



AREA CHAMBER OF COMMERCE  
**BUSINESS CHRONICLE**

Wabash Area Chamber of Commerce  
111 S. Wabash St., P.O. Box 371  
Wabash, Indiana 46992

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Galen Bremmer, Editor

April 2004

## **THANK-YOU! THANK-YOU! THANK-YOU!**

Expo Chair Beth Miller would like to thank everyone who made this year's South Seas Adventure such a huge success, including all those who allowed us to place signs at their properties and all the vendors and visitors who participated so enthusiastically in the theme, making this year's Expo the most fun and successful to-date! The Wabash Area Chamber owes special thanks to the following sponsors: Wabash County Convention and Visitor's Bureau, Wabash County Hospital who sponsored both the Antique Appraisers and the Vendor Luau; Dr. Marvin Wright and South Sides Gardens who sponsored the Master Gardener presentations by Kelly Gabriel, WPTA 21 Alive and fellow Master Gardeners; First Federal Savings Bank and Wabash Plain Dealer for ad and luau booth setup; and also, Yohe Realty, Inc. for their luau booth and Crystal Glass & Exteriors for the Chamber booth. We are appreciative of the Wabash County YMCA in providing roller skating during the Expo and also thank all who greeted our visitors so warmly at the Expo entrances.



We'd like to acknowledge Door Prize and Silent Auction item donors, as well as businesses contributing to the signs: Quality Electric, Pettit Printing, Inc., Custom Cartons, Todd Baer, Wilkinson Lumber, Beacon Credit Union, Farm Bureau Insurance, City of Wabash, Staffing Resources, Newton Manufacturing, Nowak's Hallmark, Yohe Realty, Inc., McKillip Seeds, McKillip Equipment, Beauchamp & McSpadden Insurance, First Farmers Bank & Trust, Wabash Floral, Maxx Tan, Frierhood Tire & Alignment, MTR Service Center, Dawn's Bakery, Adventures in Advertising, ARC of Wabash County, Honeywell Golf Course & Pro Shop, and Servisoft Ecowater Softening Company. Also, Brodbeck Seeds, Joy Christian Bookstore, Millers Furniture, Love Bug Floral, Boy Scouts of America, Wabash Valley Chrysler, World Scan, Wabash 4-H Horse & Pony Club, Auto Zone, and Wabash Electric Supply.



Committee persons working diligently behind the scenes to bring this project to fruition include: Larry Hoover, Quality Electric; Greg Pettit, Pettit Printing, Inc.; Scott Draper, Crystal Glass & Exteriors; Steve Beck, Ford Meter Box Co., Inc.; Skip Daughtry, Beauchamp & McSpadden; Lisa Gage, McKillip Seeds; Paul Mirante, Wabash Engraving/Adventures in Advertising; Tammy Thomas, Wabash Plain Dealer; Lynn & Sharon Yohe, Yohe Realty, Inc.; Beth Miller, Our Children, Our Future, Inc. and Chamber staff, Kim Pinkerton and Galen Bremmer. In addition, we want to acknowledge the hard work and support of the Honeywell Foundation with its beautiful facility and supportive staff, and Hamm Event Services for their continued excellence in vendor booth setup.



**Please route this newsletter to the other staff in your business to keep them up-to-date on services, functions and programs available to all employees of our member companies!**

**HAVE YOU HAD CHANGES OR IMPROVEMENTS IN YOUR BUSINESS? HAVE YOU RECEIVED AN AWARD, REACHED A MILESTONE, OR COMPLETED ADDITIONAL TRAINING? WE WANT TO KNOW. SHARE THESE THINGS WITH YOUR CHAMBER PARTNERS. THEY TOO ENJOY HEARING. CALL, FAX, E-MAIL, OR MAIL NOTES TO THE CHAMBER OFFICE.**

Congratulation to **BASS & BUCKS** for their open house held the last weekend of March! Quite a crowd viewed the new sporting goods store and outdoor recreational facility!

**WINCHESTER SENIOR CENTER** announces that Grandma's Fudge, handmade by volunteers, is now on sale at the center. ½ pound - \$4.50 or 1 pound \$8.95 - chocolate with or without walnuts. Call 563-4475 to order. Proceeds to senior programming.

Congratulations to **IVY TECH - WABASH CAMPUS** upon receiving a \$90,085 grant from the Pauline Baker Education Foundation administrated by **FRANCES SLOCUM BANK** and Merchants Trust. The grant will be used to convert the current student lounge into an anatomy and physiology lab with some scholarship money left for nursing students. What a great addition to the Wabash campus. Way to go, Pam Guthrie.

The Elite Gamer, a part of **VISIONARY ENTERPRISES**, has been asked to be a part of a feature documentary called FRAG'D '04 when producers come through Indiana in late May or early June. This documentary is a cross country trip visiting the location of LAN (local area network) parties that will be taking place in summer 04. Elite Gamer is a 15 station LAN center and will be one of 2 visited in Indiana. LAN gaming is exploding in popularity. Congratulations on your vision Mark Sapusek!

Congratulations to **FORD METER BOX COMPANY, INC.** on their recent announcement of a 30,000 sq ft expansion project to the foundry building. A new furnace line will be installed increasing production by 20% in addition to supporting departments and office expansion. Thanks for your investment in Wabash!

**THE NORTH MANCHESTER CHAMBER OF COMMERCE** has announced that they will hold their annual Fun in the Sun Golf Outing Friday, May 14, 2004, at Sycamore Golf Club - 11:30 lunch, 12:30 shotgun start. Hole Sponsorships are available for only \$100. Register your team by calling 260-982-7644.

The North Cass Business Association has announced that the Easter Bunny will be hopping around North Cass Businesses on Friday, April 9, and Saturday, April 10. They are also looking at a Customer Appreciation Day on Friday, June 11, with their famous money machine, and a summer event in July. For more info call Chris Benson at Nowak Hallmark.

**MANCHESTER COLLEGE** has announced that WBKE radio 89.5 AM will broadcast College Baseball. Listen April 9, 1 PM vs Anderson, 16<sup>th</sup>: 3:15 PM vs Hanover, 17<sup>th</sup> Noon vs. Hanover, 21<sup>st</sup> vs. Indiana Tech, 30<sup>th</sup> 3:15 PM vs. Mount St. Joseph, 1<sup>st</sup> Noon vs. Mount St. Joseph.

Congratulations and Best Wishes to **KROGER COMPANY** on their \$1.6 MILLION investment in Wabash! Grand opening was held March 16 with a great deal of fanfare for 7:45 AM! The remodeling includes a complete relay, new decor, a new pharmacy, upgraded deli, rearload dairy cases, and expanded foods selection. Thanks for your commitment to Wabash!

**WORKFORCE DEVELOPMENT STRATEGIES, INC.** would like to remind you that it is still possible to register for the State of the Workforce program, "Embrace Uncertainty; Create our Future" coming Thursday, April 15, from 8 to 11:30 AM at the Grissom Officer's Club. Call 765-689-9950 or e-mail [lpatt@wdsi.org](mailto:lpatt@wdsi.org)

Congratulations to Susan Mattern on opening The Body Connection, a new massage therapist service located at 999 Manchester Avenue - call 750-2422.

**Grandstaff - Hentgen Funeral Service** would like to announce that Sue Kendall was the winner of their

# HOW DID YOU USE THE CHAMBER THIS MONTH?

*Over the course of a year, I am probably asked one question more than any other. "What does the Chamber do for me?". There are many programs begging to be used. Each month, I will pick one and highlight it. USE YOUR INVESTMENT!*

Last month, I wrote on the subject of attendance at activities. This is still certainly timely as the list of coming activities right now is as long as it will be all year. It bears repeating - get out and network with your neighbors. Who knows, you may learn something at a seminar, or have fun golfing, or enjoy a nice evening out at the Small Business Banquet, but the real value will be the contact and networking with your local business partners. BE SEEN!

Taking that a step further, I would encourage you to think particularly about the WACC-Y Golf Outing coming June 2. What a great place to meet someone from a Wabash business you have not met before. Yes, I know you want to golf with friends, but there is plenty of opportunity to socialize at the lunch or picnic dinner. Work the crowd. What better way to reward an employee who deserves something extra than to give them ½ a day at beautiful Honeywell Golf Course. Or, how about inviting several of your best customers or favorite suppliers to spend a day with you? For those of you who do not golf, would you like to reach 100 of the top businesspeople in the community? Sponsor a hole and come out to the course and represent your business with a display on the tee. Have some fun with it. Play a game. See how far you can hit a marshmallow. Or sponsor lunch or supper and set up a display under the meal tent. There are many ways to use the benefits of being a chamber member.



## Chamber Sponsors Training Seminars For Supervisors

Do you supervise employees? If so, we have the answer to your questions. The Seminar committee of the Wabash Area chamber of Commerce has contracted with Joe Constance of Constant Training to bring two seminars to Wabash for those supervisors climbing the management ladder. Constance has been in Wabash before working with Customer Service reps in a training role. He will

return Tuesday, April 13 for two sessions at the Honeywell Center. The morning session from 8:30 AM to Noon entitled "**Attracting and Retaining the Best**" will help supervisors find the best prospects for openings in their company along with identifying your best employees and teaching you how to keep them in your organization. The afternoon session from 1:30 to 5 PM will be entitled "**Coaching & Constructive Discipline**". It will teach supervisors what to do when employees are not meeting their expectations - one of the most challenging aspects of management. It will walk the supervisor through coaching techniques all the way up to and including disciplinary action. Any employee that supervises people in any business setting will benefit from both of these sessions. The Chamber is pleased to bring high level training right here to Wabash at an affordable rate. The investment in each session is \$59 for Chamber members and \$79 for non-members. Members bringing 5 or more employees will be discounted to \$50.

Register now as space is limited. Supervisors, you know that these are the two toughest parts of your job. We have heard it over and over again in other seminars. Here's the help you have been asking for. Top management - your supervisors will get valuable assistance in each of these sessions that will benefit your business over and over again. Let's face it, these topics are some that even you have trouble training those reporting to you. Here's an opportunity to take advantage of some professional help. Call today to make sure your employees get full benefit.

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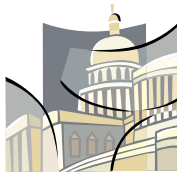
### Member News Continued...

beautiful hammock displayed at the Home & Business Expo.

Congratulations to Steve VanVoorhis of **EDWARD JONES** in Wabash on being the recipient of PLANCO'S highest honor - membership in the 2003 Admiral's Club. PLANCO is a wholesaler of investment and insurance products. To qualify for the award VanVoorhis reached more than \$3 million in sales for the prior calendar year. Way to go, Steve!

## REMEMBER - BURTON REPS

A field representative of the Congressman will be holding office hours at the Chamber on April 13 and 27. Special Assistant Matthew Prine, of Burton's Indianapolis office, will be available to the public at the Chamber office from 10 AM to 2 PM. No appointments are necessary as walk-ins are welcome anytime, with patrons being served on a first-come, first-serve basis. However, if there is a special need or an individual that would like to schedule additional time, appointments can be made by calling the Chamber office at 563-1168.



## SBDC OFFERS HELP FOR SMALL BUSINESS

The Small Business Development Center, one of your chamber's partners, is offering assistance to small businesses in many ways this month. A pre-business workshop will be conducted Wednesday, April 21 from 11 AM to 1 PM at the Chamber office for those wanting to establish your own small business, but not knowing where to start. A \$30 fee included software for individuals to conduct their own feasibility study.



They will also bring a Small Business Administration Loan Clinic to Wabash Tuesday, April 27 from 4 PM to 6 PM at the Chamber conference room. Learn about the SBA programs along with hearing some local advice on business lending.

Along the same line, KeyBank and SBDC will present a seminar on Business Funding Options. This informational seminar will take place Tuesday, April 13 from 11 AM to 1 PM at the Kokomo Technology Center in Kokomo. Cost is \$30.

Finally, the popular **PERFORMANCE REVIEW SEMINAR**, originally held last year, will be repeated Friday, April 30 from 9 AM to 11 AM in Wabash at the Cinergy Life Center. This session was very well received last year. Anyone who supervises employees should attend this updated training on the use of performance appraisals.

A reminder, too, that small business counseling is also available at the Chamber by the Small Business Development Center Kokomo field office. Jennifer Vandenburg is available for appointments the first Monday and third Wednesday of each month from 9 AM to 4 PM. Appointments are now being accepted for April 5 and 21. They are 1 hour in length. Anyone currently involved in a small business or contemplating start-up is welcome to call. A special workshop for those contemplating a new business venture will be held Wed. April 21 from 11 AM to 1 PM. Any type of small business management questions are welcome.

If you are interested in any of the above events, you may simply call the Wabash Chamber at 563-1168 and we can register you for one or all.

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Angels continued...

Wabash Billboard at the top of the cut. After lying face down for some 6 months, it was very dirty when raised back up to its new frame. Pressure washers, soap and extension handle brushes made a work of difference. Thanks Mayor Vanlandingham for "volunteering" the crew!

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## WACCY IS JUNE 2

Details are being finalized, the t's are being crossed and brochures are being printed. Watch for your invitation to the Eighth Annual **Wabash Area Chamber of Commerce Yearly (WACCY) Golf Outing!** Clear, blue skies have been ordered with a temperature about 85 degrees to keep the beverage cars popular. Some new features await us. The lunch and dinner this year will be created by Scott and his gang at the Country Club! The dinner area has been moved to poolside between the course and the clubhouse. Do you have someone at home or work who would like to join you for dinner? Tell them to come on out early and enjoy a dip in the pool while waiting for you to get back in for dinner. There will be many opportunities for businesses to market themselves at the event. Sponsorships are being sought for lunch and dinner along with the traditional hole sponsors. **STAFFING RESOURCES** has already committed to be waiting to take your picture at a tee. Come on - join them! Send your reservations in early!

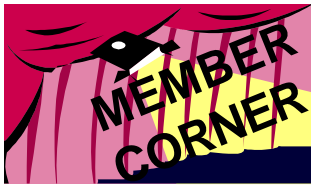


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## CHAMBER ANGELS FLYING AGAIN

WACC thanks go out this month to Dave Rutledge of **Wells Fargo Bank** for the donation of a very fine desk credenza! In the same project, thanks very much to Brian Howenstine at **Wabash True Value / Just Ask Rental** for picking the unit up at Wells Fargo and transporting it down to our office. It will be a great addition!

The Public Relations Committee wishes to give a big Thank-You to the **City of Wabash Street Department** for cleaning our south side Welcome to



## Spotlighting Chamber Members!

### WELCOME NEW MEMBERS

*(please add to your Buyer's Guide)*

**AFLAC** - P O Box 1555, Marion, Indiana 46952. Contact Keith Ruberg, District Sales Coordinator. Phone 765-651-0910, Fax - 765-651-0910 Email - [rodney-ruberg@US.AFLAC.com](mailto:rodney-ruberg@US.AFLAC.com)

AFLAC provides voluntary benefits for individuals and companies. These benefits enhance their existing health insurance - most of the time at no cost to the company.

**NAS CITGO GAS & FOOD MART, INC.** - 958 North Cass Street, Wabash, Indiana, 46992 Contact Linda Dill, Manager Phone - 260-563-6697, fax - 260-563-6697. Providing quality Citgo gasoline for your vehicle with a complete mini mart offering the best flavored fountain beverages in Wabash, newspapers, snacks and other necessities. Open early and late.

**KENDALL & COMPANY** - 340 S. Chippewa Street, P O Box 147 Roann IN 46974. Contact Holly Kendall, Owner/ executive director. Phone 260-571-3454, E-mail - [kendalls@ctlnet.com](mailto:kendalls@ctlnet.com) Consultant for a variety of products. Building on our cornerstone of credibility and creativity to deliver economically effective products and services. Services: We help you plan and implement project management, team building, event planning, office organization, technical/business writing, research and development, public speaking, public relations, interior decorating/design, and graphic/logo design.

**GIFT BASKETS TO GO** - 303 East Old Slocum Trail, Lafontaine, IN 46940, Contact Elizabeth Cox, Owner. Phone 260-571-2370, E-mail - [liz.cox@ctlnet.com](mailto:liz.cox@ctlnet.com) Gift Baskets to Go designs baskets for both personal and corporate gifts. 35 designs to chose from or customize your own. Free delivery to both Wabash and Grant Counties. Accept all major credit cards. Call to order your special gift today.

## SUPPORTING EACH OTHER

### BUSINESS TO BUSINESS

We wish to say "Happy Chamber Anniversary" and "Thank-you" to the following businesses whose member anniversaries fall during April:

COMPANY	JOINDATE
Adventures in Advertising/ . Ad Connection, Inc	1991
Circus Hall of Fame	2000
LoBill Foods	1989
Magner, Phil	1983
Manpower, Inc.	1994
Nowak's Hallmark Shop	1988
Porter, Jack	1947
Shoe City - Uniform City	1987
Thermafiber Inc.	1977
Wabash Carnegie Library	1983
Wabash Economic Development Corp.	1985
Wabash Putt-Putt	2001

## GOLD LEVEL MEMBERS

**We thank and salute those member businesses who carry GOLD LEVEL status:**

Frances Slocum Bank	
<b>Indiana Lawrence Bank</b>	<b>Beacon Credit Union</b>
<b>Bickford Cottage of Wabash</b>	<b>Pettit Printing, Inc.</b>
<b>First Farmers Bank &amp; Trust</b>	<b>Miller's Merry Manor</b>
<b>Cnergy/PSI</b>	<b>Wells Fargo Bank</b>
<b>First Federal Savings Bank</b>	<b>Yohe Realty, Inc.</b>
<b>Charley Creek Foundation</b>	<b>Richard Ford</b>

## 2005 Wabash Calendar Kicked Off

The Public Relations Committee of the Wabash Area Chamber of Commerce has begun the process of producing a 2005 edition of the Wabash Calendar that has been so popular the last several months. The committee is considering themes for each of the 12 month's picture groups, and will be collecting pictures for the calendar within the next month. In addition, the Chamber office is now accepting any 2005 dates for community activities from organizations and groups in Wabash. The cut-off for both the event listings and photos will be sometime in June. Village Profile's Eric Moyer is back in Wabash to begin ad sales and marketing for the calendar. The map, contact numbers, and information on the inside of the calendar cover may remain the same. Once again, 5,000 calendars will be produced. Every Chamber member and business address in Wabash will receive one through the mail. The rest will be distributed by the Chamber at public events and locations. The goal will be to have them available earlier this year - possibly before Thanksgiving.

**BOARD MEMBERS - 2004**

Lynn Yohe, Chair  
Yohe Realty, Inc.  
Dave Rutledge, Chair Elect  
Wells Fargo Bank  
Doug Lehman, Vice Chair  
Douglas C. Lehman, PC  
DeAnne Clifton, Treasurer  
Beauchamp & McSpadden  
Skip Daughtry, Past Chair  
Beauchamp & McSpadden  
Galen L. Bremmer, President  
Wabash Area Chamber of Commerce

Beth Miller  
Our Children, Our Future, Inc.  
Brad Perrott  
YMCA  
Vince Harrell  
Retired, Wabash County  
Extension Office  
Greg Pettit  
Pettit Printing, Inc.  
Paul Heidbreder  
Wabash Plain Dealer  
Howard Halderman  
Halderman Farm Management  
Jeff Galley  
G & S Metals  
Larry Hoover  
Quality Electric  
Steve Beck  
Ford Meter Box  
Kerri Mattern  
Wabash County Hospital  
Roger Cromer  
First Federal Savings Bank  
Michael Bechtol  
Bechtol Grocery Company  
Steve Hentgen  
Grandstaff-Hentgen

**MANPOWER RELEASES EMPLOYMENT  
OUTLOOK SURVEY**

First, we must face some local issues. As can be clearly seen from the figures below, Wabash County has experienced a tough start to 2004. Not unexpected to those of us living here - right? Undoubtedly, the effects of losing MarkHon have been felt. Coming out of the holiday season, also has its effect. For the first time, our employment figures have fallen below 16,000. We are down a full 150 from last year. According to Manpower, we are not representative of the national trend. Hiring is expected to improve in all areas of the country making this the third quarter with increased hiring activity. The outlook is nearly twice as strong as last year at this time. Another good indication is the positive hiring outlook is represented in over 10 industry sectors - not just a couple. Let's make it so in Wabash!

	<u>UNEM</u>	<u>STATE</u>	<u>RANK</u>	<u>NATION</u>	<u>EMPLOYED</u>
01/04	6.8%	5.6%	32	6.3%	15,990
12/03	5.4%	4.9%	39	5.4%	16,080
01/03	5.3%	5.5%		6.5%	16,140

**Dorais Chevrolet - 2004  
Small Business of the  
Year**

Small Business Committee Chair Skip Daughtry congratulates Dave Dorais with Bill Dorais and the committee looking on.



*Left to right: Mayor Vanlandingham, Bill Dorais, Dave Dorais, Lynn Yohe, Skip Daughtry, and Galen Bremmer.*

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