

From the Albany Business Review:

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## Leather maker will boost inventory, sales through federal trade program

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A new foreign trade designation will allow Bart Avery to expand his inventory of leather and synthetic seat materials and sign more long-term contracts with aerospace customers.

The CEO of Perrone Aerospace in Fultonville, New York, is the fourth company in the Albany region to receive federal approval as a foreign trade zone over the past two years. Avery said the designation will eliminate the need for his company to tie up \$250,000 to \$300,000 a year in duties that it pays to import raw materials.

"This will give us an expanded presence in the global marketplace because it will free up cash ... and it will allow us to use that money to reduce the price of our products," Avery said.

Perrone Aerospace employs between 100 and 105 people who use leather and other materials to make seats and upholstery for customers in the aerospace industry. The company operates out of a 145,000-square-foot plant off the I-90 Thruway in Montgomery County, about 45 miles west of Albany.

Robin K. Cooper

Reporter

*Albany Business Review*



DONNA ABBOTT-VLAHOS

The Capital District Regional Planning Commission is trying to convince more Albany area manufacturers to apply for foreign trade zone status.