

Closing in With Enclosures



By Jennifer Sikorski,
CF Editor

CF: How many employees do you have?

MJ: We've got 10.

CF: What is the nature of your business?

MJ: We manufacture FRP enclosures. We build enclosures from very small pump enclosures up to larger buildings for chemicals and various other applications, getting as big as in excess of 20 feet by 20 feet.

CF: What is your company's background?

MJ: We started the business 30 years ago, and we got started doing parts for the steel building industry, custom parts for their fabrications where they couldn't afford to do the tooling. That's where we started, and over the years we've migrated more into the water and wastewater treatment industry. At this time, we build a pretty full line of products for that industry as well as still doing steel building components.

CF: How has your company evolved from its beginnings?

MJ: We've evolved from a one-man shop to a 10-men shop. We've grown substantially in our facilities. We started from scratch; we had nothing when we started. We were just a small operation, and we've slowly grown to become

a big player in the water and wastewater treatment industry.

CF: How did you get started in the industry?

Michael Jacobs, President
Jacobs Manufacturing Corporation
Grove, Okla.

MJ: I started this business with no previous background in the fiberglass industry. We had an opportunity through some relationships to build parts for the steel building industry, and we just jumped in and got started, and that's what we built upon. I had come out of college right before that.

CF: Do you face any technical or regulatory obstacles?

MJ: Obviously we're dealing with trying to reduce our emissions and at the same time be able to increase the amount of materials we use and expand our business.

CF: What are your marketing efforts?

MJ: At this point, we're expanding geographically in our marketing, and at the same time we're looking at some totally new product lines that hopefully we'll be bringing online

this year. We have what we call independent representatives, or manufacturer reps, that we work with. As manufacturer reps, they search for needs for products that we build, and refer those back to us. We take care of those and commission them.

CF: What developments or research would you like to see to improve the industry?

MJ: I think we're on the right track as far as what I'm seeing. There's new technology that's not really not so new; it's just developing what's already out there. There are improvements in RTM and improvements in vacuum infusion I think have a lot of potential.

CF: Where do you see your business in five years?

MJ: We'll go through some substantial growth in the next five years. The only provision we can see to that is if we can solve the emissions issue. We don't want to have to go back and become a major. Right now we're synthetic minor on the emissions, and we don't particularly want to see us go to a major emissions user. We are trying to grow and at the same time keep from going over our permit limits. **CF**

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