Compitiveness Center Welcomes Art Work

From the Manager’s Desk:

The Competitiveness Center is presented with new commerce daily, however our newest business was stumbled upon by surprise. Daphne Smith, our maintenance person of four years, is not only a busy single mother, but also a talented artist.

Daphne works with oil paints specializing primarily in landscapes. The subjects of these paintings range from ocean scenes to mountains with many of them featuring freshly fallen snow. Daphne’s first sale was made to Barry Duncan, an avid snow-boader, who purchased one of the scenes of the Rocky Mountains. Barry now owns three of Daphne’s paintings including one which is representative of his business card (Aspen Investment Advisers with the Rocky Mountains in the background).

Nearly twenty years ago, Daphne began working on developing her painting technique and after viewing her collection, I judge her work to be very good. Displayed in the Board Room behind my office is one of her first paintings. After a long layoff to raise her family, Daphne decided to pick up her paint brushes again. In six months time she has produced over forty works and sold several of those to our tenants.

Currently Daphne has twenty works on display in the incubator. Please come by to visit and see our Daphne Smith Exhibit.
This month we highlight Austin-Morgan & Associates, Inc. They joined the Center on December 1, 2004. Austin-Morgan is a small, but growing, locally owned trucking Company. To contact Austin-Morgan & Associates, Inc. (Randy Kinder) you may call 540-633-6741 or email: rkinder@nrivdc.org.

Austin-Morgan & Associates, Inc.

Randy Kinder, the President of Austin-Morgan and Associates, Inc. started in the trucking business in 1983 when he drove for a company in Tampa, Florida. Randy pulled a flat bed trailer with anything on it, from cranes to various construction equipment. He smiles, as he recalls that first truck he drove, “The truck was a 1972 GMC 9 speed with 3rd and 7th gear not working.”

The steering wheel was broken in so many places that he had to wear leather gloves to keep from cutting his hands. Although the truck did not have air conditioning or power steering. “I thought that I was on top of the world”.

In the early 90’s Randy purchased his first tractor and trailer. By working hard and paying attention to the business, things were going good, but he wanted to be able to accomplish more.

In October 1993, God blessed Randy with his son, named Austin and then, in June of 1999, a daughter named Morgan. It was then after knowing the love for and from a son and daughter that Randy realized that there was so much more to life than what money could buy.

“I do want to be able to build something for my children one day”.

Austin-Morgan is a small Virginia based company that operates east of the Mississippi River. They are capable of hauling flat bed loads to 53 foot dry box van.

Principal commodities transported include, but are not limited to, retail and discount department store merchandise, manufactured goods, paper products, non-perishable food products, and building materials.

Austin-Morgan and Associates, Inc. believes that if you keep your equipment in top shape and recruit the most qualified personnel available, it will pay off in keeping long term cost under control, thereby being able to serve the customers better.

With honesty, hard work and faith in God, Austin-Morgan and Associates, Inc. will continue to position itself to be there for their customers for many, many years to come.
Tenant Update

**Wessex, Inc.** - Wessex, Inc. who increased their lab space in November from 1,000 square feet to 2,000 square feet, added a 382 square foot office for their technicians in January. The expansion is evidence of the increased demand for their primary product Emissshield.

**Lurleen Collins Accounting Services:** On January 1, 2005 Lurleen Collins Accounting Services moved into a new office suite more than doubling the space her business occupies in the Center. Lurleen credits the move to continuing growth of business by adding new clients. She now occupies approximately 900 square feet in four offices, and expects to add more employees very soon.

**Safe Water, Inc.:** Has been inspected by the State and certified to provide water testing for residential, private and public water supplies. Sample bottles can be picked up at the Competitiveness Center and returned during business hours (8:00 a.m. - 4:00 p.m.), or they can be ordered by calling 633-6739 or email at safewater@nrvdc.org.

**Luxine, Inc.:** Luxine produces the power supply for high end induction cooking surfaces. In preparation for increasing orders they have added more employees and are now at seven, up from four a year ago. You can look for “powered by Luxine” on induction ranges manufactured by Viking. Although most units are now being sold in the commercial market, the residential units will follow soon. For information call 540-731-0010.

**Good-bye Good Friend:** Debbie Akers, formerly of REMSI, was recently promoted from field coordinator for Western Virginia Emergency Medical Services Council (WVEMS) to Regional Education Coordinator for WVEMS. Debbie’s new position will require her to work in the WVEMS Roanoke office. Congratulations to Debbie and good luck in her new job!
Welcome New Tenants

Four new tenants have joined the Competitiveness Center since our last newsletter. One of them is this month’s highlight, Austin-Morgan & Associates, Inc. (see preceding article). Other new arrivals are:

**Pulaski County Department of Social Services:** On December 1, 2004, PC DSS moved into a 1,100 square foot office suite in the Phase 2 addition. There will be four staff in the beginning with other positions added as their new program grows. They also are providing job readiness training in a classroom environment three days a week.

**Ground Vibration Consultants, Inc.:** Ground Vibration owned by Bobby Payne moved into a 1,100 square foot suite and a 240 square foot office on January 8, 2005. They provide testing and monitoring services in the mining industry.

**Eastern Piano Studio, Inc.:** Mike Agee, owner of Eastern Piano Studio, moved into a 120 square foot office on January 8, 2005. Mike has been in education for a number of years and teaches private piano lessons as well as working with the recreation department of Radford and Montgomery County. He is starting a business to provide an after school program to elementary students that develops interests in fine arts, especially classical music.

**Just a Reminder**

There is meeting space available at the Competitiveness Center for groups as small as two or larger than one hundred. If you need a place to meet, call or email as listed below. We will be happy to help you and your group have a good environment to advance your cause.

**For Competitiveness Center information contact:**
Wayne L. Carpenter, Incubator Manager
6580 Valley Center Drive, Radford, VA 24141
Phone: (540) 633-6730
Fax: (540) 633-6768
wayne@nrvdc.org
www.nrvdc.org/nrvcc.html