

Startup targets \$3B market for ultraviolet-light technologies

Culture 'en' is a neutral culture. It cannot be used in formatting and parsing and therefore cannot be set as the thread's current culture. by *Kevin Tampone*

SYRACUSE — A new Syracuse-based company is focusing on producing coatings, resins, and other materials used in a variety of industries.

Rapid Cure Technologies, Inc. launched about a month ago. The firm is based in the Syracuse Technology Garden and has its manufacturing facility in Saratoga Springs.

The company's partners are President and CEO Tim Shaughnessy and Chief Technology Officer Dan Montoney. Rapid Cure has about eight additional employees at its manufacturing site.

Rapid Cure produces materials that cure using ultraviolet light or electron-beam technologies. Its Syracuse office handles corporate functions and research.

The firm is working with a new research center at the State University of New York College of Environmental Science and Forestry (ESF) that focuses on ultraviolet and electron beam curing technologies. The Ultraviolet Light (UV) and Electron Beam (EB) Process Curing Systems Technology Center is funded with \$900,000 from the New York State Energy Research and Development Authority (NYSERDA) and more than \$1 million from ESF and private partners.

UV light and electron beams can be used in the production and application of inks, paints, and coatings in processes that allow faster drying and consume less energy. They can also be used in producing and applying resin binders needed in manufacturing composite materials like fiberglass, according to ESF.

Industrial coatings are usually dried utilizing heat. It's an expensive and energy-intensive process, according to the college.

Using UV or EB technology, coatings can dry faster and without intense heat. They can also be tailored to give off fewer harmful emissions.

Equipment at the center will allow manufacturers considering adoption of a UV or EB technique to test it and determine whether it's worth the cost.

The resources there are one reason Rapid Cure wanted a location in Syracuse.

Rapid Cure concentrates on custom products, Shaughnessy says. The firm works with customers to develop formulas that fit their needs precisely.

"You're not going to come in and find Brand A on our shelves," Shaughnessy says. "We want to solve problems for our customers."

Applications for Rapid Cure's products range from simple coatings for wood or stone building materials to coatings that provide corrosion protection on pipe and tubing.

"The markets can be kind of endless," Shaughnessy says.

Ultraviolet and electron beam curing are enabling technologies, he adds. They allow nearly instant

curing and drying of coatings and other materials.

The energy savings is not only environmentally friendly, but it's a business advantage. The technologies can help New York companies become more competitive with lower-cost labor found overseas, Shaughnessy says.

Before starting Rapid Cure, Shaughnessy and Montoney both worked at Knowlton Technologies, LLC of Watertown. Knowlton produces materials used in filtration and other applications.

Shaughnessy was director of sales and marketing there while Montoney was director of research and development.

"We think there's a real need for this technology," Shaughnessy says.

Ultraviolet and electron-beam technologies represent a market worth more than \$3 billion worldwide, according to NYSERDA. The agency has been working for several years with RadTech International, an association for those involved with the technologies, to promote them to New York companies.

Rapid Cure declined to provide revenue information.