

AMEP Client Profile

Tednologies, Inc.

Company Profile

Tednologies, Inc. is a spin-off company launched by Donald Harman of Harman's Repair Station, Inc. to manufacture and distribute active temperature controlled shipping containers. Tednologies invented a shipping container that actively maintains a desired temperature of the products being shipped. The slogan for these thermo-regulating shipping containers is "Keeps your Cools-Cool... And Your Hots-Hot." Harman invented the product after shippers working in rural Alaska told him that perishable goods occasionally spoil when they sit on the airport tarmac waiting for transfer to the next leg of the shipping chain. Up to 30 percent of produce going in to rural communities can freeze during winter. And high value seafood risks spoilage in the summer.

Situation

Harman developed several working prototypes of the container, but he needed an anchor customer to launch his first wave of production. He also needed to establish a new pattern of behavior among shippers who were reluctant to try new shipping methods.

Solution

Harman teamed up with USDA Rural Development and AMEP to help AMEP secure a USDA Rural Business Enterprise Grant. The purpose of the grant is to use TEDSBOXes to establish a new pattern of shipping in rural Alaska among small producers, to increase the quality and value of goods shipped in rural Alaska. Now AMEP is leasing out TEDSBOXES to rural processors and shippers who may have problems delivering perishable goods.

Results

Initial results from the grant are promising, and the grant will operate through the 2010 salmon fishing season. Unfrozen local beef was shipped from an Interior processor to a coastal town, and it was the first time the coastal grocery store sold local beef that had never been frozen. A rural caterer was able to service a party at an urban hotel because she could keep her meals warmed for the drive into Wasilla. Peonie flower growers are planning on shipping flowers to the Lower 48 states for the first time, extending the season for all. Each of these rural businesses are benefiting from expanded markets. The grant paid for five containers, generating over \$50,000 in new sales revenue for Tednologies. Tednologies also improved container designs and made product modifications based on customer feedback.

Testimonial

“The level of support we are currently receiving from AMEP and others is critical for start-up manufacturers, and is a model of cooperation and team approach for future economic development efforts.”

-Donald Harman, President, Tednologies, Inc.