

Building a Better Buffalo

# “A new business has lots of questions.”

The people at Key go out of their way to get answers.”

Amsco, Inc. is a veteran-owned business that makes and installs HVAC ductwork for commercial and industrial buildings. “The company has a solid 50-year reputation, but I bought it just two years ago,” explains President Norman Brodfuehrer. “KeyBank has helped us every step of the way.”

“Owning my own business had always been a dream of mine, and they made that happen,” says Norm. “When the financial marketplace was diving, Key believed in my business plan. And when cash and credit were tight, our Relationship Manager extended our line of credit to help us grow.”

Like KeyBank, Amsco is invested in Western New York. Projects like the restoration of the Frank Lloyd Wright-designed Darwin Martin House in Buffalo have helped maintain Amsco's standing in the Buffalo-Niagara community.

When Amsco has a financial question, Norm knows where to go. “With KeyBank, I'm comfortable that the people and the solutions will be there when we need them.”

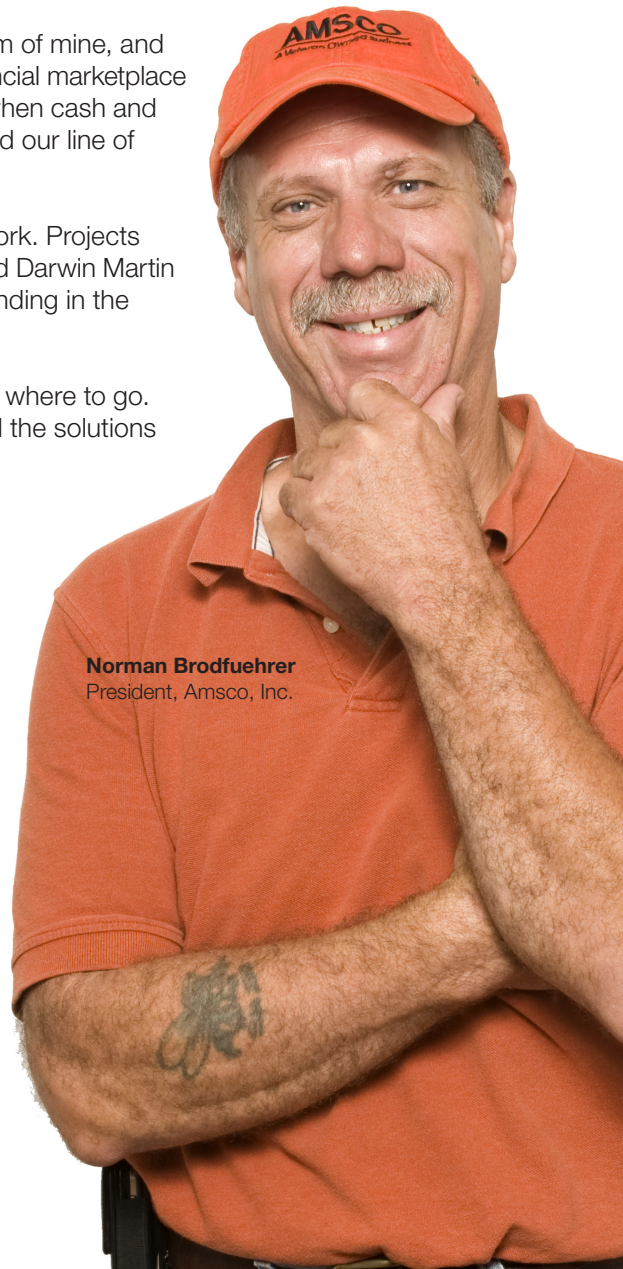
To learn more about Key Business Banking and how we can help your business, call Sharon Lochocki at 847-7772.

  
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**Norman Brodfuehrer**  
President, Amsco, Inc.