

### IT'S ALGOOD FOR MJF

**ALGOOD, Tenn.** MJF Media in Algood distributes books all over the country. Recently, they celebrated the addition of DVD packages to their work.

MJF Media hosted a ribbon cutting on in celebration of their newly expanded facility, which will distribute DVD retail packages to much of the retail industry including leading grocery chains, drug stores and mass merchants.

MJF Media already has a 100,000 square foot facility located on Burton Branch Road in Algood, recently expanded - bringing a second distribution center (55,000 sq ft) to Algood, immediately creating 25 additional jobs in the community. MJF Media currently employees more that 100 people, that distribute both books and DVDs to retail clients throughout North America.

MJF Media is a wholesale book distributor headquartered in Toronto, Canada. MJF purchases titles of books and videos in high volume from publishers, resellers and studios worldwide. The company opened its first U.S. facility in 2007 in Algood.

"We put over \$5 million dollars back into the local economy each year through supply, labor, equipment purchases and repairs that must be made," said Marty Toombs, vice president of operations at

MJF. "Between the two facilities, we employ 50 to 60 full time employees and another 50-plus supplied through local employment agencies.

"I think it's just absolutely wonderful,"



*Left to Right: George Halford, Cookeville-Putnam Co. Chamber of Commerce president and CEO; Patt Judd, Algood Mayor; Marty Toombs, MJF vice-president of operations; Lillian Hartgrove, Cookeville-Putnam Co. Chamber vice-president of economic development; Bob Luna, Cookeville-Putnam Co. Chamber board chairman; Kim Playlock, Putnam County executive; Andrea Fanta, international project specialist for the TN Dept. of ECD; and Don Rigsby, jobs development specialist for the TN Dept. of ECD.*

said Algood Mayor Patt Judd. "We welcome them into our community. We really value jobs and it means a lot to me as mayor of Algood that MJF is investing in our community giving the citizens of Algood a chance for employment."

Toombs noted that the Algood distribution centers are in a good hub location for MJF's clients, with access to Highway 111 and Interstate 40.

"Through the commitment of the Chamber and Highlands Initiative, we've has been able to maintain valuable relationships with local businesses," said Toombs.

"We are so pleased to see MJF Media contributing more to our region through this expansion," said George Halford, president and CEO of the Cookeville-Putnam County Chamber of Commerce. "The goal of the Highlands Initiative is to emphasize our region as a desirable business, industry and tourist destination, and this is one more step in that direction."

In his remarks to his employees, Vice-President of Operations Marty Toombs said that one of the main reasons he relocated their company from Canada to Algood, Tennessee was because of the workforce. Pointing at part of his some 100 employees, he said, "You're the reason we're here." ♦

### RUTHERFORD SITTING PRETTY



**MURFREESBORO, Tenn.** NHK Seating of America, Inc. has announced plans to locate a manufacturing facility for automotive parts near the intersection of I-24 and Joe B. Jackson Parkway in Murfreesboro, Tenn. NHK will spend nearly \$54 million to construct the

facility beginning in October 2010, and the facility is expected to employ up to 224 workers when all phases of production are implemented in 2015.

NHK Seating of America headquartered in Franklin, Indiana, was founded in 1987 as a joint venture between NHK Spring Company, Ltd., of Yokohama Japan and Lear Corp. of Southfield, MI. The role of the J-V was to manufacture, assemble,

and distribute seating and seating components of the Japanese auto makers. In 2006 NHK acquired 100% of General Seating. NHK's current customer list includes: Subaru with seats and parts on the Legacy, Outback, and the Tribeca. NHK also supplies the seats and parts for the Toyota Camry.

Initial production at the Murfreesboro facility will be the manufacture of automotive seat frames, but company officials

say they hope to expand the product line over time.

"I couldn't be more pleased NHK has chosen to make this investment in Murfreesboro," said Murfreesboro Mayor Tommy Bragg. "The company has a strong reputation for quality and reliability within the automotive industry, and they'll be creating good quality jobs for our community." ♦

## GOLD RIVER FLOWS IN BEDFORD

**SHELBYVILLE Tenn.** Gold River Feed Products announced the company's decision to open a new location in Shelbyville. The Kentucky-based Gold River Feed Products' \$7.25 million investment in Bedford County will create 34 jobs over the next five years. The company will occupy the former DESA building at 783 Eagle Blvd.

The Kentucky-based company is a provider of complete feeds, commodities, mineral products, and farm hardware with distribution all across the United States and Canada. Company officials cite the cooperative partnership between city, county and state officials as a key reason for choosing Shelbyville as the home of their new location.

"This expansion into Tennessee is an exciting move for our company," said Ivan Pedigo, president, Gold River Feed Products. "The cooperation



among all parties involved was a deciding factor for us, and I have great hopes for a strong, continued partnership as we expand into Tennessee."

Shelbyville City Council approved a motion to expend up to \$75,000 to purchase industrial property for a railroad spur line to the property, with city officials hoping that Bedford County will split the cost of the property. Shelbyville and Bedford County had already committed \$30,000 each for the spur, but that turned out not to include the cost of purchasing property for the spur. ♦

## LKQ EXPANDS IN BNA

**NASHVILLE, Tenn.** LKQ Corporation, which acquired Keystone Automotive Industries, Inc. in 2007, announced plans to add or relocate up to 230 jobs to Nashville, along with \$1.2 million in new capital investment, at its Corporate Support Facility.

LKQ, based in Chicago, Ill., provides recycled, refurbished and aftermarket collision and mechanical replacement parts to thousands of professional auto repair businesses and vehicle dealerships throughout the United States.

"In an effort to improve the efficiency of our support operations and provide scale for future growth, we are consolidating our Region Accounting Centers, currently operating from multiple sites throughout the U.S., into a new Financial Services Center in Nashville," said John Quinn, executive vice president and chief financial officer of LKQ Corpo-

ration. "The new Center will become part of our Nashville-based Corporate Support Facility. We appreciate the level of interest and commitment offered by the city of Nashville and state of Tennessee.

Positioning ourselves in Nashville, with its favorable pro-business environment, geographic centrality and great people, makes sense for us."

LKQ, which operates approximately 290 facilities nationwide, has chosen its Nashville location at Grassmere Park for expansion. To accommodate the growth, the company, in addition to furnishing the balance of its existing 35,000 square feet of office space, is building out the remaining 15,000 square



feet of space in its Grassmere office building.

The Nashville Area Chamber of Commerce's Partnership 2010 team, the Nashville Mayor's Office, the Tennessee Department of Economic and Community Development and TVA economic development representatives, have been working with LKQ throughout their expansion process.

LKQ Corporation is the largest nationwide provider of aftermarket collision replacement products, recycled products and refurbished collision replacement products such as wheels, bumper covers and lights. LKQ operates approximately 290 facilities, offering its customers a broad range of replacement systems, components, and parts to repair automobiles and light, medium and heavy-duty trucks. ♦

## COMDATA GROWS

**BRENTWOOD, Tenn.** Comdata Corporation is expanding its middle Tennessee workforce and adding approximately 120 new operations positions in its corporate headquarters, located in Brentwood. The positions are being added to support Comdata's regulatory compliance division, which provides compliance-related solutions such as permits, fuel tax filing, and annual licensing, for transportation companies.

"Comdata has been a member of the Middle Tennessee business community for over forty years, and we are excited to expand our workforce here in this area," says Brett Rodewald, president of Comdata. "We are known for our ability to deliver innovative solutions and world-class customer service, and our Middle Tennessee associates have played a large role in establishing that reputation."

The new jobs include: entry-level customer services reps. to managers, information technology positions and auditors. The company did not disclose pay levels.

Comdata Corporation is a leading business-to-business provider of innovative electronic payment solutions. As an issuer and a processor, the company enables more than \$23 billion in fleet card, credit card, pay card and virtual card transactions annually. Over 1.8 million Comdata cards are issued annually, and active cards at any given time total approximately 1.5 million. Other Comdata solutions include truck stop point-of-sale (POS) systems, regulatory compliance programs, and receivables financing options. Comdata provides solutions to over 25,000 customers in four primary industries: fleet, aviation, construction and retail/hospitality. Founded in 1969, Comdata already employs about 850 workers out of its Brentwood headquarters and more than 1,000 total employees in the United States and Canada. Comdata is a wholly owned subsidiary of Ceridian Corporation. ♦

## SAARGUMMI SEALS EXPANSION IN PULASKI

**PULASKI, Tenn.** When SaarGummi began operations in its sealing systems manufacturing facility in Pulaski a decade ago, it had one major automotive company customer. With consistency of producing good products for Mercedes, SaarGummi of Tennessee has added BMW, Volkswagen and Freightliner to their supplier list. The increase in demand has the company spreading its wings and expanding its building to take on greater challenges that will incorporate new technology and employ 400 or more workers by early 2012.

In April, the plant began production for the Volkswagen Jetta project in Puebla, Mexico. It will begin production for the new BMW W3 project in Spartanburg, S.C., next month, followed shortly by work for the new Volkswagen plant in Chattanooga.

"SaarGummi of Tennessee is very proud of the growth we are experiencing in Pulaski and Giles County," Gen-

eral Manager Greg Galloway said recently to a group representing various entities that have contributed to the company's success. "This expansion means additional jobs and revenue for our community."

Galloway explained the local plant has already added 100 new jobs this year.

The current construction of an additional 68,000 square feet of manufacturing and warehouse space is scheduled to be completed in October. However, the plant has already begun integrating an additional extrusion line in the current building and is set to add another line in the expanded building in November.

"Brindley Construction of Pulaski is our contractor for the addition, and we are proud to have a local Pulaski company involved in

this project," Galloway said.

SaarGummi International GmbH provides body sealing systems and mouldings. The company offers automotive profiles for body, door systems, and convertible systems; moulded parts for chassis, motors, power trains, and exhaust systems; and glass encapsulation. It also provides mouldings for mechanical engineering, railways, footwear, and tube industries; and sealing systems for windows, facades, flat roofs, and

pond films. The company was founded in 1947 and is based in Büschfeld, Germany. SaarGummi International GmbH is a former subsidiary of STEAG Saar Energie AG. ♦



## Shelbyville Steers To Growth

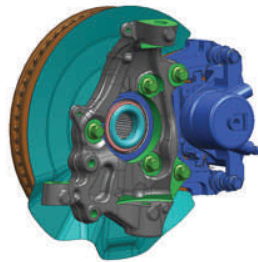
**SHELBYVILLE, Tenn.** SMW Automotive, a supplier of brake and chassis components for companies like Nissan and Volkswagen, announced that it will open a production facility this fall in the former 131,000 square foot Summit Polymers location in Airport Industrial Park.

The project represents a \$26 million capital investment by SMW and is expected to create 170 jobs over the next five years.

SMW Automotive Corporation designs, assembles, produces, machines, validates, and supplies cast iron, aluminum, and forged steel automotive components. The company's products include steering knuckles, wheel carriers, spindles and stems, control arms, links, hub bearing and brake assemblies. It provides validation and test-

ing services that comprise fatigue, module, and in-house bench testing; and failure analyses, materials evaluation, and development and mechanical testing services. SMW's OEM customer base includes: GM, Ford, Saab, BMW, Nissan, Renault, Honda and Volkswagen. The company supplies Tier 1 suppliers as well, which includes: Delphi, TRW, Magna and Benteler. It has locations in Batavia, New York, Port Huron and Warren, Michigan; and other operations in Europe, South America and Asia. The company is based in Troy, Michigan.

SMW AUTOMOTIVE



"We are looking forward to launching this new plant close to our customers and suppliers," said Tom Bane, SMW's director of manufacturing, in a news

release. "The Shelbyville area has a skilled, solid and reliable workforce, supported by the Tennessee Technology Center with CNC machining, metrology and assembly training programs. We have started our recruiting and training process.

"The State of Tennessee and the Shelbyville-Bedford County Chamber of Commerce have provided invaluable assistance to help us get

this plant up and running in a very short time. SMW will use its long experience of starting new plants to make this launch flawless." ♦

"Without continual growth and progress, such words as improvement, achievement, and success have no meaning."

Benjamin Franklin

## THE BIG CHILL GROWS

**MURFREESBORO, Tenn.** On the same day Murfreesboro officials announced NHK Seating of America's plans to invest \$54 million on a new manufacturing facility, officials also announced plans by Interstate Warehousing Inc. to nearly double the size of its facility on Joe B. Jackson Parkway.

Interstate Warehousing opened its 162,000-square-foot Murfreesboro facility in 2006.

According to the Rutherford County Chamber of Commerce, the company will expand that space by 130,000 square feet of temperature-controlled space. The facility currently has 38 employees, but is expected to hire an additional 31 once the project is completed.

"Murfreesboro has proven to be an excellent location for Interstate Warehousing, and we're excited to expand our presence here," said Chuck Tippmann, president of the Tippmann Group and Interstate Warehousing, in a news release. "We look forward to watching our company grow in Murfreesboro."



According to the company's website, a master plan allows for up to 450,000 square feet of space at the site.

A Tippmann Group official declined to say what the company was investing in the expansion, but said it should be complete sometime next year.

"We are excited to see an existing company choosing to expand in our community. Interstate Warehousing has been a good corporate citizen and the City has a good working relationship with the company. It is nice to see more jobs and investment com-

ing to Rutherford County," stated Mayor Tommy Bragg, City of Murfreesboro.

Interstate Warehousing, a subsidiary of Fort Wayne, Indiana-based Tippmann Group, specializes in refrigerated distribution facilities. The company offers more than 50 years of experience in the refrigeration industry. Among the top 10 public refrigerated warehouse companies in the United States, Interstate Warehousing understands the importance of quality customer service. With more than 68,000,000 cubic feet of refrigerated and frozen storage space, and 11 facilities strategically located throughout the U.S. in Indiana (Indianapolis and Franklin), Illinois (Chicago / Joliet), Ohio (Cincinnati / Hamilton), Tennessee (Nashville / Murfreesboro), Michigan (Grand Rapids / Hudsonville), Virginia (Newport News), and Colorado (Denver). The strategically located refrigerated distribution facilities use technologically advanced equipment to track and monitor every aspect of the storage and distribution process, for superior customer service. ♦

## Cummins To Bring 220 Jobs

**NASHVILLE, Tenn.** Cummins Inc. has signed a lease with SmartSpace, LLC to open a consolidated customer care center in Nashville by the end of 2010. The center, which is projected to bring more than 220 new jobs to the metropolitan area, will be located at Two Rivers Corporate Centre, on McGavock Pike, just north of the Opryland Hotel.

Cummins employees from existing centers in Memphis and Cookeville, Tenn. and from Columbus, Ind. will be relocating to Nashville to kick off the operation, with additional team members being hired from Nashville as the new center grows. Nashville currently is home to Cummins Business Services and the Company's Filtration business.

"We chose Nashville from among two dozen cities based on several factors, including its talented workforce, strong infrastructure, and overall quality of living," said Executive Director of Cummins Business Services Jim Schacht. "We wanted a city with a population of 1-3 million people that offered a stable economy, a dynamic workforce, and ease of accessibility and Nashville offers all of that."

The customer care center will respond to calls from Cummins customers throughout the United States. "By consolidating our multiple contact centers into one location, we hope to reach higher levels of customer service and consistency of care," said Schacht.

Cummins Inc., a global power leader, is a corporation of complementary business units that design, manufacture, distribute and service engines and related technologies, including fuel systems, controls, air handling, filtration, emission solutions and electrical power generation systems. Headquartered in Columbus, Indiana, Cummins serves customers in approximately 190 countries and territories through a network of more than 500 company-owned and independent distributor locations and approximately 5,200 dealer locations. The Company reported net income attributable to Cummins Inc. of \$428 million on sales of \$10.8 billion in 2009.

The Cummins Filtration unit also has a manufacturing plant in Cookeville. Originally established in 1958 as the Seymour Filter Co. to provide filters for Cummins engines, Cummins Filtration introduced its Fleet-guard brand in 1963. The Cookeville plant opened in 1968. ♦

"Whenever you see a successful business, someone once made a courageous decision."

Peter F. Drucker

## MADE IN THE SHADE

**PULASKI, Tenn.** The State of Tennessee has taken its first step toward leading the way in renewable EV charging. The state has installed its first solar carport-slash-electric vehicle charging station at a site in Pulaski. Known familiarly as solar carports, these charging stations are no different than traditional carports except for a roof covered in solar panels. The power produced by these panels can charge electric cars or be channeled (for a price) to the regional electric grid. In Pulaski's case, that's the Tennessee Valley Authority (TVA).

The Pulaski solar carport is relatively small, with the capacity to shelter and/or charge 12 vehicles, but it is a big start, with a second, larger facility planned for Pulaski, as well as another in Knoxville. All three carports will be installed by Outpost Solar, LLC. The first has been installed using only American-made components through a partnership between the state of Tennessee, the U.S. Department of Agriculture, Pulaski Electric System and TVA, to which the solar power from all facilities will be sold.

The Pulaski solar carport is a bit ahead of its time, no doubt looking forward to an expected increase in charging demand in

the coming years, so for now the facility is only being used for solar power generation aimed at TVA's electric grid, with the option for EV charging services ready and waiting.

Wave of the Future?



Electric vehicles (EVs) are widely considered an inevitable part of the future of transportation. Every major auto manufacturer is working on their own electric model, with notables like the Nissan Leaf, Chevy Volt and an electric Ford Focus scheduled for release within the next year or two.

The primary concerns surrounding EVs are, of course, their affordability for the mass market, reliability (batteries?) for long-distance travel — a veritable pastime in the

United States — and grid power that's clean enough to charge them without simply trading fossil fuel car emissions for fossil fuel power plant emissions.

There are a handful of solar carports already in existence elsewhere in the country, most notably at Google's headquarters in California. The future of EVs may also spur residential solar carports by which homeowners can charge their own electric vehicles using some of the energy from a home solar power system. Plug-in electric vehicles (PEVs) are also likely to come in handy for the future of Smart Grid operations, where plugged-in cars en masse can actually provide power to the grid, thus helping utilities balance loads without firing up back-up power plants. Outpost Solar designs and manufactures innovative solar energy systems. Our creative solutions for solar energy implementation range from 5kW off-grid systems designed for the most remote areas of the world, to grid-tied systems that generate a megawatt or more. Outpost Solar provides its clients with the necessary expertise to assess their needs and maximize the return on their investment. Our professionals provide complete project management services: design build, installation, financing, and tax incentive optimization. ♦

## VIAM EXPANDING AGAIN

**MANCHESTER, Tenn.** . VIAM Manufacturing, Inc. President Ryuji Matsumoto and Vice President Keith Hayes announced plans to expand the company's headquarters facility in Manchester. The 21,500 square foot expansion will provide additional manufacturing capabilities for automotive interior products and create 34 new jobs, representing a \$4 million investment. The expansion is expected to be complete by October 1, 2010.

"VIAM Manufacturing's latest expansion in Manchester is a great example of collaboration among state and local officials and the business community," said Commissioner Kisber. "I am grateful to VIAM executives

for their continued investment in Tennessee, and I applaud their expansion decision in Coffee County and the confidence they have shown in the area workforce."

Coffee County Mayor David Pennington and Industrial Board of Coffee County Chairman Bill Comer also congratulated VIAM on their continued growth and community support over the past 11 years in the Coffee County Interstate Industrial Park.

VIAM Manufacturing, Inc., a subsidiary of Japan Vilene, Tokyo, selected the Coffee County Interstate Industrial Park in 1998 and leased a 95,000 square foot facility located on 10 acres. The

initial operation opened in 1999. VIAM's growth has included a 58,000 square foot addition to its initial plant, the purchase of an additional 10 acres and construction of a 35,000 square foot standing building. Another expansion to their existing facility brought VIAM's total square footage to 302,000 square feet.

As a producer of high quality, custom design floor, trunk and cargo mats, VIAM is a supplier for many of the big automotive companies, including Nissan North America, Inc. ♦

## MARK YOUR CALENDARS

*Middle Tennessee Industrial  
Development Association  
and  
Tennessee Valley Authority*

*Annual Christmas  
Celebration*

*Tuesday, December 7, 2010*

*5:00 - 7:00 p.m.*

*Ellington Agricultural Center  
440 Hogan Road  
Nashville*

## MTIDA ELECT NEW EXECUTIVE COMMITTEE FOR 2010-2011

MTIDA held its Annual Meeting of the Board of Directors on July 29, 2010 at the Embassy Suites in Murfreesboro. Steve Sax, Murfreesboro Electric Department and Jim Coode, Cumberland Electric Membership Corp. were elected by the Directors to serve on the Executive Committee for another three year term.

The new officers for 2010-2011 are President: Steve Sax, Murfreesboro Electric Department; Vice President: Jim Coode, Cumberland Electric Mem. Corp and Secretary/Treasurer: Derek Church, Mount Pleasant Power System .

Executive Director George Shuff reported past year activities to the Directors. Ray Knotts, Manager, Business Resources, TVA reported on TVA's activities.

On July 30th MTIDA held an Economic Development Seminar and Golf Tournament. We

had a very good turnout for both with good positive feedback. Approximately 90 community people attended the seminar. Brian Skelton, General Manager, Tullahoma Utilities Board; Duane Thorpe, Board of Directors, Tullahoma Utilities Board; and Daniel Webb, Executive Director, Lawrence County Chamber of Commerce took first place in the golf tournament. ♦



L to R: Bill Rogers, Bill Shuff, Ray Knotts, Steve Sax, Jim Coode, Derek Church, Frank Jennings, and David Crowell.



### Middle Tennessee Industrial Development Association 2010-2011 Executive Committee

#### **PRESIDENT**

Steven Sax, General Manager  
Murfreesboro Electric Department  
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#### **VICE PRESIDENT**

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P.O. Box 186, Mt. Pleasant, TN 38474-0186

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Bill Rogers, General Manager  
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