



Third Quarter 2010

# Industry Insider

TRENDS AND OPPORTUNITIES FOR HARNETT COUNTY, NC, INDUSTRIES



## ATG Access Acquires Canadian Corporation

ATG Access, Inc., has acquired the vehicle barrier and gate division of the Canadian Allen-Vanguard Corporation and will fully transition the business from Canada to its Lillington facilities. The company will remain at eight employees, but ATG has identified 2,000 square feet of space at its Lillington site for future expansion related to this acquisition.

The Harnett County EDC began assisting ATG management before their move to Lillington early in 2009.

“They assured us there would be room for our expansion here in Harnett County,” CEO Ray Barnett says, “and they certainly have supported us. This acquisition comes on the back of strong performance for almost two years, since we came to the US and to Harnett County. Our recent growth sends a clear message of our determination and commitment to success here.”

ATG Access Inc. engineers and produces High Impact Vehicle Security Barriers, Traffic Bollard Systems and Manual Bollard Ram Raid deterrent bollards. These are used worldwide in most major cities and in venues such as airports, sports stadiums and government buildings.



LEFT: Ray Barnett, CEO, ATG Access, Inc.

Together let's make a big impression:

## Manufacturing Makes It Real! Tour

*Calling all Harnett County manufacturers:*

This fall, you have a chance to make your work “real” to citizens and leaders in our region, the state, nation and world. Plan to display your manufactured products during **free** statewide “Manufacturing Makes It Real” bus tours and rallies. This is an opportunity to showcase your best work and the quality we produce in Harnett County.

**Attend the local rally Wed., Sept. 29:** Join Harnett County leaders to greet the tour, see displays and enjoy refreshments. (See box below for details.)

**Showcase your best work:** The N.C. State University Industrial Extension Service (IES) encourages all manufacturers to donate or loan examples, replicas models—or even full-size samples of your best work, no matter how large or small.

**It's Free! Sign up today:** Let organizers know Harnett County is proud of our manufacturers. Sign up today. Contact Angie Stewart, Harnett County EDC (910)893-7524 [astewart@harnett.org](mailto:astewart@harnett.org) or our IES representative Kami Baggett (919)830-7292 [kameron\\_baggett@ncsu.edu](mailto:kameron_baggett@ncsu.edu).

For more information or to register online: [mfgmakesitreal.ies.ncsu.edu](http://mfgmakesitreal.ies.ncsu.edu).

Let's Get The State  
Talking  
About Harnett County

**Join the Tour in Lillington!**

**WHEN:** 1:45 p.m., Wednesday, Sept. 29

**WHERE:** At Saab Barracuda, 608 East McNeill Street, Lillington, NC.

Harnett County is excited to host one of the 11 statewide rallies. We encourage you to attend to show how important manufacturing is to our county's economy. **PLUS:** Be recognized! (See story for details.)



## Harnett County Industries are WINNERS!

Hanson Pipe and Precast in Dunn and Saab Barracuda, LLC, in Lillington have both been recognized as part of the 1B4NC Award program, sponsored by the NC State University Industrial Extension Service (IES). The award recognizes companies that report more than \$1 million in economic benefit based on projects facilitated by IES. It is part of the IES promise to create \$1 billion in value to state

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# NETWORKING LUNCHEON

## Brings Education, Information

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industries in five years, ending 2010. Thanks to industries like Hanson and Saab Barracuda, IES reached this goal in late 2009.

Saab has also been awarded a \$12,808 N.C. Incumbent Workforce Development Grant. The grant provides for training focused on ISO 14001, which involves demonstrated compliance with environmental regulations.



*Congratulations!*

ABOVE: (top) Hanson Pipe and Precast, (bottom) Kami Baggett, left, presents the 1B4NC award to Saab Barracuda President and CEO Dottie Womack.

If you missed last month's Industry Networking Lunch, hosted by the Harnett County EDC, you missed some valuable information. Kami Baggett, Regional Manager with the NC State University Industrial Extension Service (IES), brought us up-to-date on several initiatives:

- ✦ The IES "Manufacturing Makes It Real" tour and rallies (see p. 1)
- ✦ Free IES programs that help industries quickly assess how business practices and performance line up with global manufacturers, service providers, public sector organizations, and small business.
- ✦ A free online course, Safety & Health Management Systems for Small Businesses 2.0. Check out the two-module course at [www.ies.ncsu.edu/injuryprevention/](http://www.ies.ncsu.edu/injuryprevention/). To register and begin the course, click the "Registration" tab at the top of the Web page.

For information on these and other initiatives offered through NC State IES, contact Kami Baggett: (919)893-7292 or [Kameron\\_Baggett@ncsu.edu](mailto:Kameron_Baggett@ncsu.edu). This networking event was held at Nonna's Restaurant in Lillington.

**SAVE**  **Harnett County Industry Appreciation Day:**  
**the DATE!** **Thursday, October 21, 2010.**

## BOON EDAM MAKES TV "HISTORY"

Boon Edam gained notoriety this summer on the hit History Channel TV show, "Modern Marvels." The episode, titled "Doors," featured the complex process of building revolving doors and turnstiles at Boon Edam's plant in Lillington. The show aired June 3.



**Harnett**  
**COUNTY**  
 NORTH CAROLINA

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## What's Going On In Your World?



Let *Industry Insider* know about your expansions, job growth, contracts, awards, and other milestones. Contact Angie Stewart, Harnett County EDC Industry Manager, (910)893-7524, [ASTewart@harnett.org](mailto:ASTewart@harnett.org), with your news.