

### WILSON COUNTY SCORES

A nationally known sporting goods manufacturer has decided to consolidate its distribution facilities into Wilson County. With the July 24th announcement, the company initially plans to employ about 100 workers, with some local hires and some coming from their locations in South Carolina and Utah.

Wilson Sporting Goods Company has signed a ten-year lease for an initial 300,000 square feet of distribution space with the ability to expand the facility an additional 275,000 sq. ft. The facility is located in the Nashville East Logistics Center which is located off State Route 840 in Wilson County between I-24 and I-40.

Wilson Sporting Goods, which makes equipment for sports including baseball, golf, tennis and basketball, is a subsidiary of Finland's Amer Sports Corp. The company already owns a 300,000 sq. ft. distribution facility in Nashville that houses equipment for team sports, while its golf distribution is in South Carolina and its tennis distribution is in Utah. Amer Sports plans on consolidating the existing facilities in South Carolina and Utah into this local distribution center by the end of the year.

The existing building in Nashville will service mass-market clients such as WalMart and Target, while the new facility will be used to distribute inventory to sporting goods chains and

small shops.

The first phase of the building will be completed in September, with final completion set for December 1st. ■



Left to right: GC Hixson, Exec. Dir. JECDB; Dave Martyn, VP Operations of Amer Sports; Mark Anderola, Warehouse Mgr. Wilson Sporting Goods; Bill Shuff, MTIDA; and Jerome Terrell, Field Specialist, TVA

### COOKEVILLE CLEANS IT'S WAY TO SUCCESS

Oreck Corporation, the New Orleans-based manufacturer of vacuum cleaners and other home products, will open a manufacturing facility in Cookeville, bringing 100 new jobs to the area consisting primarily of assembly, skilled trades and professional positions. It will be the company's second manufacturing operation in the U.S.

Oreck entered into an agreement to purchase a 310,000 square foot facility in Cookeville from TRW Vehicle Safety Systems, Inc.

The company was founded in 1963 by David Oreck, who developed the popular eight pound Oreck upright vacuum cleaner. Oreck products include upright vacuum cleaners, canister vacuums with tools, multi-floor cleaning machines, air purifiers and cleaning solutions. Oreck products are sold at over 475 Oreck Clean Home Centers across the country as well as via the internet and direct response.

This major national expansion by Oreck comes less than one year after the company was hit by Hurricane Katrina at both its New Orleans headquarters and Mississippi Gulf Coast manufacturing

facility. The family-run, 43 year old company was the first to reopen a plant on the Gulf Coast following the disaster. ■

### DUST NOT SETTLING IN COOKEVILLE

A decision by Oreck Corporation to close its Long Beach, Mississippi call center means between 20 and 30 additional jobs at the company's new factory in Cookeville.

The Cookeville call center should be ready in about two months and is in keeping with the company's tradition of using workers in

the United States for its assembly and support operations.

The move is part of a shift of the company's operations away from the Gulf Coast in the wake of the destruction brought by Hurricane Katrina. ■

### AUTO2AUTO SURFS INTO COLUMBIA

auto2auto.com, a full-service licensed online used car dealership and a division of the Naples, FL-based Mobile Internet Technologies, will open its corporate headquarters in Maury County, creating 200 new jobs in the first year and up to 300 more over the next three years.

The company has signed an agreement to purchase the 341,000 square foot former

GE/Accuride building off Industrial Park Road in Columbia.

auto2auto.com allows consumers to browse, finance and buy certified used vehicles online. The vehicle is delivered to the customer through Pep Boys auto parts stores, which has partnered with auto2auto.com to conduct rigorous auto inspections at the company's new Maury County corporate headquarters and warehouse facility, or another

designated pick-up area. Missouri-based Dent Wizard Int'l., a paintless dent removal company, will also be part of auto2auto's Middle TN operations.

Since 1999, Mobile Internet Tech. has been an innovative force in online automotive sales and services. ■

## LAWRENCEBURG'S MODINE COOLER THAN EVER

A \$105 million contract for oil cooling devices for International Truck and Engine Corp. was good news for Modine Manufacturing Co. in Lawrenceburg.

Modine, a Racine, Wisconsin-based auto supplier, will build high-efficiency lube oil coolers and diesel fuel cooler modules for International's 6.4-liter power stroke diesel engines. The system is designed to help

International comply with the latest federal emission rules for diesel engines.

Modine employs 250 people and work on the new components was set to begin in August. The company expects to deliver 330,000 units per year during the three-year contract with International. ■

## Mt. Pleasant Inks the Deal

Printing Technology, Inc. (Pti) announced it is expanding its manufacturing and shipping capabilities by opening a state-of-the-art facility in Mount Pleasant with plans to invest nearly \$1 million over the next three years in research, development and infrastructure. Pti will build a new 22,000 square foot building on three acres.

The expansion will make the California-based company one of the largest inkjet and laser cartridge remanufacturing companies in the country. The new facility will house inkjet manufacturing operations, inkjet R&D laboratories and will serve as a distribution hub for Pti products serving the eastern U.S.

Pti currently has more than 300 employees worldwide and the expansion will create approximately 25 new jobs this year. An additional 100-150 workers will also be needed within the next three years of operation. ■

## Walls Moving in Tullahoma

Bill Comer, Chairman, Industrial Board of Coffee County joined with Ronald Blazier, President, Architectural Wall Products, LLC announced plans to open a new 42,500 square foot facility in the Tullahoma Industrial Park.

The new facility will manufacture products for its parent company, Wall Innovators, Inc., as well as Ultrawall, LLC and its dealer network.

The first step in opening the new plant will consist of relocating machinery and equipment, raw and finished goods from Architectural Wall Products' existing plant in Madison. Three managers transferred from Wall Innovators' Tampa plant and eight administrative and production staff have been recruited from the local area.

Architectural Wall Products, LLC is a wholly owned subsidiary of Wall Innovators, Inc headquartered in Tampa, FL. The company manufactures and fabricates framing, finished components, and wall panels that are incorporated into floor-to-ceiling relocatable wall systems. These systems are used extensively in corporate, industrial, educational, and health care facilities. ■

## GARDEN ART GROWS IN COLUMBIA

Al's Garden Art has announced plans to set up an East Coast operation in Columbia.

The company will occupy the 240,000 square foot Fedders building, located at 1027 Industrial Park Drive.

Working long-distance from his California office, Don Bracci agreed to purchase the property, sight unseen.



The family owned company began operation in 1949 in South El Monte, California after moving from Italy. In 1992, Don Bracci and his brother took over the business and moved it to Colton, CA, which now employs about 340 workers and has become the largest manufacturer of concrete statues and fountains in the country. Last year, the company had \$30 million in sales.

From their modest beginning in California, Al's has come to be recognized as a leader in manufacturing cast stone fountains and statuary supplying nurseries and garden centers nationwide. Al's now carries over 800 items in its inventory.

Initial investment is set at \$5 million, with 150 jobs in phase I. Phase II plans could boost employment to 300.

Al's Garden Art is the second California company to announce a move to Maury County. ■

## Gateway to BNA

Gateway, Inc will create 300 jobs in Nashville as it returns to making computers in the United States.

The Irvine, Calif. company will build custom-made computers, servers and storage systems for homes, schools and businesses at a 100,000 square foot manufacturing center on the Davidson County side of Heil Quaker Blvd. in LaVergne.

The company said it plans to spend \$8 million on the assembly plant, which is scheduled to open in October. Its payroll also will be about \$8 million a year.

Gateway's move means that the nation's three largest computer companies will have a presence in the Nashville area. ■

## A Dell of a Deal

Dell Inc.'s announced plans to expand its customer service center in Nashville, adding as many as 1,000 jobs in sales, technical support and logistics in efforts to improve customer service ratings.

The company already employs 3,500 people in Nashville and Lebanon.

Tennessee and Metro governments have put together a package of financial incentives to support the Dell expansion. The state training assistance alone would

come to more than \$35 million.

Most of the new jobs are related to the company's new DellConnect technical support program. Under that program, Dell customers can opt to have a Dell technician log on to their computer using a broadband internet connection, running diagnostic programs to find problems, rather than going over a checklist of options while talking on the phone with the customer. The new jobs will pay between \$30,000 and \$40,000 a year. ■

## Wilson County Rolling On

Bridgestone Americas Holdings, Inc. finalized the lease of 456,000 square feet at Commerce Farms Three, a Panattoni Development project on Hwy. 109 in Lebanon.

The company already leases some 1 million square feet in the original building at Commerce Farms, where it also stores tires. Bridgestone also has plants in LaVergne and Warren as well as other regional facilities in Dickson and Clarksville.

Bridgestone Americas is headquartered in Nashville, and is a subsidiary of Tokyo-based Bridgestone Corp. With 4,900 full-time workers, the company trails only Nissan North America as a regional manufacturing employer. ■

## Dacco Grows in Cookeville

Dacco, Inc has announced a major expansion that will create 70 new jobs at its plant in Cookeville. The capital investment is set at \$675,000.

Dacco, which has 56 locations and 200 independent distributors from coast to coast, is a world leader in the remanufacturing of automotive torque converters and other related transmission parts. Dacco has been in Cookeville since 1972. Company-wide, it has nearly 600 employees, with about 350 at the Cookeville plant. Wages for the new jobs will average about \$13.50 per hour. ■

## Filter-Fab Fine Fit

Filter-Fab Corporation, which fabricates fuel and oil filters for various industrial uses, has selected Cookeville's manufacturing market. Two Cookeville natives, Paul Swallows and Ian Bartik, bought Murphy's Filtration, renamed it Filter-Fab Corp. and moved it to Cookeville from Carrollton, Ga.

Filter-Fab's filter cartridges are used for diesel and jet fuel applications, as well as turbine oil. The company also develops custom-built filters for a variety of industries, including transportation, environmental, pharmaceutical and industrial corporations.

The company is housed in a 15,000 square foot facility on Fisk Road, and employs 10 people and expects to double its work force by the end of the year. ■

## ModusLink Adds Link to Supply Chain In Smyrna

ModusLink, a subsidiary of Massachusetts-based CMGI Inc, and a billion-dollar enterprise with locations on four continents, has signed a lease for 150,000 square feet of space in Smyrna's SouthPark Distribution Center. ModusLink specializes in supply chain services including material's procurement, inventory management and packaging.

Nashville's Space Park South Drive was previously the home to one of the company's 11 U.S. based Solution Center, and the company relocated to the Smyrna facility in August, where they ex-

pect to employ up to 250 full-time and temporary workers. With the move ModusLink is adding valuable operating space, enabling them to continue to effectively meet the needs of their customers, for reduced time to market, higher return on investment and increased customer satisfaction and loyalty.

ModusLink has an option to lease an additional 90,000 sq. ft in the South Park Center. ■

## Electrolux Has New Lease On Burner

A leading maker of appliances is moving its warehousing operation from Portland to Nashville.

Swedish company Electrolux leased 327,000 square feet of Metro Center's Cumberland Distribution Center. The facility will be used for warehousing and distribution of gas and electric ranges made at the company's plant in Springfield.

Electrolux will employ about 30 people in the Nashville space, compared to about 25 in their previous 150,000 square foot facility in Portland.

Electrolux bills itself as the world's largest producer of appliances and equipment for kitchen, cleaning and outdoor use combined, and sells products ranging from refrigerators to vacuum cleaners to chainsaws. It operates in about 60 countries, and nearly 40% of its 2005 sales were in North America. ■

- **Nissan North America** has pulled a building permit for \$4 million worth of work at its **Smyrna** manufacturing facility. The permit covers modifications to an existing space that will be filled by employees who are relocated from California and are part of the company's Total Customer Satisfaction Group.
- FKI, a British industrial group, plans to consolidate its U.S. hardware manufacturing operations at its plant in **Nashville**, renaming the division as **Hickory Hardware**. Its new U.S. division will be based at the Faultless Caster factor, where it employs about 100 people. It is not clear how many more jobs the company will bring. The consolidation involves FKI holdings: Faultless Caster, Keeler Brass Co, Belwith International, Madico, Inc, and Wright Products.
- **Ignify**, a California tech firm, opened an office in **Nashville**. Ignify specializes in business consulting and the creation of customizable accounting and e-commerce software platforms for mid-market businesses. The company has 15 people on board and has set up shop in 1,500 sq. ft. office on West End. An additional 50 people are expected to be hired, which could lead for more space. With a staff of 50, the company could be one of the top 20 IT employers in the region.
- **Palmer Foodservice**, which began operation in **Shelbyville** in 1947 is growing. The family owned company has announced expansion plans that are calling for a new plant to be built on Stanley Blvd. The \$4.5 million expansion, which was assisted by a \$84,600 FastTrack Grant from ECD. will create 18 new jobs. The company is a multi-line foodservice provider to school systems and health care facilities. ■

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*Manufacturing New Plants: 10  
Manufacturing Expansions: 8  
Non-Manufacturing New Plants: 8  
Non-Manufacturing Expansions: 3  
Prospect Visits: 16*



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