

# Acco Company Employment Hits Record

Acco International, its Ogdensburg plant one of its largest, moved against economic trends and saw an excellent 1979.

And the firm expects business to be strong through 1980 and the first five years of the 80's generally, despite a "soft start" at the beginning of this year. Employment at the Ogdensburg plant reached a "historic high" of 192 persons in July of 1979, according to plant manager Robert A. LaClair, at which time production output was running above 40 million binders a year.

Acco International produces office supplies, and the Ogdensburg plant is responsible for binders and two-hole paper punches.

One of the binders produced in the Ogdensburg plant for computer printouts, as LaClair explained, "everyone is coming on line with computers these days, and that is the area where there is greatest growth." LaClair said that in late 1978 Acco determined that business would be strong through 1979 and the 1980's.

"To support that," he said, "we raised our product inventory. Some of the increased employment was due to raising the inventory level."

"At the same time," LaClair added, "we had an extremely good sales year." The two factors together, he explained, accounted for the "huge increase in employment."

Because of that high employment, about \$3 million in payrolls and local purchases was distributed by Acco in 1979, according to LaClair.

Acco has now "attained the inventory level we think we need to satisfy customer service," LaClair noted, "and we are now manufacturing to sales requirements."

The plant manager pointed out that "like many companies, we are finding it increasingly more difficult to maintain a reasonable profit on our products," and added that price increases "have become commonplace on all goods that go into our manufacturing process." Nevertheless Acco expects to make "substantial investments" in capital equipment, both for "product quality and plantwide productivity."

LaClair said the Ogdensburg plant internally has equipment that is "as good as money can buy."

Acco, LaClair said, is "very optimistic" for 1980 and the next five years.

"Our marketing forecasts are strong," he said. "We look five years ahead and see a very strong five-year growth period."

The next three to four months, according to LaClair, would be "soft in general," but following that "things will open up and we should have a very strong 1980 period."

Employment is currently about 180 to 185.

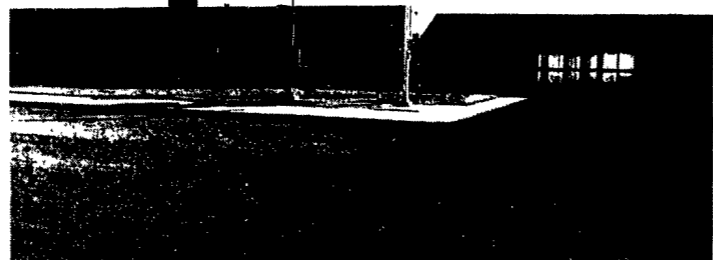
The "soft" early start in 1980, said

LaClair, was because "with all of the talk of recession, high prime interest rates and so forth, Acco became nervous and had layoffs."

With 190,000 square feet of floor space, Acco's Ogdensburg plant is second in size only to its headquarters in Wheeling, Ill.; the firm also has a plant in Chicago and distribution centers in Boston and Los Angeles, as well as the one attached to the Ogdensburg production plant.

There are also plants in England, Holland, Mexico, and Venezuela, and leasing arrangements in Germany, Japan and San Salvador.

Among the Ogdensburg products are the two-hole paper punch and the assortment of binders, including ring binders, an "Acco-grip" punchless binder, and the so-called "pin feed binders" to hold computer printout sheets.



**BOCES HOLDING STRONG** — St. Lawrence-Lewis BOCES enrollment is holding strong despite an overall decline in enrollment in the component school district. Shown here is one of the three occupational centers, Northwest Tech in Ogdensburg. (BOCES Photo)

## BOCES Keeping Pace

Enrollment of high school students in St. Lawrence-Lewis BOCES Area Occupational Centers held strong again during the past year.

Although component schools are facing declining enrollment, a larger percentage of 11th and 12th grade students are choosing to enroll in BOCES-offered courses.

Those offering are in business education, health occupations, agriculture, distributive education, occupational home economics and trade subjects.

The largest number of offerings is in the trade area—auto mechanics, auto body repair, heating-ventilating and piping, machine shop, carpentry, trade electricity, building maintenance and welding.

Business education courses include automatic data processing, office practice, and secretarial education; health offerings are nursing assistant and licensed practical nursing; conservation and agriculture mechanics are the two agricultural courses; the distributive education course is retail selling; and resort services and commercial foods constitute occupational home economics.

These courses are held at the three Area Occupational Centers: Northwest Tech in Ogdensburg, Seaway Area Tech in Norwood, and Southwest Tech in Balmat.

In addition to the occupational course, the students have an opportunity to participate in leadership training. Upon completion of a two-day workshop at the Star Lake Camp, the student leaders become very active in the planning and operation of activities in the BOCES Centers such as open house, 10th grade orientation, home school visits, and visitor tours.

Some of the teachers have developed community-based arrangements allowing senior students to work with a business or industry one or two days a week, rather than being in the classroom. The student might also be allowed out on a job for a week, working a regular eight-hour day. More employers are becoming receptive to the community-based programs.

**Placement Coordinator Added**

One of the major improvements in the services available to Occupational Education students has been the establishment of a placement office which assists the student in finding employment. Joette Leonard, the placement coordinator, assists the classroom teacher by conducting job-seeking skills seminars. She also makes employer contacts for job development.

The survey of man power training needs conducted by the Private Industry Council (PIC) showed that the employers of the area are satisfied with the BOCES-trained workers and encourage more students to take advantage of this type of education. It also pointed out that there is no single trade that is not being trained for in this area.

Employers looking for skilled employees are encouraged to contact the Placement Office by calling (315) 353-6624.

The Local Advisory Council on Occupational Education has been active advising the BOCES Board during the past year. This is a group of individuals from across the area representing all facets of the business, industrial, and agricultural community. Their input and direction is invaluable to help keep the occupational offerings current with the trends in the world of work.

St. Lawrence-Lewis BOCES is also involved with the Region Six Occupational Education Planning Office to project future needs. This planning office also works to avoid duplication of

offerings by the local schools and BOCES as well as between secondary schools and post secondary schools such as Canton ATC.

**Adult Support Programs**  
The Adult Occupational Education Programs continue to be supported. The industries needing apprentice-related training have again requested BOCES to continue to provide this service. The Comprehensive Employment and Training Act Office has also contracted for occupational education for the CETA clients at an increased rate. With the continued high unemployment rate in the area, greater numbers of adults are looking for retraining or upgrading of skills to help them become more employable. Also because of economic conditions, some adults are sponsored by the labor department for training under the Trade Readjustment Act (TRA). Adults are also taking advantage of openings in the high school programs during the day on a tuition basis if space is available.

**Energy Audits**  
Energy audits have been conducted in each of the three centers to see if energy costs can be cut. Several of the recommendations are being carried out as educational projects for the building trades classes. The program is being conducted by all the home schools under the direction of Joe Laureza, the BOCES Energy Officer.

**Looking Ahead**  
Even with the continuing decline in home school enrollment, Occupational Education enrollment is expected to hold steady or increase next year. As more of the students and their parents realize the value of occupational education, a greater percentage of students are electing courses at the BOCES Area Occupational Centers.

With the Placement Office established, this service should become even more helpful to the students that complete Occupational Education programs.

Growth is expected in the "community-based" segment of the program, as more teachers realize the value of this actual work experience and employers also become more aware of the skills and capabilities of the occupational students.

**Secondary and Post**  
The major changes in the Occupational Education Programs will be improving equipment and curricula to meet current industry standards. For example, word processing equipment will be acquired for all three centers in Secretarial Education. Groundskeeping, including Small Agricultural Repair and Ornamental Horticulture, may be an offering at Northwest Tech next year.

Adult offerings will again be designed to meet the needs of the industrial-business community. Any new industry as well as any expanding or renovating industry needing employee training or upgrading should not overlook the BOCES Occupational Programs. With the use of federal money, training programs can be developed to meet the specific needs of an industry and partially subsidize this training.


**Secondary Articulation**  
Next year will see an articulated Nursing Program jointly operated by BOCES and ATC. The student that desires to go on after the BOCES Licensed Practical Nursing Program to become an RN at Canton ATC will be able to do this with only one additional year of education instead of two. This is a pilot program and will not be available any place else within New York State. After this articulated program is proven successful, it will be used in other areas of the state as a model program.

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10 10 1/2" Saute Skillet	5.00	3.00	FREE	FREE	8.95
11 2"-Qt Covered Sauce Pan	5.00	3.00	FREE	FREE	8.95
12 Bun Warmer	5.00	3.00	FREE	FREE	8.95
13 9-Cup Coffeemaker	8.00	6.00	FREE	FREE	10.95
14 10" Covered Skillet	8.00	6.00	FREE	FREE	10.95
15 5-Qt Covered Dutch Oven	8.00	6.00	FREE	FREE	10.95
16 4-Piece Canister Set	8.00	6.00	FREE	FREE	10.95
17 4-Qt Slow-Cooker	9.95	7.95	3.95	FREE	12.95
18 12" Covered Chicken Fryer	9.95	7.95	3.95	FREE	12.95
19 30-Cup Coffeemaker	9.95	7.95	3.95	FREE	12.95
20 Travel Kit	13.95	11.95	8.95	4.95	15.95
21 10-Cup Drip Coffeemaker	17.95	15.95	12.95	8.95	19.95
22 11" Electric Skillet	20.95	18.95	15.95	11.95	22.95
23 6-Qt Oblong Slow-Cooker	21.95	19.95	16.95	12.95	23.95
24 Sunbeam Le Chef Food Processor	78.95	75.95	72.95	69.95	81.95

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