

Shade Roller Enjoys Successful Partnership With Ogdensburg

BY PAUL MITCHELL

For Ogdensburg's Standard Shade Roller, a division of the Joanna Western Mills Company, 1985 was a mixture of positive and negative, said General Manager Steven E. Cochems.

Cochems reported that in looking at the positive side, productivity, or in industrial terms, shades per man hour, increased by 16 percent in 1985.

The company employs 135 employees.

He pointed out that a Statistical Process Control program was instituted at the plant to improve the quality of its products and created a much stronger awareness of the importance of a quality product.

City Growth

Continued From Page 13

vice for the manufactured housing community could cost as much as \$300,000, city officials have said.

Last month city officials announced they were going to purchase an old warehouse at the corner of Ford Avenue and Pine Street with hope of tearing it down and having the property developed for housing.

Although it isn't right in the city, a housing development is being laid out just on the other side of ACCO International on Rt. 37 by local contractor John J. Doyle.

In the city, John Missert has expressed plans to set up an apartment complex or some other kind of housing development on the former Augsburg tank farm property which he purchased after the local oil company filed for bankruptcy.

The city is also waiting to see what will be happening to the Clark House on State Street which recently went up for bid at \$70,000. The owner of The Landing, a bar near the corner of New York Avenue and the Downtown Arterial, Robert Martin is the latest person to have expressed interest in the house.

Ogdensburg Mall

Continued From Page 13

not totally pleased because the downtown isn't the center of Ogdensburg like we'd like it to be. We have to re-establish it as a central place in the community," said Lockwood.

Lockwood said he has been convinced by Gaetano that he (Gaetano) is "just as interested in making the mall a success today as he was several years ago" when Gaetano took over the mall.

Gaetano said the city has been "fantastic" in its efforts to help him out with the mall and he is sure the city will be there again if he ever needs it.

"But," he added, "I'm the guy that is going to have to get things going at the mall."

"Over the last year, due to a strong inventory cycle count program, and the attitude of the employees involved, inventories have been found to be accurate 99.2 percent of the time," said Cochems.

The company's auditor, Arthur Andersen, a major CPA firm, no longer asks them to take Year-End Physical Inventories due to this accuracy.

Cochems asserted that Standard Shade Roller's future is based on a willingness to change and adapt to new product opportunities. "Within the next two weeks, the owners of our company will make a decision whether to manufacture a new product line, Horizontal Blinds," he said. "This product will be manufactured to specific customer dimensions and shipped

to the customer within five to seven days after receiving the order."

He added that the importance of this is that importers cannot compete in a custom market due to the service demands.

"Horizontal Blinds would help us to replace volume lost to importers in the window shade and shade roller lines," said Cochems. "This new volume will help to keep the effect of overhead costs on all of our products to a minimum."

Also, Shades and More, Shade Roller's factory outlet store in the Charlestown-Ogdensburg Mall, has been showing improvement, including an improved location at reduced costs due to sharing labor and overhead costs with Utica Cutlery.

Another positive element at

Continued On Page 22



RAILROAD — The Ogdensburg to DeKalb Railroad line owned by the St. Lawrence County Industrial Development Agency is one of the bleaker stories this year. The former Penn Central line will probably be torn up this year from its beginnings at Light House Point in Ogdensburg, out to DeKalb. The line used to serve Diamond International. It later served the St. Lawrence Paper Plant. IDA officials say that after the paper mill closed, the county IDA could no longer find clients to use the rail line. Ogdensburg will continue to be served by the Ogdensburg Bridge and port Authority's rail line which runs from the city's port to Norwood.

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