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Metal Man Learns To Outshine Rivals

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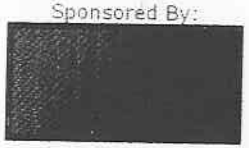

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Gary M. Stern
Fri Jul 7, 7:00 PM ET

The buzz in manufacturing these days is all doom and gloom. Plants are closing, work is outsourced to China and India, and the rust industry is dying in the U.S.

But don't tell that to Anthony Guglielmo, who launched Metal Man Restoration, a metal polishing and plating company, in 2003.

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In three years, Metal Man Restoration has expanded from a 200-square-foot basement in Pelham, N.Y., to a 5,000-square-foot showroom and factory in Mount Vernon, N.Y.

It has grown from a one-man shop to having 10 full-time workers and three part-timers.

Also, its revenue spiked from $90,000 in 2004 to $250,000 in 2005 and is on target to hit $600,000 in 2006.

Metal Man Restoration is proving that a well-run maker can build its business locally if it targets clients, delivers results and diversifies.