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Business

Small Local Company has Large Global Reach

New accreditation may help ELTEK to expand even further into international marketplace.

By [David Baugher](#) | [Email the author](#) | 6:00am

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With just over a dozen employees and less 12,000 square feet tucked into an industrial park off Route 94, [EL](#) candidate to be a globally-known facility with worldwide reach.

While its work may not be obvious, its scope certainly is.

“No matter where you look, in your home, in a restaurant, in an airport, anywhere you go, you will likely see an some sort of testing to drive the efficiency and safety of that product,” General Manager Andrea Morse told a leaders Friday afternoon.

While most St. Charles residents have never heard of ELTEK, which specializes in testing electrical insulators small local company has had an impact verifying the safety of at least some of the items they – and millions of

It's a fact not lost on Morse's audience which was there to celebrate ELTEK's certification by the International it's hoped the IAS seal of approval will help the company to further expand its already substantial presence de

Serving clients from small startups to Fortune 100 behemoths, the little enterprise now has customers in natio India.

In fact, Morse said she knows of only two other laboratories in the world that do this kind of work and said ELTEK specialty.

Though the client list is confidential, Morse said it includes many household names which ELTEK helps to sub Underwriters Laboratories, the organization that puts the respected UL mark on electrical equipment.

“There are many, many organizations around the world that do this kind of technical product certification throu before her remarks. “Basically what this does is, almost overnight, further opens us up to those markets.”

Still, even with their global presence the domestic market has been good to ELTEK as well – especially of late company’s client base was outside the United States. Today, however, more than 80 percent is American.

Corina Wenzara, the company’s laboratory supervisor, said that in the last year or two ELTEK’s domestic clie

“It’s amazing,” said Wenzara. “I can’t tell you in the last month or so since we’ve received the accreditation the have been contacting us saying, ‘Oh, we’ve been waiting for a company like you.’”

Morse said ELTEK is headed to its best year ever. While she wouldn’t give exact revenue figures, she said th

Those numbers make her optimistic, not just about the company’s future, but the domestic economy in genera bullish on tomorrow.

“You have to consider the kind of customer we are working for,” Morse said. “Our customers make cars. They expecting that people are going to be buying a year from now.”

Founded in 1987, ELTEK has always been a St. Charles company but didn’t move to its present location until j community, it is well-known to clients worldwide.

Not that it was always easy. Ironically, it was the enterprise’s lack of competition that made it a tough sell.

“The early years were really extremely difficult because there was no other lab that does what we do,” said Ed “When you are the only example of what you are trying to explain, it’s pretty difficult.”

But those days are long gone and ELTEK is gaining more exposure. In 2009, it was even named St. Charles’

Interviewed after delivering her remarks and presenting a city proclamation honoring ELTEK, Mayor Sally Fait entrepreneurship.

“It’s a perfect example of a small business starting out,” she noted. “As [Van Vooren] said, at the beginning he grown to be a global company. It’s a wonderful incentive to individuals who think they have a good idea.”

Representative Vicki Schneider, a former colleague of Faith’s in the Missouri General Assembly, was also on

“I’m proud of all businesses that locate in the State of Missouri,” said the 17th District Republican in an intervie

feel good that, 'Oh, it's in my backyard.'”

Morse said that ELTEK may not be widely heard of in town but it likes its role as a small local company with big

“You can rest assured that our customers may have made the car that you drive in, built your refrigerator, you fluorescent fixtures, your laptop,” she said. “We’re this little gem in St. Charles that people just don’t know abo

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