

## **Alfred University Sponsors Family Enterprise Forum in Buffalo**

3/30/00

Buffalo, NY -- A group of noted experts in family business issues will lead a series of panel discussions during the Alfred University Western New York Family Enterprise Forum, Wednesday, April 19, at the Adam's Mark Hotel in Buffalo. The Family Enterprise Forum is sponsored by the Alfred University Center for Family Business and Entrepreneurial Leadership. Panel discussions will be followed by a luncheon and the presentation of the Galanis Awards for Excellence in Family Business. The awards are named for the Galanis family, owners of Sealing Devices, Inc., of Lancaster, one of the top private firms in western New York. Last April, Terry S. Galanis Sr., a 1940 alumnus of the University and chairman of the board of Sealing Devices; Terry S. Galanis Jr., company president and a member of the Alfred University Board of Trustees; and their families donated \$250,000 to the Center for Family Business and Entrepreneurial Leadership. The awards are given to recognize family-owned and operated businesses, which are vital to the American economy. Winners of the 2000 Galanis Awards for Excellence in Family Business are Delaware North Companies, Inc., Buffalo; Multisorb Technologies, Inc., Buffalo; White Directory Publishers, Buffalo; Rigidized Metals Corp. Buffalo; Weaver Materiel Service, Inc., Jamestown; Schaefer Plumbing and Supply Co., Inc., Buffalo; Eltrex Industries, Inc., Rochester; WDKX, Rochester; and Hunt's Hardware, Rochester. Past award recipients include: John R. Riedman, Chairman, Riedman Corporation, 1996; Charles H. Joyce, CEO, Otis Eastern, Inc., Charles P. Joyce, President, Otis Eastern, Inc., David Butchello '86, President and CEO, Castle Restaurant, Daniel C. Harris Jr., President, Harris Supply, Kevin O. Harris '74, Vice President, Harris Supply, and Robert K. Welter Jr. '90, President, Data International, 1997; Erick J. Laine, President and CEO, Alcas Corporation, 1998; and Terry S. Galanis Sr. '40, Chairman of the Board, Sealing Devices, Inc., and Terry S. Galanis Jr., President and CEO, Sealing Devices, Inc., 1999. Those attending the Western New York Family Enterprise Forum may participate in two panel sessions one each in two concurrent sessions. The schedule of events for the Family Enterprise Forum is as follows: 7:30-8:30 a.m. Registration and Continental Breakfast; 8:30-9 a.m. Opening Session: The Characteristics of Family Business. Session leaders: David Pistrui, director of the Alfred University Center for Family Business and Entrepreneurial Leadership and Raymond Chair in Family Business; Thomas H. Waring Jr., president, Waring Financial Group, Hamburg. 9-10:30 a.m. Concurrent Sessions I. Session A: Family Business An Endangered Species? Session leaders: Carmen Bianchi and Alan G. Weinstein, principles and founders of Carmal and Associates, Williamsville, consultants in family business. Session B: The Successful Family Business. Session leader: Scott Friedman, partner, Lippes, Silverstein, Mathias and Wexler, LLP, Buffalo. 10:45 a.m.-12:15 p.m. Concurrent Sessions II. Session C: Financial Issues of Family Business, sponsored by HSBC. Session leaders: Peter Babiarz, senior vice president, commercial credit approval, HSBC Bank USA; Thomas Emmerling, managing partner, Dopkins and Company, LLP, Certified Public Accountants, Buffalo; Terry S. Galanis Jr., president, Sealing Devices Inc., Lancaster; Lawrence W. Palaszynski, president, Lawrence W. Palaszynski, CPA, private Certified Public Accounting practice, Buffalo; and Friedman. Session D: Succession and Tax Planning, sponsored by Hodgson Russ Andrews Woods and Goodyear, Attorneys at Law, Buffalo. Session leader: Carol Fitzsimmons, partner in the Federal and International Tax Practice Group at Hodgson Russ Andrews Woods and Goodyear LLP. 12:30-2:30 p.m. Luncheon, presentations of the Galanis Awards for Excellence in Family Business. To register for attendance, please call Janet Marble at 607-871-2144, or e-mail her at [marblej@alfred.edu](mailto:marblej@alfred.edu) by April 12. Cost for the forum and luncheon is \$30 per person.