

## Helping Businesses Thrive - Transcription

0:00 [MUSIC]

**0:06 Male Announcer** In 1856, two businessmen Pascal Paoli Pratt and Bronson Case Rumsey, recognized the need to make credit available to Buffalo's burgeoning manufacturing community. In August of that year, Manufacturers and Traders Bank officially opened for business. For the next 160-plus years, we've grown and evolved, operating in 8 states in the Northeast and Mid-Atlantic. But we've maintained our focus, helping businesses of all sizes thrive.

**0:32 John Darby, Niagara Transformer** This is about a \$20 million investment. The facility wouldn't have been made possible if we didn't have the partnership with M&T Bank.

**0:39 Male Voice** I like M&T Bank. I mean, their roots are in manufacturing.

**0:43 Robert Morehardt, TEC-CAST** We're looking for a bank that's willing to put forth the effort to learn our business and be able to grow with us, and M&T Bank is willing to do that.

**0:52 Male Announcer** We believe business is the lifeblood of any strong community. We celebrate and serve those companies that embody the spirit of the American doer, to make things, make them well, and make them here at home. We recognize the importance of manufacturers for their role in providing so many good jobs to hard-working people, and their ongoing support to our communities overall.

**1:13 Robert Morehardt, TEC-CAST** It's great to be able to provide jobs and grow the manufacturing base in this country.

**1:19 Male Announcer** We take the time to truly understand each customer's business inside and out, their industry, their opportunities, their goals. This is how we serve them better, offering innovative solutions to fit their evolving needs, and forming lasting relationships that foster trust and confidence.

**1:36 H. Van Mollenber, Mollenberg-Betz** I've been approached a few times by people asking me what is M&T like, and I said, well, If I told you we were with M&T for 107 years, would that make a difference?

**1:47 Michael Joyce, Primaloft Inc.** What M&T was interested in understanding is, what is your business like? What is your competitive advantage? What's your five-year plan of growth?

**1:55 Bill Byrne, Byrne Dairy** What worked in 1933 isn't gonna work in the 21st century. We knew that we had to grow our business, and M&T was right there with us.

**2:02 Male Announcer** M&T Bank's story is inextricably linked to manufacturing in this country. And our leadership team, today, believes serving these companies is as important as it ever was, and will continue to be a vital part of what we stand for as a bank.

**2:15 Wink Mather, Acadia Windows & Doors** If you were to ask me what's important out of a bank, in the dictionary, I would point to M&T.

**2:20 Mort Zifferer, Newstandard Corp.** We do things to improve the quality of our lives, and I think that's what M&T really makes happen for us.

**2:25 Bill Byrne, Byrne Dairy** If you have vision and if you have good partners like M&T, it's amazing what you can accomplish.

**2:34 [MUSIC]**