

## Participating Organization Statistics

### **Ownership**

Privately Held	63%
Publicly Traded	23%
Other (Not for Profit)	14%

### **# Employees- in USA**

Less than 100	9%
100-250	20%
251-500	20%
501+	51%

### **Industry**

Financial, Insurance, Real Estate	15%
Manufacturing	51%
Wholesale, Distribution, Biz Services	18%
Other-	16%

### **Union Status**

Union	23%
Non-union	77%

# 2013 WNY Compensation & Benefits Report

## Table of contents- by Job Title

<b>Accounting &amp; Finance</b>	Accountant, General	7	<b>Engineer</b>	Product Development Mgr	31	<b>Purchasing &amp; Operations</b>	Compliance Officer	53
	Accounting Clerk	7		Research & Develop Mgr	32		Director Operations	54
	Accounting Controller	8		Technical Writer	32		Facilities Manager	54
	Accounting Manager	8		Vice President Engineering	33		Maintenance Super/ Facility	55
	Accounting Supervisor	9	<b>Human Resources</b>	Benefits Administrator	33		Maint, Buildings & Grounds	55
	Cost Accountant	9		Benefits Clerk	34		Master Production Scheduler	56
	Credit Analyst	10		Director Human Resources	34		Operations Manager	56
	Credit Collection Manager	10		Human Res Generalist	35		Purchasing Agent/ Buyer	57
	Credit Collection Clerk	11		Human Resource Manager	35		Purchasing Assistant	57
	Director Finance	11		Human Resources Asst	36		Purchasing Manager	58
	Financial Analyst	12		Payroll Specialist	36		Safety Manager	58
	Internal Auditor	12		Payroll Supervisor	37		Security Coordinator	59
	Vice Pres Finance (CFO)	13		Recruiter	37		Security Guard	59
<b>Administrative</b>	Administrative Assistant	13		Trainer	38	Vice Pres Operations (COO)	60	
	Corporate Counsel	14	Training Coordinator	38	Project Manager	60		
	Executive Assistant	14	Vice Pres Human Resource	39	<b>Sales &amp; Marketing</b>	Account Manager	61	
	Mail Clerk	15	<b>Information Technology</b>	Computer Operator		39	Customer Service Mgr	61
	Office Clerical	15		Database Administrator		40	Customer Service Rep	62
	Office Supervisor	16		Information Tech Director		40	Customer Service Supervisor	62
	Paralegal	16		Information Tech Engineer		41	Estimator	63
President/ CEO/ Exec Dir	17	Information Tech Manager		41		Graphic Designer	63	
<b>Distribution &amp; Warehouse</b>	Dispatcher	17		Information Tech Vice Pres		42	Market Research Analyst	64
	Distribution/ Logistics Mgr	17		IT Tech -Hardware Supp		42	Marketing Commun Mgr	64
	Distribution Supervisor	18		IT Tech- Software Supp		43	Marketing Director	65
	Inventory Control Assoc	18		Network Administrator		43	Marketing Manager	65
	Inventory Planning Clerk	19		Programmer/Analyst	44	Marketing Professional	66	
	Inventory Stocker	19	Systems Analyst	45	Marketing Specialist	66		
	Inventory Clerk	20	Web Developer	45	Sales Director	67		
	Materials Manager	20	<b>Production</b>	Production Scheduler	46	Sales Manager	67	
	Packer	21		Assembler	46	Sales Representative, Inside	68	
	Shipping & Receiving Clerk	21		CNC Machine Operator	47	Sales Rep, Outside	68	
Traffic Clerk	22	Director Manufacturing		47	Vice President Marketing	69		
Truck driver, Yard	22	Equip Operator, General		48	Vice President Sales	69		
Warehouse (Forklift)	23	General Laborer		48	Sales Assistant	70		
<b>Engineering</b>	Chemist	23		Production Manager	49	<b>Technician Trades</b>	Electrician, Master	70
	Designer	24		Production Supervisor	49		Maint, Equipment Tech	71
	Director Engineering	24		Team Leader	50		Mechanic, Equipment Repair	71
	Drafter	25		Vice Pres Manufacturing	50		Model Maker	72
	Engineer (10 types)	25	Quality Mgr/ Administrator	52	Service/ Repair Technician		72	
	Engineering Manager	30	Cleaner/Janitorial Worker	53	Technician, Production		73	
	Manufact Engineer Mgr	31						

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## Participating Organizations List

Company:	Location:	Industry:	Size:
AccuMED Innovative Technologies, Inc.	Buffalo	Manufacturing	medium
American Sales Company/ Ahold	Lancaster	Transportation & Distribution	large
Astronics - Luminescent Systems, Inc.	East Aurora	Manufacturing	large
Avox Systems Inc	Lancaster	Manufacturing	large
Baxter (SIGMA General Medical Apparatus)	Medina	Manufacturing	large
Benderson Development	Buffalo	Real Estate & Construction	large
Boston Valley Terra Cotta	Orchard Park	Manufacturing	medium
Buffalo Niagara Partnership	Buffalo	Services - Business	small
Computer Task Group	Buffalo	Services - Business	large
Conax Technologies	Cheektowaga	Manufacturing	medium
Curbell Inc.	Orchard Park	Manufacturing	large
Dynabrade, Inc.	Clarence	Manufacturing	medium
Gibraltar Steel Corporation	Buffalo	Manufacturing	large
Great Lakes Orthodontics	Tonawanda	Manufacturing	medium
Harlequin Distribution Center	Depew	Transportation & Distribution	large
HealthNow (BlueCross BlueShield of WNY)	Buffalo	Financial & Insurance	large
IIMAK	Amherst	Manufacturing	large
Independent Health	Williamsville	Financial & Insurance	large
Kistner Concrete	East Pembroke	Manufacturing	medium
LocalEdge	Buffalo	Services - Business	large
MASH Care Network	Buffalo	Health Care & Human Services	large
Merchants Insurance Group	Buffalo	Financial & Insurance	large
Moog Inc.	East Aurora	Manufacturing	large
National Fuel	Williamsville	Other	large
Niagara University	Niagara University	Education	large
Perrys Ice Cream	Akron	Manufacturing	large
Rosina Food Products, Inc.	Cheektowaga	Manufacturing	large
Roswell Park Cancer Institute	Buffalo	Health Care & Human Services	large
STI-CO Industries, Inc.	Orchard Park	Manufacturing	small
Seneca Gaming Corporation	Niagara Falls	Other	large
Silipos Inc.	Niagara Falls	Manufacturing	small
Tops Markets, Inc.	Williamsville	Retail	large
UNISELECT USA	Amherst	Wholesale	large
Unifrax I LLC	Tonawanda	Manufacturing	large
Uniland Development	Amherst	Real Estate & Construction	medium