

\$809 thousand in new and retained sales
\$8.69 million in new investments
36 jobs created or retained

Alaska Manufacturing Extension Partnership, Inc. (AMEP) is committed to developing the state's economy through the provision of technical, business and economic training and assistance to Alaska's small manufacturers.

AMEP fills a unique niche in the Alaska economic development system by:

- Connecting rural communities and manufacturers with distant markets through E-Commerce.
- Strengthening collaboration between existing economic development organizations. AMEP matches the needs of existing manufacturers with local, statewide and national experts to solve their business challenges. This system is a locally-centered, needs-driven, bottom-up method of delivering business assistance.

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* Impacts are based on clients receiving service in FY2010

CLIENT SUCCESS: SURFACE CLEANING TECHNOLOGIES

“I’ve waited literally years to find the right partner to launch this venture. The key to a successful launch was finding the right people, and AMEP was critical to our success. AMEP took time to understand our specific needs, then they stepped into the deal flow and helped us solve our specific problem. This client-centered focus made all the difference.”

Hans Vogel, President

Surface Cleaning Technologies, LLC Spins Off Military Technology to a Green Success

Surface Cleaning Technologies, LLC (SCT) is a spin-off company created by Hans Vogel, the founder of Triverus, LLC and inventor of an aircraft carrier runway cleaning vehicle. This invention, developed through the Department of Defense’s Small Business Innovation Research (SBIR) program, cleans and removes grime, oil and even heavy metals from hard surfaces. The vehicle-mounted machine also recycles the cleaning water, which prevents runoff pollution and reduces water consumption. The inventor was well aware of the benefits this new green technology could bring to industrial and commercial customers. SCT employs 8 people at its facility in Palmer Alaska.

Situation:

Vogel was confident that his green technology could be adapted to clean parking garages, commercial runways, maintenance shops and other concrete surfaces that collect grime. Vogel re-scaled his military technology for the industrial market. The primary benefits offered to industrial buyers would be a significantly improved ‘restorative’ cleaning, reduced storm drain runoff, and reduced water use due to recycling. The service may even contribute points toward LEED (Leadership in Energy and Environmental Design) Certification by the U.S. Green Building Council. The military spin-off technology offered a new level of Best Management Practices in the cleaning industry. The problem facing Vogel was that he needed a partner to champion the industrial side of the business while he maintained his focus on delivering to the military customers. The company contacted the Alaska Manufacturing Extension Partnership (AMEP), a NIST MEP network affiliate, for assistance.

Solution:

AMEP worked with SCT to conduct a partner search to find a company that would operate the cleaning service in commercial and industrial markets in Alaska and the ‘Lower 48?’ states. AMEP and Vogel developed partner criteria and interviewed individuals and companies. AMEP and Vogel identified a group of individual investors, led by a committed entrepreneur with a perfect skill set for the task at hand. The partner company moved to the Pacific Northwest, where polluted salmon streams and a high market acceptance of green technologies combined to create favorable market conditions for an innovation that recycled water, reduced storm drain, and runoff pollution of waterways. The company now provides a superior hard surface cleaning service to Puget Sound industrial and commercial customers while delivering green benefits. As a result of AMEP’s assistance, initial sales have covered operating costs, created two jobs, and the technology is attracting the attention of key decision makers at some of the largest companies in the Pacific Northwest. The entrepreneurs see new market opportunity in helping companies comply with challenging new industrial storm water pollution restrictions designed to restore water quality and salmon runs.

Results:

- * Secured \$226,000 in start-up investment capital.
- * Created 2 jobs.

Created 2 new jobs

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