

MTIDA CELEBRATED TWO "DEAL READY CERTIFICATIONS"

MTIDA implemented the 'Deal Ready Certification' program to help communities attract more industries. CH2M Hill/Lockwood Greene, an independent site inspector was hired by MTIDA to provide third-party review of industrial parks.

To be certified as 'deal ready' means that sites meet or exceed the basic criteria required for companies in need of a development-ready site. A deal ready site must pass a rigorous evaluation process. Local economic

developers submit sites for review and provide more than 100 points of information on each site. The site has to be proven to be free of ownership, transaction and environmental issues and must meet the infrastructure requirements mandated by the program. CH2M Hill/Lockwood Greene visit all sites to verify all specifications are accurate.

Certification is used in marketing counties to industries looking to locate in Middle Tennessee. Currently, there are 31 sites inde-

pendently certified as 'deal ready' across Middle and West Tennessee. Middle Tennessee has certified sites that range from 50 to over 1,000 acres. With these sites, local spec buildings and other available properties in our region, we can attract a wide range of business. The most recent MTIDA deal ready certifications are in Coffee and Warren County. ■

THIS MAKES TWO FOR COFFEE

The 400 acre Coffee County Joint Industrial Park has been certified 'deal ready' by MTIDA, meaning it is guaranteed to meet or exceed the criteria required by major industries seeking a site for immediate development.

The announcement was made by MTIDA's Executive Director Bill Shuff and Michelle Harris, Project Manager for CH2M Hill/Lockwood Greene.

A recent letter from Lockwood Greene to the Coffee County Industrial Board praised the board for its outstanding work on the site specifications for the Joint Industrial Park that led to its Deal

Ready Certification in November. At this point in the Deal Ready Program, there are very few counties with one certified site ready for business, and Coffee County already has two of them—The Joint Industrial Park and the Interstate Industrial Park.

Ted Hackney, Executive Director, Industrial Board of Coffee County said a new power substation at the Joint Industrial Park was key to having the area certified. The substation is currently under construction. Mr. Hackney also said in the next round of Deal Ready Certifications a 50-acre parcel at the Tullahoma Regional Airport would be submitted. ■



L-R Sitting: County Mayor David Pennington; Bill Shuff, MTIDA; Michelle Williams, CH2M Hill/Lockwood Greene; Bill Comer, Chairman, Industrial Board of Coffee County (IBCC)

L-R Standing: Bill Johnson, IBCC; Buster Bush, Vice-Chairman IBCC; and Ted Hackney, Executive Director, IBCC

WARREN COUNTY IS DEAL READY



L-R: Joe Hamby, Joe Pugh, Royce Davenport, Michelle Harris, Gary Prater, Jeff McCormick, Sally Brock, Herschel Wells, Jr., John Pelham, Glen Moore and Bill Shuff.

The 300 acre Mt. View Industrial Park in Morrison has been certified 'deal ready' by MTIDA. County Executive John Pelham said he feels the certification takes Warren County to another level as far as recruitment is concerned. "This is just one of the steps in the process of making our county more attractive to industry," Pelham said. Jeff McCormick, Economic Director of the McMinnville Industrial Board, said the benefits of site certification are well worth the effort. "It's another tool for our toolbox", McCormick said. "It lets industrial consultants know that our site is ready for industry. They don't have to do in-depth research and surveys, because they know we've already done all the things that are required. It makes the consultant's job easier, which can be an advantage for us."

Deal Ready Certified Sites have been heavily promoted to location consultants and to targeted industries throughout the U.S and Canada. Information about the sites and the Deal Ready program can be found at www.DealReady.com. ■

DURA DRIVES HOME A TRIPLE PLAY

DURA Automotive Systems, Inc. recently announced plans to expand operations at not one but three Tennessee facilities, including Lawrenceburg. The expansion will mean a nearly \$3 million capital investment and more than 200 new jobs.

The company selected Lawrenceburg, Gordonsville and the Milan communities for these new jobs and investment.

DURA Automotive Systems, is a leading independent designer and manufacturer of driver control systems, seating control systems, glass systems, engineered assemblies, struc-

tural door modules and exterior trim systems for the global automotive industry. The company is also a leading supplier of similar products to the recreation vehicle and specialty vehicle industries. DURA sells its automotive products to every North American, Japanese and European original equipment manufacturer, and many leading Tier 1 automotive suppliers. DURA is headquartered in Rochester Hills, MI. ■

C&S E - x - p - a - n - d - s in Fayetteville

C&S Plastics, LLC, a Tier II automotive supplier announced plans for a major expansion effort doubling its manufacturing space and creating several new jobs in the community.

The company manufactures interior hard trim products for customers in the automotive sector. C&S opened in 2003 starting with just 15 employees and has grown to its current 93 with plans to add up to 35 more positions by the end of 2007.

The expansion to the company's existing building doubled its space

from 40,000 square feet to 80,000 square feet. Over the next six months, C & S will add new machinery to its facility to increase its production capacity to support supplier demands of its major customers like M-Tek, CKNA, TS-Tech and Suzuki.

C & S Plastics makes parts for Japanese and American automotive manufacturers. The Fayetteville facility was built in 2001 on 12 acres and produces molded and assembled products. ■

Calsonic Consolidates in Bedford

A consolidation by CalsonicKansei North America means 90 new jobs for the automotive parts company's Shelbyville operations.

The company makes module components for Nissan North America, and it's moving its exhaust system production from its Vicksburg, MS plant to Shelbyville and its staging area outside of Nissan's plant in Canton, MS.

The company has sales of about \$1.5 billion in North America. Nissan is CalsonicKansei's primary customer. CalsonicKansei makes

two large components for the automaker's car and trucks in TN, MS and Mexico.

The so-called "cockpit" module includes the dashboard, instrument panel and air-conditioning system. The "front-end" module includes the lights and radiator. The company also makes exhaust systems for Nissan.

Shelbyville is the North American headquarters for the Japanese company. Nissan owns 41 percent of CalsonicKansei, which was formed through the merger of Calsonic

COOKEVILLE BAGS MORE ORECK

Oreck Corp. plans to boost employment at its Cookeville factory by another 400 jobs in 2007 as it moves all facets of manufacturing from its plant on the Mississippi Gulf Coast.

Oreck sells vacuums and air purifiers throughout 475 retail outlets, as well as on the Internet and through its television infomercials. The privately held company didn't disclose sales figures.

Oreck eventually will employ about 500 people in

manufacturing in Cookeville. It now employs 100 at a 310,000 sq. ft. facility that also houses auto parts company TRW Automotive Inc., which has announced plans to close.

It also is staffing up a call center in Cookeville that will employ between 100 and 150 people. In addition, the company plans to move its marketing and research and development operations to Middle TN.

However, there are no plans to move the company's headquarters from the New Orleans area. ■

TCF a Cool Breeze for Giles

Twin City Fan will open its operation in a new spec building, located in Industrial Park South. Production is scheduled to begin in May 2007 with an anticipated 50 to 100 employees hired in its first full-year of operation.

The 54,000-square-foot facility will be equipped with new state-of-the-art manufacturing equipment, heavy-duty lifting, over-speed and performance testing capability and have manufacturing bays for dust collectors, rotors, fan housings and accessories.

"We are extremely happy to have the Clarage division of Twin City Fan in our com-

munity," said Dan Speer, Mayor for the city of Pulaski, and Executive Director of the Pulaski-Giles County Economic Development Commission.

Twin City Fan is an industry leading designer and manufacturer of high quality commercial and industrial fans. The company occupies four manufacturing facilities in South Dakota; a headquarters facility in South Dakota and one in Ohio; the new plant in Pulaski; a plant in Shanghai China, India and Singapore; and a headquarters facility in Minneapolis, Minn. ■

Corp. and Kantus Corp. at Nissan's request in 2000.

CalsonicKansei employs 4,000 people in North America in plants in Tennessee, Mississippi, Michigan, California and Mexico. About 2,000 employees work in Tennessee, including 1,000 in Shelbyville, 800 in Lawrenceburg, and 200 in Manchester.

About 30 of the 130 employees in Vicksburg will transfer to CalsonicKansei's Canton plant and 90 new jobs will be created here in Tennessee. ■

Hamilton Kent Comes To Franklin

Hamilton Kent, a leading manufacturer of resilient rubber gaskets and connectors for pipe and structures, announced the company's decision to locate a manufacturing facility in Winchester, Franklin County.

The company will invest approximately \$5 million and employ up to 60 people within the next three years.

"We look forward to expanding our business into the Franklin County community," said Bernard Grégoire, president and general manager of Hamilton Kent. "We are confident that this step will allow us to continue to grow and maintain our leadership position in the rubber industry as

well as maintain our superior craftsmanship promise to our customers. Both state and local officials have been extremely helpful and welcoming to us throughout this process. We believe this will be a beneficial partnership for our company, Franklin County and the state of Tennessee."

The company received location assistance from the state of Tennessee, TVA and the Middle Tennessee Industrial Development Association.

Headquartered in Ontario, Canada, Hamilton Kent offers a complete line of gaskets for concrete, plastic, fiber-glass and metal pipe. ■

Zinc Treating Smith County Well

Strategic Resource Acquisition Corp., a private company based in Toronto announced that it has bought all five of the mines once owned by Pasminco Ltd., an Australian mining company, from investors for about \$17 million. The five mines are near Carthage, Gordonsville and Elmwood, TN. Pasminco's smelter in Clarksville is not included in the deal.

SRA intends to restart the mines and associated mill that is used to

concentrate zinc before shipping it to smelters.

About 250 people, as many as were laid off when the mines shut down in 2002, will be needed to run operations.

The deal comes amid soaring prices for zinc, which hit an all-time high of \$4,600 per British ton in December. The rise has been fueled by demand for zinc, which is used to produce galvanized steel in India, China and Eastern Europe.

Those trends will continue in 2007, according to a report by a Barclays Capital analyst, although prices have retreated a bit in the last few weeks.

SRA was drawn to Smith County's mines because they carry a high concentration of zinc, are near the Cumberland River and other transportation infrastructure, and enjoy broad support from the community. ■

Cheatham Grows

Two Ashland City factories are expanding, bringing 65 full-time and 85 part-time jobs to Cheatham County.

Homax, a company that makes a variety of home improvement products for contractors and do-it-yourselfers, and Anchor Bolts and Fasteners, which manufactures heavy-duty hardware used in road building and construction, are the companies expanding.

Homax, of Bellingham, WA is consolidating most of its manufacturing operations in Ashland City, adding 55 full-time and 85 part-time jobs. The company currently employs 80 people at its Ashland City factory.

Meanwhile, Anchor Bolts and Fasteners will add 10 jobs as part of a 30,000 sq. ft. plant expansion to its Ashland City operations. ■

Sekisui Opens in Mt. Pleasant

Sekisui Plastics Co., Ltd, celebrated the grand opening of its manufacturing plant in Mt. Pleasant, the company's first U.S. facility.

The company's 42,000 sq. ft. industrial building is located on Clifton Way Drive, directly across from the Maury County Airport.

This Sekisui Plastics facility will produce piocelan, a material used in the automotive industry that is light-weight and has shock-

absorbing characteristics that can assist with weight reduction and safety performance. Piocelan has recently attracted attention from major car makers as an interior parts material. Sekisui has been requested to supply piocelan in the United States and sees continued growth of demand in the coming years. ■

- **Sentry Armor Systems (SAS)**, a Canadian owned manufacturer of bulletproof vests and tactical clothing officially opened its doors in **Dover**. SAS is in the former 85,000 sq. ft. Carhartt plant. The company will initially employ about 25, but has an aggressive marketing plan to push growth.
- The editors of **Site Selection Magazine**, one of the nation's premier economic development publications has ranked **Tennessee** as the **fifth best business location** in the United States. The closely watched annual rankings appeared in the November 2006 issue and mark the second year in a row Tennessee has ranked among the top five states in the nation for its business climate. North Carolina topped the list, followed by Texas, Ohio and Georgia.
- **Pig Improvement Company USA (PIC)**, a world leader in genetic pig stock production, relocated its North American headquarters to Tennessee. PIC, a part of British biotechnology firm Genus PLC, choose to move from Franklin, KY, to **Hendersonville, TN**. PIC's move brings with it approximately 90 positions, including 10 geneticists and another 10 veterinarians/nutritionists/food scientists. PIC may not have a direct economic impact on Tennessee's pork economy, but it can be a source of pride for Tennesseans living both on farms and in cities that the best pork stock available derives from geneticists operating in our own back yard.
- The **Coffee County** four-day **BONNAROO** Music & Art Festival in June brought in \$15 million with a sold-out attendance of 80,000, making it the top-grossing event of its kind in the world, according to a report on *Billboard.com* and Ted Hackney, Executive Director, Coffee County Industrial Board. ■



INDUSTRY LEADER insert

Winter 2007
February 2007

GM SEES GREEN

At the Spring Hill plant officials welcomed the Green VUE. General Motors celebrated the first hybrid vehicle produced in Tennessee. The Saturn VUE Green Line is a hybrid version of the company's sport utility vehicle.

GM is implementing a three-pronged approach to alternative vehicles, seeking better gasoline engines, gas-electric hybrids and hydrogen fuel-cell technology.

GM says the VUE Green Line provides a 20 percent boost in fuel efficiency, and gets 27 miles per gallon in the city and 32 on the highway. The suggested retail price is less than \$23,000. ■

NISSAN CONSERVES ENERGY

Nissan North America's plants in Smyrna and Canton, Miss., were among 18 U.S. factories recognized by the federal Environmental Protection Agency for efforts to conserve energy.

The two plants were among nine automotive assembly plants to be cited by the EPA for being in the top 25 percent of their industry for conserving energy. Another winner was the Tate and Lyle corn processing plant in Loudon, TN.

To qualify, companies' energy usage is audited and compared against a series of EPA guidelines. Also, winners cannot have had any significant environmental rule violations for a least three years. ■



GM INVESTING FOR FUTURE

General Motors announced its plans to invest approximately \$225 million in their Spring Hill manufacturing complex to renovate the plant's paint shop in preparation for future vehicle production. The investment is contingent on GM securing incentives from the State.

Based on the strong performance of the Spring Hill team, General Motors' pending investment affirms the company's commitment to its Tennessee operations.

"GM's planned \$225 million investment in Spring Hill is proof that this facility remains an important part of GM's North American manufacturing plans," said Tim Lee, GM vice president for Manufacturing and Labor Relations. "This project is instrumental to GM's efforts to strengthen its core manufacturing capabilities in the U.S. and also demonstrates the value GM places on working together with our UAW partners to improve our manufacturing operations." ■

FRANKLIN CRANKING AHEAD

Nissan North American announced plans to invest \$34.7 million to expand its engine assembly plant in Decherd by adding production of cylinder block castings.

The move, to be completed by 2008, could add about 50 jobs to a plant that already employs approximately 1,400.

It amounts to the fourth expansion of the carmaker's engine plant since it opened in 1997.

The new castings facility is on top of a separate \$48 million investment in a crankshaft forging press that's coming on line this fall. Both expansions reflect Nissan's attempts to cut

expenses by producing component parts closer to where it makes engines or vehicles.

Construction of the 51,000 sq. ft. casting facility is expected to begin within months on the north side of the Decherd plant. Production is scheduled to start in the spring of 2008.

A full production, the operation will require 50 employees to produce 192,000 cylinder block castings a year for the 3.5 liter VQ V6 engine. The castings hold together engine components. ■

GM's Spring Hill manufacturing complex built its first vehicle on July 30, 1990. Since then, the complex has built and shipped more than 3.4 million vehicles. It currently builds the Saturn ION passenger car and Saturn VUE compact SUV. Production of the ION and VUE will be discontinued in late March 2007.

With the investment, the plant will be idle for several months for renovations, beginning in April 2007. The company is finalizing the timing of when the hourly workforce will be called back to work and when production will resume at Spring Hill.

The Spring Hill assembly plant employs approximately 3,500 UAW-represented team members and 230 salaried team members. UAW Local 1853 represents hourly employees throughout the complex. ■

HEALTHY MAURY

Integrity Nutraceuticals International (INI) has announced plans to relocate to the new Parkway Business Center in Spring Hill. INI is a global raw material supplier of bulk nutraceutical ingredients for products supporting healthy lifestyles. Their manufacturing services also include, blending, encapsulating and bottling of capsules and powders.

The 34,000 square foot research and distribution facility is located adjacent to Interstate 65. The site also allows for future expansion. INI is currently located in Sarasota, Florida. ■

MARS TO COOL SPRINGS

Mars Petcare U.S., which formed when Mars Inc's petfood division merged with former Brentwood-based Doane Pet Care earlier this year, is beefing up its investment in Cool Springs.

Mars Petcare is planning a major expansion in Cool Springs—a new research and development facility, complete with a mini-factory, where new products would be made and evaluated before appearing on store shelves. The facility could become the centerpiece of a campus that would include Mars Petcare's headquarters.

The production arm of the research facility would employ 20 to 40 people and

wouldn't open for a few more years. Most other jobs, marketing, research, analysis, would be done by people already employed by Mars Petcare.

The company is doubling the size of its workforce in Brentwood. About 100 employees from Mars' petfood division are moving from Los Angeles area, and about 50 more people will be hired.

A new research and development facility would bring together product development functions now spread throughout Mars Petcare, from its central offices to the company's 26 manufacturing plants in North America. About the only thing

that Mars has ruled out is a product testing facility. That will continue to be handled off-site by an outside company.

The expansion plans would be a boost to Doane. Mars paid an undisclosed sum for Doane's U.S. operations in April, but as part of the agreement, Mars promised to retire \$360 million in Doane debt.

Mars spokesperson Alice Nathanson said "that the move is part of an effort to establish a more efficient geographically distributed network in North America, with more plants, more locations, situated closer to

our customers".

Mars, Incorporated is a private company headquartered in McLean, Virginia with operations in 65 countries in petcare, snack food, drinks and food. Its brands include Pedigree®, Whiskas®, M&M's®, Snickers® and Uncle Bens®. Mars, Inc. has 39,000 associations worldwide, and annual global sales exceeding \$18 billion. ■



TI UP IN HUMPHREYS Co.

A 210,000 sq. ft. warehouse to house and store 65,000 tons of titanium ore for Depont is under construction at New Johnsonville Marine Services. Expected completion date is early spring 2007. New Johnsonville Marine is the logistics contractor for Dupont. The facility, on the banks of the Tennessee River, will be able to store ore offloaded from at least 64 barges.

Their contract with Dupont is for ten years. Commercial

concentrations of titanium are found in ore mined in South Africa, Australia, New Zealand, Canada, and the U.S. The ore arrives in New Johnsonville via covered barges from the ports of New Orleans and Mobile, AL.

The plant is Dupont's single source for TiO₂ in North America. TiO₂ is used to whiten everything from toothpaste to paint. ■

RUGGED NASHVILLE

Nashville will get more than 190 jobs at the Springs Global US Inc. bath rug factory on Cockrill Bend Boulevard due to a plant closure in Calhoun, Georgia.

Springs, based in Fort Mills, SC has announced plans to close the Georgia plant by the end of 2007, moving the manufacturing and equipment in phases to its Nashville bath rug factory. The Nashville plant currently employs 300 people.

The consolidation of its bath rug manufacturing into one plant follows on the heels of the recent sale of Springs Decorative Floor Inc., which freed up space at the Nashville plant.

While expansion of the Nashville plant has begun, the company won't start adding jobs until late February. Jobs will be added as equipment is installed in Nashville. ■

BNA Moo-VIN ON UP

Purity Dairies announced an \$11 million expansion. It will be the largest in the 80-year old dairy's history. Since 2001, sales of its refrigerated products have increased by more than 60 percent.

One benefit of the new facility is it will help Purity maintain freshness. Company officials like to tout the quality of their products, listing, of course, many of the blue ribbons and awards described in their commercials. They believe a computer tracking system that will be installed when the new cooler opens will help

them fill orders faster and improve quality.

The Nashville expansion also will help Purity handle its increased sales of milk, cheese and beverage products, which have jumped to \$127 million last year from \$76 million in 2001. The facility will not handle frozen products. Purity sells about \$37 million in ice cream annually.

Purity's market area now extends from Paducah, KY on the north, to Cullman, AL on the south. Purity now handles 175 items, up from 125 a decade ago. ■



L to R: John Hedge, Director, Humphreys Co. Econ. Dev. Council; Paul Inman, President/Owner, Marine Services; Jaycee Rawlings, Co. Exec.; Jason Raymond, Vice-Pres., Marine Services; William Sutton, Marine Services; Ken Klein, Plant Mgr., Dupont; Mitch Daniel, Marine Services; and Harold Cassanino, Vice Mayor, New Johnsonville.

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