



SPACIOUS 400,000 SQUARE FOOT BUILDING NOW AVAILABLE AT MSAAP

“Businesses in search of a home in the Deep South can certainly find a large, attractive building at the Mississippi Army Ammunition Plant also known as the MSAAP Industrial Complex in Hancock County Mississippi”, said Mr. Wayne Gouguet, Director of Marketing and Strategic Development for Mason Technologies Inc., who manages the vast complex.

The building has 400,000 square feet of open area with clear spans between columns of 82 feet. The space has 20-foot clearance under beam with some areas up to 80 feet clearance. The layout and power availability are more than ample to support fabrication, assembly or warehouse distribution needs.

The building is located in a vibrant, well-maintained industrial complex at the prestigious Stennis Space Center. Located just 45 miles from New Orleans, Louisiana, the complex is home to

19 tenants with a diversity of activities ranging from rocket engine assembly to full-service machine shops. At the crossroads of Interstate 59 and Interstate 10, the complex has the advantage of being in a Foreign Trade Zone near the busy ports of New Orleans and Gulfport, Mississippi.

Gouguet went on to explain, “a tenant can move into the building with limited, if any, up front out-of-pocket expense. Money is available to make building improvements based on what the tenant actually needs to prosper his business. We have our engineering firm sit down with the client and thoroughly evaluate their needs from top to bottom. This truly is a dream come true for the right business.”

Gouguet continued on, “flexibility exists in the leasing arrangements to accommodate new tenants, including the ability to subdivide the building, which is nearly eight football fields in area.”

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COMMERCIAL CLIENTS CAN TAKE ADVANTAGE OF RADFORD SERVICES Alliant Ammunition and Powder Company LLC

ARMS facility contractors are innovators in generating revenue at the Army facilities they manage. At the Army's Radford, Virginia facility, for example, Alliant is ready to sell services to the commercial sector. To the benefit of the Army, the availability of the services listed below will also reduce costs for the same services used within the Radford facility. There are four Alliant service offerings based at the Radford facility that are now available to the commercial sector:

Media Services Group: ARMS marketing materials promoting the Radford facility were recently developed by the Media Services Group in conjunction with a local small business print shop. The Media Services Group has developed comprehensive production capabilities and can provide media services support for all businesses in Southwest Virginia.



Metrology/Calibration Services: Alliant now offers metrology and calibration services to all local and regional customers. The former gauge lab that supported many Army production requirements has been relocated and upgraded to provide high quality calibration services for physical and electronic gauging apparatuses. These services are regularly retained by tenant clients within the Radford facility grounds and are now available to all local and regional clients at competitive rates.

Specialized Operations Training: Certified training for clients involved in hazardous materials (hazmat) handling to support specialized operations (a mandatory requirement for hazmat handlers) is now offered to outside-the-fence customers. Alliant personnel have taken advantage of this training to support Radford production operations. There are also three major tenant operations at Radford who have taken advantage of Alliant training in explosives and other hazmat handling activities. The most notable ARMS tenant client is Pyrotechnique by Grucci, a world-class producer of commercial firework displays and tactical simulator products to support military training requirements.



A group of employees at Radford AAP are pictured attending a HazMat training class.

Process Hazards Analysis: Alliant has an experienced process hazards analysis group that has successfully supported Radford tenant and outside-the-fence commercial client operations. Their primary mission at Radford attests to their capabilities. Namely, these analysts support product manufacturing conducted at Radford for the Department of Defense. Alliant also has access to explosive hazards analysis test facilities and regularly determines process and shipping support classifications for a variety of explosive/energetic products.

The Army benefits from these Alliant service capabilities in several ways:

1. Revenues reaped by these professional and specialized services help to reduce Army ownership costs at the Radford facility.
2. These same revenues also reduce product costs to the Army, who needs to squeeze every last defense dollar for its maximum value.
3. These services allow the Army to retain valuable critical manufacturing skills at the Radford facility, an ammunition manufacturing plant. These job retention skills will protect future defense mission requirements at the Radford facility.

By developing these professional services as offerings to the private sector, Alliant has created a sales base from its previously in-house-only functions. As a result, performance unit costs have been reduced for all in-house users and overhead labor is more efficiently utilized. Encouraged by the innovative approaches to revenue generation developed by the ARMS facility contractor at Radford, Alliant corporate investments have been added to lift all services to "state of the art" status, particularly in the Media Services and Metrology areas.

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This welder is one of many skilled employees working at the vast MSAAP complex, pictured at the right.



Mr. Hal Walters, Executive Director of the Hancock County Port and Harbor, was recently quoted in the Biloxi Sun Herald newspaper as characterizing the MSAAP site as an economic gold mine to the booming Gulf Coast area; and encouraged businesses and prospective businessmen and entrepreneurs to seriously consider the opportunities available. Further information about the building described on the cover and other buildings at the MSAAP Industrial Complex can be found online at [http:// www.msaap.com](http://www.msaap.com).

INNOVATIVE BUSINESS PARTNERSHIP DRIVES MARKETING OF UNUSED CAPACITY AT ARMY MANUFACTURING ARSENAL

In an innovative three-way partnership, the U.S. Army Operations Support Command (OSC, located in Rock Island, Illinois) has recently entered into a no-cost, two-year facility use contract with a New York state not-for-profit corporation — the Arsenal Business and Technology Partnership, Ltd. (AP) — to develop and market unused capacity at Watervliet Arsenal (WVA), an Army manufacturing facility along the Hudson River, just a few miles north of the state capital at Albany, New York. Under the contract, four main services are expected to generate sustainable benefits for the facility: Marketing, Tenant Use Management, Tenant Support Services and Site Maintenance.

The AP was established in 1998 and has been on-site at WVA since that time. It is comprised of New York state business, political and educational leaders and will focus its expertise, strong political support and access to state funding on both sustaining WVA and developing business possibilities for its unused capacity. Under the terms of the contract, the AP will create and execute a marketing strategy for WVA, plan the transformation of the site into a mixed-use industrial park, negotiate agreements with tenants and manage the facilities occupied by those tenants.

In closer detail, the AP will submit tenant use proposals to WVA for screening and initial approval. After the OSC further evaluates those proposals for return-on-investment and legal sufficiency, final approvals will be issued and the AP site manager will thereafter finalize tenant use agreements and implement them at the WVA facility.

“There is no money attached to the contract,” according to Carolyn Young, OSC contracting officer. “The company is a not-for-profit, public-private partnership organization with commercial and state sponsorship. We began negotiations with the partnership in 2001 and we built the contract within current Federal Acquisition Regulation authorities.”

The partners are confident that they have created a winning arrangement for the Army, the WVA community and the state of New York. Potential benefits include decreased Army ownership costs, modernized facilities, workforce retention and growth, and commercial investment to increase the value of the facility’s untapped potential.

At this writing, concept approval for two new tenants has been granted and WVA already has placed two CRADA tenants at the facility (CRADA = Cooperative Research and Development Agreement, a contract vehicle that allows a private company and a government agency to work together on a project).

WVA Commander John R. Cook stated, “This is a very exciting moment in the history of the Arsenal. We’ve been working for some time to get to this point and have the highest expectations for what we can achieve together.”

The unique business partnership follows the path laid down by the ARMS Program, currently in effect at ten Army Ammunition Plants. To date, those plants have generated over 3,300 jobs, have saved the Army over \$30 million per year, and have positively impacted local economies by over \$460 million per year. The partners are confident that this positive trend will continue at WVA.



U.S. Senator Charles Schumer, front left, joins Watervliet Arsenal Commander John R. Cook, front center and Congressman Mike McNulty, front right, at contract signing.

TENNESSEE ARMS SITE FILLS COMMERCIAL ENERGETICS STORAGE

Accurate Energetics Systems, LLC — a privately-owned commercial energetics facility based in McEwen, Tennessee, 50 miles from Nashville — has recently signed a facilities use contract with American Ordnance LLC, the ARMS facility contractor at the Milan Army Ammunition Plant (MLAAP). The contract is for storage of commercial explosives and energetics products. MLAAP is located in Gibson County, Tennessee, 100 miles northeast of Memphis, in the central section of west Tennessee.

Accurate manufactures non-Department of Defense (DoD) explosives and energetics products. They also purchase surplus commercial and government energetic materials for use by a wide variety of industries. Representatives from Accurate approached MLAAP to inquire about the possible lease of earth-covered igloos for the storage of their energetic products and acquisitions. American Ordnance personnel worked closely with their Accurate clients to select the best MLAAP location to meet Accurate's specialized storage needs. Moreover, American Ordnance guided Accurate through the detailed process involved in securing the Army's permission to store non-DoD hazardous materials at an Army facility.

While American Ordnance and Accurate were building their business relationship, Accurate was storing their products at a facility in Camden, Arkansas. By relocating these storage operations to MLAAP, Accurate expenditures for transportation costs will be reduced. The Army benefits from the retention of critical mission skills in the specialized storage of explosives and ammunition components. Finally, this commercial product storage effort helps to retain critical skills of the AO depot employees at MLAAP.



Pleased about the consolidation of his commercial operations in Tennessee, Jon Sunday, the President of Accurate stated, "Relocation of the storage function from Camden will be very beneficial to Accurate. The facilities at Milan are in very good condition, they are a lot closer to our plant than Camden, and priced very competitively when compared with other locations. We are very happy to have this opportunity to relocate in Milan. We expect this to be a long-term solution to our storage problems and look forward to working with American Ordnance in the future."

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