

REDCOM to add 18,000 square feet

Matthew Daneman • Staff writer • August 4, 2009

From the air, Redcom Laboratories Inc. is one of the most distinctive businesses in the Victor area — a cluster of three hexagons like a cross-section of a beehive, attached to a large, rectangular manufacturing plant.

Now the telecommunications equipment manufacturer is about to add a fourth such hexagon in the largest expansion of its operation since the company opened in what is now a dense cluster of technology businesses off Route 96.

Redcom broke ground last week on what will be an 18,000-square-foot addition to the company's headquarters and manufacturing site. The expansion is scheduled to be complete by March 2010 and will give the company additional space for training its customers on using Redcom technology. It also will give the company additional sectioned-off area for its government contract work so that it remains in compliance with International Traffic in Arms Regulations regarding who has access to military-related technologies.

The 31-year-old company has been planning for the addition for a couple of years, and its headquarters was built in 1985 with such expansion in mind — each of the hexagonal pieces being a modular pod, said President and Chairman Klaus Gueldenpfennig. The business' current training space often is crowded, necessitating the expansion, he said.

Redcom has under roof roughly 120,000 square feet, Gueldenpfennig said, with half of that being manufacturing and warehouse space and half being the hexagonal clusters housing the various corporate functions.

Redcom employs roughly 200. The company is not planning to add personnel along with the expansion of its footprint.

Gueldenpfennig declined to discuss the price tag of the expansion or the overall finances of the privately held company.

The expansion is the company's first major one since adding 3,000 square feet of warehouse space earlier this decade, said Brigitte J. Gueldenpfennig, vice president of finance.

Redcom makes switches, exchanges and other digital telecom equipment. Its customers range from telecom and electronics companies to military branches. Its business niche is a focus on equipment used particularly in rural or remote settings. Most of the public telephone exchanges in Alaska use Redcom equipment, Klaus Gueldenpfennig said.



Carolyn Jackson of Rochester, an inspector at Redcom Laboratories in Victor, uses a magnifying glass to check a circuit board. The 31-year-old private company will be adding 18,000 square feet to its facility. (JAY CAPERS staff photographer)



Dan Roll of Pittsford, an assembler at Redcom, tests a circuit board behind shelves of finished switches. (JAY CAPERS staff photographer)