulator.com	4,239	3,723	13.9	11	Manufacture of high-voltage insulators for power equipment and utility applications	Porcelain station posts, line posts and housings	Canada, Mexico, the Philippines, Saudi Arabia, Korea and European Union countries	New York City	127 ----- 1,200	Rob Johnson, president ----- Brian Dudley, product manager	1916	1930
10.	<b>Classic Automation LLC</b> 795 Monroe Ave. Rochester, N.Y. 14607 (585) 241-6010 www.classicautomation.com	3,342	2,724	22.7	49	Spare parts and services to installed factory and process automation systems	Spare parts for computers controlling individual machines in a factory or for control rooms running a large process plant	More than 65 countries	Rochester	18 ----- 18	Fritz Ruebeck, president ----- Fritz Ruebeck, president	2003	2003
11.	<b>Rochester Midland Corp.</b> 155 Paragon Drive Rochester, N.Y. 14624 (585) 336-2200 www.rochestermidland.com	2,125	1,870	13.6	NA	Manufacture of specialty chemicals	Chemical sanitizer and cleaner for urinals and toilets, personal care items, feminine hygiene products, water treatment products	Middle East, Asia, South and Central America, Europe, Australia and New Zealand	New York City	163 ----- 470	Harlan Calkins, chairman and CEO, Glenn Paytner, president ----- Bradley Calkins, executive vice president and president of the Global Division	1888	1982
12.	<b>Metro Circuits, division of PJC Technologies, Inc.</b> 205 LaGrange Ave. Rochester, N.Y. 14613 (585) 254-2980 www.metrocircuits.com	725	755	(4.0)	8.5	Manufacture of custom bare printed circuit boards	Printed circuit boards, flexible circuits, integrated circuit packaging substrates	China	Rochester	56 ----- 134	Burhan Capar, president ----- NA	1974	NA
13.	<b>Aldon Corp.</b> 221 Rochester St. Avon, N.Y. 14414 (585) 226-6177 www.aldon-chem.com	375	285	31.6	8	Chemical packaging, educational products for science	Science kits for educational institutes, industrial chemicals	Canada, Europe and South America	New Jersey	60 ----- 60	NA ----- NA	1964	1990
14.	<b>Information Packaging Corp.</b> 1670 N. Waynesport Road Macedon, N.Y. 14502 (315) 986-5793 www.infopkg.com	309	452	(31.6)	5-10	Manufacture of specialty envelopes for the protection of CDs, DVDs and RFID shielded cards	DVD envelopes, Tyvek CD and DVD envelopes, RFID card envelopes	Canada, Ireland, Taiwan, Europe, Singapore and Australia	NA	35 ----- 35	James Sellar, CEO and chairman, Michael Hogan, president ----- NA	1985	1987
15.	<b>Applied Energy Solutions LLC</b> 1 Technology Place Caledonia, N.Y. 14423 (585) 538-4421 www.appliedenergysol.com	208	118	76.7	1.5	Manufacturing of industrial battery chargers	Industrial battery chargers	Canada and Puerto Rico	Caledonia	37 ----- 39	NA ----- NA	2001	2001

\*Xerox Corp. and other Rochester-area exporters would not provide local data for this list. Notes: Information was provided by individual companies that responded to an email or fax survey. The survey contacted companies that manufacture and export products from facilities in Monroe, Genesee, Livingston, Ontario, Orleans and Wayne counties.

<sup>1</sup> From local operations  
<sup>2</sup> Diamond Packaging is the dba for Diamond Paper Box Co.  
NA - Not available

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If you would like your company to be considered for next year's list, or if there are any corrections or additions, please write to: Research, Rochester Business Journal, 45 East Ave., Suite 500, Rochester, N.Y. 14604; fax (585) 546-3398; or e-mail research@rbj.net.