Annual Report · Year Ending June 2000

Helping Indiana businesses prosper in the information age
Helping Indiana businesses prosper in the information age

Purdue University’s Technical Assistance Program (TAP) was established in 1986 to help business, industry, and governmental units implement new technologies that benefit the citizens of the State of Indiana. Since that time, TAP has worked with over 4,000 companies, business start-ups, entrepreneurs, and others to help them grow in Indiana. This report contains many examples of how Purdue is successfully partnering with talented business people in our state.

The information age is causing a significant impact on the Indiana economy. Our strong base of manufacturing companies must make transitions to e-commerce, fully integrated product development systems, and enterprise resource planning. Our emerging high technology sector must attract and employ the thousands of information technology students graduating from our colleges and universities.

In response to these needs, Purdue has consulted with business leaders and developed plans to expand its partnerships with Indiana companies. The university is working with the legislature to expand TAP to twelve metropolitan regions so that all manufacturing and high technology companies have local access to the expertise they need to prosper in Indiana. We look forward to an expanded role in the support of existing businesses and the growth of new high technology companies.

Robert A. Greenkorn
Purdue University
July 2000

Robert A. Greenkorn
Director

David R. McKinnis
Director

Participating Campuses
Purdue is working with the legislature to expand TAP to twelve metropolitan regions.

- current
- planned
The Technical Assistance Program (TAP) connects Indiana business, industry, and governmental units with the vast resources of Purdue University. TAP works cooperatively with other Purdue economic development programs, state agencies, and local economic development groups to meet the challenging needs of Indiana companies.

Since 1986, TAP has:

- Strengthened the competitiveness of industrial and high-tech companies through the adoption of state-of-the-art technologies.
- Increased the placement of Purdue graduates in Indiana through summer intern and high tech job fair programs.
- Implemented environmental improvements such as the reduction of odors from industrial processes, pollution prevention, and more efficient operations of local wastewater treatment plants.
- Provided ready access to information and document delivery through the Technical Information Service.

Through TAP, over 150 Purdue faculty, professional staff, graduate engineers, and students serve 600 companies each year. The benefits to the State of Indiana have been significant.

Projects by Region

May 1986-June 2000

Total Projects: 4,514

Technical Assistance Projects

Each year, over 300 companies receive confidential, no cost assistance on short-term projects. Extended projects are available on a funded basis.

Common project topics include:

Information Technology
- Electronic commerce issues
- Web-based computing
- Networking
- Improvement of computer-assisted engineering methods

Business Management
- Financial management
- Business strategy
- Product costing, pricing, and marketing

Advanced Manufacturing
- Implementation of lean manufacturing practices
- Plant layout in production and warehouse areas
- Process improvements for machine centers, assembly lines, and individual workstations
- ISO and QS 9000 issues

Product Development and Engineering
- Review of design changes and improvements
- Material selection for specific applications
- Problem solving such as corrosion or component failure

Environmental
- Waste treatment and disposal problems
- Industrial odor problems
- Compliance with environmental regulations
- ISO 14000 issues
TAP Program Mission

To help business, industry, and governmental units implement new technologies that benefit the citizens of the State of Indiana.

Technical Information Service (TIS)

Each year, TIS performs hundreds of information searches and delivers thousands of documents.

Common requests include:
- Engineering and technology documents
- Marketing information
- Biological, veterinary, and pharmaceutical sciences questions
- Information on management practices
- Agricultural questions

Summer Intern Program

Hundreds of students from Purdue campuses have been placed with Indiana companies to work on e-commerce, product development, manufacturing, environmental, and industrial management projects.

Typical projects include:
- Implementation of e-commerce and web-based business systems
- Lean manufacturing
- Improvement of ISO and QS 9000 quality systems
- Development of environmental management systems
- Selection and implementation of management systems such as costing and scheduling
- Product design, testing, modeling, and evaluation
- Infrastructure projects for municipalities

High Tech Job Fair for Indiana Companies

This event is held each fall at the Purdue West Lafayette campus and helps 100 Indiana companies compete for Purdue graduates in high tech fields.

Program Funding

Fiscal Year 1999-2000

During the past fiscal year, the Technical Assistance Program and the Technical Information Service were supported by state funding and fees for services.

<table>
<thead>
<tr>
<th>Funding Source</th>
<th>Amount</th>
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<tbody>
<tr>
<td>State of Indiana</td>
<td>$1,121,300</td>
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<tr>
<td>Fees for Service</td>
<td>$329,000</td>
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<tr>
<td>Total</td>
<td>$1,450,300</td>
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In addition to the above funding, the total payroll for TAP summer interns (paid directly to students by their employers) was $460,000.

The Technical Assistance Program is administered by the Purdue University Schools of Engineering.
The many achievements listed in this report reflect a strong working relationship between talented business people in Indiana and dedicated faculty, staff, and students at Purdue University. TAP clients are asked to provide feedback on the assistance received. Nearly all report a positive experience with TAP programs and about half are able to provide specific economic impact numbers.

### Economic Impact Summary

*Based on client evaluations of TAP work with Indiana businesses*

<table>
<thead>
<tr>
<th></th>
<th>Year 1*</th>
<th>Year 2*</th>
<th>Total</th>
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</thead>
<tbody>
<tr>
<td>Capital Investments</td>
<td>$39,342,100</td>
<td>$19,315,600</td>
<td>$58,657,700</td>
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<td>Cost Savings</td>
<td>$13,345,930</td>
<td>$10,889,990</td>
<td>$24,235,920</td>
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<tr>
<td>Increased Sales</td>
<td>$81,014,600</td>
<td>$198,237,100</td>
<td>$279,251,700</td>
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<tr>
<td>Jobs Added</td>
<td>447</td>
<td>974</td>
<td>1,421</td>
</tr>
<tr>
<td>Jobs Saved</td>
<td>1,295</td>
<td>1,092</td>
<td>2,387</td>
</tr>
</tbody>
</table>

*Following date of TAP assistance*
The Purdue Technical Information Service (TIS) uses advanced search techniques and databases to quickly find and deliver publicly available information from worldwide sources. TIS also performs web-based information searching for clients who need assistance with difficult information requests.

Information provided includes governmental reports, statistics, standards, patents, journal articles, books, media publication reprints, trade association data, business trends, emerging technologies, trade show dates, medical facts, demographic information, and marketing trends.

Three-fourths of TIS information requests are filled from the vast collections of the Purdue library system. Information can be delivered by U.S. mail, overnight carrier, fax, and, in some cases, electronically. To date, 130,000 documents have been delivered to TIS customers.

For the convenience of Indiana companies, the TIS billing service includes all applicable copyright fees and accepts major credit cards.

Suzanne Ward, manager of TIS, and Linda Christie use advanced search methods to respond quickly to a company request. Since 1986, the program has performed over 4,000 information searches.
**T-Square**

**Gary**

**Structural analysis methods**

T-Square was established in 1994 and provides custom satellite communication equipment to broadcast television, cable, and telecommunication companies. The company requested TAP assistance with the analysis of the effect of wind loading on a five-meter diameter satellite antenna. Using advanced analysis methods, Masoud Mojtahed helped the company identify design modifications needed to comply with new customer requirements. The design modifications have been implemented with no increase in the cost of the antenna, and have helped this small company quickly respond to the needs of an important customer.

"Hal Tezcan, partner in T-Square, discusses the features of a five-meter satellite dish with Masoud Mojtahed, associate professor of mechanical engineering at Purdue Calumet, and Stephen Beuson, mechanical engineering student.

**Viskase**

**Kentland**

**Automated data entry**

The Viskase Kentland plant produces a wide variety of cellulose and plastic packaging for the meat processing industry. Duane Dunlap responded to a request for assistance with data entry automation. He introduced the company to the available options and provided hardware and software recommendations. With this assistance, the company has internally developed and successfully implemented an automated system for collecting quality control data. The system has greatly reduced paperwork, and provides easy access to the information through a database.

~ Duane Dunlap, associate professor of industrial technology, and Greg Hall, manager of Viskase Technical Services, review scanning methods for data entry.
The Tyson Corydon plant is in the company's deli division and processes poultry for customers throughout the Midwest. The company asked for TAP assistance with odor control in their wastewater treatment facility. Ron Wukasch visited and found the odors to be anaerobically generated and biodegradable. He recommended that the odor-causing gases be collected and vented to the compressor inlet in the existing aeration system for wastewater treatment, where the odors would be scrubbed and subsequently biodegraded. This recommendation was implemented at very low cost and has significantly reduced odors.

THOMSON multimedia
Indianapolis
Electrostatic discharge testing

THOMSON multimedia engineers, manufactures, and markets display components and consumer products such as televisions, VCRs, camcorders, digital decoders, DVD players, audio and communications products, and professional video equipment. The company requested a TAP assessment of new developments in electrostatic discharge susceptibility testing, and the protection of sensitive electronics from electrostatic discharge. The information provided by TAP is being used to implement more advanced product development standards and testing protocols.

~ Steve Crouch (center), manager of product reliability, describes THOMSON's new HDTV systems to Eric Furgason (left), professor of electrical and computer engineering, and Chris Smith, graduate student.
Schafer Gear Works, Inc.
South Bend

Manufacturing cells

Midwest Roll Forming & Manufacturing, Inc.
Pierceton

Material handling

Midwest Roll Forming is a premier supplier of roll formed parts to major trailer manufacturers such as Stoughton, Wabash National, and Monon HPC. The company requested assistance in developing a low-cost method for stacking and moving bulky and cumbersome long parts as they are produced. The objective was to enable continuous production from the roll forming line. TAP worked closely with a company team to develop a very simple and effective solution. The new material handling system was produced by the company and successfully implemented, increasing productivity of the roll forming line by 15 percent.

~ Joe Elcomayel, associate professor of industrial engineering, Cliff Paris, graduate student, and Don Franke, director of operations for Midwest Roll Forming, review the new material handling system for 53-foot long parts called wear bands (protective plates installed inside trailers).

Schafer Gear Works is a custom gear cutting and machining company that provides precision components to a broad range of industries. The company asked TAP to help them develop a productive manufacturing layout for their new 115,000 square foot facility in the Blackthorn Industrial Park. Jack Posey and Carlos Simón, TAP industrial engineering graduate student, evaluated several options and recommended that most production machinery be grouped into manufacturing cells. The cells were designed to produce components from start to finish with minimal in-process inventory and material handling. The company’s use of manufacturing cells, combined with new state-of-the-art equipment, has resulted in substantial cost savings.

~ Doug Fozo, project manager, and Jack Posey, TAP consultant, discuss the company’s use of manufacturing cells.
Great Dane Power Equipment, Inc.
Jeffersonville

New plant layout

Dynamic Corporation
Montmorenci

Statistical analysis

Dynamic Corporation specializes in the design and manufacture of high-powered resistors and is a leading supplier of dynamic braking systems to the locomotive industry. The company asked TAP to assess the effect of a proposed material change on the quality of a resistor product. Regina Becker and Dwight Beaudry performed statistical analysis of current process performance information and predicted the effect of using the proposed lower cost material. This information indicated that the proposed material would meet customer specifications. An engineering change was implemented, resulting in internal cost savings and a 3.5 percent price reduction for their customer.

~ Dwight Beaudry, graduate student, and Regina Becker, manager of statistical consulting at Purdue, discuss material specifications with Frank Nachman, senior project engineer, and Chad Lux, project and training manager.

Great Dane designs and manufactures commercial lawn equipment that is sold to customers worldwide. In just four years, this new company has grown to over $22 million in sales and 80 employees. In order to continue this rapid growth, TAP was asked to develop a plant layout for the company's new 70,000 square foot manufacturing facility. TAP provided recommendations for space usage, material handling efficiency, and assembly line layouts that are being used to increase production to record levels.
Advanced Anatomical, Inc.
Fort Wayne

Development of new polymers

- Karthik Ramani, professor of mechanical engineering, and Daniel Seberer, president and CEO of Advanced Anatomical, discuss the features of anatomical models.

Advanced Anatomical, a member of the Ventura Group, is a major supplier of anatomical models for medical and educational purposes. The company requested TAP assistance with the development of new materials and processes needed to design products used in surgical training. Karthik Ramani provided background research, recommendations for material formulations, ideas for prototypes, and suggestions for long-term strategy that the company is using in their new product development program.

A key to finding future employees

To date, 667 summer interns have been placed with Indiana companies to work on information technology, product development, manufacturing, environmental, and industrial management projects.

Interns by Region
Total Interns: 667

Monticello Spring Corporation
Monticello

Process improvements

Monticello Spring designs and produces precision coil springs for the automotive and other industries. TAP was asked to help identify the cause of a quality problem on a stainless steel spring. The company was pleased with the input from Tom Kanaby and Mysore Dayananda, and asked Tom to work on additional projects as a summer intern. Tom's intern assignment was to model the dimensional changes caused by heat setting so that the production processes could be refined and improved.

- Thomas Pinamler, vice president, Mysore Dayananda, professor of materials engineering, and Tom Kanaby, summer intern and graduate student in materials engineering, discuss testing methods for coil springs.
For the past 40 years, FBI has provided design/build services for churches, offices, commercial facilities, and agricultural buildings. Brooke (Chapin) West was assigned many duties in the design department including software development, CAD drafting, and updating the details library.

Pacer Digital Systems designs and manufactures custom control systems for cryogenic containers. Eric Shannon, an electrical engineering technology student, designed printed circuit boards, assisted with the development of an ultrasonic level sensing product line, and wrote software for data collection and two-way communication. His efforts have supported the growth of this small technology-based company.

The Pillsbury New Albany facility employs 600 people that produce a full line of well-known refrigerated baked goods.
Increasing the placement of graduates in Indiana

Guide Corporation
Anderson

Guide Corporation is North America's leading supplier of exterior automotive lighting systems, including both forward and signal lighting. The company has manufacturing facilities in Anderson, Indiana; Monroe, Louisiana; and Monterrey, Mexico. Guide Corporation is also a leader in the development of predictive software tools designed to shorten lead times in developing lighting products for vehicle manufacturers. Leigh Ann Heider (B.S. interdisciplinary engineering, May 2000), was recruited for the Guide Anderson facility at the High Tech Job Fair. Leigh Ann, a Guide industrial engineer, is developing manufacturing cells and lean manufacturing methods for new products.

Future High Tech Job Fairs:
» Wednesday, October 25, 2000
» Wednesday, November 14, 2001

For information and registration visit:
» www.purdue.edu/jobfair

The annual High Tech Job Fair attracts 100 companies seeking to fill over 600 high tech positions in Indiana.
Purdue University provides many educational, business assistance, and research programs for Indiana manufacturers, businesses, and governmental units. Visit Connect Indiana™ (www.purdue.edu/Research/ConnectIndiana) for further information.

Don K. Gentry serves as dean of the School of Technology and special assistant to the president for economic development.

**Agri-business assistance**  
Cooperative Extension Service  
Phone: 765-494-8491

**Distance learning**  
Distributed Learning Services  
Phone: 765-496-3337  
Continuing Engineering Education  
Phone: 765-494-7015  
Center for Lifelong Learning  
Phone: 800-359-2968

**Exporting assistance**  
Center for International Business, Education, and Research  
Phone: 765-494-4463

**Industrial painting and finishing**  
Coating Applications Research Laboratory  
Phone: 765-463-4749

**Industrial training**  
School of Technology Lifelong Learning and Outreach  
Phone: 765-494-7967

**Pollution prevention**  
Indiana Clean Manufacturing Technology and Safe Materials Institute  
Phone: 765-463-4749

**Purdue Research Park**  
Phone: 765-494-1726

**Research and development**  
Division of Sponsored Program Development  
Phone: 765-494-6200

**Technical assistance**  
Technical Assistance Program  
Phone: 765-494-6258

**Technical information**  
Technical Information Service  
Phone: 765-494-9876

**Transportation infrastructure assistance**  
Indiana Local Technical Assistance Program  
Phone: 800-428-7639
TAP PERSONNEL

Affiliated Faculty

Mysore A. Dayananda
Professor
Materials Engineering

Akin Ecer
Professor
Mechanical Engineering

Joseph L. ElGomayel
Associate Professor
Industrial Engineering

Eric S. Furgason
Associate Professor
Electrical and Computer Engineering

Masoud Mojtahed
Associate Professor
Mechanical Engineering

Joseph T. Pearson
Associate Professor
Mechanical Engineering

TAP Staff

Robert A. Greenkorn
TAP Director & Professor
Chemical Engineering

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TAP Director
(effective July 2000)

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Statistical Consulting

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Administrative Assistant

Sherry L. Million
Secretary

Jack W. Posey
Consultant
Industrial Engineering

Robert A. Greenkorn
TAP Director & Professor
Chemical Engineering

TIS Staff

Suzanne M. Ward
TIS Manager

Claire L. Alexander
Clerk

Linda K. Chadwell
Clerk

Linda L. Christie
Library Assistant

Mary M. Dugan
Information Specialist

Vickie L. McLaughlin
Library Assistant

TAP Graduate Students

Darcy Anderson
Industrial Engineering

Herman Estrada
Industrial Engineering

Jonathan S. Hanson
Mechanical Engineering

Oimin Li
Mechanical Engineering

Angelin L. Mufiadi
Industrial Engineering

Christina L. Wassel
Statistical Consulting

Dwight J. Beaudry
Statistical Consulting

Nagi Z. Gebrael
Industrial Engineering

Christopher R. Jadro
Management

Lian Peet Loo
Mechanical Engineering

Chris D. Smith
Electrical and Computer Engineering

Kerry E. Brown
Industrial Engineering

Mithran Gopinathan
Mechanical Engineering

Yong Gu R.
Industrial Engineering

James P. Maigaas
Industrial Engineering

Cliff C. Travis
Industrial Engineering

Shawn A. Cefalu
Materials Engineering

John F. Haltermann
Mechanical Engineering

Thomas R. Kanaby
Industrial Engineering

Hui Zhao
Industrial Engineering

Mysore A. Dayananda
Professor
Materials Engineering

Akin Ecer
Professor
Mechanical Engineering

Joseph L. ElGomayel
Associate Professor
Industrial Engineering

Eric S. Furgason
Associate Professor
Electrical and Computer Engineering

Masoud Mojtahed
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Mechanical Engineering

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Industrial Engineering

Hui Zhao
Industrial Engineering

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## TAP Advisory Council

*Comprised of business leaders throughout Indiana*

<table>
<thead>
<tr>
<th>Name</th>
<th>Title/Position</th>
</tr>
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<tbody>
<tr>
<td>Richard P. Cochran</td>
<td>Manager of Manufacturing Services, Bruce Fox, Inc., New Albany</td>
</tr>
<tr>
<td>David A. Dull</td>
<td>President, Tuthill Transport Systems, Brookston</td>
</tr>
<tr>
<td>Michael G. Eikenberry</td>
<td>President and Chief, Executive Officer, Eikenberry &amp; Associates, Inc., Kokomo</td>
</tr>
<tr>
<td>Patrick J. Gartland</td>
<td>Vice President of Manufacturing, Atlas Foundry Company, Inc., Marion</td>
</tr>
<tr>
<td>David C. Grebe</td>
<td>Vice President and General Manager, CTP Corporation, Division of Tube Processing Corp., Indianapolis</td>
</tr>
<tr>
<td>Gregory S. Griffin</td>
<td>Economic Development/Market Research Consultant, Indianapolis Power Light Company, Indianapolis</td>
</tr>
<tr>
<td>James N. Huffman</td>
<td>President, Retired, Former Vice President of Research, Development, and Engineering, CTS Corporation, Elkhart</td>
</tr>
<tr>
<td>David J. Johnson</td>
<td>President and Chief, Executive Officer, Arvin Industries, Inc., Columbus</td>
</tr>
<tr>
<td>Chad Juliott</td>
<td>Advanced Product Planning Engineer, Hitachi Cobe Indiana, New Albany</td>
</tr>
<tr>
<td>Gary N. Kriaris</td>
<td>President, Call-Toan Corporation, Hobart</td>
</tr>
<tr>
<td>Mark Michael</td>
<td>President, Fort Wayne Metall Research, Fort Wayne</td>
</tr>
<tr>
<td>Robert D. O'Callaghan</td>
<td>General Manager, Whitney Tool Company, Bradford</td>
</tr>
<tr>
<td>Jon R. Odom</td>
<td>President, Productivity Fabricators, Inc., Richmond</td>
</tr>
<tr>
<td>Mark Overtur</td>
<td>Council Chair, Chief Executive Officer, Overtun &amp; Sons, Tool &amp; Die Company, Mooresville</td>
</tr>
<tr>
<td>Fred C. Stadler</td>
<td>President, Executive Officer, MAMetal Company, Inc., and County Line Tech, Edinburgh</td>
</tr>
</tbody>
</table>

## TAP Advisory Board

*Comprised of Purdue academic leaders*

<table>
<thead>
<tr>
<th>Name</th>
<th>Title/Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Emily R. Mobley</td>
<td>Dean, Libraries, Purdue University</td>
</tr>
<tr>
<td>G. Allen Pugh</td>
<td>Dean, School of Engineering, Technology, and Computer Science, Indiana University - Purdue University, Fort Wayne</td>
</tr>
<tr>
<td>Richard J. Schwartz</td>
<td>Dean, Schools of Engineering, Purdue University</td>
</tr>
<tr>
<td>LeRoy F. Silva</td>
<td>Director, School of Engineering and Industrial Development Center, Purdue University</td>
</tr>
<tr>
<td>Jerome F. Wermuth</td>
<td>Acting Head, School of Engineering, Mathematics, and Science, Purdue University, Calumet</td>
</tr>
<tr>
<td>H. Onur Yurtseven</td>
<td>Dean, School of Engineering and Technology, Indiana University - Purdue University, Indianapolis</td>
</tr>
</tbody>
</table>
Assistance Projects

These projects provide recommendations on a wide range of issues including manufacturing improvements, product development, industrial management, and environmental problems.

**Typical Projects**
- Information technology
- Lean manufacturing
- Plant and warehouse layout
- E-business
- Design recommendations
- Environmental issues
- Activity-based costing
- Statistical analyses

**Costs and Confidentiality**
For qualifying projects, TAP provides up to five days of Purdue assistance at no charge. Extended assistance is available and quoted by project. All project information, including company name, is kept confidential.

Technical Information

The extensive technical collections of Purdue University, as well as sources worldwide, are used to fill information needs on virtually any topic.

**Typical Projects**
- Technical articles
- Patent searches
- Industry standards
- Marketing data

**Costs and Confidentiality**
Each request is quoted individually. Typical fees are $150 for an in-depth information search and $15 for each document sent. All work is kept confidential. Major credit cards are accepted.

Summer Interns

This program helps companies find qualified students for twelve-week summer projects.

**Typical Projects**
- Product design
- E-business
- Lean manufacturing
- Facilities planning
- Product costing
- Manufacturing systems
- Civil engineering
- Computer-aided design
- Materials testing
- Software development

**Costs and Confidentiality**
Interns are employed directly by the company. Competitive compensation for the summer ranges from $5,000 to $7,500. There is no charge for limited faculty assistance. All project information is kept confidential.

High Tech Job Fair for Indiana Companies

This event is held each fall at the Purdue West Lafayette campus and helps Indiana companies fill high tech positions.

Information and registration
www.purdue.edu/jobfair

Contact Information:

**Technical Assistance, Summer Interns, and High Tech Job Fair**
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