



## BUFFALO NIAGARA SUCCESS STORY

# Lynch Fluid Controls U.S. expansion takes off without a hitch



### COMPANY OVERVIEW:

Lynch Fluid Controls Inc., established in 1987, is a manufacturing company based in Ontario, Canada producing hydraulic and motion control products. They supply the aerospace, military, material handling, construction, oil and gas industries. In Canada, they own multiple facilities totaling 63,000 sq. ft. and employing upwards of 90 employees.

They started to see potential in the U.S. market in rising sales numbers on this side of the border. They were also bringing nearly half of their raw materials over from the U.S. Rather than buying-out an existing business in the area, Lynch decided on its own expansion project.

### PROJECT SOLUTION:

Invest Buffalo Niagara worked with Lynch to set up cross border meetings so that they could get information on incorporation, tax and accounting, banking, immigration, and human resource compliance in the U.S. Research concerning workforce, and colleges and universities was given to help the business case.

Invest Buffalo Niagara also coordinated the site selection process and helped find their ideal site. In their first phase, they have set up a warehousing and distribution space. In each of their first 10 months, LynchUSA has hit targets set, reaching 210% of their goal in June. Their current location in Niagara County has space for eventual expansion into manufacturing.

### PROJECT TYPE:

ADVANCED MANUFACTURING

**JOBS:** 10

**INVESTMENT:** \$1,540,000

### REQUIREMENTS:

- Existing 2,500-5,000 sq. ft. building
- Understanding of setting up a new U.S. corporation
- Connection to local colleges and universities



“Owning a business is like making a painting that never dries.”

- Ernie Lynch,

Founder and President  
Lynch USA Inc.  
[lynch-usa.com](http://lynch-usa.com)