

Member Profile

Member Profile: Stavo Industries, Inc.

Year Founded: 1932

Location: Kingston, NY

Products: Filtration products for use in the food, beverage, pharmaceutical, chemical, cosmetic, utility, mining and wastewater industries.

Website: www.ertelalsop.com

In today's society, people don't always think about where their food comes from, or what it goes through before it arrives at the store. We don't think about how the medicine we take was formulated, just as long as it works. We no longer wonder how the electricity gets into our homes to run our machines or what happens to the wastewater that goes down the drain. We just take for granted that the food will be there and taste good, the medicine is safe and will work, the lights will turn on, and the sewage will be taken care of. Stavo Industries, and the filtration products they design and manufacture, has a hand in making many of these things possible.



Since Fredrick Ertel started the company in 1932 to produce filter sheets for the pharmaceutical industry, Stavo Industries has been based in Kingston producing a variety of filtration products. Under the name ErtelAlsop, Stavo designs and manufactures products for use in the food, beverage, pharmaceutical, chemical, cosmetic, utility, mining, and wastewater industries. They produce both capital equipment, filter machines and consumable filters that are used to actually clarify the fluids being filtered. According to Stavo Industries President, George Quigley, "The consumable side of the business represents eighty percent of the revenue stream and these filters are produced using cellulose fibers and filter aids such as perlite, diatomaceous earth, and carbon. These raw



materials and the way they are manipulated, make these filters very efficient and cost effective."

The variety of items that are produced using a filtration product from ErtelAlsop is fascinating. Their filters are used in the pharmaceutical industry and are involved in the trails of several new drugs that are under development. Most of these are in the biotech industry, where live organisms are used to create the active pharmaceutical ingredient as opposed to the chemically synthesized ingredients which have been the prevalent method of producing pharmaceuticals for most of the last century. Mr. Quigley explains, "One of the great things about our products is that they are used to filter so many products that affect or touch our live every day. For instance, much of the soft drink concentrate produced by Coca-Cola and Pepsi, pass through our filters, along with many perfumes and fragrances produced by companies like Avon and Estee Lauder. Central Hudson uses our filters to remove particulate and condensation from transformer and circuit breaker oils to allow them to effectively insulate the contacts in those devices. Also, our filters are used to filter cough syrups and more critical prescription drugs. It is a wonderful full circle story for our employees."

It is the employees and the complete service that Stavo Industries provides their customers that make this company stand out from its competitors. Because they are a small company, Stavo is able to develop closer relationships with their customers and provide outstanding customer service.

For example, Stavo provides both the equipment and the replaceable filters, whereas most of their competitors only provide the replaceable filters. This makes Stavo a full service provider of depth filter products. Stavo also has a unique formulation that allows filters in one part of their product line to filter more efficiently than the competing products.



These are 4 and 8 inch plate and frame filters Made by Stavo Industries.

Stavo Industries has been a member of the Council of Industry since 1996 and their employees have participated in Council of Industry training programs. According to Quigley,

"The Council is a resource that we have drawn on when we have questions regarding regulations or other matters. Its efforts to support manufacturing in the region are vital to the economy, and to helping us succeed."