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A patent on creative thinking

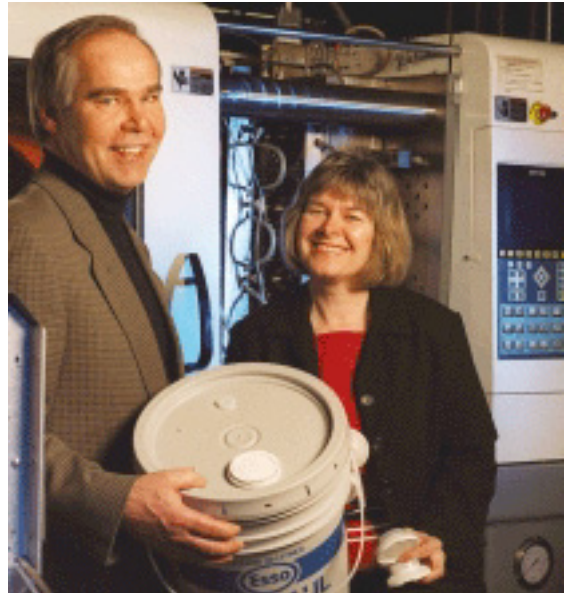
Ron Sturk has some sound advice to offer entrepreneurs who want to turn their innovative ideas into viable businesses.

“Get yourself a patent. It’s not just about basking in the glory of invention. Patents help you protect your capital investment,” says the President of Brampton, Ontario-based APC Products Limited, which designs, manufactures and markets closures for dispensing liquids from plastic pails.

“I saw that there was a market niche for the construction of all-plastic closures that were rust-free and fully recyclable. There were design problems that needed solving, and novel product development can lead to patents,” says Sturk. With twenty years of experience as a mechanical engineer, Sturk was able to recognize a window of opportunity for a thriving business that could service a variety of industries, including petroleum, food and chemicals.

After getting his initial financing from the Business Development Bank of Canada, the company went on to achieve exponential growth in the years to come. “BDC was there for us right from the beginning. Apart from financing, we were able to take advantage of BDC Consulting Group’s sound management advice, which was an added bonus for us,” he says.

In the end, Sturk is pleased that he was able to combine R&D, investment capital and patents to build a successful, sustainable business. Today, his company’s innovative, patented products are uniquely suited to tough manufacturing demands in addition to high-speed automation.



APC Products Limited co-owners,
Ron Sturk and Susan Goodwin.