

APPLICATION SUMMARY
Expansion Power

Company:	FMC Corporation
Location:	Tonawanda, Erie County
IOU:	National Grid
Business Activity:	Chemical Manufacturing
Project Description:	The proposed project is major expansion of FMC's persulfate manufacturing process. The electrolytic cell room would be expanded with 5 new electrolytic cells and associated equipment, such as a crystallizer and vacuum system, dryer, mother liquor tank and baghouse.
Existing Allocation(s):	3 Replacement Power allocations totaling 8,750 kW
Power Request:	2,000 kW
Power Recommended:	1,500 kW
Job Commitment:	
Existing:	172 jobs
New:	16 jobs
New Jobs/Power Ratio:	10.7 jobs/MW
New Jobs - Avg. Wage and Benefits:	\$105,000
Capital Investment:	\$12.0 million
Capital Investment/MW:	\$8.0 million/MW
Other ED Incentives:	FMC received a \$1 million Consolidated Funding Application award through Empire State Development for this project
Summary:	FMC is considering a major expansion to increase persulfate production volumes at their Tonawanda facility by 50%. Electricity is a significant cost of production as the process uses electrolytic cell technology. FMC's Tonawanda plant is competing for capital within its entire corporation. Alternatives being considered to this investment are a competitor sourcing arrangement or an expansion of a newly acquired persulfate manufacturing facility in Germany. An allocation of hydropower is critical to keeping production costs in line and enabling the company to implement this expansion in New York State.