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## K.J. Electric hiring at Syracuse-area headquarters

By Paige Palmateer

Journal Staff

DeWITT — K.J. Electric Corporation is hiring additional employees to meet increased demand for computer-controlled, “servomechanism” motors and repair services.

A “servo” is an intelligent motor controlled by electrical or wireless means. It is used primarily in the automation, robotic, and precision-machining industries.

Kenneth Jacobs, president and CEO of K.J. Electric, hired 14 employees in October and plans to continue recruiting people to meet high demand and orders.

“With [industries] leaving Central New York, I set up an original-equipment manufacturing (OEM) division and increased our repair division to attack new markets,” Jacobs says. “We’ve been very successful in giving service to the remaining customers in the area.”

K.J. Electric, one of a few distributors to offer servos, is also the largest independent distributor of electric equipment in New York State—providing industrial and electric motors, drives, motor parts, power-transmission products, and controls, Jacobs says.

K.J. Electric services mainly industrial companies and OEM manufacturers in

Central New York from its Syracuse-area headquarters. The company also has branches in Albany, Binghamton, Buffalo, Rochester, and Utica.

K.J. Electric’s Albany branch, opened in 1989, is an 8,500-square-foot facility. The K.J. Electric Binghamton branch, opened in 1991, is 25,000 square feet. In 1995, the company also expanded into a new 15,000-square-foot Rochester facility (originally founded in 1988).

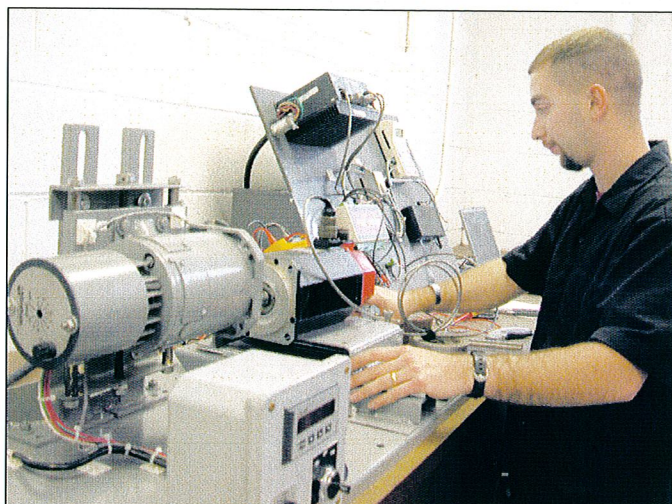
In 2000, a \$1.3 million expansion to the Buffalo facility (originally opened in 1993) resulted in 30,000 square feet of space.

In 2002, K.J. Electric acquired the 25,000-square-foot Grand Eagle Motor Repair of Utica.

K.J. Electric’s corporate headquarters at 5894 E. Molloy Road in the town of DeWitt includes a 90,000-square-foot distribution warehouse, 10,000 square feet of office space, and 30,000 square feet of shop space.

Jacobs says the company is currently expanding across all the branches. Expansions that have been completed over the past 17 years account for a \$10 million investment in property and advanced equipment.

K.J. Electric primarily services upstate New York, but also sells products nationwide.



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**Eric Iacovissi works on a motor alignment at K.J. Electric in DeWitt. The company is the largest independent distributor of electric equipment in New York State.**

Jacobs sold electric motors for 26 years before buying local distributor Deal Syracuse from William Deal in 1981.

Deal Syracuse employed six and generated \$600,000 in annual revenue. Jacobs changed the name of the company to K.J. Electric, which today generates annual revenue of \$22 million. Of 120 employees companywide, 65 are employed in the DeWitt location.

“We’ve seen constant double-digit growth that dipped slightly after September 11, but now is back to double digits again,” Jacobs says.

Today, the privately owned K.J. Electric specializes in

motor repair and panel fabrication.

Currently, K.J. Electric is involved in a \$1 million project for the City of Oswego to replace and upgrade all water-pumping motors and drives. The company also built transformers for Albany-based Mohawk Paper Mills, Inc., a \$500,000 project.

Even with competitors all across Upstate, Jacobs says he will stay in the area, continue to service his customers, and look for opportunities to grow. □

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