

NIMA

North Idaho Manufacturers' Association

Office:

1626 6th Ave. North
Lewiston, ID 83501

Covering:

Idaho

Clearwater,
Idaho,
Latah,
Lewis,

Nez Perce Counties.

Washington

Asotin,
Columbia,
Garfield,
Whitman Counties.

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Professional Construction Services

PCS Company, Professional Construction Services, which includes Uniscaffold and PCS Laser are both owned and operated by Al and Babette Peterson. They are located at the Port of Lewiston, 125 Down River Road.



UNISCAFFOLD

Al began his career as a building contractor doing mostly custom homes as well as commercial construction. While doing custom homes he began using the insulated concrete forms. Once Al started using the ICF forms in the commercial market he found that the scaffold system that was available came out of Canada, which was costly, and due to customs there was a time delay in getting the system. This system also did not allow contractors to adequately control the wall during the pouring of the concrete. This made the process time consuming and did not provide the ability to keep the walls straight and plumb.

Al developed a scaffold system that is used for Tall Wall construction called Uniscaffold. This system allows the builder to build up several stories (up to 125 feet) with a continuing scaffold system that allows the builder to

control the structure insuring the walls are straight and true. The Uniscaffold system provides a much more efficient and economical method for this type of construction. The Uniscaffold system is OSHA compliant.

The Uniscaffold system is galvanized and powder coated to deter rusting, which means that it can be used in coastal areas and in industrial settings. The system can be rented, purchased or leased on RTO programs (rent-to-own) and the Uniscaffold systems have been shipped to contractors in Alaska, Texas, Florida, Arizona, New Mexico, Washington & Idaho. Uniscaffold, LLC has set up a training center and has a 3-day training program for their product to insure that people know how to properly assemble the system, which can reach several stories in height, and safely and quickly erect the scaffolding. Al believes in quality above all else and is even willing to go to building sites to provide on-site training.

Al speaks of the need to "build green". The insulated concrete forms are two and half inches thick on the outside, two and half inches thick on the inside and filled with concrete. The walls are also reinforced with rebar, which makes them safer in areas where earthquakes and tornados are common. The ICF walls are equal to an R 50 rated wall with fiberglass insulation and resist moisture and mold. Because of the concrete core, noise does not easily penetrate the

structure. Unlike wood, with fiberglass insulation, the ICF form has a low perm rating and a concrete core so air cannot move throughout the wall. Heating and air conditioning units can be half the size of the units needed for a stick built home. With high-energy costs, and lumber at a premium this is an option for commercial and homebuilders to consider.

You can find out more information about this unique Uniscaffold system on their website at www.uniscaffold.com

PCS LASER

Babette Peterson is new to the Laser Stone Etching business, but sees a potentially huge market for this art. Laser engraving is the process of using a CO2 laser beam to burn or

engrave images on many forms of materials such as marble, granite, wood, glass and more. The machine that is used to produce this art form can do very small images as small as 1/2" x 1/2" square to as large as a wall mural approx. 4' x 10'.

The quality of the image greatly determines the quality of the engraving; if a photograph is being engraved it must be clear and sharp. Any flaws will be magnified when the engraving is done.

Babette has started by working with the local veterinarians to provide pet monuments and grave markers and most veterinarians have samples in their office. According to Babette the laser etching is a forever thing, depending on the

materials used, will easily withstand weather conditions. She is also working with custom homebuilders to produce custom tiles for floors, kitchens and bathroom backsplashes. The office/showroom has a granite wall mural that is an underwater fish scene that is absolutely remarkable. In addition to the laser engraving this mural has been hand painted.

There are potentially hundreds of possibilities for this unique art form. I would encourage you to look at their web site at www.indioblu.com if you have a specific idea in mind or would like to see their work up close and personal stop by their show room to see the products that are available.

Clearwater Economic Development Association

Clearwater Economic Development Association (CEDA) offers a variety of financing programs intended to stimulate business activity. The underlying concept of the programs is to increase the amount of capital that is available through financing for the purpose of encouraging business development that may otherwise be delayed or not occur. By increasing available financing, the amount of cash that business must divert from operations to fund capital investments is reduced, greatly increasing the potential for the project's success.

CEDA's loan programs include "gap financing" the structure of which includes a bank loan, a CEDA loan and an owner investment. The gap financing works best for real property where, the owner invests 10%, the bank finances 50% to 70% of the project, and the CEDA loan fills the gap. Gap financing can also be used for equipment purchases with a larger owner investment. CEDA's Micro Loan Program is typically used to finance equipment, permanent inventory, and/or working capital in situations where the credit request does not meet bank criteria. CEDA also offers short-term inventory financing for small expanding manufacturers. There are opportunities to develop programs in response to specific business

development needs. CEDA's Business-Finance Specialist John Lane claims, "A pilot project was developed a couple years ago in response to a specific situation to aid a small manufacturer that was creating jobs in an economically distressed rural community. What we ended up with was a lease financing arrangement."

To date over 150 companies have made use of CEDA's financing programs, some of which have become well known companies that do business regionally, nationally or internationally. Not all of the projects funded would, on the surface, fit the program rules but there is some flexibility. CEDA's maximum loan amount is \$150,000 but by combining loans from multiple funds, \$186,000 in financing was provided to a company that otherwise would have been forced to move and take its 20 jobs elsewhere. When bank financing cannot be obtained the deal can be structured with CEDA as the primary lender. This normally would require a larger owner investment than a typical gap-financing project.

Additional information is available at the CEDA office at 1626 6th Avenue North in Lewiston or by contacting John Lane at (208) 746-0015, ext 108.

Idaho's Only Seaport

Carrie Kelly, the Traffic Control Manager, at the Port of Lewiston container yard, is the go to person if you are interested in a cheap means of transportation for your products. Carrie said, "Manufacturers that use barging rather than trucking their products can save money."

The Lewiston Port connects with all points west. Whether you are importing or exporting contact Carrie on barging your goods to market. Carrie said you should be aware if you have spoken with All Ports International about shipping, if they don't know our river system they may steer you away from using container barging.

A general quote for shipping is: Round trip for a 20'X8' container from here to Portland is \$303.00. This does not include trucking charges and if you are exporting to a foreign country via steam ship there is an ocean fee that would be added.

Carrie encourages you to call her before you use any means of transportation. She can give you cost estimates and assist you in your container barging needs.

Carrie Kelly can be reached at 208-743-3209 or by email at ckelly@lewiston.com.

Perception vs. Reality

Perception and reality often differ. The seventh edition of *The Facts About Modern Manufacturing* sets the record straight on a vitally important but misunderstood sector of our economy. By spotlighting mostly U.S. government data about today's manufacturing, the facts book shows the reality of both the strengths and challenges facing this industry.

Strengths

All too often the perception is that the heyday of U.S. manufacturing is in the past, but nothing could be further from the truth. Standing by itself, U.S. manufacturing would be the eighth largest economy in the world. There are six manufacturing pillars that support today's U.S. economy:

- Makes the **highest contribution to economic growth** of any sector;
- Is responsible for more than **70 percent of private sector research and development** and the center for a wide range of advanced technologies that cut energy use and lead to a cleaner environment;

- Achieves a **high productivity rate year in and year out**, increasing by more than 50 percent in the past decade;
- Contributes more than **60 percent of U.S. exports** or about \$50 billion a month;
- Pays **wages and benefits that are about 25 percent higher** than in non-manufacturing jobs;
- **Multiplies every dollar spent into an additional \$1.37** in economic activity, greater than other sectors.

Challenges

Even with these strengths, there are many challenges for manufacturers, especially in the area of **costs** and **encouraging young people to pursue a career in manufacturing**. Eighty one percent of respondents to the Institute/NAM 2005 Skills Gap survey said they could not find qualified workers to fill open positions. Structural costs such as taxes and health care add 31.7 percent to U.S. manufacturing costs, making it more difficult to produce from a U.S. base.