

AT A GLANCE

Chambers holding event

Chambers of Commerce on the west side of Monroe County will hold a joint networking event from 5 to 7:30 p.m. Tuesday at Brook-Lea Country Club, 891 Pixley Road in Gates.

Chambers participating include Churchville-Riga, Hilton-Parma-Hamlin, Gates-Chili, Greece and Spencerport.

Cost is \$10 for chamber members and \$20 for non-members.

To sign up, go to www.GreeceChamber.org and click on "calendar" or call the Greece Chamber at (585) 227-7272.

Fuccillo receives three awards

Billy Fuccillo, president of **Fuccillo Automotive Group**, received three awards at a recent national Kia dealers' meeting in Las Vegas.



Fuccillo

The owner of a Kia dealership in Greece, Fuccillo was recognized for the performance of his dealerships in Schenectady and Cape Coral, Fla.

The Schenectady location had the highest sales volume for Kia's eastern

region, while the Cape Coral store was honored as best new dealer for 2011 and U.S. dealer with the highest sales volume.

Academy to hold info sessions

The nonprofit **Young Entrepreneurs Academy** will hold information sessions Oct. 5 and 6 for prospective students and their families.

Now in its eighth year, the Academy teaches business creation skills — from writing business plans to pitching to potential investors — to students in grades 6 through 12.

The information sessions will be at 5:30 p.m. Oct. 5 at the University of Rochester and 5:30 p.m. Oct. 6 at State University College at Geneseo.

To attend or for more information, call the Young Entrepreneurs Academy at (585) 272-3535 or info@yeausa.org.

Agency awarded federal grant

Farmworker Legal Services of New York Inc. has won a \$140,000 federal grant to provide safety training to farm workers, especially those with limited fluency in English.

The Rochester-based agency will train hard-to-reach workers in west-central New York in topics such as heat exposure, eye safety, slips and falls, ergonomics, farm equipment safety and chemical hazard awareness training.

"The grants awarded by the federal government today will provide tools for workers and employers in some of the most dangerous industries to identify and eliminate hazards," said U.S. Secretary of Labor Hilda L. Solis. "This education and training will help ensure that every worker returns home safely at the end of his or her shift."

GM plant to hold open house

The **General Motors Components Holdings** plant at 1000 Lexington Ave. in Rochester will hold an open house from 10 a.m. to 8 p.m. Wednesday.

The event, like many being held at GM plants this year, intends to showcase the role automotive manufacturing has played in local economies across the U.S. The Rochester manufacturing site has been in operation since 1937, though not always as a GM property.

On Wednesday, GM will provide plant tours, demonstrate fuel cell technology, offer demo drives of GM vehicles and host a recycling event in conjunction with

PLANT PATENTS » AGRICULTURE

New varieties help business

When I think of inventions, I usually picture whirring mechanical devices or complex chemical formulations. I don't necessarily think of plants. But producing new varieties of fruits and vegetables, flowers and trees is a big business, especially in areas like western New York where agriculture is such an important part of the economy.

The idea of patenting plants was prompted by the work of Luther Burbank, a turn-of-the-20th-century botanist who developed hundreds of hybrids. Among his creations were the freestone peach, the shasta daisy and the white blackberry.

SEAN LAHMAN
Database Specialist



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Burbank's best-known work was the development of the Russet potato. It's the choice of most fast-food chains for making French fries and is the most commonly grown in the U.S. — accounting for 41 percent of all potatoes.

Plant patents were first issued by the U.S. Patent and Trademark Office in 1930, and more than 22,000 have been granted to date.

RocDocs

Go to **RocDocs.com** for a searchable database of Rochester-area patents.

Most of the plant patents issued in New York have been for varieties of apples and grapes, two of the state's biggest crops. But earlier this year, a patent was granted to a Genesee County man for a tree.

Thomas Draves, who operates Draves Tree Service in Darien, discovered an unusual honey locust tree growing on a residential property. Honey

locusts tend to be wider than they are tall, and are covered in thorns. Draves' tree was tall and narrow and didn't have any thorns. It appeared to be resistant to the types of disease common to honey locust trees. It was also nearly seedless, which meant that producing new trees was going to be a problem.

Working with Timothy Brotzman, a fellow nurseryman from Ohio, Draves attempted to reproduce the tree by budding and grafting, and after a number of years, they successfully produced new saplings.

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BEHIND THE TOP 100 » CLASSIC AUTOMATION LLC

A niche in surplus parts

City business started in Webster home and is now global in scope

TOM TOBIN
Staff writer

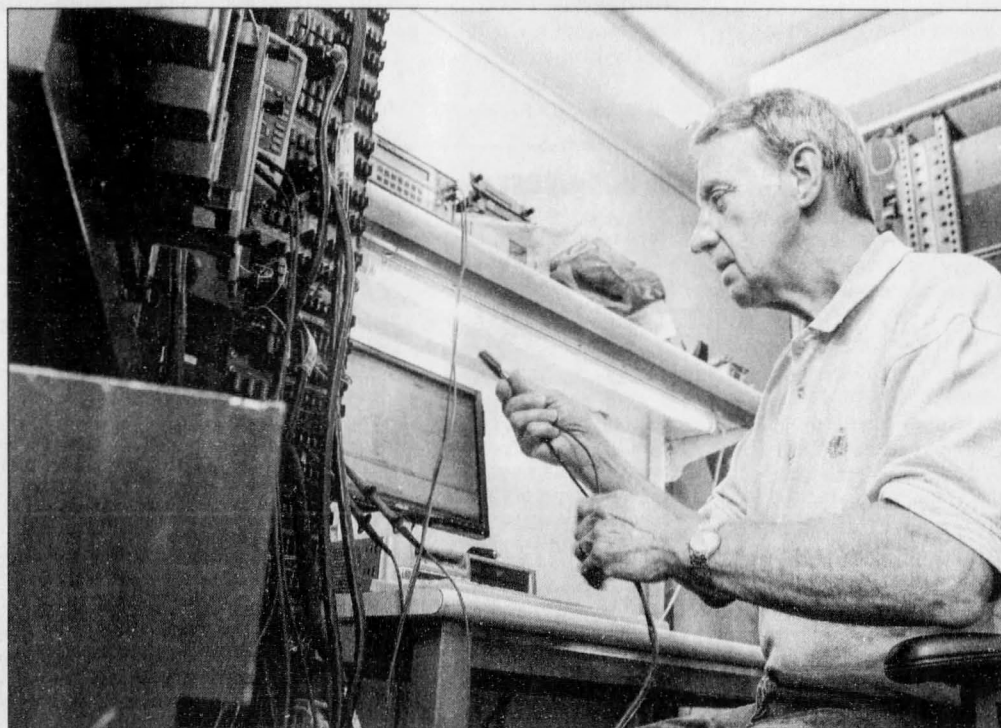
The Rochester Top 100, which annually recognizes the fastest-growing privately held companies in the nine-county region, is sponsored by the Rochester Business Alliance and KPMG. Here is an interview with Fritz Ruebeck, chief executive officer of Classic Automation LLC

Explain for our readers what Classic Automation does.

We sell surplus industrial control parts, primarily circuit boards, serving companies for which computers control the manufacturing process. Sometimes the machines are large. Sometimes they're small. We focus mostly on surplus systems, those that are obsolete or require a long lead time to acquire.

What is your market for these products?

Most of our customers are international in scale. Let me give you an example. A company in Colombia making detergent bottles orders a machine from machine builders in Germany, which ships it to Colombia for \$1 million. After 10 years, the machine stops working and a red light is flashing in the control module. The company in Germany says they can't supply the old part and can



Test engineer Dick Fischer tests control system modules to fulfill orders at Classic Automation. The company sells surplus industrial control parts, primarily circuit boards. KRIS J. MURANTE/STAFF PHOTOGRAPHER

only upgrade. The Colombian company searches online for a huge international conglomerate in control systems. I wanted to stay in the area and I understood the need for surplus parts, so I began trying to figure out how to serve these customers. It was a bit of a struggle at first. We didn't know whether we should have an auction-style business or whether we would offer testing services and warranties. It turns out that in this market, companies want the product tested with warranties and ready to go.



Ruebeck

You must have a lot of these parts available.

We have upwards of 50,000 circuit boards available.

How did your company get started?

It actually started out of my home in Webster in 2003. I

used to work for ABB Ltd., a huge international conglomerate in control systems. I wanted to stay in the area and I understood the need for surplus parts, so I began trying to figure out how to serve these customers. It was a bit of a struggle at first. We didn't know whether we should have an auction-style business or whether we would offer testing services and warranties. It turns out that in this market, companies want the product tested with warranties and ready to go.

CLASSIC AUTOMATION LLC, NO. 66

Location: 795 Monroe Ave.
Year founded: 2003.
Executive: Fritz Ruebeck, CEO.
Employees: 14
Web: classicautomation.com.

It seems the Internet is a key to your operation.

Yes it is. This business probably wouldn't have been possible 10 or 15 years ago. This is a super-niche product. Sometimes we acquire control parts

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