

GENERATIONS OF LINCOLN SUCCESS FUEL GROWTH

By Jane Schmitt

There's a lengthy family history behind Lincoln Securities Inc., a Buffalo-based private company that's really a host of businesses wrapped up into one.

It all started in 1914 with the late John Palisano, whose horse-and-buggy operation on Niagara Street laid the foundation for what today is an \$11.1 million operation with 80 employees nationally. Still family-owned and -operated, there's a fourth-generation of Palisano men running a diverse group of affiliated companies in the areas of transportation, storage and distribution.

They include brothers Timothy, John, Michael, William and Joseph Palisano.

"We are on the move and always looking for new growth opportunities," says Timothy Palisano, executive vice president of Lincoln Securities. His father, John, current president, is a grandson of the founder. "We don't get complacent because we're the fourth generation and still growing. We just bought a document-shredding plant in Tonawanda."

Lincoln Moving & Storage Inc., for example, is a wholly owned subsidiary of Lincoln Securities that prides itself on quality transportation and delivery services. It's an Atlas Van Lines agent with locations in Buffalo, Rochester, Syracuse and Tampa, Fla. Earlier this year, Lincoln Moving & Storage was named Family Business of the Year by Niagara University

Another holding is Lincoln Archives Inc., which provides information logistics, storage, archival and retrieval services. The Lincoln umbrella also includes operation of the Western New York Foreign Trade Zone on Gates Avenue in Lackawanna, which offers companies an opportunity to reduce certain operating costs by storing, warehousing or shipping goods through the trade zone. Timothy serves as director of operations there. "At Lincoln, we're very diversified," he says.

His father is a past president of the New York State Movers and Warehousemen's Association, based in Binghamton.



Mike, left, John, Joe, John Sr., Tim and William Palisano

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