

# Developments

Helping Employers Retain & Create Quality Jobs Rockford, Illinois USA

## Ingersoll Adds 87 Jobs with New Wind Turbine Parts

### 20,000-Pound Hubs Machined at Fulton Avenue, Rockford 24/7

Transferring expertise from one industry to another is a good way for companies to grow. And that's just what Ingersoll Machine Tools did, from aerospace to wind.

They applied their proprietary technology and experience of supplying composite manufacturing systems for aerospace to the fast-growing wind industry. **In addition to their long-standing customers in the transportation, agriculture/construction and machining industries, Ingersoll now manufactures 20,000-pound cast-iron hubs for Vestas Wind Systems, a Danish company that is the largest manufacturer of wind turbines in the world with 28 percent market share.**

The hubs are 10 feet in diameter, large enough for a person to stand in. The blades are bolted to the hub, connecting the blades to the motor to create wind energy.

### Jobs Require Highly Skilled Technicians

**Ingersoll will make between 10 and 15 hubs per week on a long-term contract,** according to Dr. Tino Oldani, president and chief executive officer of Ingersoll Machine Tool. Dr. Oldani, with the support of the Camozzi Group (Italy) bought Ingersoll Milling Machine in 2003 and merged it with his company, IMTA. **Today Ingersoll has nearly 200 employees and plans to add 60 more by the end of 2011 because of the hub business. More than 25 employees have already been added as a direct result of the hub.** All these jobs require highly skilled technicians.



*Ingersoll provides machined hubs for the world's largest manufacturer of wind turbines. The long-term contract created 87 new jobs in Rockford.*

The company's diversification into the wind industry was made possible with a \$5 million grant from the Green Industry Business Development Program, part of the State of Illinois's Energy Plan that is administered by the Department of Commerce and Economic Opportunity and funded by the federal American Recovery and Reinvestment Act (ARRA).

The grant allowed the company to build and upgrade equipment to make the wind turbine hubs. It will also create 87 jobs and retain 69 jobs at Ingersoll.

### Wind Energy's Growth Rate Greater Than Other Energy Sources

**According to the U.S. Department of Energy, wind power could provide 20 percent of U.S. electricity needs by 2030.** It provided 2.8 percent of U.S. power in 2009. Wind has quickly become a growth market.

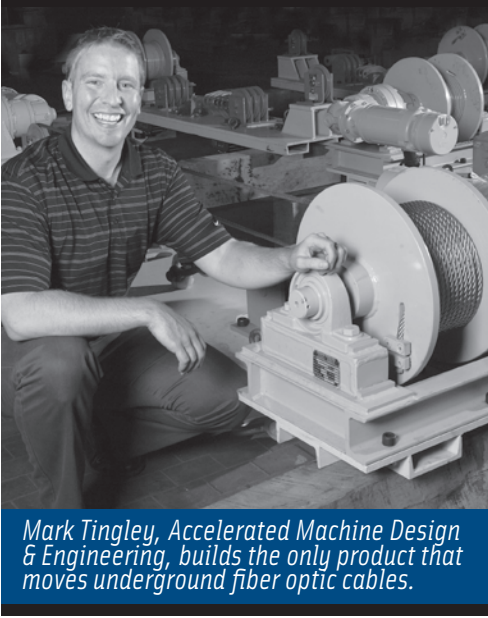
**According to the American Wind Energy Association, wind energy's five-year average annual growth rate was 39 percent for the years 2005-2009, more than other energy sources such as coal, natural gas and others.** [www.awea.org](http://www.awea.org).

# EIGERLab Client Develops Unique Product for Fiber Optics

Most people know that fiber optic cables help make vast amounts of data available with a click of a mouse. Underground fiber optic cables can be found in most communities around the world, just 44 years after fiber optics was discovered in 1966.

## Product Saves 30% to 80%

Now people in the Rockford area will know that a Rockford company, **Accelerated Machine Design & Engineering**, located at EIGERlab, 605 Fulton Avenue, designed and **built a unique piece of equipment that moves underground fiber optic cables up to 20 feet** for the telecommunications industry. It is the only product that allows these cables to be moved, thus saving between 30 to 80 percent of the cost to install new lines. In a \$900 million a year market, that's serious savings.



Mark Tingley, Accelerated Machine Design & Engineering, builds the only product that moves underground fiber optic cables.

Mark Tingley, the company owner, **has been an EIGERlab participant since 2008** when he established Accelerated Machine Design & Engineering. He has benefited from the incubation center's services that include business plan assistance, access to mentors and other services for startups. "They are a great resource for our community," he attested.

The equipment that Mark built for Terra Move in McHenry, Illinois consists of 11 "cranes" that will move cables in days, versus what used to take weeks or months. This allows companies and municipalities to keep existing cables for construction projects when rerouting transportation routes, rather than install new cables. Visit [terramovellc.com](http://terramovellc.com) and see the video.

## Jobs for Local Subcontractors

Mark anticipates building 34 cranes, using local subcontractors for the 2011 construction season. **That means his company of four engineers is helping to provide quality jobs for additional local employers.**

## 500-600 New Jobs at Inbound Call Center

One of the nation's leading contact centers **plans to add 500 to 600 jobs** at its new Loves Park branch by the end of 2011. They provide outsourced customer support and tech support for companies in a variety of industries.

Known as **The Connection**, the firm currently has about 75 employees at its 400-seat contact center and plans to reach the higher number by December 2011. The company added the new branch at 1975 Harlem Road to meet the growth needs of existing and new clients.

The inbound calls are for the wireless telecommunications, life and health insurance, financial services and retailing industries. The services will include inbound live operator, live web chat and e-mail responses. Qualified applicants can apply online at [the-connection.com](http://the-connection.com). High school degrees are required and some college is preferred.

### Why Rockford Region?

"We really like this community," said President and Chief Executive Officer Fred Weiner. "It is easily accessible from Chicago, the education level is good, and in spite of the economy, the vitality of the community is strong. The community also did a very good job of interfacing with us and presenting itself in a positive fashion," he added.



Loves Park to gain 500-600 jobs by end of 2011 as new contact center continues to grow.

Developments is printed on recycled paper. Please do your part to keep our community green.

**REGISTER NOW for the  
RAEDC Annual Meeting and Dinner**  
Wednesday, Nov. 17, 2010  
Giovanni's Restaurant & Convention Center  
Rockford, IL  
Keynote Speaker George Brooks UPS Central  
Region President  
\$75 each/\$700 table of 10  
Register online at [www.rockfordil.com](http://www.rockfordil.com)  
Or call 815.969.4261

RETURN SERVICE REQUESTED

www.rockfordil.com  
ROCKFORD AREA ECONOMIC DEVELOPMENT COUNCIL  
100 Park Avenue, Suite 100, Rockford, IL 61101 USA