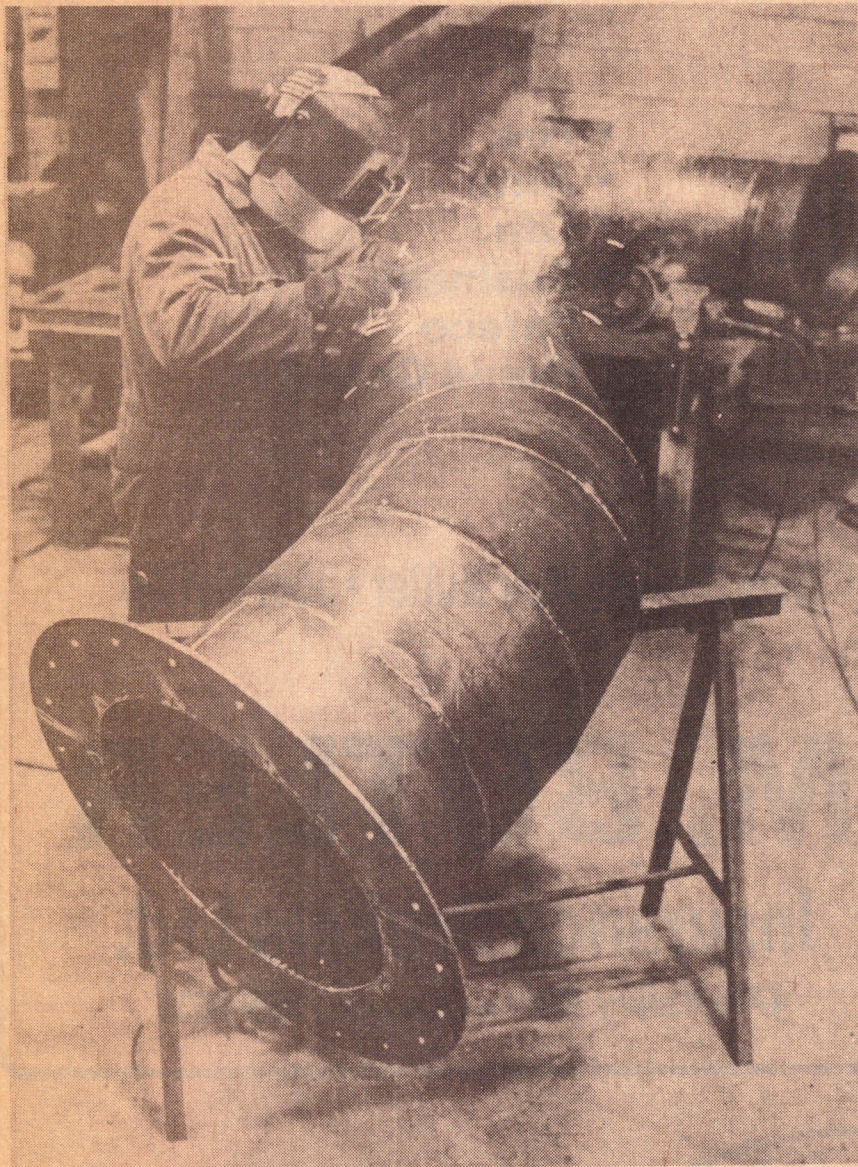


'83 is going to be good year

New American contracts predicted



WELDER ADOLFO INGRIBELLI WORKS ON
18" DIAMETER EXHAUST AT STELFAB NIAGARA

"I think 1983 is going to be a good year for us," says Nick Morganelli, secretary-treasurer and junior half of the father and son team that own and operate Stelfab Niagara.

The company manufactures custom designed and fitted exhaust systems, canopies, dust collectors, drain boards, fans, air conditioning and heating systems for restaurants and factories.

In 1972, when Antonio Morganelli founded the company on Ottawa Street, it employed only he and his son and they serviced private residences and small restaurants.

Since then Stelfab Niagara has grown to over three times its original size and currently employs 15 people. The company is located on Earl Thomas Drive now and Mr. Morganelli Jr. says that this location is "our final resting place."

Over the years as the company expanded it moved out of its original site and into a larger lot on Bridge Street. Soon even that location was too limited for growth and the final move to Earl Thomas provided an ideal location with ample room for future expansion.

Mr. Morganelli said the company does not plan to expand this year, "but maybe in 1984.

"We would like to have outside monorails and more building expansions," he said. "We have a number of things on the drawing board for the future."

Not only has the company expanded in size, but also in its manufacturing techniques, its product line and its list of customers.

The company has expanded to designing and fitted exhaust systems for large industries which require a change in manufacturing techniques. The company has also grown to include manufacture of containers for large businesses.

Stelfab Niagara broke into the United States market a few years ago, and Mr. Morganelli said, "We're trying to break into different markets in the States and we are trying for the European market now."

Stelfab's largest customers at this time are area industries and businesses in the U.S.

Mr. Morganelli does not think the recession has affected business recently although 10 workers were laid off in 1981 and have not been recalled to work yet. He said that since the company does custom fabricating, the current economic situation does not affect them because, "all our work is mostly done by someone's personal specifications, so the demand is still there."

Stelfab Niagara, according to Mr. Morganelli, is secure for the year "I can see a lot happening in 1983 like new U.S. contracts," he said. Despite the tough economic times Stelfab Niagara appears to be continuing to grow and expand.