



# MANUFACTURING AWARDS

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## EXPORTING

### CONAX TECHNOLOGIES LLC

2300 Walden Ave., Cheektowaga, NY 14225 • [conaxtechnologies.com](http://conaxtechnologies.com)

- ▶ **Robert Fox, CEO**
- ▶ **Key executive**
  - William Fierle, senior operations manager
- ▶ **Manufactured products:** Conax makes temperature sensors, sealing glands and related products for a number of industrial market applications including aerospace, pharmaceuticals, semiconductor, power generation, petrochemical and general industrial.
- ▶ **Founded:** 1953
- ▶ **Employees, local:** 140
- ▶ **Employees, worldwide (includes WNY):** 150
- ▶ **Key event in company history:** The company became privately held in 1997 when it was divested by former ownership. Products are sold nationally and internationally. Major accounts include Siemens

and GE. Manufacturing operations are conducted in a facility of about 100,000 square feet on a single-shift basis.

- ▶ **Plans for 2019 and beyond:** The company introduced Inventory Optimization, a program designed to drive inventory turns to 12 times in the coming year. Conax also utilizes a Knowledge Management System (WIKI) that helps to develop technological solutions that are tech searchable and achievable.
- ▶ **Interesting fact:** Worldwide, the company employs 150 including unionized (IUE) production workers. They are ISO 9001:2015 and AS 9100 Rev D certified. There is a plant in Arizona and a sales office in Shanghai. Overall sales increased 10 percent in 2018 and are projected to grow by 30 percent this year.

