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Jamestown Board of Public Utilities (BPU) and TitanX Renew Flex Rate Agreement

Officials from the Jamestown Board of Public Utilities (BPU) and TitanX have signed a Flex Rate Agreement which will maintain lower energy costs for the manufacturer through October 31, 2022. Today's signing extends a contract first developed in October, 2010, and continued in October, 2014.

The BPU utilizes its Flex Rate Program as an economic development tool to assist area companies by slightly reducing electrical costs, provided the manufacturer agrees to invest in its local facility and maintain a certain level of employment.

"TitanX is a global group owned by Tata, based in Mumbai, India," noted BPU General Manager David L. Leathers. "A new major contract awarded to TitanX went into full production in 2017 in Mexico. As a result of this new contract, the TitanX board of Directors designated Jamestown as the North American headquarters for TitanX. With TitanX plants in Sweden, Brazil, China and Mexico, the Jamestown BPU must do what we can to strengthen TitanX's presence in the Jamestown Area through programs such as the Flex Rate Agreement."

"One hundred percent of our products are exported to customers outside of New York State," explained Andrew F. Johnson, Jr., Director of North American Human Resources, "We are at a competitive disadvantage manufacturing products to send out of state, with higher operating and transportation costs. It is critical that in this very competitive market, we do everything possible to remain a contender. The BPU's Flex Rate Program is part of our effort to stand the test in this marketplace and to maintain manufacturing operations in New York State."

TitanX is an independent group which focuses on the design, manufacture and sale of engine cooling components and modules for medium and heavy duty trucks, buses and off-road applications. The company began here in Jamestown in 1914 when Gabrielson Manufacturing was founded by Oscar Lenna. Gabrielson produced automotive radiators, washing machines and performed metal manufacturing. In 1947, the company was renamed the Blackstone Corporation, building engine cooling products in Jamestown, Canada, Mexico and Sweden.

A Paris-based automotive parts manufacturer named Valeo purchased Blackstone in 1989 and continued to produce engine cooling products under the Valeo name. The Jamestown facility concentrated on the production of engine cooling products for medium and heavy duty trucks, buses and special applications. In 2008, Valeo sold the local plant to a Stockholm, Sweden, group that named the new operation TitanX.

In December of 2016, all TitanX plants were sold to Tata. Its division, Tata Auto Comp (TACO), now manages TitanX. TACO focuses on parts for cars, trucks, buses and special applications.

Major customers include Daimler Trucks North America LLC, Volvo, Mack, GM, Blue Bird, Thomas Buildt, Isuzu and Prevost.

TitanX employs 218 people full-time and twelve part-time positions at its Jamestown facility.

“I am pleased to note that, at the direction of our Chief Executive Officer, we have established a team to focus on new business opportunities in Jamestown,” added Johnson. We already are seeing positive results, with increased aftermarket sales and interest from new customers such as TICO.”

In signing the agreement with TitanX, BPU Board Chair Gregory P. Rabb stated, “TitanX is a vital electric customer of our local utility and its roots in Jamestown are historical. We are proud that this company is thriving and we hope that this new Flex Rate Agreement will assist TitanX in its local operations.”

“In a competitive industry, TitanX continues to succeed right here in the Greater Jamestown Community,” said Jamestown Mayor and BPU Board President Sam Teresi. “We are gratified that our area continues as the North American headquarters for TitanX and that a group is focusing on new business opportunities for the Jamestown facility. Anything the City and its Board of Public Utilities can do to assist TitanX is extremely important.”