

# Investor group acquires Livingston County firm

By ANDREA DECKER

Shawndra Products Inc. has new owners and a new plan to grow the business, but the company will keep its headquarters in Lima. The company's founder, Douglas Lynch, said last week he sold the company's stock to a group of private investors for an undisclosed sum.

The group was led by Gerald Henry, of Albany, and Thomas Remien, of New York City. There are plans to grow the business and a focus will be on marketing the company's products to a broader customer base, Henry said. Shawndra has a good track record with hundreds of customers in diverse industries already.

"They have had good, steady growth over the past few years and a good collection of products," he said. "We believe there are even more opportunities for the company."

## Shawndra's new owners plan to market its products to a broader customer base.

He is estimating the marketing push will help with the goal of doubling Shawndra's sales over the next few years. Henry declined to give revenues for the privately held company.

As sales grow, Henry envisions adding additional shifts and hiring more workers.

The company employs some 50 workers in Livingston County.

Shawndra, which markets under Sparks Filters, manufactures and markets air/gas filters and filter elements for industrial uses.

Lynch, who founded the company in 1982, could not be reached for comment. Henry said Lynch has retired.

Shawndra has patented products and produces filters for pipe lines, vacuum, power generation and other high-end industrial applications. Its customers include Dollinger Corp., Consler Filtration Products and Ingersoll-Rand Co.

The management and employees will remain, including Gary Hunsinger, Shawndra's vice president and general manager. Henry is serving as Shawndra's president and CEO, while Remien took the role of chairman.

Henry has a background in sales and marketing and spent the past decade serv-

ing as president and CEO of other industrial manufacturing companies.

He plans to buy a home in the area and keep a residence in Albany but anticipates a heavy travel schedule interfacing with current and future clients.

Remien is a managing director for the Silverfern Group Inc., a New York City-based investment banking firm. There were many reasons for his interest in the company, including its consistent profitability, management team and work force, sales growth potential and diversified cus-

tomers base.

"And it just felt like the right opportunity," Remien said.

While there will be new programs to grow the business, the new owners said the essential elements of the business will not change.

Henry is pleased with the local business environment and pool of talent to draw from, he said.

"This is a good environment if you plan to build a business," he said.

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