



BUFFALO NIAGARA SUCCESS STORY

AMDOR LLC. a division of Whiting Group of Canada

Investment: \$5.5M Jobs: 28

COMPANY OVERVIEW:

Headquartered in Burlington, Ontario, Whiting Group is an advanced manufacturer with multiple divisions and facilities including Lancaster, NY. The company needed to expand its AMDOR division, which manufacturers roll up doors for fire apparatus, ambulances and other specialty vehicle applications. AMDOR considered expanding at its existing facility in Burlington, or establishing its first U.S. site in Buffalo Niagara, Wisconsin or Florida.

PROJECT CHALLENGE:

AMDOR weighed several critical priorities in their relocation decision, including:

- Cost effective location, including infrastructure, workforce and facility
- Existing building or build-to-suite options that could meet budget and timeline expectations
- Available and talented workforce
- Close proximity to Canadian headquarters

PROJECT SOLUTION:

Invest Buffalo Niagara helped AMDOR complete a real estate search for their new facility. In addition, employee wage data, worker availability and potential benefits costs based on the specific job positions and descriptions were provided for the potential expansion. Through the help of Invest Buffalo Niagara and other regional agencies, the company gained a better understanding of Buffalo Niagara's incentive process and completed various incentive applications, meeting required deadlines. AMDOR applied for and received benefits from Lancaster Industrial Development Agency (Lancaster IDA), Empire State Development (ESD), New York Power Authority (NYPA), and New York State Energy Research and Development Authority (NYSERDA). To ensure the company had the needed utilities and supply, Invest Buffalo Niagara connected AMDOR with New York State Electric and Gas Corporation and National Fuel.

AMDOR chose Buffalo Niagara for their first U.S. location and purchased a 21,000 sq. ft. existing facility on eight acres in Lancaster, NY with plans to complete a 10,000 sq. ft. addition. The company will hire 28 full time employees over the first five years and invest \$5.5M into the new facility.



Jeff Rohdes & Bruce Whitehouse at AMDOR in Lancaster, NY

“Proximity to our existing operations and U.S. customers made expansion to Buffalo Niagara a wise choice. This investment is vital to our strategy of delivering superior performance for our customers, employees and the company. We very much appreciate the support and guidance provided by the Invest Buffalo Niagara team and their partner agencies. We look forward to becoming a part of the local community.” - Bruce Whitehouse, President & Owner

