



Dutchess County Economic Development Corporation
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Newsrelease

For Immediate Release

June 2, 2009

Contact: Cathy Maloney

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When Times Are Tough, Tougher (*Industries Enterprise, LLC*) Gets Going

POUGHKEEPSIE, NY – With a name like Tougher Industries Enterprise, LLC, the firm has to be tougher and smarter than the competition. As a locally owned company, Tougher takes pride in offering programs that save clients money on their *environmental systems*. Tougher accomplishes this by offering customized financial solutions that reduce building owning and operating expenses. The firm's client base is primarily larger businesses (over 20,000 s.f.) or businesses with multiple locations such as banks.

Tougher delivers a *total financial solution thus* partnering with their clients to analyze their systems and effectively reduce their costs. According to Eric Davis, General Manager of Tougher, "clients have been able to put saved money into additional revenue-generating streams. We have been successful at dropping dollars to the client's bottom line."

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Davis asserts, "It's a *fix it before it breaks* approach. There's no shrink-wrapped solution out of the box. We do a full-building survey on a client's equipment and do a customized solution per industry type and per building."

Tougher owns the franchise for *Linc Service (Lincservice.com)* in the Albany and Poughkeepsie markets. Because they are part of this network, Tougher can call on over 150 contractors like themselves across the country. That makes Tougher an impressive locally owned business with a national reach.

Tougher is a year-old start-up company that resulted from two buy-outs of a firm more than 60 years old. The Tougher name is recognized in the construction business. Tougher does business in a 200-mile radius around Albany. It operates out of a modest 1,500 s.f. at its Poughkeepsie location and also has a large sheet-metal fabrication shop in Albany. The company has approximately 60 employees in both Albany and Poughkeepsie.

Says Davis, "our operation does not require a lot of space. We could easily handle 15-20 technicians in a space the size of the one we have now." Ample room for expansion at their Dutchess County site is part of what underlies Tougher's immediate goal to grow their business at the Poughkeepsie location, and the company is currently doing a large project with the Arlington School System. To contact Tougher call 845-452-6700.

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The Dutchess County Economic Development Corporation (DCEDC) is a private, nonprofit organization serving the cities, towns, and villages of Dutchess County. Funded annually by the county, the county's Industrial Development Agency, and

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through private-sector investment, the DCEDC supports and promotes business development in Dutchess County through a variety of business attraction, expansion, and entrepreneurial development programs.

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