

Alfred University honors four Western New York family businesses

9/19/02

BUFFALO Alfred University honored four Western New York firms at the annual Galanis Awards for Excellence in Family Business banquet, Wednesday at The Mansion in Buffalo. The awards were presented to Ciminelli Construction Companies of Buffalo, Aim Corrugated Container Corp. of Lancaster, Mac's Antique Auto Parts of Lockport and Falcone Farms of Forestville. The Galanis Awards were established in 1999 with a \$250,000 gift from Terry Galanis Sr. and his late wife, Marian Galanis, and their son, Terry Galanis Jr. Their family firm, Sealing Devices, Inc., of Lancaster, has continually been recognized as one of the Top 100 Privately Held Businesses in Western New York. Terry Galanis Sr. is a 1940 graduate of Alfred University and founder of Sealing Devices. Terry Galanis Jr. is the company's current president and a member of the Alfred University Board of Trustees. The awards recognize firms for their business success as well as sustained family involvement, innovation and a demonstrated commitment to their employees and the local community. Louis Ciminelli, president of Ciminelli Construction Companies, credited his father and company founder, Frank Ciminelli, for "setting standard for our business." His son, Frank Ciminelli II, also works for the company, one of the largest construction firms in Western New York. Ciminelli thanked his workers for the contributions they have made toward the company's success. "The construction industry is a service industry," he said. "You sell the collective efforts of your workers. I'd like to thank them." A second generation now presides over Aim Corrugated. Founded in 1962 by Jerome Shine, the company is now run by his sons, Paul Shine, president, and Kevin Shine, executive vice president. Paul Shine noted that while most of the companies similar to his are part of the public sector, he hopes Aim will remain in the family for future generations. "Our goal is to retain our independence and to do so for a long time," he said. Mac's Antique Auto Parts was founded in 1977 by the late Douglas McIntosh as a retailer of antique Ford auto parts and has enjoyed steady growth over the last quarter-century. It is now run as an equal partnership by McIntosh's three sons: Robert, Richard and Randall. In accepting their award, Robert McIntosh gave credit to his father. "We were blessed as three brothers to be able to take over the businesses as a second generation," he said. Joe Falcone is a third generation owner of Falcone Farms and presides over a business that is the largest supplier of grapes to the Welch's Company. The company was founded in 1916 by Falcone's grandfather, Joseph Falcone and his brother Anthony. He said a fourth generation of the Falcone family (his son Stephen) will someday take over the farm. "There are so many people to thank, my wife, my two wonderful children, my parents," he said, adding that much of the credit for the farm's success should go to the employees. Frank Duserick, acting dean of the AU College of Business, thanked the Galanis family for sponsoring the awards. "Sealing Devices is a classic family enterprise. It started in the home and has grown to become a multi-million business," Duserick said. "That's what we're here to celebrate: the entrepreneurial spirit." Dr. Charles Edmondson, University president, said the University community is proud to be associated with the Galanis family. "Family business ideals are the kind we strive to demonstrate as a university," Edmondson said. "Honesty, integrity and community service are best exemplified in the context of families." Terry Galanis Sr. congratulated the winners and commended them for the contributions they've made to the economy and their communities. "It is my hope that private enterprise will only thrive and grow," he said. Terry Galanis Jr. credited his father for instilling in him a work ethic that is exemplified in all successful family firms, regardless of their size. "My father planted a seed: a seed of ethics," he said. "The free enterprise system is geared toward trust, ethical practices and integrity."