

## BIZfact

22,600

Number of department store workers on Long Island in November, up 1,800 from October, but down 500 from one year ago.

Source: New York State Department of Labor

## CONSUMER SPENDING UP IN NOVEMBER

American consumers stepped up their spending last month, a good sign for the holiday shopping season.

The Commerce Department said Friday that consumer spending rose a sharp 0.6 percent from October, outpacing a 0.3 percent increase in personal income. As a result, the savings rate fell to 2.9 percent of after-tax income in November, lowest since November 2007.

The numbers bode well for the holidays and for the overall economy: Consumer spending accounts for about 70 percent of U.S. economic output.

Spending on both goods and services rose in November, led by increases in purchases of recreational goods, vehicles, electricity and gas.

The savings rate has been falling steadily since February when it was at 4.1 percent.

"The saving rate can't fall forever," Ian Shepherdson, chief economist at Pantheon Macroeconomics, wrote in a research note, "so income growth needs to pick up if consumers are to continue spending at their recent pace."

The measure of inflation favored by the Federal Reserve remained subdued, rising 1.8 percent in November from a year ago, 1.5 percent excluding volatile energy and food prices. Inflation is running below the Fed's 2 percent annual target. — AP

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PHOTOS BY BARRY SLOAN

Vincent Filippelli uses an electron beam welder at EB Industries in Farmingdale. The company has had to compete with overseas manufacturers whose labor costs are less. Right, the company's hollow stainless steel balls used by aviation firms to roll cargo.



# Adapting amid competition



Executives Steven, left, and John DeLalio have led Farmingdale-based EB Industries back from a "rough period" in the early 1990s.

Automation has helped welding firm rebound

BY KEN SCHACHTER  
[kenneth.schachter@newsday.com](mailto:kenneth.schachter@newsday.com)

**A** 52-year-old family-owned Farmingdale welding company that was "failing" after the owner died in the early 1990s is having a resurgence as it wins back contracts from Chinese suppliers and adds state-of-the-art equipment, executives said.

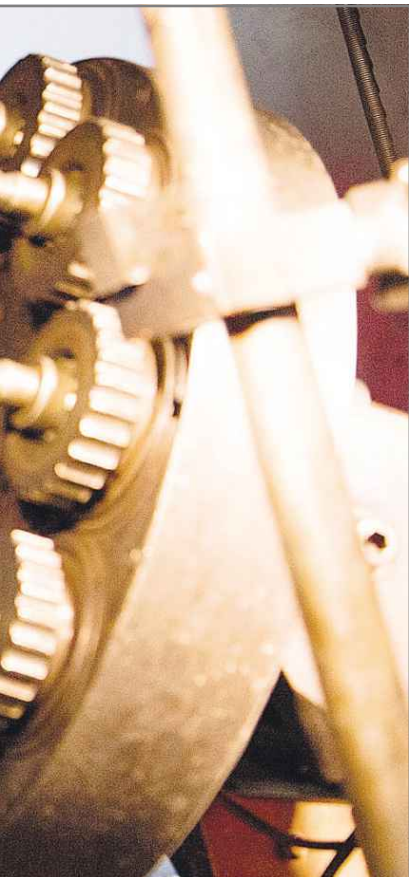
Steven DeLalio, president and owner of EB Industries LLC and son of former owner

George DeLalio, said he has been able to compete with lower-cost Far Eastern suppliers by investing in automation and cutting-edge equipment.

"What are you competing against in China?" he asked. "It's labor."

DeLalio said the company faced "a rough period" in 1993, a period of declining U.S. defense spending and the year his father died. Revenue stood at about \$1.5 million.

That was when Steven De-



## At a glance

**NAME:** EB Industries LLC, Farmingdale  
**FOUNDED:** 1965  
**PRESIDENT AND OWNER:** Steven DeLalio  
**EMPLOYEES:** 38  
**REVENUE:** \$5.6 million

Lalio, trained as a software engineer with a bachelor's from Hofstra University and a master's from Rensselaer Polytechnic Institute, joined the company.

Early in his tenure, he won contracts to manufacture hollow stainless steel balls used to roll cargo in civilian and military aircraft.

"This was a low-margin job, but we needed the cash flow," he said.

DeLalio said that by 2000, the company was welding about a half-million of those balls a year with a selling price of about \$1.5 million.

Then China entered the market and over 15 years began picking off EB Industries' customers.

In 2013, EB Industries lost a contract to supply the hollow balls to United Technologies Corp., based in Farmington, Connecticut, said John DeLalio, Steven DeLalio's cousin

and director of business development at the Farmingdale company.

By 2014, the business had dried up entirely.

"China got pretty good at it," Steven DeLalio acknowledged. "I've seen their balls. They're not bad. I had to figure out how to compete with them somewhat on price."

These days, he said, the company's automated processes give it the capacity to churn out a million ball bearings a year welded with an advanced electron-beam method.

In October, the 38-employee Long Island company won a contract with a California aerospace company — which had been using Chinese suppliers — to weld 96,000 of the 1-inch-diameter ball bearings in 2017 and 2018. The contract is worth about \$275,000. John DeLalio said the company is pursuing contracts with other buyers of the ball bearings, including United Technologies.

UTC did not respond to a request for comment.

Earlier this year, EB Industries won a contract to manufacture 26,000 fuel pump covers for outboard motors per year from a U.S. manufacturer of fuel pumps that had filed for bankruptcy in 2015 and moved its production facilities to Mexico.

Steven DeLalio said his company is continuing to invest in capital equipment.

"Now we're purchasing a new, state-of-the-art electron-beam welding machine that will cost \$600,000," he said. "We're going for higher levels of quality."

About three-quarters of the company's revenue comes from the defense and aerospace industry, including work on drone systems such as the Predator, made by General Atomics Aeronautical Systems Inc., and the Terminal High Altitude Area Defense, a Lockheed Martin Aeronautics Co. system designed to shoot down short-, medium- and intermediate-range missiles.

The recent contracts and others have fueled EB Industries' growth from \$3 million in revenue in 2013 to about \$5.6 million now.

EB Industries in 2014 received subsidized electricity under the state Power Authority's Recharge NY program in exchange for a commitment to protect jobs.

"People say aerospace is leaving Long Island," John DeLalio said. "It's not. We're growing 20 percent a year."

## THE ISSUE: AUTO LOANS

# Refinancing not just for home loans

## MONEY FIX

BY SHERYL NANCE-NASH  
 Special to Newsday

**D**id you know you can refinance your car loan?

Don't feel bad if you didn't. Only 47 percent of the more than 2,200 people surveyed in an online study by Harris Poll for Ally Financial knew they could.

Maybe there's a savings opportunity for you. Clearlane, Ally's online auto financing platform, says its customers have reduced their payments an average of \$112 a month by refinancing. Some do even better.

According to Clearlane, a customer financed a 2016 Cadillac ATS for \$30,200 for 66 months at 14.77 percent and \$630 per month. The customer refinanced and got a rate of 3.89 percent for 66 months, saving \$144 monthly, with the potential to save more than \$10,000 in interest over the life of the loan.

### To refi or not?

"Extending the length on your loan means that the total amount you will pay over its



Are you a candidate for a refinanced loan? It may pay to find out.

lifetime could be higher," says Natasha Rachel Smith of Top-Cashback.com.

Find out about any additional fees before refinancing. Check your credit score. If it's lousy, don't expect a lower interest rate.

### Who's a good candidate?

"People who had less-than-stellar credit when they got their auto loan, but have been paying on time and in full for the last 18 to 24 months," says

Jeff Danford, Clearlane senior vice president of auto finance for Ally. "Their credit score has likely improved. They may get a lower payment and interest rate."

To make sure it's worth it, "ask a financial professional to offer a side-by-side comparison of your current loan with what the lender is offering," says Theresa Williams-Barrett of Affinity Federal Credit Union in Basking Ridge, New Jersey.

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## LI People ON THE MOVE

### REAL ESTATE

**HomeSmart Premier Living Realty** in Williston Park has six new agents.

**Debi Lucas** of Oceanside was with One Stop Realty in Jamaica, Queens.

**Gregory Gilbert** of Oceanside was in insurance sales with Senior Services of North America Inc. in Melville.

**Stanislaw Kotowicz** of Northport is a recent graduate of New York Real Estate Institute in Syosset.

**Raymond McCool** of

Franklin Square is a recent graduate of New York Real Estate Institute in Syosset.

**Catherine Zerbe** of Bayside, Queens, was a fashion executive with Cajena Couture in Manhattan.

**Christine Matarazzo** of Rockville Centre was with Castle Homes Realty in Long Beach.

— DIANE DANIELS

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**New HomeSmart Premier Living agents from left, top, Lucas and Gilbert; middle, Kotowicz and McCool; above, Zerbe and Matarazzo**