



AREA CHAMBER OF COMMERCE

BUSINESS CHRONICLE

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

Email: wacc@wabashchamber.org
Telephone: 260-563-1168
FAX: 260-563-6920

Galen Bremmer, Editor

August/September 2004

G & S Metals Named 2004 Business of the Year



Lynn Yohe, Wabash Area Chamber of Commerce Board Chair, announces G & S Metal Consultants Inc. as the 2004 Business of the Year. "Upon learning that one of my jobs as Chair of the Chamber of Commerce was to choose the Business of the Year, the choice was easy for me to make. G & S Metal Consultants came to my mind immediately. Wabash is fortunate to have an industry like them that has experienced a rapid growth curve, as seen by the constant expansion of their facilities. They show their pride in the community with the landscaping display welcoming people traveling north through Wabash, as well as their support of youth sports activities and the 4-H Auction. G & S's support of Wabash and pride in Wabash made them an ideal choice for the Chamber's Business of the Year," stated Yohe.

Scott and Cindy Galley, G & S Metal Consultants, Inc. owners, responded, "**IT IS WITH GREAT HONOR THAT G & S METAL CONSULTANTS ACCEPTS THIS AWARD AND DEDICATES IT TO ALL THE G&S EMPLOYEES WHO, WITHOUT THEIR DEDICATION AND PERSEVERANCE, THIS WOULD NOT BE POSSIBLE.**"

G & S Metal Consultants began operations in 1995 as a metallurgical consulting firm for the die casting industry. In 1998 they expanded the operation into an aluminum recycling business as well. A 10,000 sq. ft. processing facility located in Wabash's South Industrial Park was begun in 1999. Later that year they moved material and equipment from the old warehouse, in the former Casco Wool building, into the new facility.

By 2000 the company added another 20,000 sq. ft. and in 2001, G & S Metals purchased several buildings from the former Hiz, Inc., which increased their physical space by another 35,000 sq. ft. They have also acquired additional pieces of processing equipment as well as land in the South Industrial Park for further expansions. From 10,000 sq. ft. on six acres, G & S Metals now encompasses over 75,000 sq. ft. on approximately 30 acres and a sales office located in Cincinnati, OH; all in six years.

Along with the production facility, G & S Metals also includes G & S Transport, a trucking company that delivers G & S Metal's products. The company maintains a fleet of over 23 tractors and 200 trailers.

G & S Metals has become a leader in the aluminum recycling industry and a major player in today's global economy. Their employees have been the main reason for this accomplishment. "**THEY ARE THE HEART OF THE COMPANY AND WITHOUT THEIR HARD WORK AND LONG HOURS, INNOVATIVE IDEAS, DEVOTION TO THE EVERYDAY TASKS AT HAND, AND LOYALTY, G & S METALS WOULD NOT HAVE BECOME AN INDUSTRY LEADER,**" state Scott and Cindy Galley. G & S Metals is proud of its employee diversification and the fact that they are able to continue to hire from within the community while still maintaining a high degree of skilled labor.

As a special thanks to the Wabash Community for this award, and in honor of their employees, G & S Metal Consultants, Inc. has arranged for Dr. Richard Boyatzis, co-author with Daniel Goleman, of *Primal Leadership: Learning to Lead with Emotional Intelligence*, and one of the world's leading experts in business leadership development and emotional intelligence, to present a training seminar. The seminar will be held on November 4, 1:00-5:00 p.m., in the Ford Theater at the Honeywell Center. Gregarious and humorous, Dr. Boyatzis is a charismatic speaker whose research in human behavior has revolutionized the business and educational work. Reserved seating is available from the Honeywell Center Ticket Office, 260-563-1102 or 800-626-6345. Discounts are available for Wabash Area Chamber of Commerce members and students.



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.

Please join the **WABASH INN** in welcoming RAM to the general manager position at the Inn. Ray Patel continues to have an interest in the Inn, but interest in another property requires him to be at that location. This made the opportunity for RAM to come to Wabash. He has a very interesting story to tell after being a very successful automobile parts manufacturer in his home country in Africa. Welcome he and his wife to Wabash, and ask him to tell his story!

Your friends at **INDIANA LAWRENCE BANK** are very excited to announce that they have become **COMMUNITY FIRST BANK & TRUST**. This new name brings even more services to the Wabash area while retaining the same faces. They are also accessible at www.comfirst.com.

Please welcome another new name to the Wabash business community. **THREE RIVERS TITLE COMPANY** is now **CENTURY TITLE SERVICES** - a network of title companies working together to provide the best in title services. Watch also for them to move into their new offices across the street on Hill Street into a beautiful new office building.

Congratulations to **RETTIG INDUSTRIAL SUPPLIES** who recently awarded four \$500 scholarships to Shawn Ahfeld and Nicole Brown entering the field of medicine and Jeff Sellers and Kurt Biehl going into engineering. What a nice way to give back to the community.

INFOTEX, INC., an information architecture and security firm associated with **BUCHERI MCCARTY & METZ** in Wabash, has hired Nic Guzaldo as a Network Engineer for area clients. They are also pleased to announce that Dan Hadaway attended the Elvis and Exceptional Customer Service seminar to sharpen their skills to achieve exceptional customer service and to learn to treat every customer as King.

The third annual Business 2 Business Expo will be held Thursday, October 14, from 10 AM to 5 PM, at the Johanning Civic Center in Kokomo. Booth information is available at your Chamber or from **WORKFORCE DEVELOPMENT STRATEGIES, INC.**, who is co-host with the SBDC. Have a product to market to area businesses? This is a great opportunity.

WABASH COUNTY SOLID WASTE MANAGEMENT DISTRICT is seeking donations of clean, used Gaylord Boxes. Boxes should be 3 X 4 X 3 with triple wall. Contact Steve or Judi at 563-7649. They would like to re-use them.

Welcome to Wabash, **CLOTHING FOR WALLS**. Owners Kurt and Erica Snyder have moved the wallpaper and decor store from Peru, nicely transforming the empty building at 410 S. Wabash street into a bright, attractive business home.

Congratulations to Michael W. Chester, Wabash, State President of the **ELKS ASSOCIATION**, upon receiving a Sagamore of the Wabash Award at the State Elks Association Convention. A large delegation of Wabash Elks members were in attendance to share Chester's award. Congratulations to him and the Wabash Elks for sharing their talents.

Susan Fagin, Executive Director of **THE TEAGUE BARN PROJECT** is pleased to announce that prints of Ellen Stouffer's recent painting of the Teague Barn are now available for purchase. Each print will be numbered and individually signed by the artist. Call 563-5892 to order.

Congratulations to **BEAUCHAMP & MCSPADDEN INSURANCE** for sponsoring the 2004 Westfield Junior PGA Indiana Sectional Championship at the Honeywell Golf course in Wabash. Giving Wabash a chance to see the talent of our local junior golfers, this is the premier event in junior golf. Westfield Insurance is the host and title sponsor of the national championship.

HOW DID YOU USE THE CHAMBER THIS MONTH?

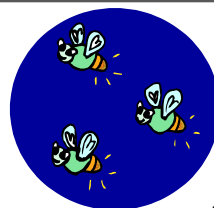
Over the course of a year, I am probably asked one question more than any other. "What does the Chamber do for me?". There are many programs begging to be used. Each month, I will pick one and highlight it. **USE YOUR INVESTMENT!**

It just would not be appropriate for me to write this column on anything other than the **LUNCH & LEARN SERIES**. The announcement of the 2004/05 series can be found elsewhere in this newsletter. However, I would like to go a little bit more into the member benefits of this program. Yes, the committee does allow non-members to attend the sessions, but doubles the price. The committee strives extremely hard to find topics that are of use to managers climbing the ladder into leadership positions in their company. Where else can you find an hour of professional instruction that includes a lunch for \$10???? As a company, management can book a block of full series sessions and have different employees use the reservations. Professional development is something that never gets old. There are always employees being groomed for higher leadership positions. The speakers conducting the sessions may not be highly paid, but they are very knowledgeable in their field of expertise and are willing to share some of their knowledge with their business peers. The last several years, attendance has grown by leaps and bounds. This year's program should cross all lines of business types. So why not fill out the registration that you received a week ago and return it to the office. Call if you need another form.



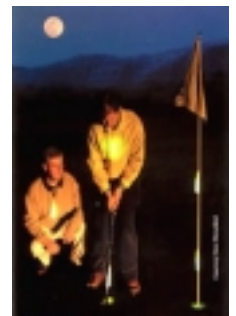
DON'T MISS THE BUS

There is a new program in Wabash County. Learning Is Fun Too or LIFT is kicking off a collection of school supplies Friday, August 6, at Wells Fargo Bank. Donations of school supplies are being sought for all ages of children who have a hard time finding the funds for needed supplies above and beyond what is supplied by the schools. There are always basic needs such as pens, pencils, erasers, paper, notebooks, glue, scissors, backpacks, etc. that children are expected to provide after parents have already had to buy appropriate clothing and shoes, and pay book fees to enroll their children in school. This effort is also not just for the start of school. Materials will be accepted and distributed throughout the year by the LIFT committee. Storage points are the Youth Services Bureau at 421 Canal Street in Wabash or The Learn More Center in North Manchester. The goal is to serve more than 1000 children in Wabash County. Businesses - do you have leftovers of specialty pens, pads of paper, pencils, notebooks etc. that you give away? This would be a great place to donate the over supply. It does not matter that your name or an old phone number may be on the items. The need for this program surfaced in an Education Projects Committee Meeting and upon researching it, the committee found that LIFT was already in existence. For additional information contact YSB at 563-7727. Help the kids get the tools they need for learning.



FIREFLY GOLF COMING

Hey Golfers, you say you have enough trouble getting that little round ball into the hole in the daylight? How about trying it with a 9PM Tee Time? Well, picture using glow in the dark balls with a glow stick in the cup and flags, tees, and obstacles outlined with glow sticks. Your Chamber is in need of another fund raiser this year and this will hopefully fill the bill and provide some fun! We are working with Tony at Honeywell and Dave Rutledge at Wells Fargo who have seen these before. The date is Friday, September 10 at 9PM. There will be two competitions - one for teams under a best ball scramble and one for individual golfers. One group will play the front 9 - the other the back. As of this writing, prices have not been set. Should be a great new challenge for the experienced golfer and just a plain blast for those who just want to have a good time. Just let your imagination wander. Watch for the details, or call the Chamber office, if you want to make sure you receive the promo flyer as soon as it is released.



CHAMBER ANGELS FLYING

A big Chamber Thank-You goes out to Larry Hoover and the kind employees of **QUALITY ELECTRIC** for coming to our rescue when we experienced problems with our kitchen sink drain unit. Galen poured and poured and tore apart to the best of his ability, but it took a professional to do the job. Thanks for donating your services!

LUNCH & LEARN RESUMES



The Seminar Committee of the Wabash Area Chamber of Commerce, Chaired by Rex Stitsworth, is pleased to announce a new Lunch & Learn Seminar Series for 2004/2005. The series replaced the Brown Bag Seminars several years ago. It is designed with Wabash businesspeople who are climbing the management ladder in mind. At this point they may be in positions where they are not able to leave their work station for a day or more to attend expensive seminars requiring travel. These sessions are conducted during the noon hour while participants eat their lunch. The lunch is provided by the Chamber and a sponsoring business. Once again this year all sessions will be held at the Beacon Credit Union Administrative Building Conference Room. Dismissal will be promptly 1:00 PM. The public is invited to attend one session or the entire series. The series is as follows: **September 9, 2004 SAFETY - HEARTLAND SECURITY ISSUES** Paul Bergman - *Sponsor: Beacon Credit Union*; **November 18, 2004 (Moved to 3rd Thursday due to Veteran's Day) LOW-COST EMPLOYEE RECOGNITION PROGRAMS** Gerald Lung, Center for Educational Resources - Ball State University - *Sponsor: Mitting's Electronics/Radio Shack*; **January 13, 2005 DEVELOPING ACCURATE, FUNCTIONAL JOB DESCRIPTIONS** Chad Towner, RediMed VP of Compliance & Rehabilitation - *Sponsor: First Farmers Bank & Trust*; **March 10, 2005 CHILD CARE ISSUES & HOW IT AFFECTS EMPLOYERS** Our Children, Our Future, Inc. - *Sponsor: Wabash Economic Development Corporation*; **May 12, 2005 HOW TO HIRE AND FIRE** John Neighbours, Baker & Daniels, Indianapolis *Sponsor: The Ford Meter Box Co., Inc.*

Register for these sessions individually or by the series, by calling the Chamber at 563-1168 or e-mailing wacc@wabashchamber.org Cost is \$10 per session for Chamber members or \$20 for non-members. \$50 for the series for Chamber members or \$100 for non-members. In addition to Stitsworth, the Seminar committee consists of: Rhonda Carr, Wabash MPI, Sue Mitting, Mitting's Electronics, Lori Eltztoth, Beacon Credit Union, Yvonne Vanosdol, Vernon Manor Children's Home, and Pat Lynn, Our Children, Our Future.

2004 COMING TO AN END

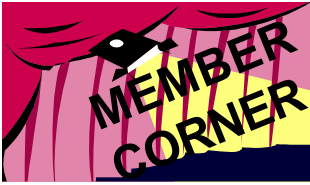
This will be the last newsletter for the 2004 Chamber Fiscal Year that runs 10/01/2003 to 09/30/2004. From an event standpoint it has been an outstanding year, and we thank all of you for supporting our programs so strongly. However, the year has been considerably more challenging from a budgetary view. Your Board of Directors, Executive Committee, and staff have been aware from the start of the year that a break even result would be very tough to achieve with the loss of a couple revenue producing programs and contract management opportunities that happened even before the year began. The projection of being around \$5,000 short of break even this year has not changed much. In light of this, the Board has added a couple activities into September. Please note the separate articles on a fall fund raiser - a Firefly Golf Outing, and the fall membership drive. The golf outing will impact this year, however, the membership drive will start us off for 2005. Budget preparation for 2005 is already under way. The nominating committee has given us a slate of candidates for the 2007 Board. Ballots will come your way just after the Board meeting August 13. There is still some time to impact 2004, and we are hoping that the picture will improve. The Board has also authorized Galen to market the additional office space in our building to help offset some of our utility costs. Any ideas from the membership on revenue opportunities or expense savings would gladly be accepted by any Board member or the staff.

From: www.wchospital.com

WCH CONDITION VERY GOOD



A celebration of sorts took place at Wabash County Hospital's State of the Hospital Breakfast recently in the Honeywell Lobby. Hospital CEO Jeffrey Buckley opened the meeting by proclaiming the state of WCH to be "good, not just good, but VERY GOOD". The business closed the books on 2003 with a \$3.355 million revenue in excess of expenses, and Buckley added that was after an additional \$2 million in charitable giving and unrecovered medical care given to the community. This is just another in a series of reports from Wabash businesses recently on a very positive note. Though also in the black in 2002, this figure blew away that \$800,000 figure. Buckley further bulleted some recent highlights for the hospital: the addition of Dr. Hilton Sparks making 24/7 surgical care available, affiliation with Summitt Radiology providing state of the art services, and association with Heartland OB/GYN for women's services. Hospital attorney Don Metz was honored for over 36 years of service to the organization. During that period, Metz has become recognized as a leading authority in medical law. Future journeys include the decision to cash purchase an in-house MRI unit yet to arrive, a major infrastructure and building renovation plan, a new director of Emergency Services, physician recruitment, and high quality patient care. Karen Newhouse also reported on the 10th anniversary of the WCH Foundation! Congratulations to the 375 employees of our Wabash County Hospital!!!



Spotlighting Chamber Members!

Member News Continued...

THE GREAT WALL GRAND BUFFET in Wabash would like to announce the addition of Crab Legs and Lobster on their Sunday buffet for the same great everyday price. Senior Citizen discounts are also available everyday. Call 563-7987 for information.

Congratulations to **RICHARD FORD**, one of 5 people honored during the Indiana Historical Society's Living Legends Gala 2004 for making measurable improvements in the quality of life in Indiana.

Chili for Charity has announced that the second annual Chili Cook-Off will be held Saturday, October 16 at Paradise spring. Organizers have created a web site for any information that you might need. Address is <http://home.insightbb.com/~chiliforcharity>

HAYES LEMMERZ AWARDED CONTRACT

Wabash plant officials from Hayes Lemmerz have done their job as far as corporate is concerned. They went out into the marketplace, found a product that they could make, and secured a contract to make the aluminum housings for water pumps for a new age auto engine being developed. They fought to keep the Wabash plant open and ended up announcing plans for a \$6.9 million Capital Improvement Program, doubling the plant's current production, and adding some 50 Wabash jobs in a 2nd shift. Congratulations to those of you involved in this project. All of Wabash will be supporting you through the process of getting this line up and running.

GOLD LEVEL MEMBERS

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

Community First Bank & Trust
 Bickford Cottage of Wabash
 Miller's Merry Manor
 First Federal Savings Bank
 Charley Creek Foundation
 Frances Slocum Bank

Beacon Credit Union
 Pettit Printing, Inc.
 First Farmers Bank & Trust
 Yohe Realty, Inc.
 Wells Fargo Bank
 Richard Ford

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 August or September:

COMPANY	JOINDATE
Fort Wayne Radiology	8/1999
G & S Metal Consultants, Inc.	8/2001
GMS Graphics	8/2001
Garden Homes by E.L., Inc.	8/2002
Miller's Merry Manor	9/1983
Penguin Point Restaurant	8/2003
MJV Group, Inc. - dba Econoclean	3/2000
McCallen Law Office, P.C.	9/2002
Ream Steckbeck Paint Company	9/1983
Sparks, D. Hilton MD, PC	9/2003
Wabash County REMC	9/1977

CHAMBER LAUNCHES MEMBER DRIVE

The Board of Directors of the Wabash Area Chamber of Commerce has contracted with HRC to conduct a membership drive for the organization. The last organized drive was in spring of 2000. The actual drive will be conducted by current Chamber members and supporters. It will be under the direction of Jim Cusano, Owner and President of HRC, the #1 membership recruiting company in the U.S., raising over \$24 Million for 500+ Chambers in 35 states. The drive will kick-off with an Executive Breakfast Tuesday, August 17, at 7:30 AM, hosted by Cusano. This executive breakfast is open to any and all Chamber members who could spare 4 hours to assist us with the drive. Simply call the Chamber to tell us that you will help. There are jobs for everyone - and not all of them require sales. Preparations for the September 22 and 23 drive will begin at that time. The Wabash Chamber currently has just under 300 members out of the 650 to 700 Wabash area businesses. This percentage must increase if your Chamber is to maintain current programming levels. As you know, membership investments and fund raising are the only sources of income for the organization. In an effort to keep current membership investment levels steady, the Chamber must broaden its membership base. Benefits to members come in two ways: direct return by using Chamber products and services, and by contributing to the community as a whole, making a Wabash business advocacy organization available to the public. Won't you help us out? Ask your neighbor if he or she is a member!

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

UNEMPLOYMENT RATES COMING DOWN

Summer is indeed a good time for Wabash County workers. As in the past, unemployment figures decline for the summer months more than the rest of the state as Wabash dipped under the national average to 5.7%. However, Wabash remains above the state average making progress in the state ranking by 8 positions to 26th. The June employed number reinforces this, as Wabash increased employment by almost 600, but still lags behind last year by a little over 100. Once again, Indiana is outperforming our neighboring states with Kentucky closest at 5.5%.

	<u>UNEM</u>	<u>STATE</u>	<u>RANK</u>	<u>NATION</u>	<u>EMPLOYED</u>
06/04	5.7%	4.7%	27	5.8%	16,650
04/04	6.4%	5.0%	19	5.4%	16,070
06/03	5.3%	4.9%		6.5%	16,780

BUSINESS BEFORE HOURS

Date: **August 11, 2004** 7- 8:30 a.m.

Business Sponsors -

**Papa Johns Pizza
Wabash City Schools
Bickford Cottage
Wabash Friends Counseling**

**Emcee: Mary Kramer-Metropolitan
School District**

**PLEASE CALL THE CHAMBER OFFICE IF
YOU ARE INTERESTED IN BEING AN
EMCEE OR BUSINESS SPONSOR.**

BURTON & SBDC at WACC

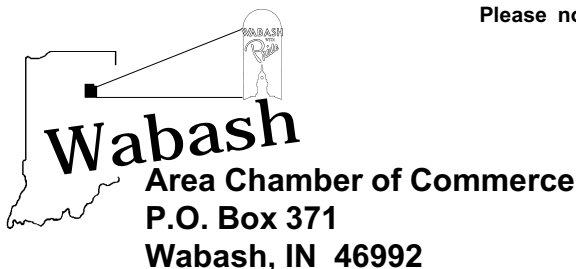
Burton Special Asst. Matthew Prine:
August 3, 17 & 31 - 10 a.m. - 2 p.m.

SBDC Rep. Jennifer Vandenburg is available for free business counseling: Aug. 2 - 9am - 4pm and Aug. 18 - call the Chamber to schedule an appointment

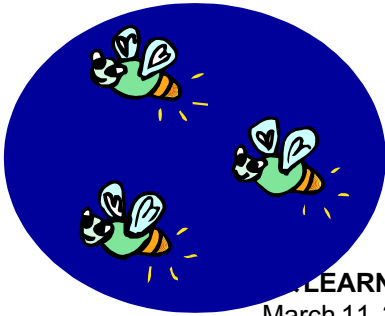
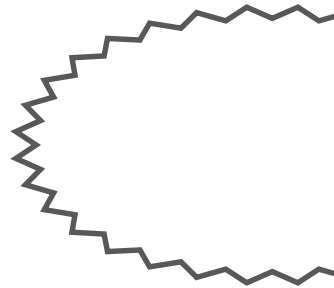
CRIME STOPPERS**SELLING COUPON BOOK**

Wabash County Crime Stoppers has entered into an agreement with Hometown Super Saver Coupon Books to create a Wabash Coupon book capable of considerable savings for residents who purchase the books. Wabash businesses have responded, and over 28 participated, creating a total potential savings of over \$1350 in products. The telephone solicitation effort is now under way. A portion of the proceeds will be given to Crime Stoppers who will use the funds to pay on tips received on crimes in Wabash County that lead to arrest of the criminals. So, shop at home, save, and contribute to the fight to take crime off our streets.

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LEARN SEMINAR

March 11, 2004

Being a Good Supervisor

Presented by:

Tom Moorman, Retired Supervisor

Sponsor:

First Farmers Bank & Trust

Noon - 1 pm

Cost:

\$10 member / \$20 non-member

RESERVATIONS REQUIRED

Call the Chamber office 563-1168



next BBH (after August) is October 8,



est 2nd shot, and closest to the line games on special holes. A skins game will also be played. Special features such as mulligans and string will be sold at registration. Businesses wishing to sponsor a hole are encouraged to display or market themselves on the hole they sponsor. Hole sponsor fees are \$100. Hole Sponsors are encouraged to set up a display at their hole to interact with golfers. A door prize raffle will also be held, plus there will be a new way to play 18 without even swinging a club. Come on out - network with your friends and support this important fund raiser in our Chamber budget For any additional details or to register, call the Chamber office at 563-1168. Deadline for registration is Friday, May 23.

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