

## PRECISION CASTINGS OF TENNESSEE (PCT) 'TIES DOWN' NEW APPLICATION

### Gallatin Company Expects Growth from Construction Based Product Line



Precision Castings of Tennessee (PCT), a mainstay Gallatin company since 1977, has broadened its product line to include a patented high-wind tie-down system for new home construction, according to Ted Bransford, PCT President. Cable-Tite uses a cable to secure the top plate and roof to the foundation. This offers uplift protection for homes during high-wind conditions, such as hurricanes and straight line shear winds. The Cable-Tite components are produced exclusively by PCT.

PCT, the 2008 I.C.I International Casting Award winner, employs 50 people at its manufacturing facility on Calvert Drive. They cast an array of parts for a variety of uses, most notably for weapons used by United States military.

Cable-Tite is the result of a partnership between Bransford, two PCT engineers, Clay Cooper and Andrew Butler, and, Mac McCaleb, a customer of PCT. The product line is a result of stricter building codes and insurance requirements that many Gulf Coast and southern Atlantic Coast cities adopted in the aftermath of Hurricane Andrew in 1992. There was an urgent need to build stronger, safer, more robust homes that could withstand future storms, saving the loss of property and lives. The Cable-Tite system utilizes extra high strength steel cables between the stud walls of homes – from the foundation to the top plate – using a locking nut and cap mechanism to secure the cables. Once in place and tightened to approximately 900 lbs of pressure, the cables will withstand 150 MPH straight-line winds that a hurricane can produce.

PCT is the exclusive manufacturer of the system. The company is already well ahead of last year's sales pace with their current customers. Cable-Tite is expected to boost production volume by 30 percent with sales up to \$3 million. The goal is to supply the system to 600 to 1,000 new homes a month. Bransford projects the new product line will ultimately add between 15 and 30 new positions at PCT. The non-profit "Make It Right Foundation" is committed to use Cable-Tite as their tie-down system in 150 new replacement homes being built in the Ninth Ward of New Orleans.

"This type of growth with our local existing company base often goes overlooked, but the importance of it to our overall economic well-being cannot be overstated," said Clay Walker, Executive Director of the Gallatin Economic Development Agency. "Traditionally, we know that 75-80 percent of our job growth will come from existing companies. Their payrolls and taxes continue to boost our local economy, while the recruitment of new companies garners most of the headlines and attention. In these challenging economic times of downsizing and job losses, the importance of your existing manufacturing base's growth is even more vital."

Cable-Tite is the newest player in the industry with several established competitors that specialize in securing homes in high-wind regions. The patented cable system separates Cable-Tite from other companies that incorporate threaded steel rods, or metal clips. Unlike the rods or clips, the cable system

adjusts to houses shifting over time and can be installed easier and at less expense. They exceed the hold-down value of the other systems.

The Cable-Tite system holds down the house during high winds and keeps it securely locked to the foundation. Often during high winds a house can shift, or "drift", two to three inches off it's foundation. The drift will require either an expensive procedure to reset it on the foundation correctly, or be torn down completely.

"We build a better mousetrap", says Bransford. "Our tag line says it all....'before you board it up, tie it down'...Cable-Tite's versatility, durability, robustness, and ease of installation does just that...ties it down."

For more information about Cable-Tite, visit the company website at [www.cabletite.com](http://www.cabletite.com).