

## EXECUTIVE BUILDS RELATIONSHIPS VIA PEER COUNCIL

**ABOUT MTG INC.** Minnesota Tool Group, Inc. (MTG) is a precision grinding manufacturer that specializes in close-tolerance work on Inner Diameter (ID), Outer Diameter (OD), and surface grinding. Founded in 1998, MTG is a second-generation family business that began as a small tool and grinding shop and has grown into Minnesota's largest specialty production precision grinder. Operating from a single 11,000 square foot facility in Glenwood, MN, MTG has seven full-time employees serving clients in medical device, aerospace, and industrial markets.

**THE CHALLENGE.** By the time Marcus and his wife purchased MTG, Inc. from the family in 2022, Marcus had already spent a decade working in the production and quality departments, gaining a deep understanding of the company from the ground up. Marcus' father had been a great mentor on business and manufacturing fundamentals, but when the company changed hands, Marcus believed there was significant room to increase market share and adopt new tools and technologies to grow the business. As a new owner, Marcus needed a way to discuss business-level decisions and learn best practices for operating and improving the company. He turned to Enterprise Minnesota to help connect with other manufacturing business leaders.

**MEP CENTER'S ROLE.** In 2023, Marcus was invited to join the Alexandria-area Peer Council facilitated by Enterprise Minnesota, the Minnesota MEP, and part of the MEP National Network™, where he was introduced to the group's executives. At this monthly meeting, Marcus has built strong relationships with other manufacturers who also face leadership challenges. Through this group, Marcus can share ideas with members who offer insights, different perspectives, and guidance to help him avoid some of the mistakes they've made. The Peer Council has created an excellent environment for new ideas and problem-solving.

**"Peer Council offers tremendous value because you can get feedback and insight from like-minded manufacturers. They help you look at things differently. Whether it's navigating healthcare options, legislative changes, or possible business investments, getting other owners' perspectives is fantastic."**

-Marcus Amble, Owner & President

## RESULTS



**\$1,900,000** in retained or increased sales



**\$400,000** invested in plant or equipment



**\$200,000** invested in new products or processes



**2 jobs created**



**\$100,000** of costs saved in labor, materials, energy, or other

## CONTACT US



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