

Helping Businesses Start, Grow and Succeed

News Release



Small Business Development Center at UCF

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FOR IMMEDIATE RELEASE

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Hernon Manufacturing, Inc. Continues its Rapid Growth With the Help of the SBDC at UCF's Growth Acceleration Services

Orlando, FL – Even in a tough economy, some companies soar. With the assistance of the Small Business Development Center at the University of Central Florida (SBDC at UCF) and its no-cost Growth Acceleration services, Hernon Manufacturing, the innovator in adhesive and sealing technologies, continues to expand rapidly.

The Company recently announced that it had won a large new order from a leading defense contractor and had entered into a new distribution agreement for Florida. Within just the past three months, Hernon has received over one million dollars in contracts to deliver high speed application and inspection equipment to some of the world's largest defense contractors. To facilitate this rapid growth, Hernon has also leased additional manufacturing space while it builds and expands into a 100,000 square-foot plant by year end 2013.

The company credits the assistance of the SBDC at UCF's Growth Acceleration Consultants for helping to make the company's growth possible.

The SBDC at UCF's Growth Acceleration services offers companies consulting assistance aimed at developing sustainable growth strategies in key business areas, including marketing and business development, cash flow management, strategic planning, market/industry research, as well as capital access. In the case of Hernon, the SBDC's Growth Acceleration Consultants performed an in-depth business health assessment and, based upon it, identified ways to optimize cash flow and better position the company to take full advantage of its growth opportunities. They then worked closely with Hernon's management team and assisted in implementing their recommendations.

"The SBDC at UCF's Growth Acceleration services have been an important ingredient in putting Hernon's expansion on the fast track," said Harry Arnon, President of Hernon Manufacturing. "We had aggressive growth goals to begin with and, thanks to the help of the SBDC's growth acceleration consultants, have met and surpassed them. We look forward to continuing that rapid expansion in 2012 with the help of the SBDC as we look to hire new employees, expand our manufacturing facilities and introduce new technologies."

The Florida SBDC's no-cost Growth Acceleration services are available to companies throughout the state. To qualify for the services, the company must have growth as a goal, be in operation for at least three years, have annual revenues ranging from \$500,000 to \$10 million, and employ five or more workers. Florida SBDC Growth Acceleration consultants are available statewide to provide assistance to qualified emerging and growth business who are looking to advance. Specifically, the SBDC at UCF Growth Acceleration services consultants will provide high level consulting of 50 – 100 hours (fair market value of over \$10,000) to help qualified SMEs develop sustainable growth strategies. For more information about GAP, contact SBDC at UCF Regional Director Eunice Choi at 407-420-4850 or echoi@bus.ucf.edu.

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About the SBDC at UCF

With its main office in the National Entrepreneur Center (formerly the Disney Entrepreneur Center) now located at the Fashion Square Mall in Orlando, the SBDC at UCF is part of the UCF College of Business Administration and the Florida Small Business Development Center Network, providing business seminars and free one-on-one business consultation to small business owners. The SBDC at UCF serves an eight-county area that includes Brevard, Flagler, Lake, Orange, Osceola, Seminole, Sumter, and Volusia counties and maintains six satellite service centers. In 2010, the SBDC at UCF helped entrepreneurs create or retain 1,241 jobs, win contract awards worth \$38.3 million, acquire \$20 million in capital formation, and increase sales by \$18.4 million. The SBDC at UCF is funded in part through a cooperative agreement with the U.S. Small Business Administration.

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State Designated as Florida's Principal Provider of Small Business Assistance

About HERNON Manufacturing

HERNON Manufacturing has been committed to delivering world class adhesive, sealant, and impregnation solutions along with precision dispensing systems for nearly four decades. A long-time member of Central Florida's industrial manufacturing community, HERNON offers strong brands and technologies, all made in the United States, for a diverse range of industries. HERNON Manufacturing is proud to be an ISO-9001 registered company whose products meet or exceed Mil-Specs. For more information HERNON's custom dispensing equipment and high performance adhesives and sealants, please visit <http://hernon.com> or call 407-322-4000.