

Partnership for Workforce Quality

Staying Competitive By Investing In Workers

Annual Report

July 1, 2003 — June 30, 2004



The Partnership for Workforce Quality program encourages companies to invest in their workforce — their most valuable resource.



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“The PWQ Program offsets the huge training expense of keeping our employees trained due to technology evolving so quickly. The program has allowed us to transition technical professionals into more challenging disciplines that are in demand today. This program is one of the most positive and encouraging experiences for a small business. PWQ facilitates growth and competitiveness of not only the company, but the individuals’ careers as well.”

- Patuxent Technology Partners, LLC

Investing in Maryland Companies

Maryland's many advantages – the diversity of its industries, the quality of its workforce, the strength of its educational systems, and more – have helped the State's economy weather challenging economic conditions. Much of Maryland's economic stability, in fact, can be attributed to a highly skilled, well educated workforce that is second to none. The quality of the State's workforce is a prime reason why businesses locate, stay and expand in Maryland.

The Partnership for Workforce Quality (PWQ), established by legislation in 1989 and administered by the Maryland Department of Business and Economic Development (DBED), is an essential tool in retaining the State's workforce quality advantage. Offering services that improve the ability of companies to train existing employees and thus compete in a global marketplace, the Partnership for Workforce Quality is one of the State's most valuable economic development resources.

The program spurs the growth and expansion of Maryland's manufacturing and technology companies by helping these businesses improve their efficiency, develop quality management practices, modernize operations, and upgrade processes. The Partnership for Workforce Quality also builds goodwill with the business community and fosters partnerships with chambers of commerce and business associations, local economic development organizations and regional councils, community colleges and proprietary training companies — all of which strengthen the State's competitive position and ensure that Maryland has the skilled workers necessary to attract and retain businesses.

The Partnership for Workforce Quality provides critical funding support to and is integrated with the Maryland Department of Business and Economic Development's overall effort to grow Maryland's economy.

Fiscal Year 2004

Grant Funds Distribution to Companies by Region

<i>Baltimore Region</i>	<i>\$713,743.11</i>
<i>Capital Region</i>	<i>\$387,872.93</i>
<i>Rural Region</i>	<i>\$794,334.33</i>
<i>Total</i>	<i>\$1,895,950.37</i>

Investing in Maryland Companies

As a primary economic development program of the Maryland Department of Business and Economic Development, the Partnership for Workforce Quality encourages companies to invest in the development of their workforces, and demonstrates to companies the value of such investments. A matching training grant program, PWQ supports companies in developing and implementing initiatives that will move each company forward and make each more productive and more competitive. Because PWQ grants are linked to aggressive business growth strategies, the Partnership for Workforce Quality is a true business development resource rather than simply a workforce training program.

Since its inception in 1989, the Partnership for Workforce Quality has invested \$30 million for Maryland companies to train more than 81,000 workers. Funded annually through specific line item appropriations, the Partnership for

Workforce Quality provides grants with a 1:1 matching requirement.

Through the PWQ program, participating companies develop and implement training systems and programs that are designed to:

- Improve business competitiveness and worker productivity;
- Upgrade worker skills for new technologies and production processes; and
- Promote employment stability.

These objectives thoroughly integrate training and business development with the State's economic growth to build the prowess of Maryland's workforce. The program furthers the objectives of increasing personal earnings and

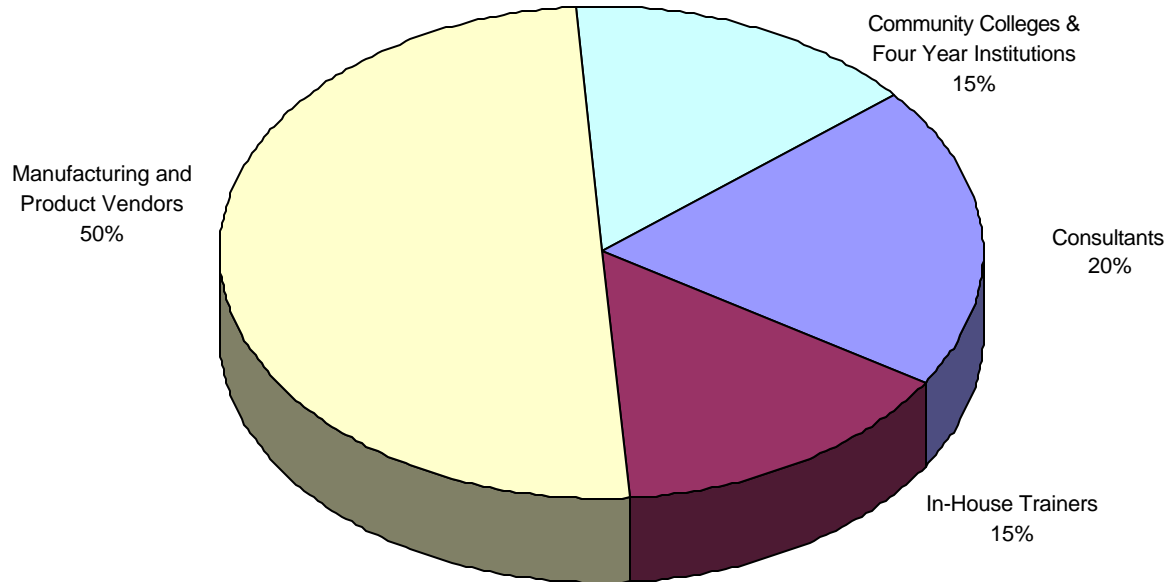
Eligible Companies

- Manufacturing, technology, and regional priority companies
- Firms with 150 or fewer employees

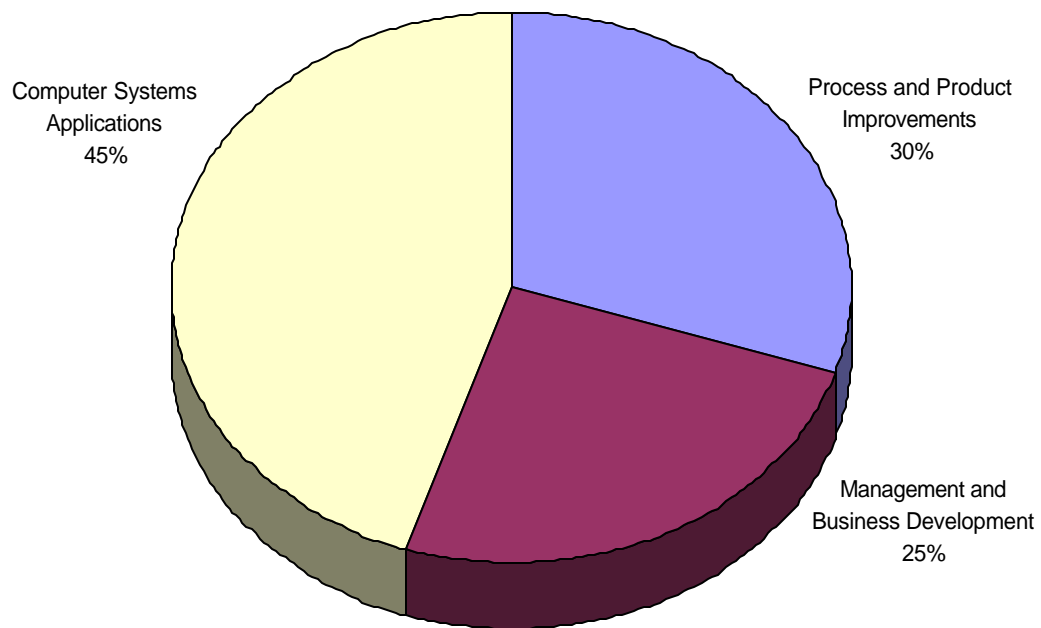
Eligible Training

- Training in manufacturing, professional, scientific and technical services
- Job-specific training
- Training to upgrade or retain existing employees
- Training related to strategic goals and objective of company

PWQ Training Providers



PWQ Types of Training



Investing in Maryland Companies

expanding the corporate tax base. The Partnership for Workforce Quality is the only public program in the State that helps Maryland companies combine employee training with measured business growth.

The Partnership for Workforce Quality is administered by the Maryland Department of Business and Economic Development and supports the Department's mission to retain and improve the State's existing business base. During the past fiscal year, DBED service delivery was organized around three regional teams —

Baltimore, Capital and Rural — to reach out more effectively to Maryland businesses in every area of the State.

To address companies' continuous need for the most productive workers, DBED's business development specialists in each region encourage companies to upgrade skills training and to invest in such training enhancements through the PWQ program. PWQ assists manufacturing and technology companies through grants to individual companies and grants to support business consortia.

“The training investment made through the PWQ Program increased the competitiveness and productivity of the company, as evidenced through increased sales from \$7 million in 2002 to \$18 million in 2003.”

- Garrett Container Systems, Inc.

Investments through Individual Company Grants

Through business-driven partnerships and collaborations with DBED's business development specialists throughout the State, PWQ delivers decentralized, growth-oriented services and matching training grants. During company visits, needs are identified, businesses are matched with other appropriate state and local resources, and candidates for the PWQ program are qualified.

In FY 04, DBED partnered with 181 Maryland companies, entering into contracts that matched \$1.9 million public dollars to an equal amount of company funds to provide skills upgrade training to 5,172 workers. More than 84 percent of these

funds were applied to the companies that have the greatest potential for wealth creation for Maryland – 86 contracts went to manufacturing companies and 67 to info tech or biotech companies throughout all regions of the State. In its contracts with these companies, PWQ provides benchmarks of further economic outcomes such as payroll increase, capital investment and additional new hires. For the companies assisted in FY04, projected net increases of \$698 million in payroll and 948 new hires were reported over a one year time period.

Investments through Consortia Initiatives

The Partnership for Workforce Quality contributed funds to the Maryland World Class Manufacturing Consortium and the Maryland ISO Consortium that help Maryland companies streamline operations, adopt Lean Manufacturing and other innovative techniques and achieve ISO compliance and world class manufacturing status. Through these programs, businesses are better prepared to compete in a global marketplace and to expand their resources for upgrading their workforce and work processes.

Building ISO Quality Management Systems

Continuous innovation, new products and services, and diverse and expanding markets are hallmarks of today's global marketplace. Thus, a proven quality management system is required in 21st century organizations. The Maryland ISO Consortium helps to train and bring Maryland businesses and organizations into compliance with ISO 9000 international standards for quality management systems, as quickly and efficiently as possible. An independent audit process – conducted by a certified third party registrar – formally recognizes participating companies as sites or business units with quality systems conforming to the ISO model.

The Maryland ISO Consortium Program is administered by the Maryland Department of Business and Economic Development, with training grant funding to qualified businesses from the PWQ program. Consortium activities are planned and executed through guidance from the University of Maryland Center for Quality and Productivity. Sponsoring organizations partner with each consortium

program to arrange meetings and provide facilities.

In FY 2004, the ISO Consortium expanded its executive sessions to prepare leaders of participating companies to transform their operations by implementing and maintaining ISO quality management systems. Focused on leadership roles and commitment, these sessions groom the leaders of organizations participating in the ISO Consortium.

The ISO program graduated 20 companies and organizations in FY 2004. More than 350 organizations have completed the 18-month program since its inception in 1994, and more than 20 percent of Maryland's ISO registered companies are current or previous participants in the Maryland ISO Consortium program. In FY 2004, the Maryland ISO Consortium also provided lead assessor and internal auditor training.

“Only through the aid of the PWQ are we able to remain ‘ahead of the curve’ with technology. By giving us the skills and increased proficiency, we are able to remain very competitive and boast those facts.”

- Harley Davidson of Frederick, Inc.

Investments through Consortia Initiatives

Creating World Class Manufacturers

The changing face of manufacturing demands that Maryland manufacturers evolve to compete in a global marketplace. Successful companies beat the competition by successfully implementing transformational leadership, lean thinking, e-commerce, next generation products, on-time service delivery, and relationship technology. These are exemplary firms that meet or exceed the demands of technological innovation, changing leadership and management roles, and supplier chain dynamics. For businesses that seek to win in this environment, the Maryland World Class Manufacturing Consortium is the resource to help Maryland companies reach world class manufacturing status.

Established in 1997, the Maryland World Class Manufacturing Consortium is modeling new business performance standards at levels that were previously impossible to attain. The collective resources of the Consortium enable members to access the same tools used by General Electric, AlliedSignal, Raytheon, Motorola, and other original equipment manufacturers to make their

businesses globally competitive. “Lean enterprises” can expect results such as:

- Increased sales through non-price differentiation;
- Reduced new product launch time;
- Increased productivity;
- Reduced inventory, space and overhead; and
- Fewer defects.

In FY 2004, the Consortium conducted its 12-month Leadership Program, as well as significant training events in Customer Value Proposition, Six Sigma, Organizational Change, Total Productive Maintenance, Lean Thinking, Integrated Product Development, and Lean Accounting. The Consortium’s 2004 Leadership Program equipped business leaders with skills necessary to lead their companies through market, product, operations, and technology barriers.

“The (PWQ) program helped us to become more efficient in the manufacturing process, thus reducing costs.”

- Dixie Printing & Packaging Corporation

Appendix A — Individual Company Grants

Company	Amount	Purpose	County
Allegany Computer Services, Inc.	\$1,300.00	Computer Systems Applications	Allegany
CBIZ Insurance Services, Inc.	\$1,230.28	Management Development; Process Improvement	Allegany
LM Services LLC, a wholly owned subsidiary of The S. Schwab Company, Inc.	\$3,051.25	Management Development	Allegany
National Jet Company, Inc.	\$6,584.00	Computer Systems Applications; Management Development; Business Development; Process Improvement; Product Improvement	Allegany
American IV Products, Inc.	\$3,714.00	Computer Systems Applications; Management Development; Process Improvement	Anne Arundel
Dixie Printing & Packaging Corp.	\$16,612.00	Computer Systems Applications; Management Development	Anne Arundel
Environmental Resources Management (ERM), Mid-Atlantic	\$937.50	Computer Systems Applications	Anne Arundel
Force 3, Inc.	\$12,515.00	Computer Systems Applications	Anne Arundel
Leading Edge Design & Systems, Inc.	\$11,750.00	Computer Systems Applications	Anne Arundel
NovaScreen Biosciences Corp.	\$13,654.00	Process Improvements, Product Improvements	Anne Arundel
Pennysaver Group, Inc.	\$4,316.62	Computer Systems Applications; Management Development	Anne Arundel
Praxis Engineering Technologies, Inc.	\$15,641.50	Computer Systems Applications; Management Development	Anne Arundel
ProObject, Inc.	\$5,454.00	Management Development; Product Improvement; Process Improvement; Computer Systems Applications	Anne Arundel
Shoreline Awning & Trim, Inc.	\$4,928.50	Process Improvements; Product Improvements	Anne Arundel
Titan Corporation	\$3,127.00	Computer Systems Applications; Process Improvements; Product Improvements	Anne Arundel
Windermere Information Technology Systems, LLC	\$23,778.00	Computer Systems Applications	Anne Arundel
Axalto, Inc.	\$15,448.00	Computer Systems Applications	Baltimore
General Motors Powertrain - Baltimore Transmission	\$9,882.32	Product Improvement; Process Improvements	Baltimore
Griffin, Ltd.	\$6,425.58	Business Development; Process Improvement; Product Improvement	Baltimore
Hi-Tech Processing Services, Inc.	\$7,170.00	Process Improvements; Product Improvements; Computer Systems Applications	Baltimore
In Vitro Technologies, Inc.	\$8,643.86	Process Improvement	Baltimore

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Company	Amount	Purpose	County
Logical Consulting Group	\$6,035.12	Computer Systems Applications; Management Development	Baltimore
Mac Machine Company, Inc.	\$4,443.94	Process Improvement; Computer Systems Applications	Baltimore
Pall Corporation Filterite Division	\$11,248.60	Process Improvement; Computer Systems Applications	Baltimore
Plexus Installations, Inc.	\$10,155.36	Process Improvement; Computer Systems Applications; Business Development	Baltimore
Shire US Manufacturing, Inc.	\$26,595.00	Process Improvement; Computer Systems Applications	Baltimore
Siemens Building Technologies, Inc.	\$13,943.00	Computer Systems Applications	Baltimore
Sumatech, Inc.	\$12,000.00	Computer Systems Applications	Baltimore
The Victory Racing Plate Company	\$450.00	Computer Systems Applications	Baltimore
Weitzman Industries, Inc.	\$2,370.63	Computer Systems Applications	Baltimore
Zentech Manufacturing, Inc.	\$859.78	Computer Systems Applications	Baltimore
Alabanza Corporation	\$31,685.00	Computer Systems Applications	Baltimore City
Alliance Material Handling Inc.	\$2,239.00	Computer Systems Applications; Management Development	Baltimore City
Apogee Designs, Ltd.	\$13,125.00	Management Development	Baltimore City
Barcoding, Inc.	\$10,199.00	Process Improvement; Computer Systems Applications	Baltimore City
Berry Plastics Closure Division dba Poly-Seal Corporation	\$24,171.30	Computer Systems Applications; Process Improvements; Product Improvements	Baltimore City
ChemPacific Corporation	\$8,225.00	Process Improvements	Baltimore City
Early Morning Software, Inc.	\$13,648.94	Computer Systems Applications	Baltimore City
EBA Engineering, Inc.	\$4,705.00	Computer Systems Applications	Baltimore City
FMC Corporation	\$10,121.00	Process Improvements	Baltimore City
Gann Safety Supply / Mutual Industries, Inc.	\$5,724.00	Process Improvement; Product Improvement	Baltimore City
INTELECT CORPORATION	\$14,006.45	Process Improvement; Product Improvement	Baltimore City
KP Sports, Inc. t/a Under Armour Performance Apparel	\$27,775.50	Process Improvement	Baltimore City
Maryland Thermoform	\$13,389.86	Computer Systems Applications	Baltimore City
National Instrument Company, Inc.	\$2,850.00	Product Improvement	Baltimore City
Practical Technologies, Inc.	\$7,760.00	Computer Systems Applications; Process Improvement	Baltimore City
Stone Care International, Inc.	\$5,042.00	Process Improvement	Baltimore City

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Company	Amount	Purpose	County
Uptown Press Inc.	\$5,750.00	Computer Systems Applications	Baltimore City
VICTOR GRAPHICS, INC.	\$8,843.14	Process Improvement; Computer Systems Applications	Baltimore City
American Metal Fabricators, Inc.	\$17,775.00	Process Improvement; Computer Systems Applications	Calvert
DM Group, LLC	\$14,308.50	Computer Systems Applications; Process Improvement	Calvert
Tanager, Inc.	\$7,875.00	Computer Systems Applications	Calvert
Solo Cup Company	\$7,397.30	Process Improvement	Caroline
AccuQuest Corporation	\$2,720.00	Computer Systems Applications	Carroll
Clemco Products, Inc.	\$3,494.25	Computer Systems Applications; Process Improvement	Carroll
Fairlawn Tool & Die Co., Inc.	\$1,413.74	Computer Systems Applications	Carroll
Intellitech, Inc.	\$4,151.94	Computer Systems Applications; Process Improvement	Carroll
Laser Applications, Inc.	\$1,826.25	Computer Systems Applications; Process Improvement	Carroll
Marada Industries Inc.	\$25,348.00	Process Improvement	Carroll
Konica Supplies Manufacturing U.S.A., Inc.	\$10,149.00	Process Improvement; Computer Systems Applications	Cecil
Bolton Latham, LLC	\$10,667.50	Process Improvement; Computer Systems Applications	Charles
Chaney Enterprises, LP	\$16,190.00	Management Development; Process Improvement	Charles
Chopp & Company, Inc.	\$5,000.00	Process Improvement	Charles
College of Southern Maryland	\$25,000.00	Management Development; Process Improvement	Charles
DCS Corporation	\$4,914.50	Computer Systems Applications	Charles
Millennium Elevator Incorporated	\$647.50	Computer Systems Applications	Charles
Northrop Grumman PRB Systems, Inc.	\$10,931.00	Computer Systems Applications; Management Development	Charles
Planned Systems International, Inc..	\$13,693.00	Computer Systems Applications	Charles
The Prometheus Company, Inc.	\$3,388.00	Computer Systems Applications; Process Improvement	Charles
Zekiah Technologies, Inc.	\$3,304.30	Computer Systems Applications; Process Improvement	Charles
I51 Tires Systems, Inc.	\$5,820.00	Process Improvement; Product Improvement	Dorchester
Airpax, LLC	\$10,000.00	Process Improvement; Management Development	Dorchester
Interstate Corrrpack, LLC	\$24,950.00	Process Improvement; Product Improvement; Management Development	Dorchester
Mail Well Graphics	\$24,888.00	Computer Systems Applications; Process Improvement	Dorchester

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Company	Amount	Purpose	County
Total Logistic Control, LLC	\$20,135.00	Process Improvement; Business Development	Dorchester
Airpax, LLC	\$5,534.40	Process Improvement	Frederick
BP Solar International, LLC	\$13,272.50	Process Improvement; Management Development	Frederick
Cambrex Bio Science Walkerville, Inc.	\$25,000.00	Process Improvement; Computer Systems Applications	Frederick
DynPort, LLC - DynPort Vaccine Company	\$25,000.00	Process Improvement; Product Improvement; Computer Systems Applications	Frederick
Harley Davidson of Frederick, Inc. - Racing	\$23,768.00	Process Improvement; Business Development	Frederick
MedImmune, Inc.	\$26,775.00	Management Development; Process Improvement; Product Improvement	Frederick
Neoterik Health Technologies, Inc.	\$14,373.83	Process Improvement; Product Improvement; Computer Systems Applications	Frederick
Beitzel Corporation	\$11,255.00	Computer Systems Applications	Garrett
Financial Computer Support, Inc.	\$1,888.00	Computer Systems Applications	Garrett
Garrett Container Systems, inc.	\$23,173.00	Process Improvement; Computer Systems Applications	Garrett
Alcore Acquisition Corporation	\$2,775.00	Management Development	Harford
American Color Graphics, Inc.	\$3,608.85	Process Improvement; Product Improvement	Harford
Collins & Aikman Plastics, Inc.	\$21,456.00	Process Improvement	Harford
Ecotone, Inc.	\$3,425.00	Computer Systems Applications; Process Improvement	Harford
Hunter Defense Technologies- Applied Research Center	\$1,300.00	Process Improvement; Computer Systems Applications; Business Development	Harford
J.M. Huber Corporation	\$21,544.00	Process Improvements; Computer System Applications	Harford
Nanavati Consulting, Inc.	\$6,510.84	Computer Systems Applications	Harford
Regal Decision Systems, Inc.	\$1,198.00	Computer Systems Applications	Harford
Ross Machine Co. Inc.	\$10,650.00	Process Improvements	Harford
A & G Pharmaceutical, Inc.	\$6,000.00	Process Improvements; Product Improvements; Business Development	Howard
Applied Data Systems, Inc.	\$4,377.50	Business Development	Howard
Ark Systems, Inc.	\$11,863.74	Process Improvement	Howard
Cola, Inc.	\$3,402.50	Business Development	Howard

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Company	Amount	Purpose	County
Covega Corporation	\$2,636.50	Process Improvement	Howard
Dynis LLC	\$3,329.00	Process Improvement	Howard
EAS Inc. t/a Epitech	\$12,591.00	Process Improvement; Business Development	Howard
Genesis Technologies, Inc.	\$19,520.00	Management Development; Business Development	Howard
Greatbatch-Hittman, Inc.	\$8,484.00	Process Improvement	Howard
Honeywell Technology Solutions Incorporation	\$20,000.00	Process Improvement; Business Development	Howard
Patuxent Technology Partners, LLC	\$22,314.00	Computer Systems Applications; Process Improvement	Howard
Planned Systems International, Inc.	\$15,319.00	Computer Systems Applications	Howard
SBI Technologies Corp.	\$11,124.50	Business Development	Howard
Velsicol Chemical Corporation	\$6,998.00	Management Development; Computer Systems Applications	Kent
Advancis Pharmaceutical Corporation	\$5,570.00	Process Improvements	Montgomery
Applied Creative Technologies, Inc.	\$5,930.50	Computer Systems Applications; Business Development	Montgomery
Avalon Pharmaceuticals, Inc.	\$6,224.50	Process Improvements; Management Development	Montgomery
BBI Biotech Research Laboratories, Inc.	\$7,471.62	Process Improvements; Computer Systems Applications	Montgomery
Custom Electronics Company	\$8,144.00	Process Improvement; Computer Systems Applications	Montgomery
EntreMed, Inc.	\$3,893.12	Process Improvement; Computer Systems Applications	Montgomery
Futron Corporation	\$7,341.00	Process Improvement; Computer Systems Applications	Montgomery
OPTIMUS CORPORATION	\$19,910.01	Process Improvements; Computer Systems Applications; Management Development	Montgomery
QIAGEN Sciences, Incorporated	\$5,771.00	Management Development; Process Improvement	Montgomery
Renaissance Information Systems, Incorporated	\$1,437.50	Computer Systems Applications; Business Development	Montgomery
Spatial Integrated Systems, Incorporated	\$3,857.50	Computer Systems Applications	Montgomery
Sytel, Incorporated	\$15,978.79	Product Improvements; Computer Systems Applications; Management Development	Montgomery
Vicor Business Services, Inc.	\$10,985.88	Computer Systems Applications; Business Development	Montgomery
Aquilent, Inc.	\$23,800.00	Computer Systems Applications; Business Development	Prince George's

Appendix A — Individual Company Grants

Company	Amount	Purpose	County
Comp-Tech Associates, Inc.	\$2,242.00	Computer Systems Applications	Prince George's
DataStream Conversion Services, LLC	\$18,890.00	Computer Systems Applications; Business Development	Prince George's
Environmental Engineering, & Construction, Inc.	\$1,097.50	Business Development; Management Development	Prince George's
Foxfire Printing and Packaging, Inc.	\$647.39	Computer Systems Applications	Prince George's
Merkle Data Technologies, Inc.	\$25,000.00	Computer Systems Applications	Prince George's
Milestone Tarant, LLC	\$5,250.00	Computer Systems Applications	Prince George's
PerkinElmer, Inc.	\$25,083.89	Process Improvement; Product Improvement; Computer Systems Application	Prince George's
Phoenix International, Inc.	\$912.50	Computer Systems Applications	Prince George's
Precision Products Group, Inc. - Stone Industrial	\$23,710.50	Process Improvements; Computer Systems Applications	Prince George's
Siemens Building Technologies, Inc.	\$25,000.00	Computer Systems Applications	Prince George's
Hydrasearch Company, Inc.	\$5,593.75	Process Improvements; Computer Systems Applications	Queen Anne's
American Electronics, Inc.	\$5,902.50	Computer Systems Applications	Saint Mary's
Eagan McAllister Associates, Inc. Aviation and Technology Solutions Division	\$12,020.00	Computer Systems Applications	Saint Mary's
Information Spectrum, Inc.	\$18,532.63	Computer Systems Applications	Saint Mary's
Innovative Solutions Consulting, Inc.	\$9,889.00	Process Improvement; Product Improvement; Computer Systems Applications	Saint Mary's
J. F. Taylor, Inc.	\$5,814.12	Process Improvements; Management Development; Computer Systems Applications	Saint Mary's
Mantech Systems Engineering Corporation Engineering and Systems Support Group	\$2,492.50	Computer Systems Applications	Saint Mary's
Resource Management Concepts, Inc.	\$13,545.00	Management Development	Saint Mary's
Sierra Management and Technologies, Inc.	\$18,946.50	Process Improvements; Computer Systems Applications	Saint Mary's
Smartronix, Inc.	\$9,948.00	Computer Systems Applications; Process Improvements	Saint Mary's
The MIL Corporation	\$14,082.00	Computer Systems Applications	Saint Mary's

Appendix A — Individual Company Grants

Company	Amount	Purpose	County
Veridian Engineering, Inc. dba/ Advanced Information Engineering Services, Inc.	\$10,156.50	Management Development; Computer Systems Applications; Process Improvements	Saint Mary's
Rubberset Company	\$15,269.12	Process Improvements; Product Improvements	Somerset
Celeste Industries Corporations	\$25,000.00	Process Improvements	Talbot
Action Products, Inc.	\$14,722.50	Process Improvements; Management Development	Washington
Apparatus Repair & Engineering, Inc.	\$1,848.70	Process Improvement; Computer Systems Applications	Washington
Aviation Resources De, Inc.	\$11,174.12	Management Development; Process Improvement; Business Development	Washington
Crist Instrument Company, Inc.	\$2,317.00	Computer Systems Applications	Washington
D. M. Bowman, Inc.	\$9,409.50	Process Improvement	Washington
Dot Foods, Inc.	\$12,386.50	Process Improvement; Management Development; Computer Systems Applications	Washington
Duvinage Corporation	\$2,546.50	Process Improvement	Washington
d'Vinci Interactive, Inc.	\$3,129.47	Computer Systems Applications	Washington
Electromet Corporation	\$20,490.00	Process Improvements	Washington
Engineered Polymer Solutions, Inc.	\$8,959.00	Process Improvement; Computer Systems Applications	Washington
Fujicolor Processing, Inc.	\$5,116.00	Process Improvement; Management Development	Washington
Glessner Protective Services, Inc.	\$16,257.50	Computer Systems Applications	Washington
Good Humor - Breyers Ice Cream	\$15,924.75	Computer System Applications; Process Improvement	Washington
Hatch and Kirk, Inc.	\$2,478.00	Process Improvements; Management Development	Washington
HBP, Inc.	\$25,000.00	Computer Systems Applications	Washington
Hub Labels, Inc.	\$22,000.00	Process Improvements; Computer Systems Applications	Washington
JRA Executive Air, Inc.	\$2,250.00	Computer Systems Applications; Process Improvements	Washington
Lippincott Williams & Wilkins a Division of Wolters Kluwer Health, Inc.	\$10,858.92	Computer Systems Applications	Washington
Network Connectivity Solutions, Corporation	\$9,530.75	Computer Systems Applications	Washington
Packaging Services of Maryland, Inc.	\$25,000.00	Computer Systems Applications	Washington
Power Marketing & Advertising, Inc.	\$5,051.00	Business Development; Process Improvement	Washington

Appendix A — Individual Company Grants

Company	Amount	Purpose	County
Rust-Oleum Corporation	\$9,517.53	Process Improvement; Management Development	Washington
Specialized Communications, Inc.	\$6,132.99	Computer Systems Applications; Process Improvements	Washington
Susquehanna Bancshares, Inc.	\$13,860.00	Process Improvements; Computer Systems Applications	Washington
Tele-Plus Corporation	\$6,086.87	Computer Systems Applications	Washington
The Herald-Mail Company	\$16,983.75	Computer Systems Applications; Management Development	Washington
Transwheel Corporation	\$4,097.73	Process Improvements	Washington
Tri-State Printing, Inc.	\$2,700.00	Computer Systems Applications	Washington
Verestar, Inc.	\$795.50	Process Improvement; Business Development	Washington
DiCarlo Precision Instrument, Inc.	\$8,278.00	Computer Systems Applications	Wicomico
Foot Management, Inc.	\$5,955.00	Process Improvement; Computer Systems Applications	Wicomico
Harvard Custom Manufacturing - Salisbury Technologies	\$16,152.00	Process Improvement; Computer Systems Applications	Wicomico
Lorch Microwave, a Division of BAI Aerosystems, Inc.	\$4,132.00	Computer Systems Applications	Wicomico
Mid-Atlantic Foods, Inc.	\$8,442.00	Computer Systems Applications	Worcester
Ricca East, LLC	\$5,046.00	Management Development; Computer Systems Applications; Process Improvements	Worcester

Appendix B — Maryland ISO Consortium

Organization	County	Organization	County
Arcade Marketing Corp.	Anne Arundel	BBI Biotech	Montgomery
International Container Corp.	Anne Arundel	Earth Satellite Corporation	Montgomery
Rietschle, Inc.	Anne Arundel	Montgomery Scrap Corporation	Montgomery
American Technology Corporation	Baltimore City	The KEVRIC Company, Inc.	Montgomery
F.M. Stevenson Company	Baltimore City	Global Science & Technology, Inc.	Prince George's
H.R. Simon & Company	Baltimore City	i Sky	Prince George's
MD Brush Company	Baltimore City	Integral Systems	Prince George's
Nurad Technologies, Inc.	Baltimore City	MES, Inc.	Prince George's
Ashley Laboratories Ltd.	Baltimore	Phoenix International, Inc.	Prince George's
Atlantic Thread and Supply Company	Baltimore	Potomac Photonics	Prince George's
Baltimore Packaging	Baltimore	Science Systems and Applications, Inc.	Prince George's
Molecular Analytics	Baltimore	Stone Industrial	Prince George's
Raloid	Baltimore	Trios Associates	Prince George's
Ray Machine, Inc.	Baltimore	TVI Corporation	Prince George's
RESCO	Baltimore	Hydrasearch Company, Inc.	Queen Anne's
ViPS	Baltimore	AI-ES Aeronautics	Saint Mary's
Intellitech, Inc.	Carroll	DCS Corporation	Saint Mary's
Advanced Environmental Systems	Cecil	Eagan McAllister and Associates	Saint Mary's
Applied Ordinance Technology	Charles	National Technologies Associates	Saint Mary's
Caldwell Casting Co., Inc.	Dorchester	NAVAIR	Saint Mary's
Stultz Air Technology Systems, Inc.	Frederick	Radnor Manufacturing	Saint Mary's
Aberdeen Test Center	Harford	Resource Management Concepts, Inc.	Saint Mary's
Sverdrup Technology, Inc./ATSS	Harford	Sabre Systems	Saint Mary's
Applied Data Systems, Inc.	Howard	Smartronix,	Saint Mary's
GSE Power Systems, Inc.	Howard	Mack Trucks	Washington
CreaFill Fibers Corporation	Kent		

Appendix C — Maryland World Class Manufacturing Consortium

Organization	County	Organization	County
Arcade Marketing Corp.	Anne Arundel	BBI Biotech	Montgomery
International Container Corp.	Anne Arundel	Earth Satellite Corporation	Montgomery
Rietschle, Inc.	Anne Arundel	Montgomery Scrap Corporation	Montgomery
American Technology Corporation	Baltimore City	The KEVRIC Company, Inc.	Montgomery
F.M. Stevenson Company	Baltimore City	Global Science & Technology, Inc.	Prince George's
H.R. Simon & Company	Baltimore City	i Sky	Prince George's
MD Brush Company	Baltimore City	Integral Systems	Prince George's
Nurad Technologies, Inc.	Baltimore City	MES, Inc.	Prince George's
Ashley Laboratories Ltd.	Baltimore	Phoenix International, Inc.	Prince George's
Atlantic Thread and Supply Company	Baltimore	Potomac Photonics	Prince George's
Baltimore Packaging	Baltimore	Science Systems and Applications, Inc.	Prince George's
Molecular Analytics	Baltimore	Stone Industrial	Prince George's
Raloid	Baltimore	Trios Associates	Prince George's
Ray Machine, Inc.	Baltimore	TVI Corporation	Prince George's
RESCO	Baltimore	Hydrasearch Company, Inc.	Queen Anne's
ViPS	Baltimore	AI-ES Aeronautics	Saint Mary's
Intellitech, Inc.	Carroll	DCS Corporation	Saint Mary's
Advanced Environmental Systems	Cecil	Eagan McAllister and Associates	Saint Mary's
Applied Ordinance Technology	Charles	National Technologies Associates	Saint Mary's
Caldwell Casting Co., Inc.	Dorchester	NAVAIR	Saint Mary's
Stultz Air Technology Systems, Inc.	Frederick	Radnor Manufacturing	Saint Mary's
Aberdeen Test Center	Harford	Resource Management Concepts, Inc.	Saint Mary's
Sverdrup Technology, Inc./ATSS	Harford	Sabre Systems	Saint Mary's
Applied Data Systems, Inc.	Howard	Smartronix,	Saint Mary's
GSE Power Systems, Inc.	Howard	Mack Trucks	Washington
CreaFill Fibers Corporation	Kent		

MARYLAND PARTNERSHIP FOR WORKFORCE QUALITY

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