

1992

Springfield Business Retention and Visitation Program

UMass Amherst Center Economic Development

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**SPRINGFIELD BUSINESS RETENTION AND
VISITATION PROGRAM**

**GREATER SPRINGFIELD CHAMBER
OF COMMERCE**

FALL 1992

**Principal Investigator
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The Center for Economic Development wishes to thank the
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SPRINGFIELD BUSINESS RETENTION AND VISITATION PROGRAM

The purpose of the Springfield Business Retention and Visitation Program sponsored by the Springfield Economic Development Corporation, was to create a data-based system through which Springfield could identify the needs and concerns of local businesses in an effort to enhance the business climate. This system would be used by the Greater Springfield Chamber of Commerce to assemble and analyze specific types of business-related information, develop company profiles, develop an early warning program, and in general generate a greater understanding of how the Springfield area is perceived as a place to do business. Such an understanding would be useful in preventing potential business closings and employee layoffs, and in finding ways to attract new companies to the area. The specific goals of this project were to:

1. Develop a comprehensive survey instrument which would identify and organize the collection of important indicator information concerning the business environment in the Springfield area,
2. Conduct initial background research on 25 - 30 important local businesses, as identified by the Greater Springfield Chamber of Commerce. These local businesses would then be interviewed in much greater detail, using the survey instrument as a guide,
3. Develop a computer program which would permit the Greater Springfield Chamber of Commerce to examine the key indicator information collected during the background research and the interview, and determine which characteristics of the local business environment require attention, and
4. Prepare a brief how-to manual on computer procedures to be used in analyzing and enhancing the value of the collected data.

Survey Instrument

The survey instrument (see appendix A) was developed through joint cooperation by staff of the Center for Economic Development at the University of Massachusetts, and the Greater Springfield Chamber of Commerce. Specific questions were carefully selected for inclusion on the survey based on the expectation that they would address the crucial issues facing local businesses, and would thus be most useful to determining the state of the local business climate. Most of the questions and response categories were designed so that answers could be readily quantified (closed ended) and later be computer analyzed. Other questions were open ended, which allowed persons being interviewed to expand on issues in ways not anticipated.

The intention is for select members of the Greater Springfield Chamber of Commerce to conduct face-to-face interviews with leaders of area businesses, and to subsequently convert the interview material to the structured survey instrument format. The information would then be standardized, and could be input into the computer for later analysis.

Background Research

It was felt that prior to the face-to-face interviews between members of the Greater Springfield Chamber of Commerce and the area businesses, background research should be conducted to provide an initial profile of the business of initial interest. Information was collected on topics such as S.I.C. codes, annual sales, current employees (see Appendix D). Sources of the information included Million Dollar Directory, Microcosm, and General Businessfile (InfoTrac)(see Appendix D). This background information was entered directly onto the survey instrument so as to be immediately available to the interviewer prior to the actual interview. Each interviewer would thus have a general understanding of the business and its current status (as best could be determined) prior to entering into the actual interview.

Data Analysis

The data, based on the background research and face-to-face interviews, would then be quantified and input into a computer for analysis. An important aspect of the analysis will be the ability to identify specific characteristics of the business environment which are or could be deemed detrimental to the attraction and or retention of businesses in the Springfield area. The computer software therefore needed to be set up and be sufficiently flexible to permit the various desired analyses. Staff at the Greater Springfield Chamber of Commerce will have the ability to generate frequency distributions and average response values of the survey questions. In addition, subsets of the data can be selected and analyzed separately, or in comparison with other subsets.

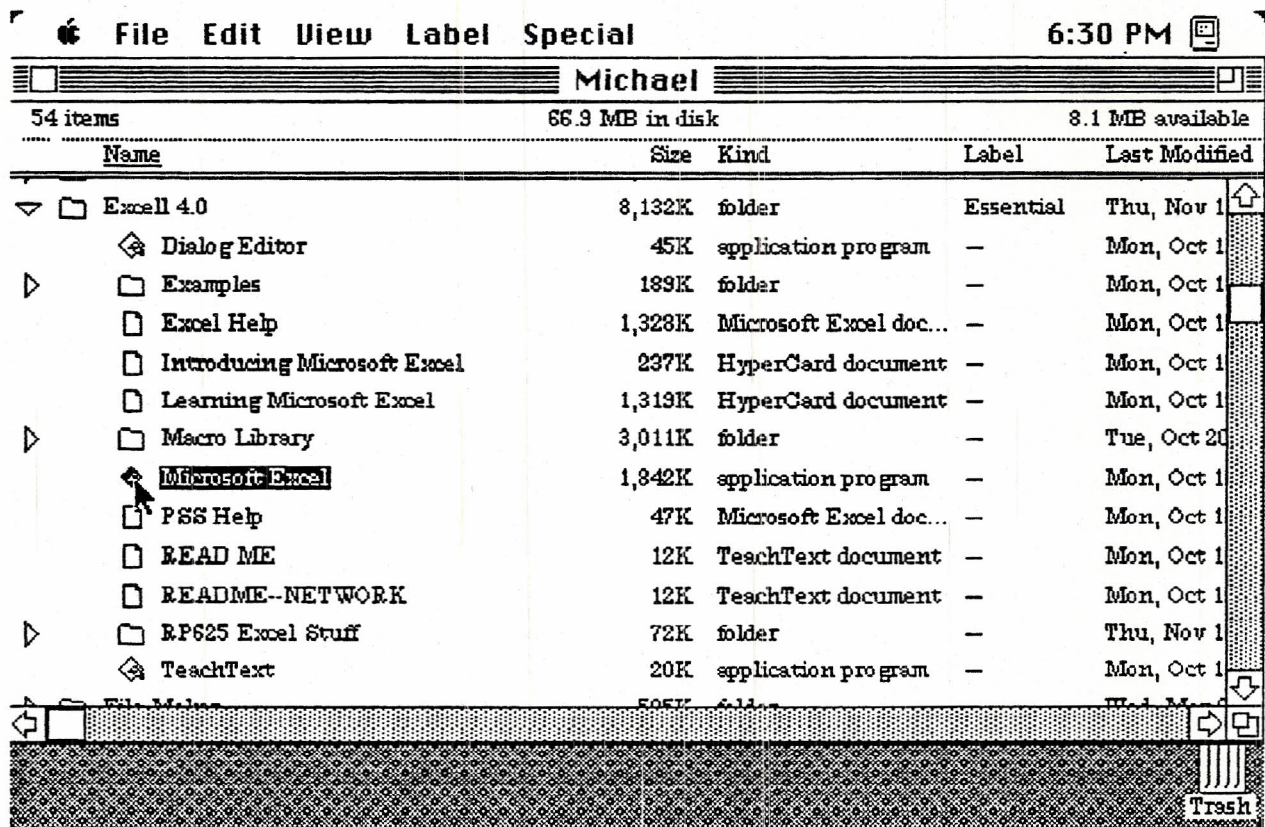


Figure 1. Macintosh Window;

The program used for analysis purposes is Microsoft Excel. This program can be opened by double-clicking on the highlighted icon titled Microsoft Excel. see Figure 1.

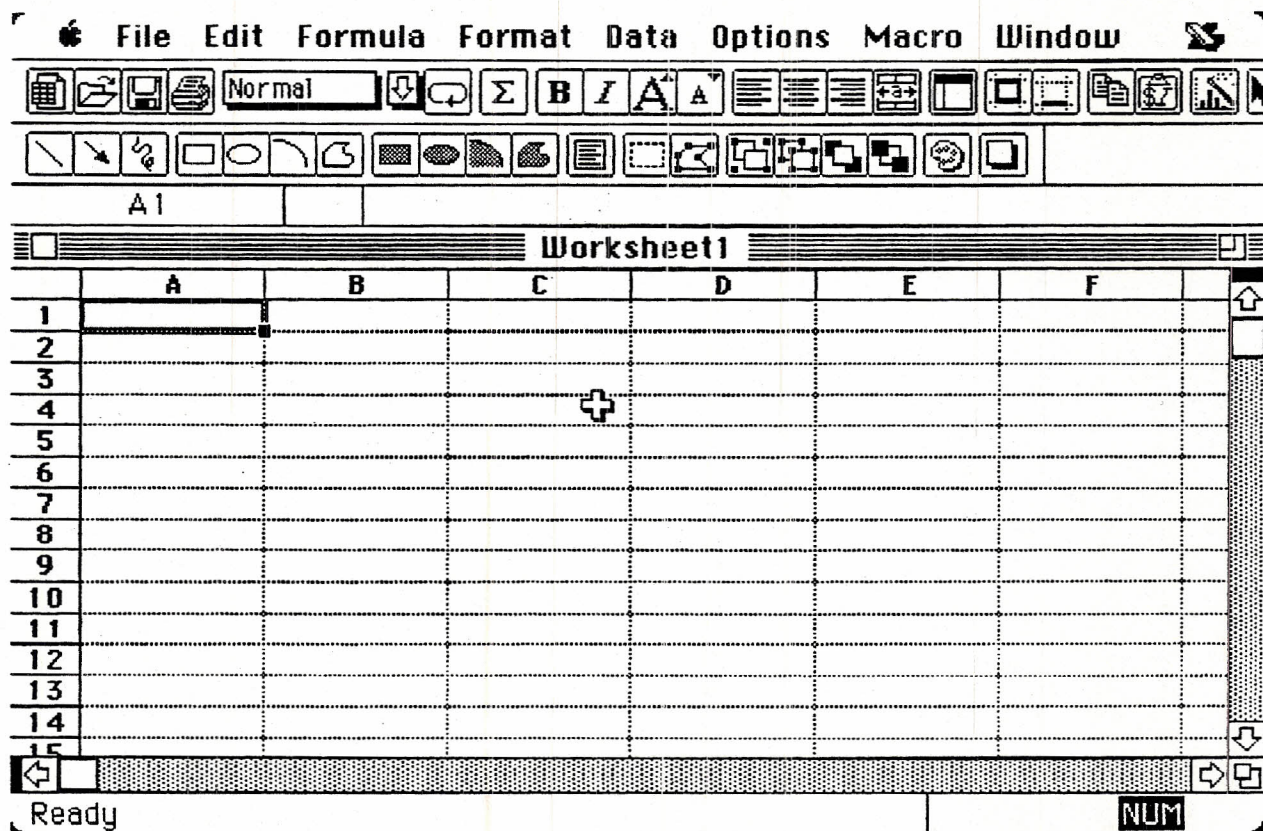


Figure 2. Empty Datasheet;

Once the program is selected it will display an empty datasheet, as seen in Figure 2.

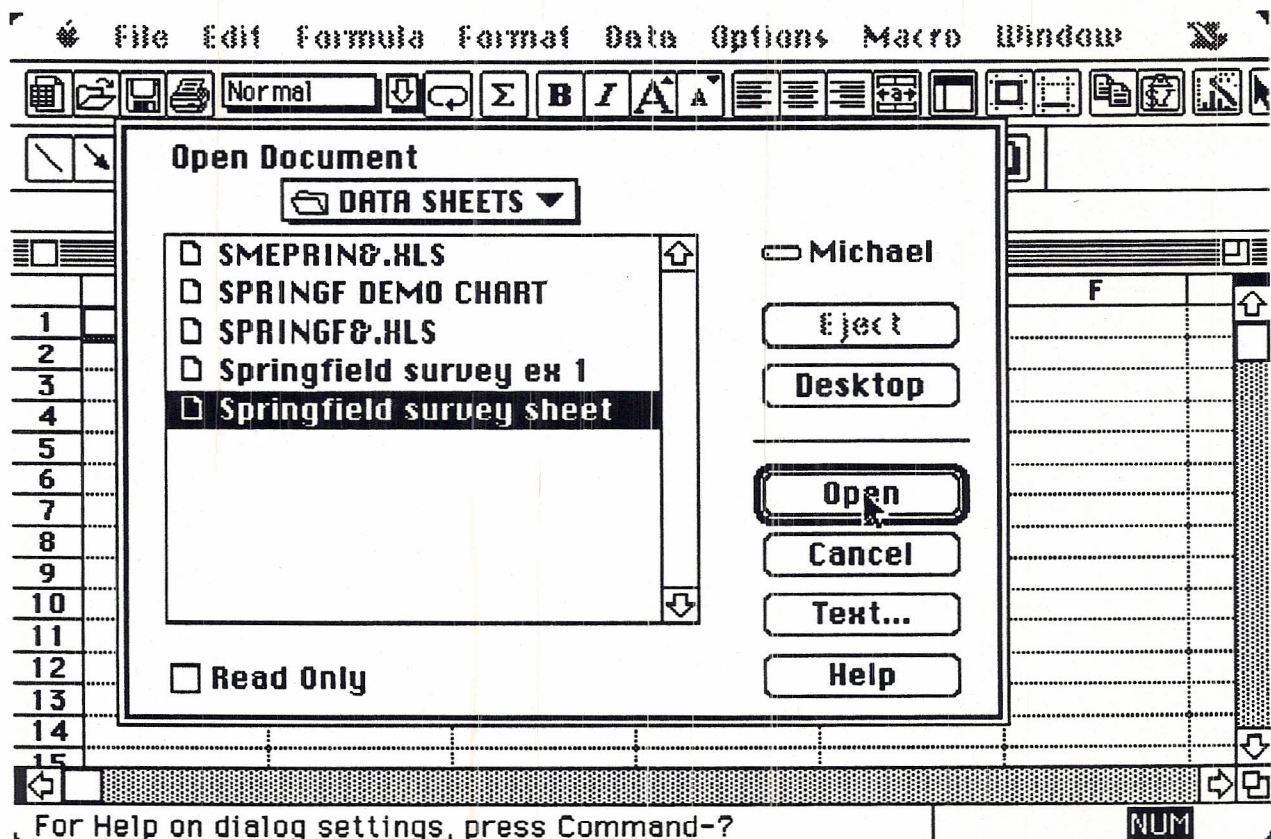


Figure 3. Open Document;

To select the correct document you wish to work on, open the menu above, select **File**, and click "**Open**". This command will display the above (open document) box. Once this is open you must select the correct folder, then highlight the correct file. In this case the correct file is Springfield survey sheet see Figure 3. After this is highlighted, click "**Open**" and this document will be opened by Excel.

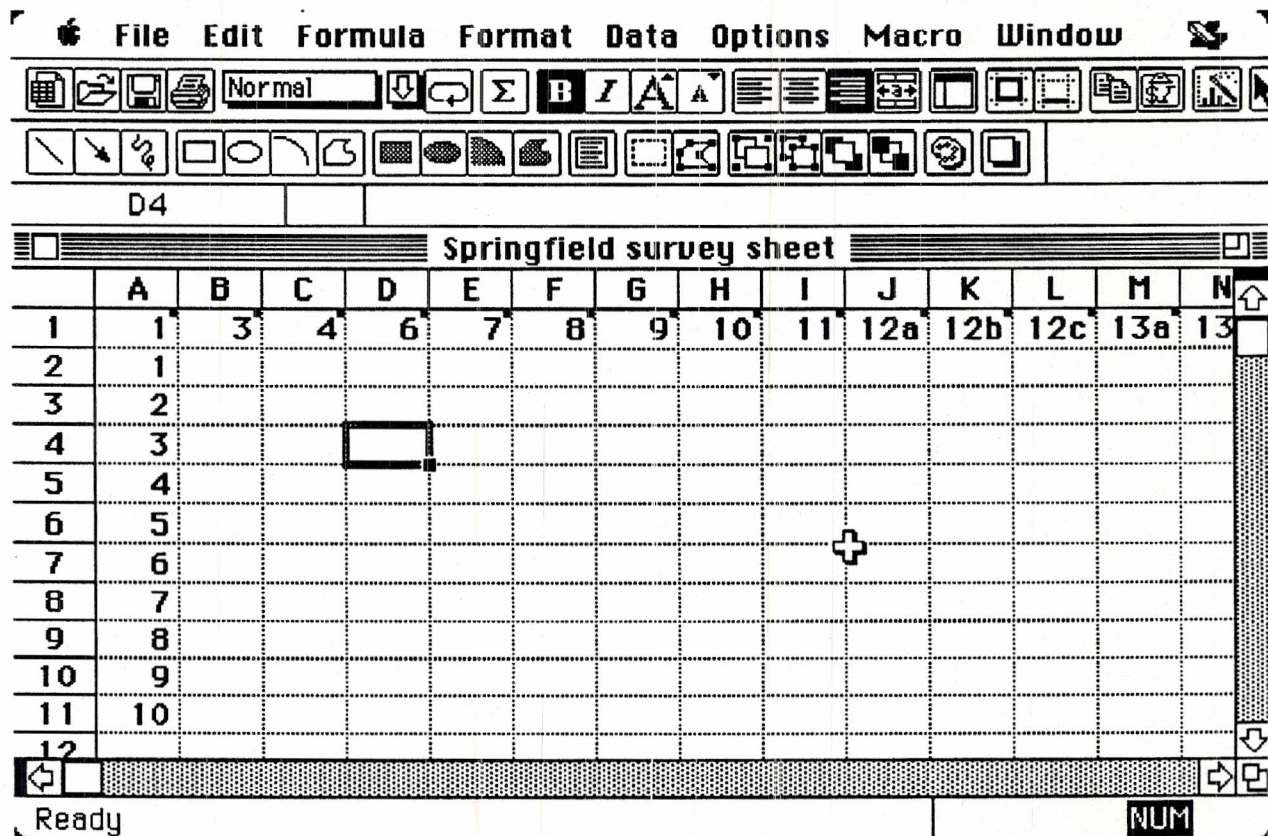


Figure 4. Springfield Survey Sheet;

This is the correct document that you wish to work on see figure 4. However, this is only the format; the individual data needs to be entered for each of the companies. Ten companies have been started under question one see survey instrument, Appendix A. The companies are listed by identification number for reasons of confidentiality.

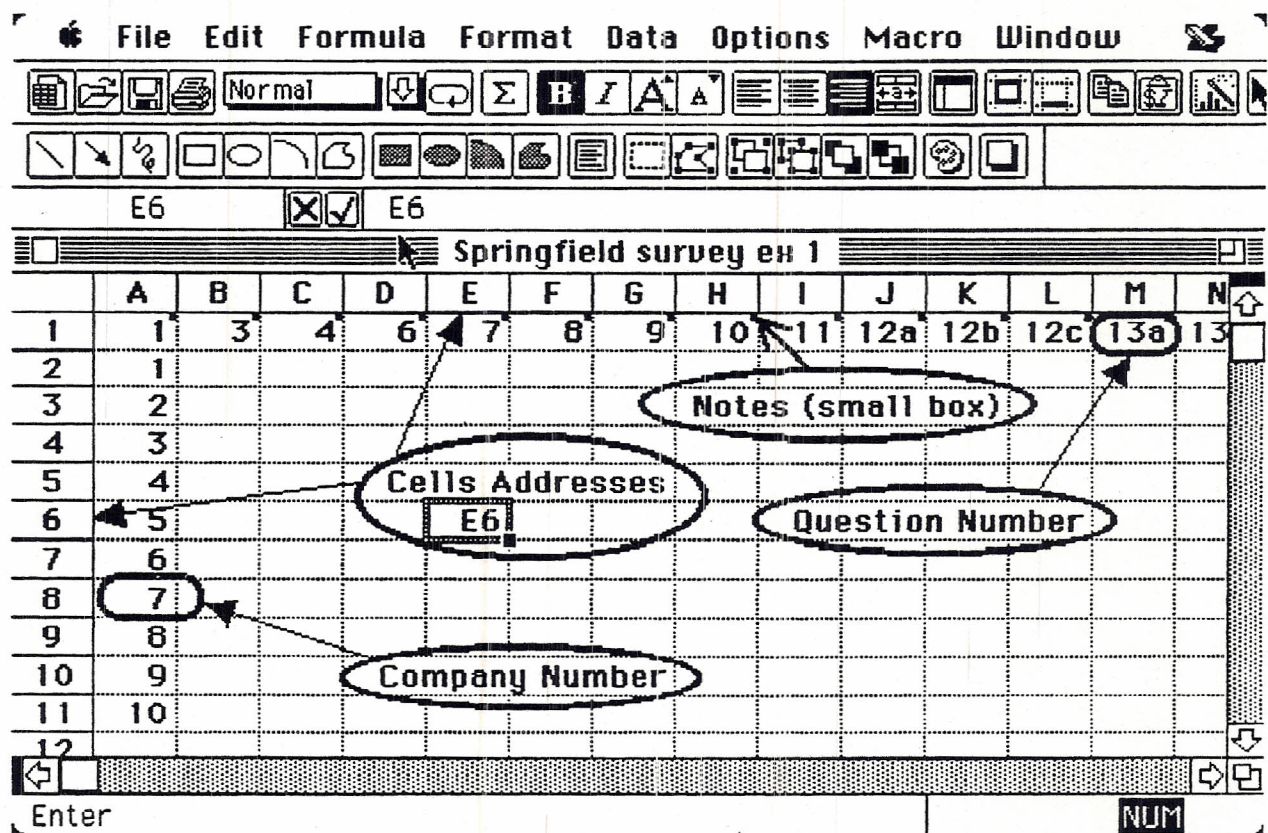


Figure 5. Datasheet Familiarization;

The above is provided to familiarize yourself with the spreadsheet, see Figure 5. First, each cell has its own name or identity, called the cell address. The columns are identified by letters. These letters are listed horizontally and run through the alphabet A through Z. The rows are numbered downward in increasing order. Cells are first identified by the column, then the row. As seen in Figure 5, cell E6 is identified. The format of this spreadsheet has the question number from the survey listed along row 1, with each column representing a different question. The company number is listed along column A with each row represents a different company. As can be seen company 7 and question 13a are selected. The other item that has been made reference to above are notes. Each cell has the capability of having information assigned to it. This information can be recalled or printed independently. Once information has been assigned to a cell, a small black box is located in the upper right corner of the cell, as seen in Figure 5. To assign notes to a cell, first select the desired cell, then under Menu select Formula and click on Note. This will display a note box which the information can be assigned.

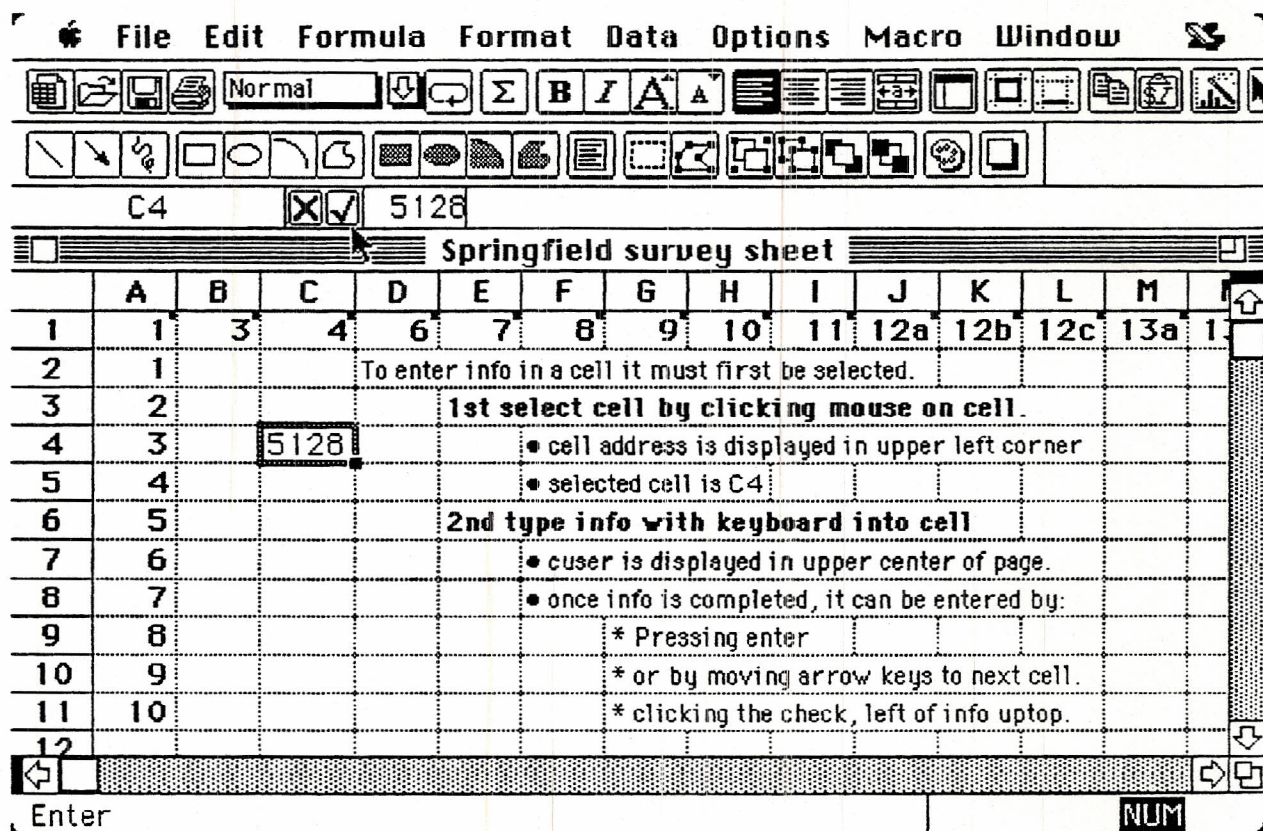


Figure 6. Entering Data;

The procedure for entering data into a cell is listed above. To change information already in a cell, you must first select cell then retype the information or move the cursor to the upper center of sheet to the right of the check then retype, see information in Figure 6..

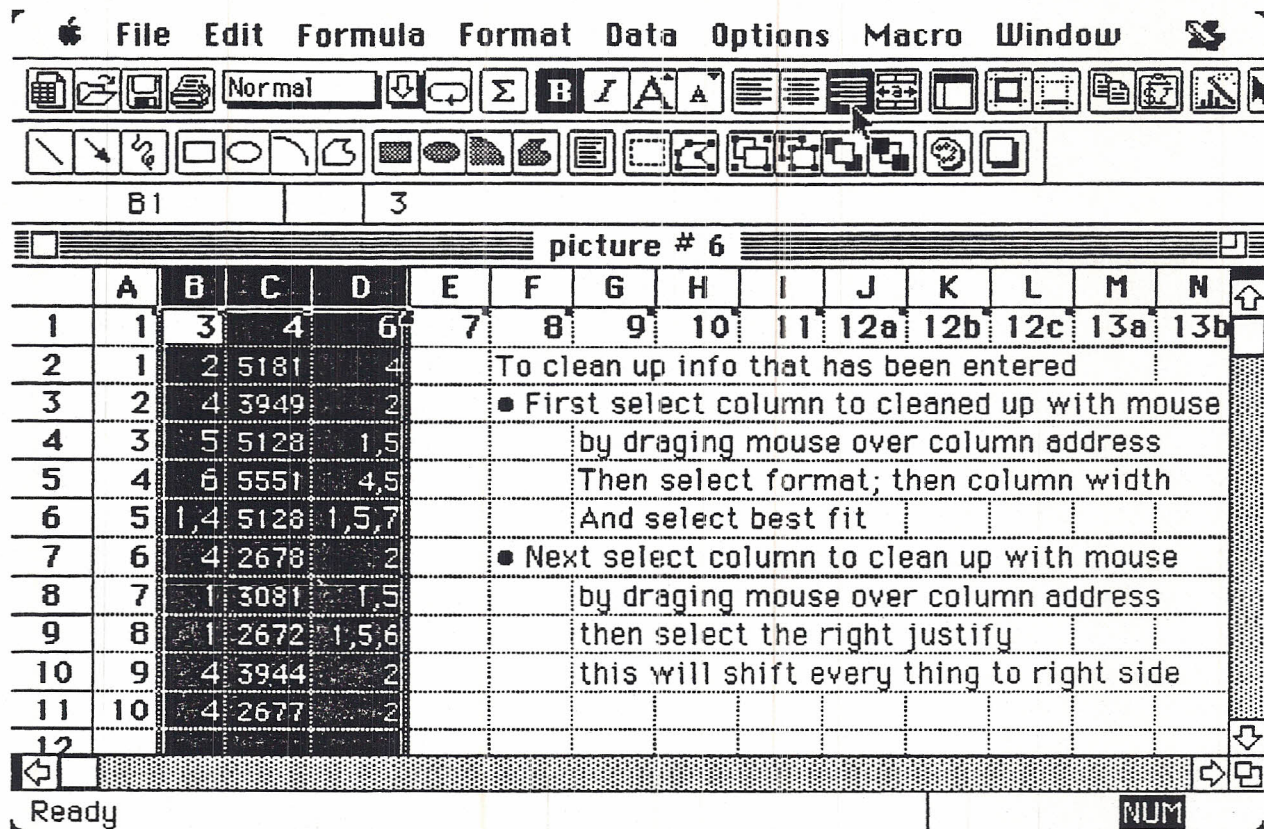


Figure 7. Cleaning Process

The above Figure 7 describes how to clean up your spreadsheet. In order to customize the information you first need to highlight what is to be changed. Once it is selected you can make it bold, or change the font size, by clicking the appropriate formatting box above.

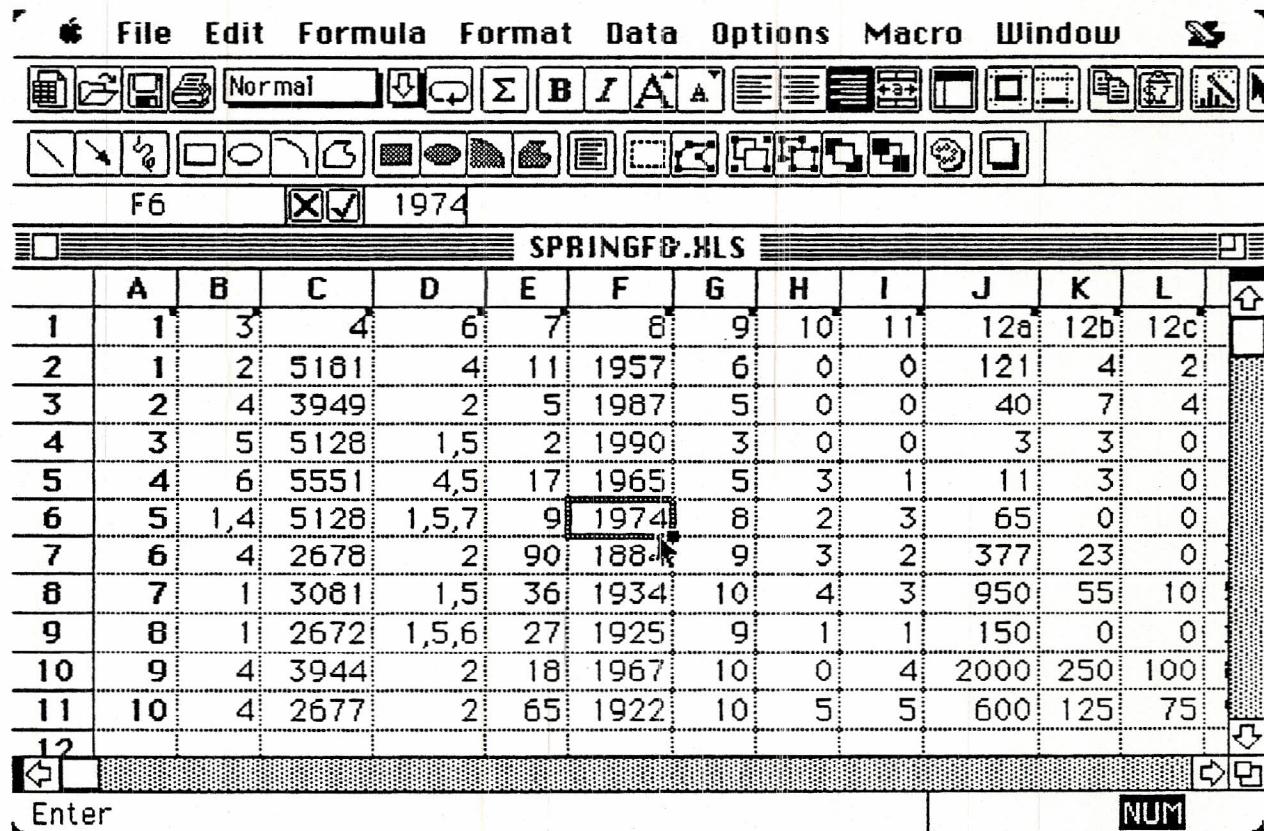


Figure 8. Complete Spreadsheet;

After entering the data, your spreadsheet will look similar to Figure 8. The next step is to analyze the data.

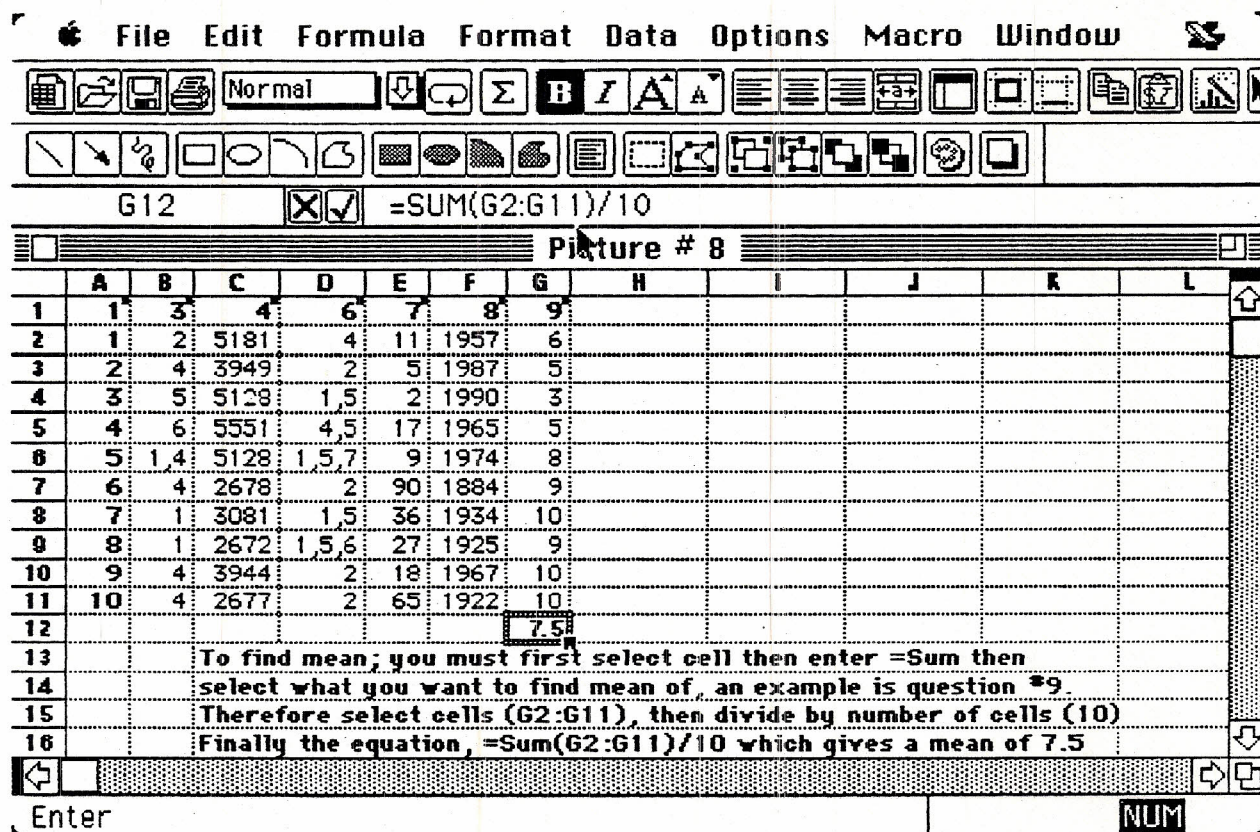


Figure 9. Mean Calculation;

One way to analyze your data is to calculate the mean response to a question. This procedure is described in Figure 9 above.

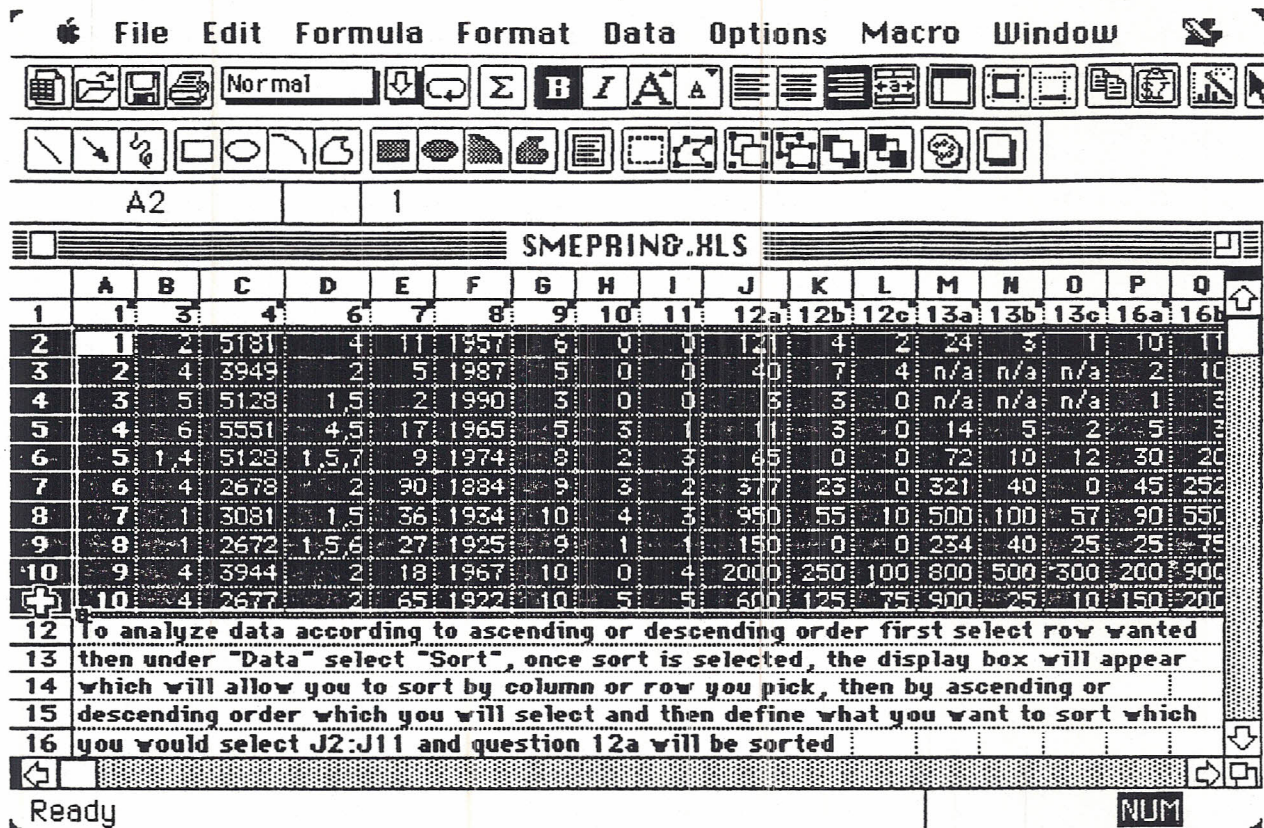


Figure 10. Sorting Command:

Another analysis option might involve sorting your data. See Figure 10 for sorting directions.

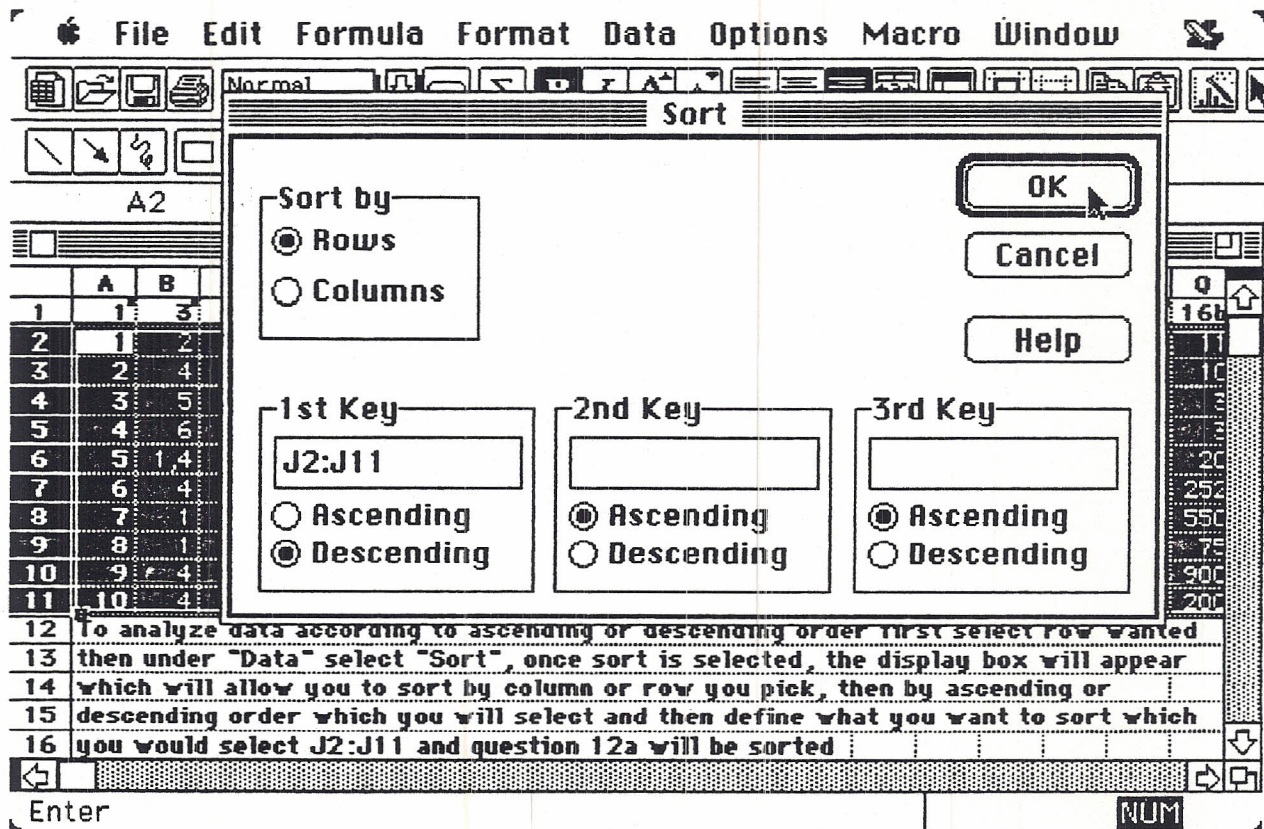


Figure 11. Sort Box;

This is what the sort box will look like. The first key will be changed accordingly see Figure 11.

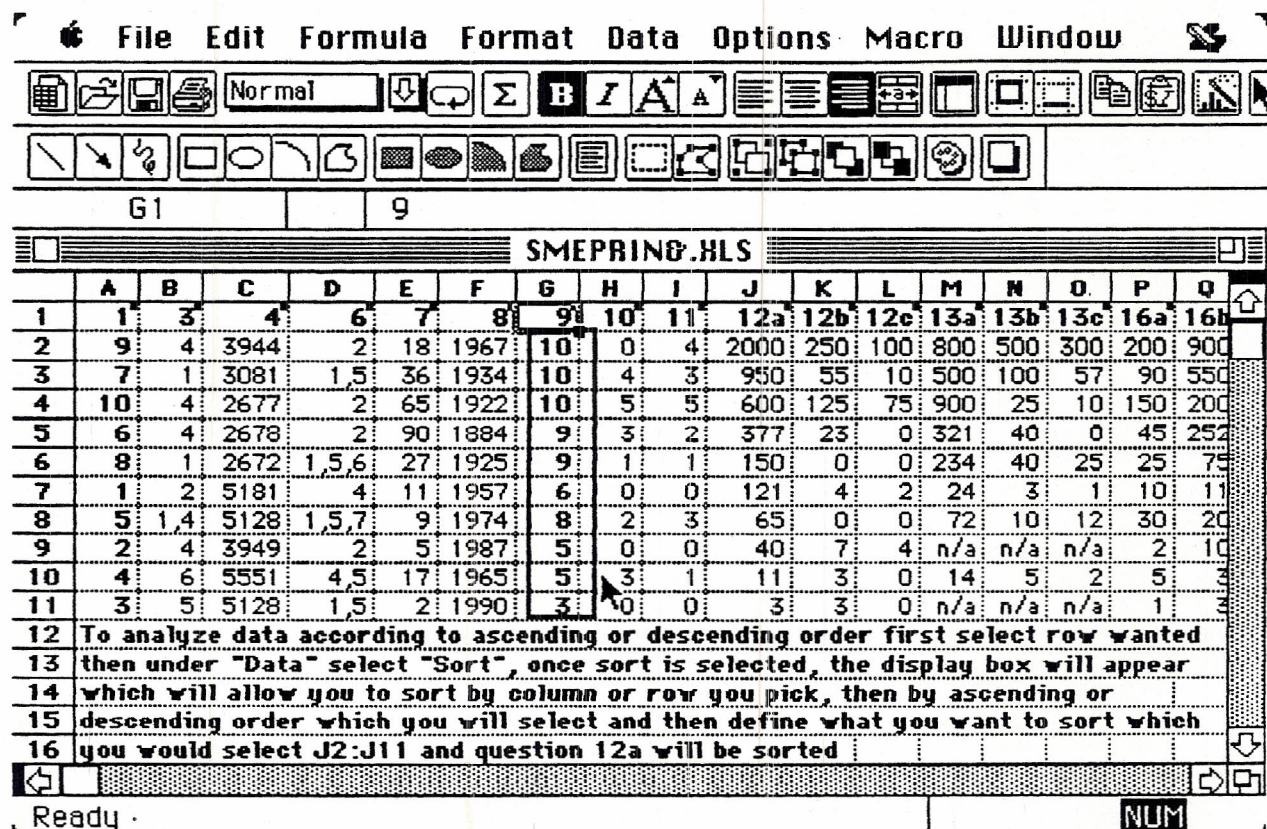


Figure 12. Sorting Result;

The result of sorting on question nine will look like the above see Figure 12.

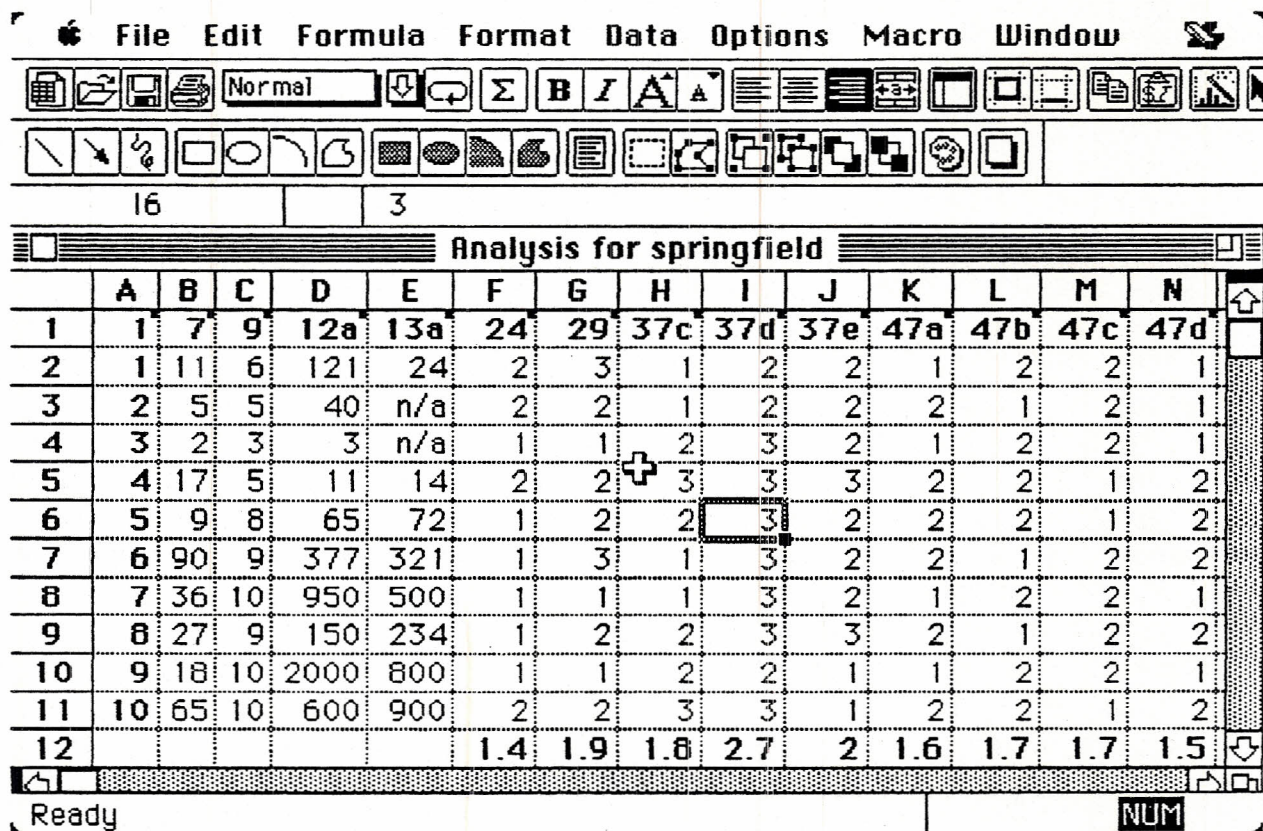


Figure 13. Analysis;

Figure 13 is used to describe types of analysis that can be accomplished with Excel. The question chosen for this example are listed in note form on the page 17. Since the basis for this project is business retention for the city of Springfield questions 1,7,9,12a,13a,24,47a,47b,47c,47d were chosen to describe the companies transportation with questions 29,37c,37d,37e and see if this is related to the companies problem or benefits. These questions were extracted through a process of cut and paste in which the question (column) were selected and then under the Menu, Edit was chosen then by selecting Delete it was deleted.

IMPORTANT NOTE: always back up the original file, save on a disk and when extracting is completed under file choose "Save As" and then rename new material so as not to erase original file.

Note: 1. Company Name, Address, Telephone

Note: 7. How long has your company been at this location?

Note: 9. Annual sales

Note: 12a. Number of Current Employees: Fulltime

Note: 13a. Number of Current Employees: Full time

Note: 24. Has your firm increased its gross sales from last year? Yes/No

Note: 29. In regard to the shipping/distribution of these materials, or components to you, which mode of transportation is most important to meeting your production schedule? 1) Truck, 2) Rail, 3) Air

Note: 37c. C) Truck Transportation

Note: 37d. D) Rail Service

Note: 37e. E) Air Transportation

Note: 47a. In the next and to two years, do you intend to 1) Expand

Note: 47b. 2) Stay about the same size

Note: 47c. 3) Decrease operations

Note: 47d. 4) Modernize or improve present building or equipment.

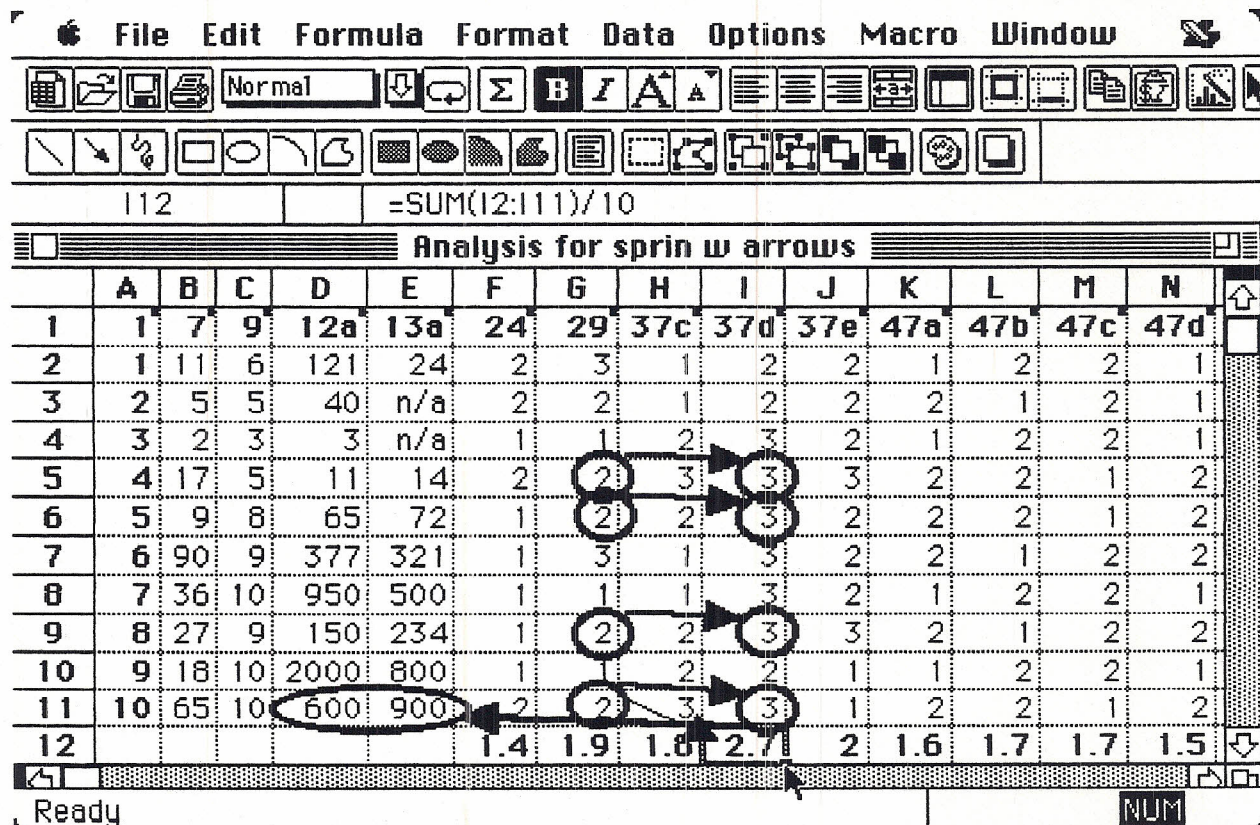


Figure 14. Possible Questions;

As can be seen from Figure 15 the mean to question 37d is very high and needs to be looked into. Since this question is in regard to how the company rates rail service in Springfield the next thing to do is to find out what compaies use rail as their primary sorce of transportation, this is stated in question 29. Therefore companies 4,5,8 and 10 show rail as being their primary sorce of transportaion and they also describe rail as being poor. By analyzing the companies it can be seen that company 10 is one of these and by looking at question 12a and 13a it can be seen that this company has lost 300 wokers in the last five years. Also from question 47c it can be seen that company 10 plans on decreasing its operation. A question that needs to be asked is rail the cause of lost jobs for this company and also the future decrease of the company.

Appendix A:

Survey

Business Retention and Visitation Program Survey

Company Name: _____

1. Address: _____

Telephone: _____

2. Please list parent company and address if applicable.

Address: _____

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 MANUFACTURER
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER _____

4. What is your Standard Industry Codes?

NUMBER

DESCRIPTION

5. Names and titles of officers and key personnel:

NAME

TITLE

6. Special features: (circle all that apply).

- 1 PRIVATE COMPANY
- 2 PRIVATE SUBSIDIARY
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 EXPORTER
- 6 IMPORTER
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded _____ Year

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 \$500,001 TO \$1,000,000
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 \$6,000,001 TO \$10,000,000
- 7 \$10,000,001 TO \$20,000,000
- 8 \$20,000,001 TO \$35,000,000
- 9 \$35,000,001 TO \$50,000,000
- 10 \$50,000,001 AND ABOVE

10. At how many other company locations does this company do business? (circle only one).

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located? (circle only one).

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

- _____ FULL TIME EMPLOYEES
- _____ PART TIME EMPLOYEES 21-39 HR/WK
- _____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

13. Number of Employees five years ago:

_____ FULL TIME EMPLOYEES
_____ PART TIME EMPLOYEES 21 - 39 HR/WK
_____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

14. What professional and skilled occupations does your firm utilize (i.e.: engineer, scientists)?

1) _____
2) _____
3) _____

15. What unskilled occupations does your firm utilize (i.e.: laborer, janitor)?

1) _____
2) _____
3) _____
4) _____

16. Please estimate the number and percentages of people that you employ at each of the following levels:

	NUMBER	%
PROFESSIONAL	_____	_____
SKILLED	_____	_____
SEMI-SKILLED	_____	_____
ENTRY-LEVEL	_____	_____

17. Do your employees require additional training after hire?

1 YES
2 NO

If YES, how is the training accomplished?
(Please circle all that apply).

1 IN-HOUSE BY COMPANY
2 2 YEAR COMMUNITY COLLEGE
3 4 YEAR COLLEGE
4 TRADE SCHOOL
5 WORKSHOPS
6 UNION PROGRAMS
7 OUTSIDE CONSULTANTS
8 OTHER _____

18. Are you aware of (but not using) training programs that could benefit your company?

1 YES
2 NO

19. Have you ever obtained new employees from these local educational programs?

1 YES

2 NO

If YES, where?

1 LOCAL HIGH SCHOOLS (specify) _____

2 LOCAL COLLEGES 2 YEAR _____

3 LOCAL COLLEGES 4 YEAR _____

4 OTHER INSTITUTIONS _____

20. What is your opinion of these local institutions?

HIGH SCHOOLS..... 1 FAVORABLE 2 UNFAVORABLE

COLLEGES (2 YEAR)..... 1 FAVORABLE 2 UNFAVORABLE

COLLEGES (2 YEAR)..... 1 FAVORABLE 2 UNFAVORABLE

21. Would you utilize management or skills training seminars developed by:

LOCAL COLLEGES..... 1 YES 2 NO

LOCAL HIGH SCHOOLS..... 1 YES 2 NO

If YES, what type of supervisory, management or skills training do you need?

22. What are your main products/activities according to volume of sales?

1 _____

2 _____

3 _____

23. Which of your products or services are growing the fastest?

Why? _____

24. Has your firm increased its gross sales from last year?

1 YES

2 NO

25. Speaking generally, what are the main components that are utilized in your manufacturing process? (i.e.; raw foods, fabric, lumber, electrical components, etc.)?

26. What are the three most important materials or components of your company and where do they come from? (fill out accordingly)

- 1 MATERIAL ONE _____
- 2 MATERIAL TWO _____
- 3 MATERIAL THREE _____

(check appropriate boxes)		MATERIAL ONE	MATERIAL TWO	MATERIAL THREE
A	WITHIN SPRINGFIELD AREA.....	_____	_____	_____
B	WITHIN MASSACHUSETTS.....	_____	_____	_____
C	WITHIN NEW ENGLAND & NEW YORK..... [MA., RI., CT., VT., NH., ME.]	_____	_____	_____
D	WITHIN UNITED STATES.....	_____	_____	_____
E	OTHER _____	_____	_____	_____

27 Which of these main components/raw materials do you or could you buy locally?

28. Which materials or components that you buy international could be produced in the United States?

29. In regard to the shipping/distribution of these materials, or components to you, which mode of transportation is **most** important to meeting your production schedule?

- 1 TRUCK
- 2 RAIL
- 3 AIR

30. Where are most of your customers located? (circle only one).

- 1 ALL WITHIN SPRINGFIELD AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

31. From which of the following types of customers does your firm obtain a significant amount (10%) or more of its business? (circle all that apply).

- 1 CONSTRUCTION/HOUSING
- 2 TRANSPORTATION
- 3 RETAIL TRADE/CONSUMER GOODS
- 4 ELECTRONICS (Other than retail)
- 5 MACHINE, TOOL AND DIE
- 6 WHOLESALE/MERCHANT
- 7 INDUSTRIAL CUSTOMERS
- 8 OTHER_____

32. Do these customers include: (circle all that apply).

- 1 GOVERNMENT AGENCIES (Non-Defense)
- 2 DEFENSE DEPARTMENT
- 3 PRIME CONTRACTORS TO GOVERNMENT AGENCIES

33. Who is your number one competitor?

LOCALLY_____

REGIONALLY_____

NATIONALLY_____

34. What is your overall opinion of the Springfield area as a place in which to do business?

- 1 EXCELLENT
- 2 GOOD
- 3 FAIR
- 4 POOR
- 5 NO OPINION

35. Why did you locate your business in the Springfield area? (circle all that apply).

- 1 LAND
- 2 LABOR
- 3 INFRASTRUCTURE
- 4 COST
- 5 FINANCE
- 6 OTHER_____

Please explain your opinion of the Springfield area as a place in which to do business.

36. How may the Springfield area be improved as a place in which to do business?

37. How do you rate your present site in regard to the factors and conditions listed below?

(Please rate as follows:)

- 1 EXCELLENT
- 2 ADEQUATE
- 3 POOR

_____	OCCUPANCY COSTS
_____	AMOUNT OF SPACE
_____	TRUCK TRANSPORTATION
_____	RAIL SERVICE
_____	AIR TRANSPORTATION
_____	FREEWAY / HIGHWAY ACCESS
_____	OFF-STREET PARKING ON-SITE
_____	PROXIMITY TO MARKETS
_____	ENERGY COSTS AND AVAILABILITY
_____	SEWER (SERVICE SUPPLY AND COST)
_____	DRAINAGE
_____	GARBAGE AND TRASH COLLECTION
_____	POLICE PROTECTION
_____	FIRE PROTECTION
_____	GOVERNMENT RESPONSIVENESS
_____	CODE ENFORCEMENT
_____	ZONING
_____	STATE TAXES
_____	LOCAL TAXES
_____	WHOLESALE / MERCHANT CUSTOMER BASE
_____	INDUSTRIAL CUSTOMERS
_____	QUALITY OF LIFE
_____	LABOR AVAILABILITY
_____	LABOR ATTITUDES
_____	WATER (SERVICE AND SUPPLY)
_____	OTHER _____

38. What is your opinion of Massachusetts as a place in which to do business? (circle only one).

- 1 EXCELLENT
- 2 GOOD
- 3 FAIR
- 4 POOR
- 5 NO OPINION

Please explain your opinion of the Massachusetts as a place in which to do business.

39. How may Massachusetts be improved as a place in which to do business?

40. Is your firm a member of the Chamber of Commerce?

- 1 YES
- 2 NO

If NO, are you aware of, or have you ever used their services?

Aware of services:... 1 YES 2 NO

Used Services:..... 1 YES 2 NO

41. Would you like to learn more about the Chamber of Commerce?

- 1 YES
- 2 NO

42. Is your firm a member of any other business organization?

- 1 YES - Please specify _____
- 2 NO

43. Are you familiar with any of the following economic development programs?

(Please circle all you are familiar with.)

- 1 COMMUNITY DEVELOPMENT BLOCK GRANTS (CDBG)
- 2 URBAN DEVELOPMENT ACTION GRANTS (UDAG)
- 3 ECONOMIC DEVELOPMENT ADMINISTRATION (EDA)
- 4 SMALL BUSINESS ADMINISTRATION (SBA)
- 5 INDUSTRIAL REVENUE BONDS (IRB)
- 6 THE MASSACHUSETTS GOVERNMENT LAND BANK (MGLB)

44. Would you like to learn more about any of these programs?

- 1 YES - Please specify _____
- 2 NO

45. Do you have any existing complaints with any state or local governments that have not been solved?

- 1 YES
- 2 NO

If YES, please explain:

46. Do you have any specific problems in which the community may be of assistance?
(Briefly describe)

- 1 POLICE _____
- 2 FIRE _____
- 3 ZONING _____
- 4 SEWERS _____
- 5 WATER _____
- 6 OTHER _____

47. In the next one to two years, do you intend to
(Please circle all that apply).

- 1 EXPAND
- 2 STAY ABOUT THE SAME SIZE
- 3 DECREASE OPERATIONS
- 4 MODERNIZE OR IMPROVE PRESENT BUILDING OR EQUIPMENT

48. If intending to expand, would this involve:
(Please circle all that apply).

- 1 ADDITIONAL PERSONNEL
- 2 MORE SPACE AT PRESENT SITE
- 3 A DIFFERENT PRODUCT
- 4 MORE SPACE AT ADDITIONAL SITES
- 5 OTHER _____

49. How would you characterize the following, as barriers or enhancements for expansion or modernization? (Please check appropriate item).

	BARRIER	NEUTRAL	ENHANCE
1 AVAILABILITY OF SPACE	_____	_____	_____
2 AVAILABILITY OF LABOR	_____	_____	_____
3 ATTITUDE OF LOCAL GOVERNMENT	_____	_____	_____
4 AVAILABILITY OF ADEQUATE CREDIT	_____	_____	_____
5 SERVICES (water, sewer)	_____	_____	_____
6 OTHER _____	_____	_____	_____

50. Are there any issues or concerns you may have that this survey has not addressed?

Appendix B:
Spreadsheet

Springfield survey sheet

1	3	4	6	7	8	9	10	11	12a	12b	12c	13a	13b	13c	16a	16b	16c	16d	17a	17b
1																				
2																				
3																				
4																				
5																				
6																				
7																				
8																				
9																				
10																				

Springfield survey sheet

[illegible]

Springfield survey sheet

26c	29	30	31a	31b	31c	31d	31e	31f	31g	31h	32a	32b	32c	34	35a	35b	35c	35d	35e	35f

Springfield survey sheet

[illegible]

Springfield survey sheet

37v	37w	37x	37y	37z	38	40a	40b	40c	41	42	43a	43b	43c	43d	43e	43f	44	45	46a	46b

Springfield survey sheet

46c	46d	46e	46f	47a	47b	47c	47d	48a	48b	48c	48d	48e	49a	49b	49c	49d	49e	49f

Appendix C:

Notes

Note: 1. Company Name, Address, Telephone

Note: 3. Which best describes this facility?

Note: 4. What is your Standard Industry Codes?

Note: 6. Special features:

Note: 7. How long has you company been at this location?

Note: 8. When was your Company founded?

Note: 9. Annual sales

Note: 10. At how many other company locations does this company do business?

Note: 11. Where are these companies located?

Note: 12a. Number of Current Employees: Fulltime

Note: 12b. Number of Current Employees: Part time 21-39 hr/wk

Note: 12c. Number of Current Employees: Part time less than 20 hr/wk.

Note: 13a. Number of Current Employees: Full time

Note: 13b. Number of Current Employees: Part time 21-39 hr/wk.

Note: 13c. Number of Current Employees: Part time less than 20 hr/wk.

Note: 16a. Please estimate the number and percentages of people that you employ at each of the following levels: Professional

Note: 16b. Skilled

Note: 16c. Semi-Skilled

Note: 16d. Entry-Level

Note: 17a. Do your employees require additional training after hire?

Note: 17b. If YES, how is the training accomplished? IN-HOUSE BY COMPANY

Note: 17c. 2-YEAR COMMUNITY COLLEGE

Note: 17d. 4-YEAR COLLEGE

Note: 17e. TRADE SCHOOL

Note: 17f. Workshops

Note: 17g. Union Programs

Note: 17h. Outside Consultants

Note: 17i. Other

Note: 18. Are you aware of (but not using) training programs that could benefit your company?

Note: 19. Have you ever obtained new employees from these local educational programs? Yes

Note: 19a. Local High Schools

Note: 19b. Local Colleges 2-YEAR

Note: 19c. LOCAL COLLEGES 4-YEAR

Note: 19d. OTHER INSTITUTIONS

**Note: 20a. What is your opinion of these local institutions? High Schools:
Favorable/Unfavorable**

Note: 20b. Colleges 2-Year Favorable/Unfavorable

Note: 20c. COLLEGES 4-YEARS

**Note: 21a. Would you utilize management or skills training seminars developed by: Local
Colleges Yes/No**

Note: 21b. Local High Schools: Yes/No

Note: 24. Has your firm increased its gross sales from last year? Yes/No

Note: 26a. What are the three most important materials or components of your company and where do they come from? A. Within Springfield Area, B. Within Massachusetts, C. Within New England and New York, D. Within the United States, E. Other. 1) Material One

Note: 26b. Material Two

Note: 26c. Material Three

Note: 29. In regard to the shipping/distribution of these materials, or components to you, which mode of transportation is most important to meeting your production schedule? 1) Truck, 2) Rail, 3) Air

Note: 30. Where are most of your customers located? A. Within Springfield Area, B. Within Massachusetts, C. Within New England and New York, D. Within the United States, E. Other. 1) Material One

Note: 31a. From which of the following types of customers does your firm obtain a significant amount (10%) or more of its business? 1) Construction/Housing

Note: 31b. 2) Transportation

Note: 31c. 3) Retail Trade/Consumer Goods

Note: 31d. 4) Electronics (Other than Retail)

Note: 31e. 5) Machine, Tool and Die

Note: 31f. 6) Wholesale/Merchant

Note: 31g. 7) Industrial Customers

Note: 31h. 8) Other

Note: 32a. Do these customers include: 1) Government Agencies (Non-Defense)

Note: 32b. 2) Defense Department

Note: 32c. 3) Prime Contractors to Government Agencies

Note: 34. What is your overall opinion of the Springfield area as a place in which to do business? 1) Excellent, 2) Good, 3) Fair, 4) Poor, 5) No Opinion

Note: 35a. Why did you locate your business in the Springfield area? 1) Land

Note: 35b. 2) Labor

Note: 35c. 3) Infrastructure

Note: 35d. 4) Cost

Note: 35e. 5) Finance

Note: 35f. 6) Other

Note: 37a. How do you rate your present site in regard to the factors and conditions listed below? 1=Excellent, 2=Adequate, 3=Poor. A) Occupancy Costs

Note: 37b. B) Amount of Space

Note: 37c. C) Truck Transportation

Note: 37d. D) Rail Service

Note: 37e. E) Air Transportation

Note: 37f. F) Freeway/Highway Access

Note: [Sound Note] 37g. G) Off-Street Parking On-Site

Note: 37h H) Proximity to Markets

Note: 37i. I) Energy costs and availability

Note: 37j. J) Sewer (service supply and cost)

Note: 37k. K) Drainage

Note: 37l L) Garbage and Trash Collection

Note: 37m M) Police Protection

Note: 37n N) Fire Protection

Note: 37o O) Government Responsiveness

Note: 37p. P) Code Enforcement

Note: 37q. Q) Zoning

Note: 37r. R) State Taxes

Note: 37s. S) Local Taxes

Note: 37t T) Wholesale / Merchant Customer Base

Note: 37u. U) Industrial Customers

Note: 37v. V) Quality of Life

Note: 37w. W) Labor Availability

Note: 37x. X) Labor Attitudes

Note: 37y. Y) Water (Service and Supply)

Note: 37z. Z) Other

Note: 38. What is your opinion of Massachusetts as a place in which to do business? 1) Excellent, 2) Good, 3) Fair, 4) Poor, and 5) No Opinion

Note: 40a. Is your firm a member of the Chamber of Commerce? Yes/No

Note: 40b. If NO, are you aware of their services? Yes/No

Note: 40c. If NO, have you used their services? Yes/No

Note: 41. Would you like to learn more about the Chamber of Commerce? Yes/No

Note: 42. Is Your firm a member of any other business organization? Yes/No

Note: 43a. Are you familiar with any of the following economic development programs?
1) Community Development Block Grants (CDBG)

Note: 43b. 2) Urban Development Action Grants (UDAG)

Note: 43c. 3) Economic Development Administration (EDA)

Note: 43d. 4) Small Business Administration (SBA)

Note: 43e. 5) Industrial Revenue Bonds (IRB)

Note: 43f. The Massachusetts Government Land Bank (MGLB)

Note: 44. Would you like to learn more about any of these programs? Yes/No

Note: 45. Do you have any existing complaint with any state or local governments that have not been solved? Yes/No

Note: 46a. Do you have any specific problems in which the community may be of assistance? 1) Police

Note: 46b. 2) Fire

Note: 46c. 3) Zoning

Note: 46d. 4) Sewers

Note: 46e. 5) Water

Note: 46f. 6) Other

Note: 47a. In the next and to two years, do you intend to 1) Expand

Note: 47b. 2) Stay about the same size

Note: 47c. 3) Decrease operations

Note: 47d. 4) Modernize or improve present building or equipment.

Note: 48a. If intending to expand, would this involve: 1) Additional Personnel

Note: 48b. 2) More space at present site

Note: 48c. 3) A Different Product

Note: 48d. 4) More Space at Additional Sites.

Note: 48e. 5) Other.

Note: 49a. How would you characterize the following, as barriers or enhancements for expansion or modernization? Barrier=1, Neutral=2, and Enhance=3; 1) Availability of Space

Note: 49b. 2) Availability of Labor

Note: 49c. 3) Attitude of Local Government

Note: 49d. 4) Availability of Adequate Credit

Note: 49e. 5) Services (water, sewer)

Note: 49f. 6) Other

Appendix D:
Background Research

Business Retention and Visitation Program Survey

Company Name: Abdow Restaurant

1. Address: 595 Cottage St.
Springfield, MA. 01104

Telephone: 736-5451

2. Please list parent company and address if applicable.

Address: _____

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 MANUFACTURER
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER _____

4. What is your Standard Industry Codes?

NUMBER
5128

DESCRIPTION
Restaurant, Family Chain

5. Names and titles of officers and key personnel:

NAME

TITLE

George T Abdow

Ch. Bd.

Tonald J Abdow

Pr.

Phllis LaValle

Tr./ Clk.

6. Special features: (circle all that apply).

- 1 PRIVATE COMPANY
- 2 PRIVATE SUBSIDIARY
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 EXPORTER
- 6 IMPORTER
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded 1960 Year

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 \$500,001 TO \$1,000,000
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 \$6,000,001 TO \$10,000,000
- 7 \$10,000,001 TO \$20,000,000
- 8 \$20,000,001 TO \$35,000,000**
- 9 \$35,000,001 TO \$50,000,000
- 10 \$50,000,001 AND ABOVE

10. At how many other company locations does this company do business? (circle only one).

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located? (circle only one).

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

- 1600 FULL TIME EMPLOYEES
- _____ PART TIME EMPLOYEES 21-39 HR/WK
- _____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

Business Retention and Visitation Program Survey

Company Name: Advance Manufacturing Co. Inc.

1. Address: Tukrnpike Industrial Park
Westfield, MA. 01085

Telephone: 568 - 6011

2. Please list parent company and address if applicable.

Address: _____

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 MANUFACTURER**
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER _____

4. What is your Standard Industry Codes?

NUMBER
3599

DESCRIPTION
INDUSTRIAL MACHINERY

5. Names and titles of officers and key personnel:
NAME

TITLE

AMANTE, ANTHONY E.

PRESIDENT / CEO

6. Special features: (circle all that apply).

- 1 **PRIVATE COMPANY**
- 2 PRIVATE SUBSIDIARY
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 EXPORTER
- 6 IMPORTER
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded 1961.

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 \$500,001 TO \$1,000,000
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 \$6,000,001 TO \$10,000,000
- 7 **\$10,000,001 TO \$20,000,000**
- 8 \$20,000,001 TO \$35,000,000
- 9 \$35,000,001 TO \$50,000,000
- 10 \$50,000,001 AND ABOVE

10. At how many other company locations does this company do business?

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located?

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

- 170 FULL TIME EMPLOYEES
- _____ PART TIME EMPLOYEES 21-39 HR/WK
- _____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

Business Retention and Visitation Program Survey

Company Name: **Ampad Corp.**

1. Address: **330 Whitney Ave.**

Holyoke, MA. 01041

Telephone: **536-3511**

2. Please list parent company and address if applicable.

Address: **Mead Corp**

Courthouse Plz. N.E.; Dayton, OH. 45463

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 MANUFACTURER**
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER _____

4. What is your Standard Industry Codes?

NUMBER

2678

DESCRIPTION

Stationery, Tablets

5. Names and titles of officers and key personnel:

NAME

TITLE

Richardson, C.

President

Smith, J.

V.P., Finance

Goebel, Stven

Dir. of Marketing

6. Special features: (circle all that apply).

- 1 PRIVATE COMPANY
- 2 **PRIVATE SUBSIDIARY**
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 EXPORTER
- 6 IMPORTER
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded 1884 Year

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 \$500,001 TO \$1,000,000
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 \$6,000,001 TO \$10,000,000
- 7 \$10,000,001 TO \$20,000,000
- 8 \$20,000,001 TO \$35,000,000
- 9 **\$35,000,001 TO \$50,000,000**
- 10 \$50,000,001 AND ABOVE

10. At how many other company locations does this company do business? (circle only one).

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located? (circle only one).

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

- 377 FULL TIME EMPLOYEES
- _____ PART TIME EMPLOYEES 21-39 HR/WK
- _____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

Business Retention and Visitation Program Survey

Company Name: Bassett Boat Co Inc.

1. Address: 121 West St
Springfield, MA. 01104

Telephone: 739-4745

2. Please list parent company and address if applicable.

Address: _____

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 MANUFACTURER
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER _____

4. What is your Standard Industry Codes?

NUMBER

5551

DESCRIPTION

Boat Dealer

5. Names and titles of officers and key personnel:

NAME

TITLE

Louis W Basset

Cr. Bd./ Pr.

Norma Bassett

Tr./ Clk.

Denis Gagnon

Ex. V.P.

Diane M Bassett

V.P.

6. Special features: (circle all that apply).

- 1 PRIVATE COMPANY
- 2 PRIVATE SUBSIDIARY
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 EXPORTER
- 6 IMPORTER
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded 1949 Year

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 \$500,001 TO \$1,000,000
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 \$6,000,001 TO \$10,000,000
- 7 \$10,000,001 TO \$20,000,000
- 8 \$20,000,001 TO \$35,000,000**
- 9 \$35,000,001 TO \$50,000,000
- 10 \$50,000,001 AND ABOVE

10. At how many other company locations does this company do business? (circle only one).

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located? (circle only one).

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

- 50 FULL TIME EMPLOYEES
- _____ PART TIME EMPLOYEES 21-39 HR/WK
- _____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

Business Retention and Visitation Program Survey

Company Name: Big E Supermarket

1. Address: 11 Union St.
Easthampton MA. 01027

Telephone: 533-1716

2. Please list parent company and address if applicable.

Address: _____

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 MANUFACTURER
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER _____

4. What is your Standard Industry Codes?

NUMBER

DESCRIPTION
Super Market

5. Names and titles of officers and key personnel:
NAME

TITLE

Edward Corbeil

Pr.

Clair M Corbeil

Tr.

Michale Superson

V.P.

Richard M Gaberman

Clk.

6. Special features: (circle all that apply).

- 1 PRIVATE COMPANY
- 2 PRIVATE SUBSIDIARY
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 EXPORTER
- 6 IMPORTER
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded 1986 Year

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 \$500,001 TO \$1,000,000
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 \$6,000,001 TO \$10,000,000
- 7 **\$10,000,001 TO \$20,000,000**
- 8 \$20,000,001 TO \$35,000,000
- 9 \$35,000,001 TO \$50,000,000
- 10 \$50,000,001 AND ABOVE

10. At how many other company locations does this company do business? (circle only one).

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located? (circle only one).

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

- 125 FULL TIME EMPLOYEES
- _____ PART TIME EMPLOYEES 21-39 HR/WK
- _____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

Business Retention and Visitation Program Survey

Company Name: Big Y Foods Inc.

1. Address: 280 Chestnut St.
Springfield MA. 01104

Telephone: 784-0600

2. Please list parent company and address if applicable.

Address: _____

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 MANUFACTURER
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER ____

4. What is your Standard Industry Codes?

NUMBER	DESCRIPTION
<u>5411</u>	<u>Grocery Stores</u>
_____	_____

5. Names and titles of officers and key personnel:

NAME

TITLE

D'Amout, Gerald E.

President

Cronin, Bradford F.

Vice President, Finance

Sarno, John

V.P., Management Info. Sys.

Strong, Marie

Dir of Personnel

6. Special features: (circle all that apply).

- 1 **PRIVATE COMPANY**
- 2 PRIVATE SUBSIDIARY
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 EXPORTER
- 6 IMPORTER
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded 1926 Year

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 \$500,001 TO \$1,000,000
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 \$6,000,001 TO \$10,000,000
- 7 \$10,000,001 TO \$20,000,000
- 8 \$20,000,001 TO \$35,000,000
- 9 \$35,000,001 TO \$50,000,000
- 10 **\$50,000,001 AND ABOVE**

10. At how many other company locations does this company do business? (circle only one).

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located? (circle only one).

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

- 4000 FULL TIME EMPLOYEES
- _____ PART TIME EMPLOYEES 21-39 HR/WK
- _____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

Business Retention and Visitation Program Survey

Company Name: Continental Cablevision; Western New England

1. Address: 1127 Main St.

Springfield MA. 01103

Telephone: 733-5121

2. Please list parent company and address if applicable.

Address: _____

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 MANUFACTURER
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER _____

4. What is your Standard Industry Codes?

NUMBER

DESCRIPTION

4841

Cable Television Service

5. Names and titles of officers and key personnel:

NAME

TITLE

Amos B Hosteller Jr.

Ch. Bd./ CEO

Timothy B Neher

Pr.

Nancy Hawthorne Agne

Tr./ Sr. V.P.

Robert B Luich

Sec.

Jeff Little

V.P.

6. Special features: (circle all that apply).

- 1 PRIVATE COMPANY
- 2 PRIVATE SUBSIDIARY
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 EXPORTER
- 6 IMPORTER
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded 1982 Year

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 \$500,001 TO \$1,000,000
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 \$6,000,001 TO \$10,000,000
- 7 \$10,000,001 TO \$20,000,000
- 8 \$20,000,001 TO \$35,000,000
- 9 \$35,000,001 TO \$50,000,000
- 10 **\$50,000,001 AND ABOVE**

10. At how many other company locations does this company do business? (circle only one).

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located? (circle only one).

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

420 FULL TIME EMPLOYEES
____ PART TIME EMPLOYEES 21-39 HR/WK
____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

Business Retention and Visitation Program Survey

Company Name: Digital Equipment Corporation

1. Address: 1111 South Hampton RD.
Westfield MA. 01085

Telephone: 572-2111

2. Please list parent company and address if applicable.

Address: _____

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 MANUFACTURER
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER _____

4. What is your Standard Industry Codes?

NUMBER

3575

3674

DESCRIPTION

Computer Terminal

Semicondts

5. Names and titles of officers and key personnel:

NAME

TITLE

Judy Maudlin

6. Special features: (circle all that apply).

- 1 PRIVATE COMPANY
- 2 PRIVATE SUBSIDIARY
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 EXPORTER
- 6 IMPORTER
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded _____ Year

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 \$500,001 TO \$1,000,000
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 \$6,000,001 TO \$10,000,000
- 7 \$10,000,001 TO \$20,000,000
- 8 \$20,000,001 TO \$35,000,000
- 9 \$35,000,001 TO \$50,000,000
- 10 \$50,000,001 AND ABOVE

10. At how many other company locations does this company do business? (circle only one).

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located? (circle only one).

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

1250 FULL TIME EMPLOYEES
____ PART TIME EMPLOYEES 21-39 HR/WK
____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

Business Retention and Visitation Program Survey

Company Name: Graphics Technology International

1. Address: 28 Gaylord St.

South Hadley MA. 01075

Telephone: 536-7800

2. Please list parent company and address if applicable.

Address: _____

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 MANUFACTURER
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER _____

4. What is your Standard Industry Codes?

NUMBER

3081

DESCRIPTION

Unsupported Film

5. Names and titles of officers and key personnel:

NAME

TITLE

James E Rogers

CHB

6. Special features: (circle all that apply).

- 1 PRIVATE COMPANY
- 2 PRIVATE SUBSIDIARY
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 EXPORTER
- 6 IMPORTER
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded _____ Year

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 \$500,001 TO \$1,000,000
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 \$6,000,001 TO \$10,000,000
- 7 \$10,000,001 TO \$20,000,000
- 8 \$20,000,001 TO \$35,000,000
- 9 \$35,000,001 TO \$50,000,000
- 10 \$50,000,001 AND ABOVE**

10. At how many other company locations does this company do business? (circle only one).

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located? (circle only one).

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

- 950 FULL TIME EMPLOYEES
- _____ PART TIME EMPLOYEES 21-39 HR/WK
- _____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

Business Retention and Visitation Program Survey

Company Name: Hazen Paper Co.

1. Address: Third Level Canal
Holyoke, MA. 01041

Telephone: 538-8204

2. Please list parent company and address if applicable.

Address: _____

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 MANUFACTURER
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER _____

4. What is your Standard Industry Codes?

NUMBER

2672

2678

2679

DESCRIPTION

Coated & Laminated Paper

Stationery, Tablets

Converted Paper & Paperboard

5. Names and titles of officers and key personnel:

NAME

TITLE

Hazen, R.B.

President

Hazen, Thomas N.

Treasurer

Smith, S.

V.P. Sales

Badger, Dennis P.

Dir. of Systems

6. Special features: (circle all that apply).

- 1 **PRIVATE COMPANY**
- 2 PRIVATE SUBSIDIARY
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 **EXPORTER**
- 6 **IMPORTER**
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded 1925 Year

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 \$500,001 TO \$1,000,000
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 \$6,000,001 TO \$10,000,000
- 7 \$10,000,001 TO \$20,000,000
- 8 \$20,000,001 TO \$35,000,000
- 9 **\$35,000,001 TO \$50,000,000**
- 10 \$50,000,001 AND ABOVE

10. At how many other company locations does this company do business? (circle only one).

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located? (circle only one).

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

- 150 FULL TIME EMPLOYEES
- _____ PART TIME EMPLOYEES 21-39 HR/WK
- _____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

Business Retention and Visitation Program Survey

Company Name: Holiday Inn Inc.

1. Address: 711 Dwight St.
Springfield MA. 01104

Telephone: 781-0900

2. Please list parent company and address if applicable.

Address: _____

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 MANUFACTURER
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER _____

4. What is your Standard Industry Codes?

NUMBER

5812

7011

DESCRIPTION

Eating Places

Hotels and Motels

5. Names and titles of officers and key personnel:

NAME

TITLE

Mike Trudeau

Dir

6. Special features: (circle all that apply).

- 1 PRIVATE COMPANY
- 2 PRIVATE SUBSIDIARY
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 EXPORTER
- 6 IMPORTER
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded _____ Year

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 **\$500,001 TO \$1,000,000**
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 \$6,000,001 TO \$10,000,000
- 7 \$10,000,001 TO \$20,000,000
- 8 \$20,000,001 TO \$35,000,000
- 9 \$35,000,001 TO \$50,000,000
- 10 \$50,000,001 AND ABOVE

10. At how many other company locations does this company do business? (circle only one).

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located? (circle only one).

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

- 35 FULL TIME EMPLOYEES
- _____ PART TIME EMPLOYEES 21-39 HR/WK
- _____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

Business Retention and Visitation Program Survey

Company Name: **Jen-Coat Inc.**

1. Address: **132 N. Elm St.**
Westfield, MA. 01085

Telephone: **562-2315**

2. Please list parent company and address if applicable.

Address: _____

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 **MANUFACTURER**
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER _____

4. What is your Standard Industry Codes?

NUMBER	DESCRIPTION
<u>2671</u>	<u>Packaging Paper & Plastic Film</u>
<u>3081</u>	<u>Unsupported Plastics Film/Sheet</u>
<u>2295</u>	<u>Coated Fabrics Not Rubberized</u>
<u>2297</u>	<u>Nonwoven Fabrics</u>

5. Names and titles of officers and key personnel:

NAME

TITLE

6. Special features: (circle all that apply).

- 1 PRIVATE COMPANY
- 2 PRIVATE SUBSIDIARY
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 EXPORTER
- 6 IMPORTER
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded _____ Year

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 \$500,001 TO \$1,000,000
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 \$6,000,001 TO \$10,000,000
- 7 \$10,000,001 TO \$20,000,000
- 8 \$20,000,001 TO \$35,000,000
- 9 \$35,000,001 TO \$50,000,000
- 10 \$50,000,001 AND ABOVE

10. At how many other company locations does this company do business? (circle only one).

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located? (circle only one).

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

- _____ FULL TIME EMPLOYEES
- _____ PART TIME EMPLOYEES 21-39 HR/WK
- _____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

Business Retention and Visitation Program Survey

Company Name: Mass Mutual Life Insurance Co.

1. Address: 1295 State St.
Springfield, MA. 01111

Telephone: 788-8411

2. Please list parent company and address if applicable.

Address: _____

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 MANUFACTURER
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER _____

4. What is your Standard Industry Codes?

NUMBER	DESCRIPTION
<u>6311</u>	_____
<u>6321, 6324, 6411, 6153, 6162</u>	

5. Names and titles of officers and key personnel:
NAME

TITLE

William J Clark

Ch. Bd.

Thomas B. Wheeler

Pr. / CEO.

James L. Wertheiner

Ex. V.P.

Allan B Bixby

Tr.

Thomas J Finnegan

Sec.

6. Special features: (circle all that apply).

- 1 PRIVATE COMPANY
- 2 PRIVATE SUBSIDIARY
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 EXPORTER
- 6 IMPORTER
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded 1851 Year

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 \$500,001 TO \$1,000,000
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 \$6,000,001 TO \$10,000,000
- 7 \$10,000,001 TO \$20,000,000
- 8 \$20,000,001 TO \$35,000,000
- 9 \$35,000,001 TO \$50,000,000
- 10 **\$50,000,001 AND ABOVE**

10. At how many other company locations does this company do business? (circle only one).

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located? (circle only one).

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

- 5900 FULL TIME EMPLOYEES
- _____ PART TIME EMPLOYEES 21-39 HR/WK
- _____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

Business Retention and Visitation Program Survey

Company Name: Milton Bradley Co.

1. Address: 443 Shaker Rd.
East Longmeadow, MA. 01028

Telephone: 525-6411

2. Please list parent company and address if applicable.

Address: Hasbro Inc.
1027 Newport Ave. Pawtucket, R.I. 02862

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 **MANUFACTURER**
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER _____

4. What is your Standard Industry Codes?

NUMBER	DESCRIPTION
<u>3944</u>	<u>Games, Toys</u>

5. Names and titles of officers and key personnel:
NAME

TITLE

Ditomassi, George R.

Chairman of the Board

Krol, Cas

Senior V.P., Finance Officer

Siswick, Dale

Senior V.P., Marketing

Niziolek, Miachael

Dir. of Human Resources

6. Special features: (circle all that apply).

- 1 PRIVATE COMPANY
- 2 **PRIVATE SUBSIDIARY**
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 EXPORTER
- 6 IMPORTER
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded _____ Year

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 \$500,001 TO \$1,000,000
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 \$6,000,001 TO \$10,000,000
- 7 \$10,000,001 TO \$20,000,000
- 8 \$20,000,001 TO \$35,000,000
- 9 \$35,000,001 TO \$50,000,000
- 10 **\$50,000,001 AND ABOVE**

10. At how many other company locations does this company do business? (circle only one).

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located? (circle only one).

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

- 2000 FULL TIME EMPLOYEES
- _____ PART TIME EMPLOYEES 21-39 HR/WK
- _____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

Business Retention and Visitation Program Survey

Company Name: Massachusetts Municipal Wholesale Electric Co. (MMWEC)

1. Address: Moody St.
Ludlow MA. 01056

Telephone: 589-0141

2. Please list parent company and address if applicable.

Address: _____

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 MANUFACTURER
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER _____

4. What is your Standard Industry Codes?

NUMBER	DESCRIPTION
<u>4911</u>	<u>Electric Services</u>
_____	_____

5. Names and titles of officers and key personnel:

NAME

TITLE

Richard Slattery

President

6. Special features: (circle all that apply).

- 1 PRIVATE COMPANY
- 2 PRIVATE SUBSIDIARY
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 EXPORTER
- 6 IMPORTER
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded _____ Year

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 \$500,001 TO \$1,000,000
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 \$6,000,001 TO \$10,000,000
- 7 \$10,000,001 TO \$20,000,000
- 8 \$20,000,001 TO \$35,000,000
- 9 \$35,000,001 TO \$50,000,000
- 10 **\$50,000,001 AND ABOVE**

10. At how many other company locations does this company do business? (circle only one).

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located? (circle only one).

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

- 156 FULL TIME EMPLOYEES
- _____ PART TIME EMPLOYEES 21-39 HR/WK
- _____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

Business Retention and Visitation Program Survey

Company Name: Old Colony Envelope Co.

1. Address: 94 N. Elm St.
Westfield, MA. 01086

Telephone: 568-2431

2. Please list parent company and address if applicable.

Address: International Paper Co.
2 Manhattanville Rd.; Purchase, New York 10577

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 **MANUFACTURER**
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER _____

4. What is your Standard Industry Codes?

NUMBER	DESCRIPTION
<u>2677</u>	<u>Envelopes</u>

5. Names and titles of officers and key personnel:
NAME

TITLE

Abrahamson, H. Grant

President

Atmaca, Necmi

Controller

Roussee, David E.

Executive V.P.

Parker, Alan

Dir. Management Info. Sys.

Malinski, Lori

Human Resources Manager

6. Special features: (circle all that apply).

- 1 PRIVATE COMPANY
- 2 **PRIVATE SUBSIDIARY**
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 EXPORTER
- 6 IMPORTER
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded 1922 Year

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 \$500,001 TO \$1,000,000
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 \$6,000,001 TO \$10,000,000
- 7 \$10,000,001 TO \$20,000,000
- 8 \$20,000,001 TO \$35,000,000
- 9 \$35,000,001 TO \$50,000,000
- 10 **\$50,000,001 AND ABOVE**

10. At how many other company locations does this company do business? (circle only one).

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located? (circle only one).

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

- 600 FULL TIME EMPLOYEES
- _____ PART TIME EMPLOYEES 21-39 HR/WK
- _____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

Business Retention and Visitation Program Survey

Company Name: Partyka Resource Management Companies Inc.

1. Address: 645 Shawinigan Dr.

Chicopee, MA 01020

Telephone: 785-1581

2. Please list parent company and address if applicable.

Address: _____

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 MANUFACTURER
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER _____

4. What is your Standard Industry Codes?

NUMBER

6719

DESCRIPTION

Holding Company

5. Names and titles of officers and key personnel:

NAME

TITLE

6. Special features: (circle all that apply).

- 1 PRIVATE COMPANY
- 2 PRIVATE SUBSIDIARY
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 EXPORTER
- 6 IMPORTER
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded _____ Year

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 \$500,001 TO \$1,000,000
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 \$6,000,001 TO \$10,000,000
- 7 \$10,000,001 TO \$20,000,000
- 8 \$20,000,001 TO \$35,000,000
- 9 \$35,000,001 TO \$50,000,000
- 10 \$50,000,001 AND ABOVE

10. At how many other company locations does this company do business? (circle only one).

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located? (circle only one).

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

- _____ FULL TIME EMPLOYEES
- _____ PART TIME EMPLOYEES 21-39 HR/WK
- _____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

Business Retention and Visitation Program Survey

Company Name: Peter Pan Bus Lines Inc.

1. Address: P. O. Box 1776
Springfield, MA. 01103

Telephone: 781-9721

2. Please list parent company and address if applicable.

Address: _____

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 MANUFACTURER
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER _____

4. What is your Standard Industry Codes?

NUMBER

4131 _____

4142 _____

5015 _____

DESCRIPTION

Intercity & Rural Bus Transportation

Charter Service, Except Local

Motor Vehicle Parts Used

5. Names and titles of officers and key personnel:

NAME

TITLE

Picknelly, Peter A.

President

Stefano, Brian R.

Controller

Dostal, Robert

V.P. Sales

Sullivan, Gail

Dir of Data Processing

6. Special features: (circle all that apply).

- 1 PRIVATE COMPANY
- 2 PRIVATE SUBSIDIARY
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 EXPORTER
- 6 IMPORTER
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded 1934 Year

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 \$500,001 TO \$1,000,000
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 \$6,000,001 TO \$10,000,000
- 7 \$10,000,001 TO \$20,000,000
- 8 **\$20,000,001 TO \$35,000,000**
- 9 \$35,000,001 TO \$50,000,000
- 10 \$50,000,001 AND ABOVE

10. At how many other company locations does this company do business? (circle only one).

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located? (circle only one).

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

- 500 FULL TIME EMPLOYEES
- _____ PART TIME EMPLOYEES 21-39 HR/WK
- _____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

Business Retention and Visitation Program Survey

Company Name: Riverside Park/ Food Services

1. Address: 1623 Main St.
Agawam MA. 01001

Telephone: 786-9300

2. Please list parent company and address if applicable.

Address: _____

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 MANUFACTURER
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER _____

4. What is your Standard Industry Codes?

NUMBER

7996

5812

DESCRIPTION

Amusement Park

Eating Place

5. Names and titles of officers and key personnel:

NAME

TITLE

Edward J Carroll

President

6. Special features: (circle all that apply).

- 1 PRIVATE COMPANY
- 2 PRIVATE SUBSIDIARY
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 EXPORTER
- 6 IMPORTER
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded _____ Year

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 \$500,001 TO \$1,000,000
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 \$6,000,001 TO \$10,000,000
- 7 \$10,000,001 TO \$20,000,000
- 8 **\$20,000,001 TO \$35,000,000**
- 9 \$35,000,001 TO \$50,000,000
- 10 \$50,000,001 AND ABOVE

10. At how many other company locations does this company do business? (circle only one).

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located? (circle only one).

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

- 50/5 FULL TIME EMPLOYEES
- _____ PART TIME EMPLOYEES 21-39 HR/WK
- _____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

Business Retention and Visitation Program Survey

Company Name: Southworth Co.

1. Address: Front St.
West Springfield, MA. 01089

Telephone: (413) 732-5141

2. Please list parent company and address if applicable.

Address: _____

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 MANUFACTURER
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER _____

4. What is your Standard Industry Codes?

NUMBER
2678

DESCRIPTION
Stationery, Tablets & Rel Pro

5. Names and titles of officers and key personnel:
NAME

TITLE

Southworth, John H.

President

Hamel, John F.

Treasurer

Moffett, Jack

V.P. Sales

6. Special features: (circle all that apply).

- 1 PRIVATE COMPANY
- 2 PRIVATE SUBSIDIARY
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 EXPORTER
- 6 IMPORTER
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded 1839 Year

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 \$500,001 TO \$1,000,000
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 \$6,000,001 TO \$10,000,000
- 7 \$10,000,001 TO \$20,000,000
- 8 \$20,000,001 TO \$35,000,000
- 9 \$35,000,001 TO \$50,000,000
- 10 \$50,000,001 AND ABOVE

10. At how many other company locations does this company do business? (circle only one).

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located? (circle only one).

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

- 400 FULL TIME EMPLOYEES
- _____ PART TIME EMPLOYEES 21-39 HR/WK
- _____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

Business Retention and Visitation Program Survey

Company Name: Spalding and Evenflo Companies Inc. Spalding Sports Worldwide

1. Address: P. O. Box 901
Chicopee, MA. 01021

Telephone: 536-1200

2. Please list parent company and address if applicable.

Address: Spalding and Evenflo Companies Inc.
P. O. Box 30101, Tampa, Florida. 33630

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 MANUFACTURER**
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER _____

4. What is your Standard Industry Codes?

NUMBER	DESCRIPTION
<u>3949</u>	<u>Sporting & Athletic Goods</u>

5. Names and titles of officers and key personnel:

NAME

TITLE

Dickerman, George A.

President

Senecal, Donald R.

Controller

Yash, Charles

Dir. of Marketing

White, Bard

Dir. of Systems

Rist, V.

Dir of Employee Relations

6. Special features: (circle all that apply).

- 1 PRIVATE COMPANY
- 2 **PRIVATE SUBSIDIARY**
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 **EXPORTER**
- 6 **IMPORTER**
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded 1876 Year

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 \$500,001 TO \$1,000,000
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 \$6,000,001 TO \$10,000,000
- 7 \$10,000,001 TO \$20,000,000
- 8 \$20,000,001 TO \$35,000,000
- 9 \$35,000,001 TO \$50,000,000
- 10 **\$50,000,001 AND ABOVE**

10. At how many other company locations does this company do business? (circle only one).

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located? (circle only one).

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

1000 FULL TIME EMPLOYEES
____ PART TIME EMPLOYEES 21-39 HR/WK
____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

Business Retention and Visitation Program Survey

Company Name: Stanhome Inc.

1. Address: 333 Western Ave
Westfield, MA 01085

Telephone: 568-2820

2. Please list parent company and address if applicable.

Address: _____

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 MANUFACTURER
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER _____

4. What is your Standard Industry Codes?

NUMBER	DESCRIPTION
<u>5947</u>	<u>Gift, Novelty Souvenir Shops</u>
<u>5961</u>	<u>Mail Order</u>
<u>5912</u>	<u>Drug/ Proprietary Stores</u>

5. Names and titles of officers and key personnel:
NAME

TITLE

Vargas, Alejandro Diaz

CEO / President

Keirstead, Allan G.

EX. V.P. and Chief Financial Officer

Jalbert, Ronald R.

V.P., Human Resources

6. Special features: (circle all that apply).

- 1 **PRIVATE COMPANY**
- 2 **PRIVATE SUBSIDIARY**
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 EXPORTER
- 6 **IMPORTER**
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded **1931** Year

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 \$500,001 TO \$1,000,000
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 \$6,000,001 TO \$10,000,000
- 7 \$10,000,001 TO \$20,000,000
- 8 \$20,000,001 TO \$35,000,000
- 9 \$35,000,001 TO \$50,000,000
- 10 **\$50,000,001 AND ABOVE**

10. At how many other company locations does this company do business? (circle only one).

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located? (circle only one).

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

- 4700 FULL TIME EMPLOYEES
- _____ PART TIME EMPLOYEES 21-39 HR/WK
- _____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

Business Retention and Visitation Program Survey

Company Name: Sullivan Paper Co.

1. Address: 61 Progress Ave.
West Springfield, MA 01089

Telephone: 734-3107

2. Please list parent company and address if applicable.

Address: _____

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 MANUFACTURER
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER _____

4. What is your Standard Industry Codes?

NUMBER
2621

DESCRIPTION
Paper Mills

5. Names and titles of officers and key personnel:
NAME

TITLE

Sullivan, Richard S.

Chairman of the Board

6. Special features: (circle all that apply).

- 1 PRIVATE COMPANY
- 2 PRIVATE SUBSIDIARY
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 EXPORTER
- 6 IMPORTER
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded 1939 Year

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 \$500,001 TO \$1,000,000
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 **\$6,000,001 TO \$10,000,000**
- 7 \$10,000,001 TO \$20,000,000
- 8 \$20,000,001 TO \$35,000,000
- 9 \$35,000,001 TO \$50,000,000
- 10 \$50,000,001 AND ABOVE

10. At how many other company locations does this company do business? (circle only one).

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located? (circle only one).

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

- 100 FULL TIME EMPLOYEES
- _____ PART TIME EMPLOYEES 21-39 HR/WK
- _____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

Business Retention and Visitation Program Survey

Company Name: Tighe and Bond Inc.

1. Address: 53 Southamptn Rd.
Westfield, MA. 01085

Telephone: 562-1600

2. Please list parent company and address if applicable.

Address: _____

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 MANUFACTURER
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER _____

4. What is your Standard Industry Codes?

NUMBER
8748

DESCRIPTION
Business Consulting

5. Names and titles of officers and key personnel:
NAME

TITLE

Powers, John W.

President

6. Special features: (circle all that apply).

- 1 PRIVATE COMPANY
- 2 PRIVATE SUBSIDIARY
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 EXPORTER
- 6 IMPORTER
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded 1911 Year

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 \$500,001 TO \$1,000,000
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 **\$6,000,001 TO \$10,000,000**
- 7 \$10,000,001 TO \$20,000,000
- 8 \$20,000,001 TO \$35,000,000
- 9 \$35,000,001 TO \$50,000,000
- 10 \$50,000,001 AND ABOVE

10. At how many other company locations does this company do business? (circle only one).

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located? (circle only one).

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

- 110 FULL TIME EMPLOYEES
- _____ PART TIME EMPLOYEES 21-39 HR/WK
- _____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

Business Retention and Visitation Program Survey

Company Name: Titeflex Corporation

1. Address: 603 Hendee St
Springfield, MA. 01104

Telephone: 739 - 5631

2. Please list parent company and address if applicable.

Address: Bundy Western Hemisphere Corp.

Warren, Michigan Annual Sales \$500,000,000

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 **MANUFACTURER**
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER ____

4. What is your Standard Industry Codes?

NUMBER
3429
3599

DESCRIPTION
HARDWARE
INDUSTRIAL MACHINERY

5. Names and titles of officers and key personnel:

NAME

TITLE

SIMPSON, JON

PRESIDENT

MCMURRAY, JON

V.P. FINANCE

COZIER, RICK

DIR OF MARKETING

WITEK, WALTER

DIR OF MAN. INFO. SYS.

MAJKA, JAMES

HUMAN RESOURCE. MANAGER

6. Special features: (circle all that apply).

- 1 PRIVATE COMPANY
- 2 **PRIVATE SUBSIDIARY**
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 **EXPORTER**
- 6 **IMPORTER**
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded 1916

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 \$500,001 TO \$1,000,000
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 \$6,000,001 TO \$10,000,000
- 7 \$10,000,001 TO \$20,000,000
- 8 \$20,000,001 TO \$35,000,000
- 9 \$35,000,001 TO \$50,000,000
- 10 **\$50,000,001 AND ABOVE**

10. At how many other company locations does this company do business?

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located?

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

485 FULL TIME EMPLOYEES
____ PART TIME EMPLOYEES 21-39 HR/WK
____ PART TIME EMPLOYEES LESS THAN 20 HR/WK

Business Retention and Visitation Program Survey

Company Name: William Distributing Corp.

1. Address: 372 Pasco Rd.
Springfield MA. 01119

Telephone: 783-1266

2. Please list parent company and address if applicable.

Address: _____

3. Which best describes this facility? (Please circle all that apply).

- 1 HEADQUARTERS (CORPORATE)
- 2 HEADQUARTERS (DIVISIONAL)
- 3 ADMINISTRATIVE
- 4 MANUFACTURER
- 5 RESEARCH AND DEVELOPMENT
- 6 SERVICE/REPAIR (DIVISIONAL)
- 7 SERVICE/REPAIR (BRANCH)
- 8 SUBCONTRACTOR TO OTHER COMPANIES
- 9 SUPPLIER TO OTHER BRANCHES
- 10 BRANCH PLANT
- 11 OTHER _____

4. What is your Standard Industry Codes?

NUMBER

5181

5145

DESCRIPTION

Beer/ Fermented Malt Liq.

Snack Food

5. Names and titles of officers and key personnel:

NAME

TITLE

James Sadowsky

President/ Treasurer

William Sadowsky

V.P.

Ronald S Sadowsky

V.P.

Irving Cohen

Clk.

6. Special features: (circle all that apply).

- 1 PRIVATE COMPANY
- 2 PRIVATE SUBSIDIARY
- 3 UNIONIZED If yes, name(s) of the union(s)? _____
- 4 FAMILY BUSINESS
- 5 EXPORTER
- 6 IMPORTER
- 7 OTHER _____

7. How long has your company been at this location? _____ Years

8. When was your company founded 1988 Year

9. Annual sales: (circle only one)

- 1 UNDER \$500,000
- 2 \$500,001 TO \$1,000,000
- 3 \$1,000,001 TO \$1,500,000
- 4 \$1,500,001 TO \$3,000,000
- 5 \$3,000,001 TO \$6,000,000
- 6 \$6,000,001 TO \$10,000,000
- 7 \$10,000,001 TO \$20,000,000
- 8 \$20,000,001 TO \$35,000,000**
- 9 \$35,000,001 TO \$50,000,000
- 10 \$50,000,001 AND ABOVE

10. At how many other company locations does this company do business? (circle only one).

- 1 ONE OTHER SITE
- 2 TWO SITES
- 3 THREE TO FIVE SITES
- 4 SIX TO TEN SITES
- 5 MORE THAN TEN SITES

11. Where are these companies located? (circle only one).

- 1 ALL WITHIN SPRINGFIELD METROPOLITAN AREA
- 2 ALL WITHIN MASSACHUSETTS
- 3 ALL WITHIN NEW ENGLAND AND NEW YORK [MA., RI., CT., VT., NH., ME.]
- 4 ALL WITHIN UNITED STATES
- 5 OTHER _____

12. Number of Current Employees:

- 1000 FULL TIME EMPLOYEES
- _____ PART TIME EMPLOYEES 21-39 HR/WK
- _____ PART TIME EMPLOYEES LESS THAN 20 HR/WK