

# THE COMPETITIVE EDGE

Official Publication of the New River Valley Competitiveness Center  
A Small Business Incubator

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*June – July 2011*

## **INTER Materials LLC Awarded 2011 Army Small Business Innovation Research (SBIR) Achievement Award**

INTER Materials LLC, a tenant of the Competitiveness Center, announced that the company is a recipient of the 2011 Army Small Business Innovation Research Achievement Award for its innovative low cost manufacturing technology of high ballistic performance helmets. The Achievement Awards were presented by Dr. Scott Fish, US Army Chief Scientist, at a ceremony May 20<sup>th</sup> at the Pentagon Conference Center in Washington, D.C. Dr. Francisco Folgar and his wife Mila Folgar accepted on behalf of INTER Materials. INTER Materials technology was one of eleven SBIR Phase II projects selected by the Army out of 649 eligible companies for this prestigious award that recognizes companies for their significant contributions to the Army mission and potential for commercialization.

“INTER Materials is honored to receive this recognition by the US Army. The success of this program is attributed to the hard work and dedication for our INTER Materials team, the support received from the group at the US Army Research Laboratory in Aberdeen, the efforts of our Contracting Officer Technical Representative Dr. Shawn Walsh and Dr. Brian Scott, the guidance of Dr. James Zheng, Chief Scientist at PEO Soldier, and the assistance of MILCOM Venture Partners. We are proud to be a part of the Army’s objective in lightening the load carried by the Warfighter,” said Dr. Francisco Folgar, President of INTER Materials.

INTER Materials has pioneered a manufacturing process suited for thermoplastic matrix composite materials that provides superior ballistic performance and significant weight reduction to ballistic helmets at a production rate comparable to the current process used for the incumbent Advanced Combat Helmet. This technology utilizes 70-80% of the current helmet manufacturing infrastructure, resulting in a reduction of the investment risk when adopting a new helmet system and increasing the potential for transition to commercialization. “INTER Materials technology will allow the US Army to combine superior ballistic protection with significant weight reduction at competitive manufacturing costs for their next generation to Enhanced Combat Helmets and Light Weight Advanced Combat Helmets,” continues Dr. Folgar.

The Company appreciates the opportunity given to mature its technology through the Army’s Commercialization Pilot Program after its technology was identified by MILCOM as having strong potential to transition to the Warfighter. This helmet technology also offers potential for the use of thermoplastic matrix composite materials in other Department of Defense armoring applications including military vehicles, aircraft, and personal protective equipment.

A separate SBIR Phase II Program was successfully completed in 2010 for the development of technology to increase the abrasion and scratch resistant properties of large polycarbonate and acrylic windows for helicopters using plasma coatings. The company engineered a surface coating process by incorporating an innovative multiple layer film coating using plasma deposition processes to custom design the adhesion, hardness, and erosion/abrasion resistance properties of metals, glasses and transparent plastics such as polycarbonate and acrylics. For more information, email [info@intermaterials-usa.com](mailto:info@intermaterials-usa.com).

## New River Valley Revolving Loan Fund

The New River Valley Revolving Loan Fund (NRVRLF) is available for small businesses and business start-ups in the New River Valley. The primary advantage of taking out an NRVRLF loan is that interest rates are often more competitive than commercial banks in the area. The interest rates on RLF loans are based on the Treasury Rate which are currently near historic lows. The NRVRLF works with businesses to provide financing that may not be available elsewhere. With a business friendly loan structure, the NRVRLF can help strengthen businesses in the New River Valley. Following are points regarding the basic structure of the loan:

- Revolving Loan Fund will provide no more than 40% of the total project with a maximum of \$10,000 per applicant
- Loans in excess of \$10,000 or greater than 40% of the project would require 2/3 vote of the Board of Directors of the New River Valley Development Corporation
- Anticipated loan structure: 50% from commercial or other type of lender, 40% Revolving Loan, 10% equity injection
- Interest rate will range from 3% below the five (5) year Treasury rate to 1% above the Treasury rate determined by the perceived risk

The goal of this fund is to support local businesses in their pursuit of becoming a successful and sustainable business within the New River Valley. For more information on the New River Valley Revolving Loan Fund, visit <http://nrvc.org/dcfinance.html> or contact Brad Mecham of the New River Valley Planning District Commission at [bmecham@nrvc.org](mailto:bmecham@nrvc.org) or 540-639-9313, ext. 206.

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## NRV Competitiveness Center Welcomes New Tenants:

### Enertronics

Enertronics is working on next generation electronic products for renewable energy and utility grid applications. At its initial R & D stage, prototypes of utility scale transformer and electric vehicle fast chargers have been developed for field testing. The Company has teamed with major utilities and equipment manufactures to continue the development and testing. For further information, please contact [enertronics@comcast.net](mailto:enertronics@comcast.net).

### New River Security Investigations

New River Security & Investigations, Inc. (NRSI), a diversified outsourcing services company based in Wytheville, Virginia, was formed in 1986 expressly for the purpose of providing a variety of quality security support and investigative services for personal, corporate, non-profit and government organizations. NRSI professionals are specifically trained in state of the art surveillance equipment to obtain and document the evidence their clients require. Their services include:

- Employee/Employment Background Investigations
- Internal Covert Investigations
- Vehicular Accident & Reconstruction by Court Certified Experts
- Civil Wrong Doing, (Malpractice, Negligence, Product Liability)
- Corporate Protection/Investigations
- Fraud & Financial Investigations
- Workers Compensation Investigations
- Employee Theft
- ID Theft & Cyber Crimes (Terrorism & Espionage)

For more information, please contact Frankie Scott at [FScott@nrsiinc.com](mailto:FScott@nrsiinc.com), ( 276) 228-7632 or visit [www.nrsiinc.com](http://www.nrsiinc.com)

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