

CONNECTED TO BUSINESS CASE STUDY

North Huntingdon Township Helps Cleaveland/Price Power Up

Since 1975, Cleaveland/Price has been serving the electric utility switch industry, expanding from a basement-housed business to become a 230-employee company, located in North Huntingdon Township.

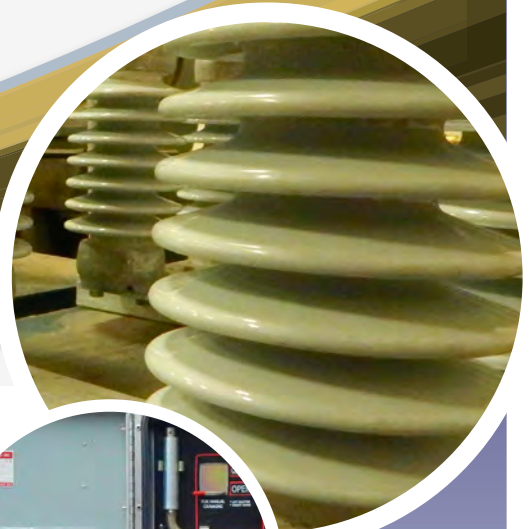
The company's growth over the past several decades began when Westinghouse dissolved its switch division, landing an endorsement by the electric component giant into the willing hands of Cleaveland/Price Founder and Chairman, Chuck Cleaveland. "When utilities have a problem, they come to us for help and guidance," said Cleaveland. "We've really improved the state-of-the-art of the electric switch industry." Creativity and a unique corporate culture cultivated the corporate growth necessary to incrementally expand to what is now a 200,000 square foot facility in North Huntingdon Township.

Cleaveland/Price sees the Township as a strategic business partner supporting its success. "Cooperation and guidance are the greatest elements of our relationship with North Huntingdon," Cleaveland added. "The Township has been important to us because when we need to expand, they cooperate." And business continues to grow. The company's most recent expansion is a 60,000 square foot facility, while discussions with the Township are underway for a new warehousing facility. Recognizing customer trends and needs, Cleaveland/Price continues to plan for expansion and growth into the future and relies on the Township for guidance to complete these challenging projects.

Within the past decade, Cleaveland/Price has realized the value of being located in close proximity to the multimodal transportation centers around the Township. Production supplies arrive at the Norfolk Southern Intermodal Terminal and are transported via truck the short distance to Cleaveland/Price. This access has been a blessing to the company's growth in the region, allowing for international connectivity in a global marketplace.

Its engagement with the community doesn't stop with physical location—since nearly all Cleaveland/Price employees are residents of the Township. There is definitive conformity across all departments. "We're just going to keep growing," says Cleaveland.

Strategic business partnerships are one key component to sustained business growth. As a result of Cleaveland/Price and North Huntingdon collaborating on elements of business development and expansion throughout the years, both the company and the Township have realized great success by virtue of working together.



"The Township has been important to us because when we need to expand, they cooperate."

Chuck Cleaveland

Founder and Chairman
Cleaveland/Price

