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# the POWER CONNECTION

A Newsletter for the Site Search Professional

26 Conrad Drive  
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## on the Market

### Union City Spec Building

Square Feet: 100,200  
Acreage: 22  
City: Union City  
County: Obion  
Rail: Canadian National  
Loading: 5 dock high doors; 1 drive-in door  
Ceiling: 32' - 39'  
Floor Thickness: 6  
Sale Price: negotiable  
Lease Price: TBD NNN  
Description: 2,000 AMP expandable electrical; 3,200 square feet expandable office space; reinforced concrete floor with wire and fibermesh; Internet connection available through fiber optic, T-lines, DSL, wireless and cable; water line size 12" with 1/2 million reservoir



### Ripley Tupperware Building

Square Feet: 150,000  
Acreage: 77  
City: Halls  
County: Lauderdale  
Rail: adjacent  
Ceiling: 45'  
Sale Price: not for sale  
Lease Price: Negotiable  
Description: 1 drive in door



Well, as you can see from our newsletter we have more new faces on the economic development scene. You will enjoy working with them on all your project needs. We have really had a busy first quarter here in West Tennessee with at least three new companies announcing new facilities.

@message from Mike



Mike Philpot

Arvin Sango is a Toyota supplier that is locating in Henderson, Tennessee and will serve the new Mississippi plant in Blue Springs.

Gray Metal South moved into the former NCR building in Humboldt and plans to add 200 workers.

Our allies in Lexington have landed HTI Technology, an Industry from California and Fluid Routing Solutions retained 300 workers and will add another 170.

Jackson and Union City also announced expansions of Black & Decker and Lennox, respectfully. So while everyone is talking about a national recession we have yet to feel the full impact of it.

Much of this activity is related to the auto suppliers discovering our strategic location and business friendly tax structure. We are encouraged to see companies from other markets like California expanding into the southeastern market. We have an excellent story to tell them relative to market reach, and our lower operating costs. Our "Deal Ready" sites and available buildings really expedite the search process.

FALL PRIZE CAMPAIGN



Please check out our updated website at [www.wtia.org](http://www.wtia.org) and see how easy it is to conduct building and site searches. As always, we at WTIA are ready to assist you in any way. Call and let us help you with your project needs.

As you can see by the "On the Road" section, we have a busy spring planned. If you

An Economic Development Association of West Tennessee Power Distributors

[www.wtia.org](http://www.wtia.org)

[www.dealready.com](http://www.dealready.com)

## New Face in Economic Development



Thea Reams, Executive Director  
Twin Cities Chamber of Commerce  
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So. Fulton, TN 38257  
Phone/Fax - 731-479-7029  
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chamberofcomm240@bellsouth.net

The Twin Cities Chamber of Commerce hired Ms. Thea Reams, lifetime resident of South Fulton, as its new Executive Director on February 11th. The position had been vacated as a result of Mrs. Lois Birk retiring from the Chamber after serving 9 years as the Director.

Thea has wasted no time in adapting to the duties of her highly important position with the Chamber. Most notably, she has been aggressively performing her role as the Chamber Board's direct contact person with our local business owners and operators for more than one month now. One of Thea's primary responsibilities as the Executive Director is to meet with and become familiar with all Chamber members – and prospects – in order to help determine how she and the Chamber Board can best serve the Twin Cities' business community. Through personal interviews and her own fact-finding, Thea will assist the Chamber Board's special committee in developing a Twin Cities Marketing Analysis to be available to the membership shortly after the end of the year. Thea's role as Executive Director includes assisting the current Chamber Board in accomplishing all its goals during the calendar year as well as providing daily service to the Board and the Membership as their "face and voice" at the Chamber office. She makes herself accessible virtually all hours with the assistance of her cell phone and email, and her "can't-do-without-it" Blackberry™.

Thea is very personable, eager to respond, professional in all aspects of her approach to the job, full of energy, profoundly creative, and – foremost – 100%-committed to helping the Twin Cities move forward positively and progressively.

Thea has a daughter, 10-year old Carly Reams, who attends South Fulton Elementary, and she and Thea are both active in South Fulton Baptist Church. Her parents are Gale and Pat Vincent who live in South Fulton.

Feel free to stop by the Chamber office anytime to wish her well or to offer her your input on Chamber matters. Give Thea a call at 731-479-7029 or email her at chamberofcomm240@bellsouth.net.

Food Related Industries in West Tennessee



# West Tennessee - the Perfect Recipe for Food Processors

Transportation Costs Lead to Supply-Chain Innovations Which Make Choosing the Right Location More Critical Now Than Ever.

The increasing cost of gas and diesel has a dramatic impact on food processors that use complex logistic systems to get products to market in a timely yet cost effective way. Suppliers and retailers are using supply chain innovations to give them unprecedented access to information. This allows for close collaboration to eliminate inefficiencies and cut costs. These advances are also shifting financial risk from retailers to suppliers. This makes choosing the right location for a food processor's relocation or expansion more important now than ever.

**Water** – The Memphis Aquifer and the West Tennessee Aquifer are known for naturally good-tasting water with a low mineral content. Several West Tennessee communities have excess water capacity ready to serve food processors.

**Power** – TVA's reliable, cost effective electric power offers an advantage to food processors. West Tennessee is served by two of the nation's major natural gas pipelines providing another competitive advantage to many food processors.

**Import/Export** – 35% of food ingredients now come from other nations of origin. China is the fastest growing market for food products. West Tennessee is an established profitable location for global food exporters such as Procter and Gamble and Tyson Foods. Pringles is the largest exporter in the entire Procter and Gamble system; the Jackson plant produces the distinctive canned chips for worldwide distribution.

**Logistics** – Any combination of highway, rail and water transportation is possible in West Tennessee. And the expertise on how to profit from this wealth of infrastructure is found in West Tennessee. The FedEx Institute for Supply Chain Management at the University of Memphis connects industry with the kind of innovative logistics solutions that have become so important to food processing.

**Location** – West Tennessee's central U.S. location reduces the transportation time and cost to reach consumer markets. Some major food processors use a single location in West Tennessee to serve the entire U.S. A West Tennessee location also minimizes transport costs for fresh ingredients. Industry leaders such as ADM, ConAgra, Pictsweet and Sara Lee realize these cost advantages with West Tennessee locations.

**Other Resources** – Since the food processing industry is well established in West Tennessee, suppliers and industry support is already in place. Food ingredient manufacturers are here. The full range of food packaging and containers are manufactured here. The University of Tennessee has extensive agriculture and food research programs including the Food Safety Center of Excellence. West Tennessee-based trucking companies have a long track record of getting perishable foods to the nation's grocery stores and restaurants.



# Consultant's Corner

Mark Williams

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First of all tell us about your consulting practice and some of the types of projects you have ongoing or projects you have recently completed.

Strategic Development Group, Inc. provides site location and negotiation services to private companies and economic development entities and planning and site certification services to public economic development entities. Our site location project focus is on automotive suppliers, steel and chemical projects with ongoing projects throughout the U.S. We recently completed several automotive supplier projects in Tennessee, a chemical project in Decatur, Alabama and are currently engaged in a large Research and Development Center project. Strategic Development Group is currently conducting the third round of site certification for the WTIA.

From your professional perspective give us an overview of West Tennessee and the type of economic growth that is most compatible with the location.

West Tennessee is ideally situated from a geographical position being in the center of the United States and with air, water and highway access to points throughout the U.S., Canada and Mexico. The area has close proximity to automobile manufacturers throughout the south including the recent Toyota location in Tupelo which is expected to result in numerous automotive supplier locations in West Tennessee.

You have recently worked with the WTIA. Based on that experience what are your observations about what they have to offer to new and expanding companies and to location consultants.

The WTIA is one of the oldest and best run regional economic development organizations in the country. It provides its allies numerous services to enhance their attractiveness to capital investment and job creation. The WTIA is currently engaged in its third round of site certification for allies. This round is focusing on sites in the 20-50 acre size range.

With the volatility in the financial markets and the uncertainty with the economy, how are you advising your clients right now?

Our clients continue to evaluate sites for major investments despite volatility in the financial markets. Numerous clients find particular opportunity for investment related to the recent decline in the value of the U.S. dollar versus the Euro and Canadian dollar.

What sort of trends are you seeing in your location consulting practice, is there a particular type of industry or project?

Our clients continue to compress the time they allow for selection of sites making it critical for communities to be prepared to address the needs of client firms in a direct and accurate manner, making site knowledge and certification particularly important. We expect to see more projects related to energy conservation and expect the automotive supplier business to become more active over the next year.

WTIA

*on the road*

Sept. 7-10	Area Development FDI/Recruitment Trip	Chicago, IL
Sept. 10-11	Retailer's Kickoff	Tunica, MS
Sept. 15-16	Governor's Conference	Nashville, TN
Sept. 24-26	TEDC Fall Conference	Jackson, TN
Oct. 4-7	SEDC Annual Conference	Hot Springs, VA
Oct. 6-7	ICSC	Atlanta, GA
Oct. 19-21	IEDC	Atlanta, GA
Nov. 9-11	Business Facilities – Live Exchange	So. California