

Appendix H

Firm	City	Product or Service	Contact	Phone	Interviewed?
Machine Shop Technologies	Pittsburgh	education	Frank Sanns	(412) 922-2602	Yes
Manufacturers and Traders Trust	Buffalo	commercial bank	purchasing dept.	(716) 842-4200	
Marine Midland Bank	Buffalo	commercial bank	purchasing dept.	(716) 841-2424	
Martin Marietta Co.	Syracuse	aerospace	Robert J. Martin	(315) 793-6032	Yes
Miles Corporation	Pittsburgh	chemicals	Julie Steding	(412) 777-2321	
Moog Inc.	Buffalo	precision control parts	Susan Valois	(716) 652-2000	
National Fuel Gas Co.	Buffalo	gas and oil	John Mayberry	(716) 857-6933	
New Hartford Advertising	Syracuse	advertising products	Chris Klumpach	(315) 699-6310	Yes
New Venture Gear, Inc.	Syracuse	transmissions	purchasing dept.	(315) 432-4000	
NFTA/NFT Metro System Inc.	Buffalo	transportation system	purchasing dept.	(716) 855-7300	
Niagara Mohawk Power Co.	Syracuse	utility	Mike Kane	(315) 428-6656	
NY State Electric & Gas	Binghamton	utility	Al Costello	(607) 729-2551	
P&C Food Markets	Syracuse	food stores	Dick Hall	(315) 463-0354	
Pennex Products	Pittsburgh	pharmaceutical	Sally Heur	(412) 362-5650	Yes
Pennwalt Corporation	Rochester	pharmaceutical	purchasing dept.	(716) 475-9000	
Power Piping Company	Pittsburgh	pipe and pipe hangers	purchasing dept.	(412) 323-6200	
PPG Industries, Inc.	Pittsburgh	chemicals	Larry Gallanter	(412) 434-3076	
Praxair Inc.	Buffalo	industrial glass	purchasing dept.	(716) 879-2000	
RF Harris Communications	Rochester	electronic equipment	purchasing dept.	(716) 244-5830	
Rich Products Corp.	Buffalo	frozen foods	Dick Dearborn	(716) 876-8000	
Robicon Corporation	Pittsburgh	electronic control devices	John Duffy	(412) 327-7000	
Rochester Community Savings	Rochester	commercial banking	Amy Cutrona	(716) 258-3000	Yes
Rochester Gas & Electric	Rochester	utility	Charlotte Lammes	(716) 546-2700	
Rochester Midland Corporation	Rochester	industrial chemicals	Mary Thoms	(716) 336-2200	Yes
Rockwell International	Pittsburgh	actuators, clamps, valves	purchasing dept.	(412) 247-3000	
Roswell Park Cancer Institute	Buffalo	treatment center	Doris Martin	(716) 845-5744	
Scrivner of New York	Buffalo	wholesale and retail food	Bob Giraffa	(716) 668-7200	
State of NY Central Purchasing	Albany	state government	Lou Renbano	(518) 474-5435	Yes
State University of NY Health Ctr	Syracuse	education, health care	Kay Frank	(315) 464-5540	
State University of NY-Buffalo	Buffalo	education	John Grabowski	(716) 645-2681	Yes
State University of NY-Plattsburgh	Plattsburgh	education	Roy Garrant	(518) 564-2000	Yes
Strong Memorial Hospital	Rochester	health care	purchasing dept.	(716) 275-2121	
Syracuse University	Syracuse	education	Bob Martin	(315) 443-5748	
Tops Markets, Inc.	Buffalo	convenient stores	Robert Jasinski	(716) 823-3712	
United Health Services, Inc.	Binghamton	hospital management	Fran Olsa	(607) 763-6172	Yes
Universal Instruments	Binghamton	electronic production equip.	Joyce Smith	(607) 772-7412	
University of Pittsburgh	Pittsburgh	education	George Bernarski	(412) 624-6202	
University of Rochester	Rochester	education	purchasing dept.	(716) 275-2002	
Wegmans Food Markets, Inc.	Syracuse	food & pharmacy stores	purchasing dept.	(315) 622-1621	
Welch Allyn, Inc.	Syracuse	medical instruments	Laurie A. Wheeler	(315) 685-4451	Yes
Westinghouse Corporation	Pittsburgh	electronics	purchasing dept.	(412) 788-5750	
Williams & Company, Inc.	Pittsburgh	welding products	Mary Majeski	(412) 237-2211	
Woodings-Verona Tool Works	Pittsburgh	iron products	Michael Kosobucki	(412) 828-7000	Yes
Wyeth-Ayerst Research	Plattsburgh	chemicals	Roy Garrant	(518) 297-6611	Yes
Xerox Corporation	Rochester	business machines	purchasing dept.	(716) 423-5090	