



# impact!

*With EI ERA Support*

## Two Missouri Enterprise Clients Begin Marketing Projects

Cape Girardeau

Columbia

Ft. Leonard  
Wood

Kansas City

Kirksville

Park Hills

Rolla

Springfield

St. Louis

West Plains

Two Missouri Enterprise clients, one a 30-year old nonprofit organization that serves the disabled and the second, a one-year old wood/plastic composite manufacturer, have initiated market feasibility studies, supported by the Missouri Environmental Improvement and Energy Resources Authority (EI ERA).

### **Alternative Community Training, Inc. (ACT)**

Alternative Community Training Inc., based in Columbia and serving clients throughout mid-Missouri has selected Missouri Enterprise Business Assistance Center to provide a study of the financial feasibility of its videotape recycling operation and to help seek new markets for recycled videotapes.



ACT employees Billy, Don and DJ work on disk duplication machines at the Columbia facility.

ACT is a 30-year old nonprofit organization that provides training, employment, residential and other assistance to disabled people. The organization helps its clientele through long-term, on-the-job training at local businesses and "provides a community where everyone belongs, is included, participates and is accepted," said ACT Executive Director Mark Hassemer.

The videotape and magnetic recycling operation began in 1991 and has received millions of tapes and diskettes from advertising agencies, television production companies and the motion picture industry, but the demand for recycled videotapes is rapidly shrinking. In addition to seeking new markets for usable videotapes, Missouri Enterprise will help ACT assess the potential for completely recycling the plastic and other components in the videotapes it receives.

### **Green Forest Engineered Products, LLC**

Green Forest Engineered Products, LLC, Nevada, has selected Missouri Enterprise Business Assistance Center to help the company find new sources of raw materials and to identify potential new markets for the company's wood/plastic composites (WPC), said Dave Browning, company vice president.

Green Forest Engineered Products began operations one-year ago and makes two distinct wood plastic composites on two production lines. Green Forest has negotiated a licensee agreement with PSA Composites, LTD. for the manufacture of their patented "oriented" composite material. They are currently selling into

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## **Marketing Projects**

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the recreational playground and residential and agricultural fence markets with plans to increase their presence in these areas.

Green Forest specializes in low density and oriented WPCs that are well suited for outdoor applications. Their "oriented" products are superior to current generation fully dense materials by providing increased flexural strength and impact resistance at a lower weight. This is especially important when looking at the cost of transporting fully dense composite materials.

"Since neither of our production lines is operating to full capacity, we are undertaking these marketing efforts with Missouri Enterprise to find new customers in a variety of industries, including companies that manufacture or distribute recreational equipment, fencing, construction and marine products," Browning said.

The Missouri Environmental Improvement and Energy Resources Authority (EIERA) is a quasi-governmental

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## **Continuous Improvement Project At Companion Baking Shows Results**

Missouri Enterprise recently completed a continuous improvement project at Companion Baking of St. Louis. Companion Baking is a fast growing producer of high quality breads and pastries for the grocery and hospitality industries in St. Louis and Kansas City.

The project, which included both training and implementation services is helping Companion Baking to improve material and information flow throughout the company's facilities.

"As Companion continues to grow, quality and value remain our leading priorities," said Josh Allen, company president. "Missouri Enterprise' expertise is helping us to meet our own high standards."

"In our pilot project with Missouri Enterprise, we successfully reduced the time it takes to deliver our bread from oven to customer down to three-five hours from 14-16 hours," Allen said.

Companion Baking Co. is a group of dedicated folks who provide fresh-baked and preservative-free artisan breads, sandwich breads, flatbreads, buns and rolls to area restaurants and food service operations.

For more information about Companion Baking Co., visit [www.companionbaking.com](http://www.companionbaking.com).

agency that provides a variety of services, including administration of the Missouri Market Development Program.

The Market Development Program was established, by the Missouri General Assembly in 1990, to help companies increase their use of waste materials in products used by consumers or other businesses.

Since then, the program has offered financial, technical and informational assistance and has been successful in promoting economic development, job creation and a quality environment.

Both projects will be supervised by Missouri Enterprise Project Director Jimmy Story and are scheduled for completion by mid summer.

## **Missouri Enterprise To Help Bloomfield Machine Shop with ISO Registration**

EMTECH LLC, a Bloomfield machine shop has selected Missouri Enterprise Business Assistance Center to provide training and implementation support as the company prepares for ISO 9001:2000 registration, according to EMTECH President Michael Jarrell.

EMTECH is a family owned and operated precision parts manufacturer. The company utilizes manual and Computer Numerically Controlled (CNC) metalworking equipment to create precision component parts from an assortment of materials, including plastics, aluminum, alloy and stainless steels for a wide variety of customers.

Jarrell said the company already works very diligently to continually improve its quality management system and to meet and exceed customer needs and expectations. "We have been in business for more than a year and we look at registration as a major step in advancing our business position, our product quality and in supporting our customers," he said.

"With the new registration, we expect to continue our growth and enter new markets where such a registration is necessary for consideration," Jarrell added.

During the registration process, Missouri Enterprise Senior Project Director Dewayne Whitener will provide EMTECH with training, documentation preparation and implementation assistance, auditing and on-site support. The project is planned for completion in the fall of 2005.