

Growth on the horizon

SDC poised for success in growing energy market

Ultra-High-Purity (UHP) specialty gas equipment may not seem like a terribly sexy topic, but what it's doing for our region is downright steamy.

In fact, Stainless Design Concepts (SDC) in Saugerties not only caters to high-tech, Fortune 500 firms like GE Global Research, Dow Corning and the NASA/Glenn Research Center, but it's enjoyed sales in excess of \$190 million since it got started 20 years ago.

The company, located at a 25,000-square-foot facility on King's Highway, specializes in making UHP gas and chemical delivery systems for state-of-the-art, high-tech fabrication processes, offering complete gas and chemical delivery product lines that range from cutting-edge to budget basic.

SDC, a division of CVD Equipment Corp. of Ronkonkoma, N.Y., was acquired by CVD in 1998 in an effort to take advantage of the synergy between its expertise and the mission of its parent company.

CVD Equipment Corp. manufactures chemical vapor deposition and other custom-research equipment for high-tech companies. Many of these systems require UHP gas delivery systems and technology.

Kevin Collins, SDC's manager of business development and marketing, said the company is known for its quality and innovation.

"Customers now recognize SDC's gas management systems and application-specific chemical systems among the most safe, reliable and cost-conscious available," Collins said.

"What differentiates SDC from our competition is our intimate understanding of each customer's point-of-use process applications.

"We've designed and built process gas jungles, gas cabinets, valve manifold boxes, gas blending systems and vapor generation systems for the world's leading high-tech equipment manufacturers and end users, including dozens of Fortune 100 and 500 firms, R & D institutions and government agencies. It truly is exciting and rewarding to work with such top-notch folks from around the globe," he added.

That's not the end of the story for SDC. According to company officials, it's planning to grow through strategic partnerships and product expansion.

"We've aligned ourselves as private label manufacturers for much larger gas and chemical

MEMBER PROFILE

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- Kevin Collins



Kevin Collins, General Manager, SDC

distributors and manufacturers," Collins said.

"Teaming with other companies creates a dynamic new dimension to our already well-established industry foothold."

SDC anticipates expanding its product line in six months, and later this year, it plans to join forces with its parent company to manufacture vacuum chambers and custom-process tools.

"On the 'new-tech' side of things, we are focusing on some neat renewable energy opportunities. While SDC has been making solar film support equipment for some time, in late 2009, we will see a major expansion of SDC into that space.

"Working as a subcontractor to our parent company, SDC will play a major role in designing and furnishing equipment for a major glass-coating turnkey package. This system, more than a \$10 million system, will be delivered to the Pac Rim," Collins explained.

Additionally, the company is well-poised for the growing photovoltaic and energy frontiers.

"Our people, experience and background make us very confi-

dent about our potential in the one- to three-year regime. After that, it could be even better," Collins said.

"In truth and in spirit, SDC is now built to be successful in whatever business climate exists. SDC is highly responsive to emerging trends.

"We see the future as offering a multitude of opportunities. We now have a rolling start into the new-tech areas, and I think we are flexible enough to adapt to whatever the future holds."

The company was recently awarded a \$400,000 grant from NYSERDA to research and develop a more efficient tin oxide coating for use on solar panels.

The product is a low-cost, low-energy process coating for solar panels.

"We are in the end stages of building a unique tool for this application as we speak," Collins said.

"SDC will be supplying the support equipment for these tools. Once the coating process is proven successful and equipment is ordered, SDC will be manufacturing the gas delivery, liquid delivery and exhaust abatement systems that support them. It's going to be an exciting endeavor, and we're looking forward to it."

Right now, the company employs 23 people at the

Saugerties plant, but officials expect that number to grow as manufacturing capabilities expand.

All told, SDC employs about 130 people worldwide, and that includes workers at CVD Equipment Corp. and First Nano (its sister division).

A majority of them work in New York at the two manufacturing sites or at the new laboratory.

The lab itself is a \$3.5 million investment in New York State. It was completed this January.


SDC proudly endorses the Ulster Chamber's thrust of doing business locally.

Not only does it support area businesses by buying most of the equipment parts and sheet metal locally, but it helps to create and maintain jobs in the Hudson Valley.

"During our travels around the globe, we not only promote our products, but we endorse the Hudson Valley, too.

"With companies such as SpectraWatt, Prism Solar and Global Foundries building facilities here, we'll continue to prove to the world that the Hudson Valley is truly the tech place to be," Collins said.

SDC is located at 1117 Kings Highway in Saugerties. To learn more go to www.stainless-design.com.



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