



Canadian Manufacturer Experiences Rapid Growth in Buffalo



Pictured: Carolyn Powell, InBN Business Development Manager & Jim Wei, Avanti Advanced Manufacturing

COMPANY OVERVIEW:



avanti advanced manufacturing

Victory Manufacturing is a Canadian injection molding company based in Waterloo, Ontario. Their U.S. expansion, Avanti Advanced Manufacturing, set up shop in Buffalo Niagara in 2011. The new operation manufactures detectable tactiles, construction products, and customized injection molding projects with the capability to go from concept to prototype to end-product with significant speed. Avanti Advanced Manufacturing specializes in mandatory safety installations including raised bump floor warnings for the visually impaired, stair grips and new, glow in the dark exit door signs that last much longer than battery operated versions. The new division started with six injection molding machines and has already expanded to nine. The company has also added sand blasting, powder coat and painting, and laser engraving capabilities, as well as a CNC router.

PROJECT SOLUTION:

Avanti Advanced Manufacturing's Canadian predecessor saw much of its sales coming from the U.S. and wanted to further grow that presence while saving on shipping and exporting costs. The proximity to the company's Waterloo headquarters was also a convenient factor. Invest Buffalo Niagara (InBN) helped set up meetings with cross-border experts and service providers. InBN also managed the project's site search and supplied supporting workforce data.

Within four years, Avanti Advanced Manufacturing has expanded on top of its original 20,000 sq. ft. building, adding a second building of 80,000 sq. ft., both in the city of Buffalo.

"I would have never guessed I'd be this busy in my Buffalo Niagara facility," Wei said.

PROJECT TYPE:

Advanced Manufacturing

JOBS: 12 New

INVESTMENT: \$2,500,000

REQUIREMENTS:

- Connections with local experts on cross-border logistical concerns
- Suitable manufacturing facility with swift and easy Canadian access

“From the first call, InBN put me in touch with all the necessary personnel so things could move quick and swiftly. Even today, everytime I have a question, I go right to Carolyn. If it's not something she can directly answer, she knows who can.”

- Jim Wei, President