

## WOODLAWN - TSS TECHNOLOGIES INC. HOPES TO CRACK THE GROWING WIND POWER MARKET.

It got a big endorsement Thursday from Ohio Gov. Ted Strickland.

**news.cincinnati.com**  
**Friday April 2, 2010**

"This company represents the type of growth industry the state needs to create jobs," he said while touring the 62-year-old metal machining company that employs 102.

After what President Bruce Read said was a "really tough" 2009 including some layoffs, TSS is making a concerted effort to become a supplier to manufacturers of wind turbines and other types of alternative energy.

Earlier this week, TSS won a job creation tax credit from the state worth about \$330,000 over seven years. The credit can be applied against a company's state corporate franchise or income tax. The company is planning to invest more than \$5 million in new larger machinery to help it tap the wind power components market. Under terms of the credit, TSS expects to create at least 50 jobs over the next few years, said Read. The company is also seeking about \$5 million in grants and/or loans for the project.

"It's not an easy market to get into," said Read. "The companies we want to supply expect you to have the capability and capacity to fill their needs. The "Catch-22" is not many banks are willing to lend "on a 'what if.' That's where the government comes in."

Quinten Harris, regional director of the Ohio Department of Development, said TSS is one of a growing number of Southwest Ohio manufacturers trying to tap the wind and alternative energy market. "They're knocking on doors, going to trade shows and attending conferences to let wind power manufacturers know what they can do," he said.

Ohio's efforts to develop wind power are gaining velocity. State law requires investor owned utilities to generate 25 percent of their power from wind and other alternative energy sources by 2025, and supplying wind power developers is seen as a good source of new jobs.

Strickland said he and other state development officials talked by phone Wednesday Monday with a German company interested in locating a turbine assembly plant in Ohio or one of several other states, eventually employing up to 1,000. "I'm confident, but not certain" Ohio could land the project, he said.

Strickland has thrown his support behind efforts to develop wind farms on Lake Erie. Last month state regulators approved three separate, large wind-farm projects in western Ohio with the total generating capacity of a medium-sized coal-fired generating plant.

TSS is trying to qualify as a supplier to Beacon Power Co., a Massachusetts developer of flywheel-based energy storage technology for wind, solar and other alternative energy sources. If its' successful, Read said, TSS could begin shipping hundreds of flywheel assemblies to Beacon in the next several months. The work could generate several million dollars in new revenue, he said.

Author of Mike Boyer