

Leading Industry, Inc. DBA Pinnacle Plastic Containers

Company Background

Leading Industry, Inc. DBA Pinnacle Plastic Containers (Leading Industry) is a privately owned thermoforming company that specializes in food package manufacturing using PET plastic materials. This grant was proposed so Leading Industry could obtain new thermoforming equipment to meet the demand for CRV post-consumer recycled PET material. With this equipment, Leading Industry would be able to meet demands and promote expansion in the market for the high-end use of post-consumer recycled material. The local economy would also benefit through job creation, and the program will develop a competitive manufacturing cost structure by reducing the dependence on imported PET virgin resin.



Goals

- Purchase a new thermoforming system capable of processing annual volumes of 9,360,000 pounds of PET roll stock to produce food packaging as well as other transparent and opaque containers;
- Supply existing demand by converting existing virgin PET usage to recycled PET;
- Enter new markets using this innovative new material;
- Upgrade the use of CRV PET recycled flakes; and
- Create consistent demand for PET recycled material.

Accomplishments

The goals originally introduced by Leading Industry were made under the assumption that both grant projects associated with this company (Grant #5007-510 and 5007-528) would be completed. The second of the grant projects (5007-528) had yet to be completed at the conclusion of this grant, therefore the goals could not be compared. However, the thermoforming line has been successfully installed, is running well, and is producing the expected high volume.

Challenges

One of the main challenges of this project was not having the sister grant (5007-528) completed at the same time as Leading Industry had anticipated. Due to this difference in timelines, a majority of the goals set forth in the beginning of this grant have yet to be fully completed.

Grant Type

Manufacturing

Year Awarded

2007

Funding

\$583,436.00 – Grant Funds

\$269,878.00 – Matching Funds

\$880,011.00 – Total Project

Project Length

Two years

Contact

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Lessons Learned and Recommendations

- Grantees should be sure to be prepared for any situation, especially economic downturn.
- Small businesses should be sure that all capital expenditures are planned carefully to ensure adequate funding for their respective projects.
- Businesses need to make consistent efforts in the areas of marketing, research and development so they can produce what customers want.
- Infrastructure should be taken into account before equipment arrives so installation can be done smoothly.
- Have technical staff from the equipment manufacturers during the installation period.
- Have people who are trained and familiar with the new machinery before the machine arrives.

