



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

February 2004

2003 VISION GRADUATES 7

Graduation exercises were held in early December for the VISION program - one of the best kept secrets in Wabash County. This is the fourth graduation class for the program - a business & education cooperative. Vision of Industry and Schools In Ongoing Networks (VISION) now has an impressive list of alumni touting its value. The program recruits teachers of students in the middle school through high school years who are interested in adding practical instruction into the curriculum they teach in the classroom. The journey is far from an easy ride, but the graduates also earn continuing education credits from IUK. There is no charge for the teachers to participate. In fact, part of the program benefits are that steering committee will pay the tuition for the credits and a small stipend for the time spent visiting the Wabash County business community. You see,

you can find the VISION fellows actually working on location in the partner businesses for 3 weeks in June. The fellows can then see 1st hand what skill sets are necessary and regularly used currently in the workplace. Then they write a curriculum to take back and use in their classrooms using one of the skill sets that they witnessed. After actual classroom use the fellows write a report on effectiveness. The projects and reports are kept by the program to share with other teachers. The VISION program is funded through grants and the partner businesses.



Congratulations to the 2003 graduating class: Amy Ambrose (Manchester Family and Consumer Science), Scott Bumgardner (Southwood Social Studies), Curtis Hines (Wabash MS Social Studies), Peggy Gilbert (Manchester English), Sonya Lee (Northfield Social Studies), Beth Perkins (Northfield English), and Marla Person (Manchester Math). 2004 fellow recruiting is already underway. If you would like to be involved in the VISION program, contact Steering Committee Chair Tony Pulley, Coordinator D'Ann Stouffer, or the Chamber Office.

Business Partners include: The Wabash Area Chamber of Commerce, WEDCOR, Cinergy, North Manchester, Wabash and MSD Schools, Wabash Rotary, North Central Cooperative, Heckman Bindery, Wabash Electric Supply, Beacon Credit Union, Thermafiber, Wells Fargo, Ford Meter Box, Abresist, Wabash County Hospital, CAPE, and North Manchester Rotary.

ATTENTION ALL BUSINESSES

WE ARE LOOKING FOR ANY WABASH BUSINESSES WHO ARE CELEBRATING THEIR 50 OR 100 YEAR ANNIVERSARIES! MUST HAVE BEEN IN BUSINESS 50 or 100 YEARS AS OF DECEMBER 31, 2003! ALSO THOSE WHO HAVE BEEN IN BUSINESS IN EXCESS OF 50 YEARS AND HAVE NEVER RECEIVED THEIR HALF CENTURY AWARD.

CONTACT GALEN AT THE CHAMBER OFFICE *IMMEDIATELY!*



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 **BICKFORD COTTAGE** employees in welcoming Mark Gephardt as their new Administrator.

The Wabash Area Personnel Association is sponsoring a SAFETY SEMINAR - How to survive an OSHA inspection and safety recognition Thursday, Feb. 26 by Joe Moorhouse, BuSET consultant. See enclosed flyer for details or call Rhonda Carr at 260-563-1184-ext. 284 or e-mail rcarr@corpemail.com

Reminder, get your pop can tabs that you have been collecting to **VERNON MANOR CHILDREN'S HOME** in time to be picked up by Ronald McDonald on February 14. You are invited to visit in person that Saturday and have your picture taken with Ronald.

Congratulations **FRIERMOOD TIRE** on your new branch store in North Manchester. Best wishes to Jeff Clark and Scott Givens, co-owners.

Please give a big Wabash welcome to Dan Schoenherr, the new Vice President at **BEACON CREDIT UNION**. Dan will work from the administrative office building for Beacon.

Dan Combs of **ASSOCIATED SUPPLY, INC.** announces that their business has expanded to include a complete line of packaging and shipping supplies. They can be your single supply source with prompt local delivery. Call Dan at 765-662-1646 or 888-309-6952 for your packaging needs.

Another big Wabash welcome to **KURZ-KASCH** who has acquired **WABASH MAGNETICS, LLC**. Thanks for your investment in our community and best wishes.

WLZQ-FM, Q101 RADIO out of Warsaw but serving Wabash County has announced that they are now providing local news coverage for the area. Send news releases, meeting notices, public notices etc. to news@wlzq.com or fax to 800-596-1011, or call the newsroom directly at 574-268-4950.

Congratulations to Kathy Jones of **FIRST FARMERS BANK** on becoming a "Certified Branch Manager". She earned this distinction recently by completing the "Maintaining Superior Team Performance" session at the Community Bankers Association of Indiana Conference. She is the Assistant Vice President Branch Manager of the Wabash facility.

Steve Edris reports that the Wabash Plant of **THERMAFIBER** is shipping insulation to #7 World Trade Center in New York as that building is being restored. Wabash is playing an important role in history.

Mike Williams has been named President of a new **THERMAFIBER** subsidiary, Insul-Trade, LLC through which pipe insulation and other insulation products will be sold throughout North America.

Please change the address for **GRANSTAFF HENTGEN FUNERAL SERVICES** TO 1241 Manchester Avenue in your databases.

Would you like to have an experienced student intern from **MANCHESTER COLLEGE** working in your business this summer? Contact Stuart Jones AT THE COLLEGE OR the Chamber and we will get you details.

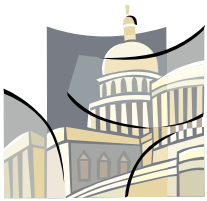
Happi Johnston, partner in **JOHNSTON & JOHNSTON ATTORNEYS & MEDIATION** is now a Registered Civil and Family Law Mediator. Call her at 563-8342 to learn the advantages for using mediation when conflict arises. She works with in many areas of civil and domestic mediation.

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!

I would be boiled in oil by the Home and Business Expo committee if I did not take this month to point out the advantage to businesses to have a booth or participate in the Expo. Now, you can read about the event in another article in this newsletter. I simply want to point out that this event gives you the opportunity to present your goods or services to over 2,000 attendees in a very comfortable, fun-filled setting in the Honeywell Center. This event can benefit retail, service, industrial, business supplier, organizations, non-profits - almost any type of business that you can think of. We allow products to be sold at the event. Even if you don't want to be physically present that weekend, there are some great sponsorship opportunities where your business name can be included. This is the first major business event of the year, and people are looking for an excuse to get out of the house. Come on - give them something to look at. We will bring you the customers - it is your job to profit from the exposure. Yes, we do allow non-members to be involved, but the member discount is very substantial - in fact it could almost pay for a membership. Yes, this is an important fund raiser for the Chamber, but it is also one of the best opportunities that we offer for direct sales. You never know who is going to discover you for the first time.

CHAMBER TO HOST BURTON REPRESENTATIVE



The Government Affairs Committee of the Wabash Area Chamber of Commerce would like to remind all area businesses that through a special arrangement with Congressman Dan Burton's office, a field representative of the

Congressman will be holding office hours at the Chamber February 3 and 17. Special Assistant Timothy C. Davis, 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 would like to schedule additional time, appointments may be made by calling the Chamber office at 563-1168.

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 February 2 and 18. They are 1 hour in length. Anyone currently involved in a small business or contemplating start-up is welcome to call. Any type of small business management questions are welcome. Call the office for more information.

3RD HOUSE SESSION COMING

Please put Saturday morning February 21 on your calendar for a 3rd House Breakfast to be sponsored by our Government Affairs Committee. Chair Vicki Williams is currently working on arrangements for a location and details. Representative Bill Ruppel and Senator Doc Dillon have confirmed along with a representative from U S Congressman Dan Burton's office. Representative Tom Weatherwax is also being invited. The time will be around 7:30 AM. Come hear how the legislation considered in the short session will impact your business or join us if you have an issue to discuss with our legislators. Future programs of this nature will be impacted by interest in this one.



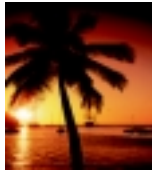
WELCOME GOLD MEMBERS

We are very excited to welcome a new Gold Level Member for 2004. Please join us in thanking **FRANCES SLOCUM BANK** for their community support!

Those businesses who carry Gold Level Membership status in the Wabash Area Chamber of Commerce are: **Bickford Cottage of Wabash, First Federal Savings Bank, Cinergy/PSI, Charley Creek Foundation, Indiana Lawrence Bank, Beacon Credit Union, Millers Merry Manor, Pettit Printing, Wells Fargo Bank, Yohe Realty, First Farmers Bank & Trust, and Richard Ford.**



CHAMBER TO SPONSOR HOME & BUSINESS EXPO



SOUTH SEAS ADVENTURE

The Wabash Area Chamber of Commerce would like to announce that reservations are now being sought for the WABASH HOME & BUSINESS EXPO - SOUTH SEAS ADVENTURE. This annual event will be held Saturday, March 13, and Sunday, March 14, at THE HONEYWELL CENTER. This is the first year that a theme is being used for the exciting event, building on the over 2000 guests welcomed last year. Vendors will be encouraged to incorporate South Sea Adventure ideas into their booths. New events being planned for this year include an Antique Appraisal and a Master Gardener area. The Silent Auction booth will return. Honeywell officials graciously worked with the Chamber to provide enough space for all booths ON THE MAIN LEVEL of the center. This area includes the gym, old lobby, Honeywell Room and new lobby outside the Ford Theater. Outside exhibit space is available on the Plaza for those businesses with displays too large to fit in a 10 X 8 booth. Market street is available for cars, boats, modular homes, RV's and the like. The atmosphere of the different areas of the center will also offer businesses and organizations very different moods and appearances for their displays. Also new this year is the opportunity for several sponsorships. An exclusive event sponsor is being sought along with sponsors for the Antique Appraisal and Master Gardening Area. Almost 100 Wabash businesses and organizations will have an opportunity to show their strengths in a fun-filled, festive setting as the Honeywell Center is transformed into a South Seas Adventure.

The Expo will be open to the public from 10:00 AM to 6:00 PM Saturday and Noon to 4:00 PM Sunday. There will be no charge to the public to attend. Any individual or business interesting in participating in the WABASH HOME AND BUSINESS EXPO may contact the Wabash Area Chamber of Commerce office, 111 S. Wabash St., or call 260-563-1168 to secure informational packets giving details of the event. Discounts will be given for early reservations received before February 08. While exhibitors are not required to be Chamber members, substantial discounts are given to members.

CHAMBER ANGELS RETURN

The holidays were very blessed in the Chamber office! We had a number of Chamber Angels bring the glad tidings of the season through greetings and gifts. Special thanks go out to those who included the office with special greetings. **ASSOCIATED SUPPLY** brought a custom fruit and snack filled bucket. **CATEXCAVATING** and **VERNON MANOR CHILDREN'S HOME** also delivered wonderful fruit baskets. **PHYSICIANS HEALTH PLAN** sent a delicious box of candy. **BICKFORD COTTAGE AND WHITES RESIDENTIAL AND FAMILY SERVICES** brightened up the office with beautiful poinsettias. Finally **MARTIN YALE, INC.** sent over a bushel basket of fruit. Thanks to each of them for their thoughtfulness.

YOUR CHAMBER IS LOOKING!

Help us get the word out - we are looking for the following things:

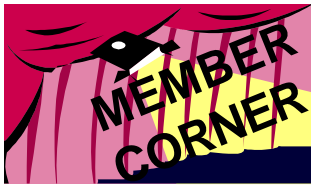
1. **COMMITTEE VOLUNTEERS**
Membership Services
Membership drive
Education Projects
Honor Student Luncheon
Government Affairs
2. **WABASH BUSINESSES CELEBRATING 50 + OR 100+ YEARS OF BUSINESS**
3. **WABASH BUSINESSES INTERESTED IN HAVING AN INTERN FOR A PROJECT**
4. **POP CAN TABS FOR VERNON MANOR**

TIPS FOR ANY OF THE ABOVE CAN BE REPORTED TO TEL. 260-563-1168.

CUSTOMER SERVICE OPPORTUNITY

Remember Dr. Dale Henry? Did you get a hug after our Annual Meeting? Remember how you felt after hearing him speak? Well, how would you like to repeat those moments for your employees? The Seminar Committee has an opportunity to bring him back to Wabash for an entire day to spend a 1/2 day motivating your employees. We just need a couple employers to commit together to send a large group of your employees. Price is dependant on number involved.

Or, we also have an opportunity to bring a national customer service program to Wabash. In addition to a training seminar for employees, the effort tests our customer service by sending mystery shoppers into our community and reporting back to management. More than just training, this is a community wide customer service effort. **If any business is interesting in making a commitment to either of these efforts, call Galen at 260-563-1168 to discuss details.**



Spotlighting Chamber Members!

WELCOME NEW MEMBERS

(please add to your Buyer's Guide)

KROGER GROCERY # 875.- 1309 North Cass Street, Wabash, Indiana 46992. Contact Kent A. Breedlove, Unit Manager. Phone 260-563-6871, fax 260-563-3538, Email KBREEDLOVE@Kroger.com General retail grocery store, Deli, Bakery, Pharmacy, Floral. Faxes, money orders, stamps, wiring service.

SMITH OFFICE -60 North Broadway, Peru, Indiana, 46970 Contact James Goodson, Manager Phone - 800-877-8171, fax 765-473-3174 Email jgoodson@smithop.com A full service dealer offering complete and competitive office products to any size business. Have been in business since 1954 and service over 25 counties in Indiana. "We will do what we say and save you money." Imaging products, office supplies, office furniture. Specialize in Personal Service! Greg Binkerd, furniture specialist, Crystal Shaffer, office supplies, Darrell Armstrong, copiers.

(Corrected)

ELK'S LODGE # 471 - 235 Main Street, P O Box 263, Wabash, IN 46992. Contact Russ Abell Chairman of the Board, Bob Allman Exalted Ruler. Phone 230-563-2081 Membership organization that is constantly seeking new members who would like to be involved with the organization. Many services such as noon lunches and Wednesday dinners are open to the public. The Elks wishes to be an active partner with the Wabash Business Community.

THE GREAT WALL GRAND BUFFET- 1439 North Cass Street, Wabash, Indiana 46992. Contact Birdie Ou, Owner. Phone 260-563-7987, fax 260-563-7987, Email - Birdieou@skynet.net Restaurant with Chinese, American, Sushi, and BBQ Grilled foods. Menu and Grand Buffet service. Carry Outs welcome. Party / Conference room available. Special occasion parties welcome. Accessible parking. Open daily.

BOSS HOGG CATERING & Jerky (Pork Inc.) - P O Box 129, Silver Lake, Indiana, 46982 Contact Steve Sands, President Phone - 260-352-2859, fax - 260-352-2314 Email bosshogg@Kconline.com web sites - www.bosshoggcatering.com and www.bosshoggjerky.com Boss Hogg Catering is a business enhancement expert performing outrageous activities and events to bring value to private parties and companies that they do busi-

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 January and February:

COMPANY	JOINDATE	COMPANY	JOINDATE
Charley Creek Foundation	2003	Miller Furniture	1977
Manchester College	1987	Morton Buildings	1986
Newton Manufacturing	1999	NBS Office Supply	1977
Richvalley United Methodist Church	2003	North Central Cooperative	1977
Wabash County Council on Aging	1996	Pathfinder Services, Inc.	1987
Wabash County WASA, Inc.	2002	Pettit Printing, Inc.	1977
Wabash True Value & Just Ask Rental	1982	The Plain Dealer	1977
Agro Chem, Inc.	1988	Phone Line, Inc.	2003
AmeriCare Living Center of Wabash	1981	Plummer, Al	1977
Associated Supply, Inc.	2003	Quality Electric, Inc.	1977
B & I Agencies, Company	1990	Rea Logan & Co., Inc.	1977
BPB Manufacturing, Inc.	1977	Rettig, FJ & Sons	1977
Beacon Credit Union	2001	Richter, Joe DDS	1977
Beauchamp & McSpadden	1977	Samuel Mancino's Italian Eatery	1999
C/S Printing Inc.	1999	Servisoft Ecowater Softening Company	1977
Cellular Edge Wireless Communications	2003	Smurfit-Stone Container Corp.	1977
Clarkland Properties	1977	St. Bernard School	1996
Countryside Veterinary Hospital	1990	the paper of wabash county, inc.	1977
Denney Motor Sales, Inc.	1977	Thermafiber Inc.	1977
Diehl Machines	1977	Three Rivers Title Company	1990
Dorais Chevrolet	1977	Transition Resources Corporation	1984
First Federal Savings Bank	1977	United States Army	2003
Ford Meter Box Co., Inc.	1977	United Tool Company	1990
Frances Slocum Bank	1977	Wabash Abstract & Loan Company	1995
GDX Automotive	1977	Wabash Alloys	1977
Garner & Trump Eye Care	1977	Wabash Co. Convention & Visitor's Bureau	1999
Gilbert, Naragon & Co., Inc.	1990	Wabash County Farm Bureau Insurance	1999
Gorman, J. Courtney	1977	Wabash County Hospital	1977
Grandstaff-Hentgen Funeral Service	1977	Wabash County YMCA	1990
Guenin Law Office	1999	Wabash Electric Supply	1977
Halderman Farm Management Service	1977	Wabash Eye Health & Vision Center	1977
Hayes Lemmerz International, Inc.	1998	Wabash Instruments	1977
Hipsher Tool & Die	1977	Wabash Magnetics-Subsidiary of Kurz-Kasch	1977
Hoefler's Amoco, Inc.	1978	Wabash MPI/Carver	1998
Honeywell Foundation	1977	Wabash Materials	1977
Indiana Lawrence Bank	1995	Wabash Poly Clean	2003
Indiana-American Water Company	1977	Wabash Valley Abstract	1990
Insight Communications	1977	Wal-Mart	1991
Ivy Tech State College	1987	Walter, B. & Company	1977
Johnston & Johnston Lawyers	1979	Wayne's Coatings	1999
K & R Office Supply	1981	Wells Fargo Bank	1977
Kent, Walter	1963	Wilkinson Lumber Company	1977
Martin Yale Industries	1990	WJOT Oldies 106	1977
Mattern, Robert DDS	1977	Wright, Marvin DDS	1977
Mental Health Association of Wabash	1996	Yarnelle Lumber Company	1977

NEW MEMBERS CONTINUED

ness with. They can cater any event or activity. Boss Hogg Jerky is a beef jerky packaged under the Boss Hogg Brand name expanding to retail outlets throughout Wabash County.

ASIA BUFFET -1367 N Cass Street (Wabash Village Shopping Center), Wabash, IN 46992. Contact Yu Zheng Owner. Phone 260-569-0883, fax 260-569-0885 Restaurant - Open 7 days a week. American Japanese, Chinese, and Mongolian foods. Ice Cream and desserts included.. Menu and buffet service with over 80 buffet items daily. Gift Certificates and party area. BBQ Grill for items prepared as you watch.

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
Linda Karlin
MarkHon

ECONOMIC RECOVERY - OUTLOOK 2004

"Indiana Business Review - Outlook 2004", the magazine proudly stated that they had declared the end of the recession sometime back in 2002 - the problem - nobody knows it. There are many indicators that "officially" indicate that we are in a recession. In some cases we don't even know that they all got in line until after it is over. In this unusual case, the indicators have been telling us that we are in recovery - all that is except for one: Employment levels. And employment is what hits us all close to home. Therefore, there is no confidence in the Wabash economy. In fact, Indiana has lost an alarming number of jobs during this "recovery". Wabash County has shared in this with 600 fewer employed last October than in October 2002. Yet the unemployment rate hovers just over 5% and my old econ books taught that 5% unemployment is basically full employment by the time you allow for those in transition, seasonal jobs, those on unemployment really not looking etc. Are you confused yet? So are we. There just is not a simple answer to the questions, "How are things in Wabash?" that we are asked numerous times per day. Another unmeasurable figure is how many people are underemployed (employed at a wage lower than their abilities). A large number of people are in this category.

	<u>UNEM</u>	<u>STATE</u>	<u>RANK</u>	<u>NATION</u>	<u>EMPLOYED</u>
10/03	5.4%	4.7%	29	5.6%	16,110
09/03	5.0%	4.8%	38	5.8%	16,290
10/02	4.5%	5.0%		6.0%	16,760

BUSINESS BEFORE HOURS

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

Business Sponsors -

- Frances Slocum Bank**
- Wabash Marketplace, Inc.:**
- **Rowland Design Presentation -**
- Downtown Master Plan**
- Historic Landmarks Foundation**
- Wabash Wireless**
- Wabash Elks Lodge**



*Happy Valentine's Day
to all our Members!*



LUNCH & LEARN SEMINAR

March 11, 2004

Being a Good Supervisor

Presented by:

Tom Moorman, Retired Supervisor

Sponsor:

First Farmers Bank & Trust

Noon - 1 pm

Cost:

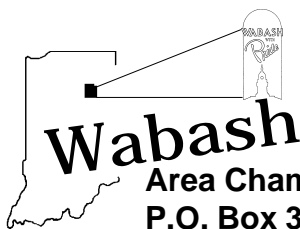


\$10 member / \$20 non-member

RESERVATIONS REQUIRED

Call the Chamber office 563-1168

Please notify us of any changes on address label



Wabash
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