

NMSDC & KELLOGG SCHOOL OF MANAGEMENT PRESENT THE ADVANCED MANAGEMENT EDUCATION PROGRAM

INDUSTRIA & TRANSWORLD PLASTIC FILMS LEARN STRATEGIES FOR GROWTH

BY MEGAN NAKANO

The Advanced Management Education Program is an executive development course customized for the National Minority Supplier Development Council by Northwestern University's Kellogg School of Management. AMEP is designed for NMSDC certified MBEs who have demonstrated sustained levels of solid growth performance and are ready and interested in accelerating their growth. ChicagoMSDC MBEs Josefina Mounts, President of TransWorld Plastic Films, Inc., and David Rambhajan, President of Industria Construction Services, participated in the 2017 AMEP Summer Session June 18-22 at Kellogg's Evanston, Illinois campus.

Participants are encouraged to stay on campus Sunday through Thursday and work around the clock. Food is abundant and always available. Rambhajan felt the retreat-like atmosphere forced him to take time out from "working *in* his business to working *on* his business."

The rigorous AMEP sessions are led by a team of Kellogg

faculty, corporate buyers, consultants and other professionals. Preparatory case studies, discussions, and exercises ensure maximum preparation and involvement. Curriculum topics included: Managing Strategic Change & Growth; Aligning Innovation with Strategy; Business Plan Development; Defending Your Brand; Capital Markets; Entrepreneurial Finance; and Transition from Automotive to Aerospace/Defense/Heavy Equipment.

Mounts', business, TransWorld Plastic Films has been manufacturing cast embossed polyethylene films since 1966. Her products have applications throughout several industries but before meeting Rambhajan, TransWorld had focused on the tire, rubber and automotive industries. Rambhajan told Mounts of the many uses contractors have for flame retardant and anti-microbial plastic film. This expanded her potential market and created potential savings for Industria by buying direct from the manufacturer instead of through his usual distributors.

DAVID RAMBHAJAN, PRESIDENT OF INDUSTRIA CONSTRUCTION SERVICES AND **JOSEFINA MOUNTS**, PRESIDENT OF TRANSWORLD PLASTIC FILMSTEAM UP AT NMSDC'S ADVANCED MANAGEMENT EDUCATION PROGRAM AT KELLOGG SCHOOL OF MANAGEMENT.





Industria is a professional construction services firm providing general contracting and construction management services. Industria was established 23 years ago but business really took off when he entered the Small Business Administration's (SBA) 8(a) Business Development Program. He went from \$3MM in annual revenues to over \$18MM and from three to thirty-three employees under the program. Having graduated from the program, Rambhajan is redirecting his attention to private sector opportunities with ChicagoMSDC. Serendipitously, Rambhajan received the invitation to participate in the AMEP immediately after having made a key new hire which he knew he needed but feared he couldn't afford. In his words, "The timing to attend this program was perfect for me to refocus, re-energize and concentrate on growing my business."

TransWorld's growth has been steady for over five decades and both Mounts and Rambhajan came to AMEP hoping to learn strategies for coping with their growing pains. "With new orders comes more work and a need for

a larger workforce. Developing an organizational plan to support this growth was a key point for my future success," explained Mounts. "Here at TransWorld, we run 24 hours a day, 7 days a week with 12 hour shifts. I have already implemented the concepts learned at the AMEP that not only help build the business but also empower our staff to take an active role in their own personal development."

MBEs interested in participating in upcoming AMEP sessions should have annual sales exceeding \$5 million for manufacturing and distribution firms or \$3 million for service firms and have been in business for at least three years. Firms must be recommended by an NMSDC national corporate member or a local member in conjunction with the regional council to be considered for one of the 40 seats in each class. The cost of the program is \$5,800. This fee covers tuition, class materials, lodging and meals. Scholarships are available for well qualified applicants. Stay tuned for information on upcoming continuing education opportunities from ChicagoMSDC and NMSDC.

