



U.S. Small Business
Administration

Geoff Foster
Core Technology Molding Corp
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Founded in 2006 by Geoff Foster, Core Technology Molding Corporation is a minority-owned manufacturer based in Greensboro, NC. Primarily focused on the production of plastic products, Core Tech uses injection molding and 3D printing to meet the needs of their diverse customer base.



Starting as a Tier 2 manufacturer, Core Tech produced parts for Volvo, Mack Truck, Tyco Electronics, and was the only African American supplier in the world to BMW.

“I have gained the attention of large corporations looking for diversity,” said Foster. “However, it doesn’t matter what color we are, providing a competitive cost, high-quality product, and on-time deliveries are what matters most.”

Continuing to grow under Foster’s vision, Core Tech continued to build their reputation as a top-notch manufacturer by providing the highest level of customer service and delivering timely and dependable products. By 2015, Core Tech had become a Tier I supplier to BMW Manufacturing, shipping to Germany, China, Russia, and South Africa in support of the BMW X3/X4 SUVs.

“Think globally and act locally,” said Foster. “Empowering and engaging our employees is key to the advancement of manufacturing and our ability to ship parts to over 150 countries.”

By 2020, Core Tech had produced over 1 million parts for BMW and had also become a leading distributor for Volvo, Mack Truck, and Husqvarna. However, with the start of the COVID-19 pandemic the business began to feel an impact. BMW Manufacturing locations and other customers closed their facilities globally, and Core Tech went from 24/7 to 24/5. According to Foster the largest impact



to Core Tech was that he was forced to let six employees go. That is when he decided to reach out to the SBA for assistance.

The Paycheck Protection Program (PPP), established under the CARES Act, was design to provide SBA-backed loans to help businesses keep their workforce employed during the COIVD-19 crisis. Core Tech was awarded a PPP loan and was able to bring back all six employees within 30 days of letting them go. Additionally, Core Tech applied for and received an Economic Injury Disaster Loan.



“Receiving financial assistance from the SBA was important to ensuring the timely development of our products, which further resulted in sustained credibility with our clients,” said Foster “I was able to rehire six employees to their twelve hour shifts and regain 24/7 operations.”

With personnel and production at full speed again, Core Tech is growing exponentially in the biological pharmaceutical space, and the pandemic has shifted the business plan toward COVID-related products.

Core Tech was recently awarded business from Pfizer and received a long-term contract with Merck to produce millions of plunger rods (for syringes) which are being produced in their newly built biopharmaceutical clean rooms.

Core Tech also strategically pivoted by retooling and building a surgical face shield mold and are providing parts to universities, dental and medical schools, and customers around the country. It took Core Tech only two weeks to have the mold built and start selling face shields in the market.

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