



AREA CHAMBER OF COMMERCE

BUSINESS CHRONICLE

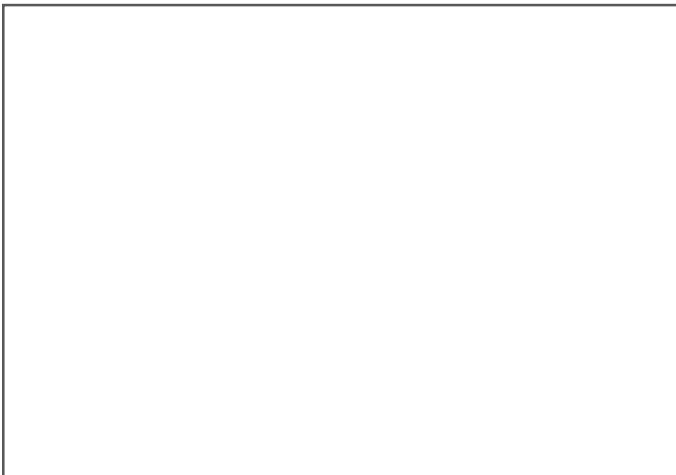
Wabash Area Chamber of Commerce
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Galen Bremmer, Editor

May 2003

WABASH TRUE VALUE / JUST ASK RENTAL 2003 SMALL BUSINESS OF THE YEAR



The Small Business Committee of The Wabash Area Chamber of Commerce has announced that Wabash True Value / Just Ask Rental is the 2003 Small Business of the Year. Chairperson Bob Vanlandingham, in making the announcement, congratulated owner Brian Howenstine as the committee made a surprise visit to the business informing Howenstine of the honor. "We are pleased to recognize Brian and all the employees of True Value for their commitment to the business community, and for their countless ways of service to Wabash. They rescued a troubled store, grew the business, expanded and have become an integral part of our business community while always finding time to give back by being a model community steward". Additional committee members surprising Brian

with the announcement in the business are Steve VanVoorhis, Edward Jones; Skip Daughtry, Chair of the Chamber Board, and Lynn Yohe, Chair-Elect of the Chamber Board. Wayne Rees, The Paper, was unable to attend. The award will be presented at the Small Business Banquet Thursday, June 5, with invitations going out soon.

1982 saw Jim and Judy Howenstine and Roger and Judy Moore, Coast to Coast owners in Decatur and North Manchester respectively, join forces to rescue a closed Wabash Coast to Coast franchise. The partnership successfully built the business back to a healthy position during the next eight years. Current owner Brian Howenstine joined the business in 1991 as he and his parents purchased the Moore's share of the business. At that time they also expanded the store from its original location into part of the old Danners building next door. Subsequent expansions have ultimately taken all of that space plus some. One of those expansions came in 1997 as the business added a rental department to their services offered in Wabash. It was in 1999 that the business changed affiliation from Coast to Coast to True Value. The Renter Center finally expanded to what we now know as Wabash True Value / Just Ask Rental.

Owner Brian Howenstine quickly points to his associates when asked for his key to success. "A key group of knowledgeable people who share your customer service philosophies are essential to the growth of a successful business", states Howenstine. "I am truly honored to be asked to join such a fine group of prior small business of the year recipients. On behalf of our associates, thanks to our customers and the Chamber." Associates include Sharon Hollingshead, Sylvia Engelman, Diana Kirby, Bill Adkins, Ron Shaw, Marilyn Leach, Joan Keefer, Tim Easterday (Store Manager), Shannon Strickler, Tom Ross, Laura Shaw, Aaron Makin, Rick Hahn, Rod Frank, Joel Makin, Nathan Cook, Dick Kramer, and Ernie Holbrook. Howenstine also believes that it is essential to give back to your community because he feels the community has given to him through patronage of his business. And give back Brian has through involvement in the Wabash Area Chamber of Commerce, where he has held all officer positions, North Cass Business Association, Wabash Rotary Club, and Junior Achievement.



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.

Congratulations to the **WABASH COUNTY CONVENTION & VISITORS BUREAU** on their new office located in the new Wabash County Historical Museum. This marks their first office separated from the Chamber. Trula may still be reached at 563-7171, but now down on Market Street. Watch for an open house/grand opening.

Congratulations to **WABASH MARKETPLACE, INC.** on their move to a new office on the corner of Miami and Market streets in the Eagles Theater building. Tamera Mosier may be reached there at 563-0975 and will be sharing the space with a field office of Historic Landmarks of Indiana.

THE MANCHESTER INSTITUTE is presenting "Focus on Accounting" through a number of sessions with presenter Dr. Gladis' (Buck) Dillon starting May 9th with "A Practitioner's Update" Course from 8:30 AM to 5 PM. 8 hrs CPE credit for each session - next session June 13. Cost \$240 per session - Call Mindy 260-982-5298.

The U.S. Department of Labor is closing the Wabash office, but don't worry, **TOM GONDEK** is still our field representative, now working out of the Fort Wayne office. He can be reached at 260-422-3700, and would still rather answer labor related questions for a business BEFORE performing an audit resulting in a fine.

PHYSICIANS HEALTH PLAN OF NORTHERN INDIANA has announced the winners of their scholarship program. Tara Eberhart of South Whitley, captured first place honors while second went to Brady Partee, Bishop Dwenger. Other winners came from Leo, Concordia Lutheran, Woodlan, and Elkhart Memorial High Schools.

The Wabash Optimist Club has announced plans for SCI/TECH/FEST II on April 17, 2004, at the Honeywell Center. Jo Wood will again be chairing the event making a return after a very successful debut. Put this date on your calendar.

VINCE HARRELL is retiring from the Wabash County Extension office. Send a card or note to the office at the Courthouse, 1 W. Hill St. for a scrapbook, and please attend the Open House Sunday, June 8, 2-4 PM, in the Honeywell Crystal Room. Let's give Vince our thanks for his dedication and service.

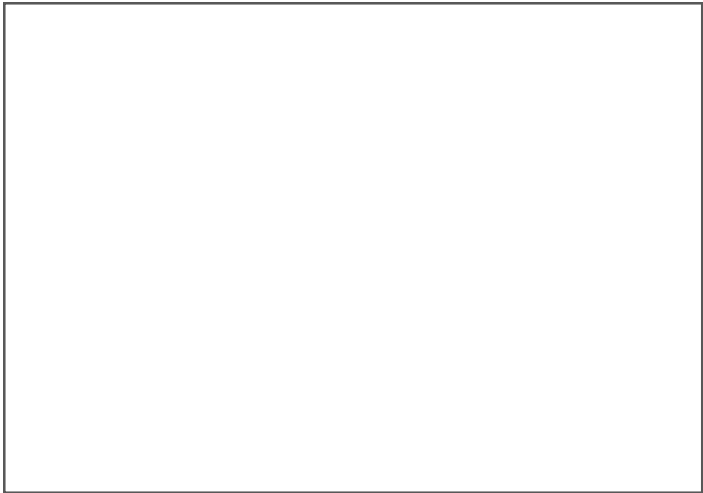
Congratulations to **MARTIN YALE INDUSTRIES** on the acquisition of German-based Schleicher & Co. International. Headquartered in Markdorf, this company is a world leader in manufacture and distribution of data shredders. Their sales of 30 million will almost double current Martin Yale sales. Great news for our Wabash-based company and it's parent Escolade, Inc.

WABASH COUNTY HOSPITAL FOUNDATIONS'S 6th annual Golf Outing is set for Thursday, June 19, at the Honeywell Golf Course. Tee times are 7:30 and 1:00. Each scramble offers prizes for first, second, third,

and games. Fee of \$70 includes a mulligan, gift, continental breakfast, and a cookout luncheon. Hole sponsorships are \$150. Call Karen Newhouse for registration or details at 569-2254. Proceeds are to go to a new ER patient monitor and procedure light as well as boosting WCH charity funds for low income patients with needs.

BUSINESS COMMUNITY RECOGNIZES STUDENTS

The Partners in Education Committee of the Wabash Area Chamber of Commerce in cooperation with the North Manchester Chamber of Commerce sponsored the fourth Honors Student Luncheon April 29. Event chairpersons Nathan Dockter, **GDX Automotive**, and Beverly Ferry, **Wabash County Council on Aging**, have put together this year's program using the last three years as a pattern. "We (Wabash Employers) just want to let these students know that there is a place for many of them in good positions here at home during the summers or when they finish their post high school education," stated Dockter. The lunch format gave employers a chance to convey this message personally to top seniors from Wabash, Northfield, Manchester, Emmanuel, Whites and Southwood High Schools. Over 80 students and educators are being sponsored by businesses. They were joined by over 60 businesspeople. Linda Mirante provided the keynote address following the lunch.

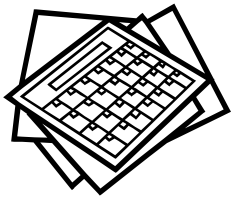


Indiana is faced with a statewide problem commonly known as the "brain drain". Indiana is turning out a great group of educated young people that turns to other states to earn their living. Sponsoring businesses include: Community Foundation of Wabash County, Wabash County Hospital, Phil Magner, Pettit Printing, Inc., City of Wabash, Abresist Corporation, Honeywell Foundation, Inc., Weitzel Insurance Agency, Grandstaff - Hentgen Funeral Service, Inc., Fruitt Basket Inn Bed and Breakfast, Family Physicians of North Manchester, David Mann, CLU, CLFC, CFP, Alumitech, Edward Jones & Company, First Federal Savings Bank, FirstFed Financial, Beacon Credit Union, Wabash Economic Development Corporation, Wabash Electric Supply, Manchester High School, Staffing Resources, Inc., Ford Meter Box Co., Inc., Alfe Heat Treating, Inc., Wabash Carnegie Public Library, Timbercrest Senior Living Community, Dr. Mary Ann Bain, DDS, American Express Tax and Business, Avalon Rental Corp., Beauchamp & McSpadden Insurance Company, Bowen Center, Butterbaugh Oil Company, Countryside Veterinary Hospital, Dexter Axle, First United Methodist Church, Frances Slocum Bank, Gilbert, Naragon, Terril & Co.Inc., Indiana Lawrence Bank, Martin Yale Industries, Inc., Robert Mattern DDS, Miller Furniture, MSKTD Architects Engineers Interiors, The News Journal, Phone line, Inc., Riverbridge Electric, LLC, Sites Insurance Agency, Wabash County Council on Aging, Wabash County United Fund, Wabash Instrument Corp., Wells Fargo Bank, Richard Ford, and Yohe Realty. The event was also made possible in part by a grant from Norther Indiana Public Service Company.

CHAMBER MEMBERS TO RECEIVE HEALTH INSURANCE DISCOUNT

Plans are just now being finalized for the Wabash Area Chamber of Commerce to partner with member **PHYSICIANS HEALTH PLAN OF NORTHERN INDIANA** to extend a 5% discount in health insurance rates to Wabash Chamber members. This agreement is scheduled to commence July 1st this year. More information will be coming out to current members in the form of a letter. Packets with information about the plan are available in the Chamber office. The plan will be sold by a number of Wabash insurance agents. Our research shows that their rates are very competitive even without the discount. If you are interested, watch for more details to follow or call the Chamber office to request a packet. This is just another benefit realized with your Chamber investment.

CHAMBER TO PRODUCE WABASH CALENDAR



The Wabash Chamber has entered into an agreement with Village Profile Company to produce a new item. We are currently putting together a Wabash Calendar for 2004. This will be

a full color, high quality piece produced by the same company that did our Wabash County Quality of Life magazine. Each month will be highlighted by a series of local photographs while the calendar portion will contain major community events in each date box. 5,000 calendars will be distributed FREE to local businesses and citizens. There will be advertising opportunities available, and yes, this is a fund raiser for the Chamber. Right now we are looking for pictures that would be appropriate for each month, and beginning to collect the calendar information for each date. The public relations committee, under the direction of Kerri Mattern, has graciously accepted the challenge of choosing the material. Of course, if you would like to learn more about the advertising opportunities, please call the Chamber office so that we can let Village Profile know. Deadline for both is June 30.

ANYONE INTERESTED IN TOASTMASTERS??

The district officer for Toastmasters International paid a visit to Wabash looking for assistance in forming a club here. Toastmasters has helped thousands of people achieve more in all aspects of their lives. Using speaking and leadership skills developed in Toastmasters, people have become more active in business, churches, service and charity organizations. Toastmasters members are more able to organize activities, conduct meetings, and speak in public. Are these skills that could be used in your business? Why not have a chapter right inside your business? You only need 20 interested people to start a club. The organization is very committed to skills development as well as social interaction. You may learn more about Toastmasters at www.toastmasters.org or call the Chamber office for an information packet. Don't be shy- let's see if anyone is interested.

DO YOU WANT STATE AND FEDERAL GOVERNMENT INFORMATION?

The Government Affairs Committee of the Wabash Area Chamber of Commerce has a new chairperson and some new members. Vicki Williams has accepted the challenge of leading the group consisting of Steve Ford, Skip Daughtry, Pat Lynn, Bob Fuller, and Bob Elrod. Their first order of business is to ask you what information you would like to receive and how you want to receive it? Your attention is called to the insert in this newsletter. Please take a minute and answer the questions and send it back to us. We need to know what you think.

In addition to disseminating information, the group would like to be active in the fall local election process. They have tentatively set a date for a Candidate Forum and a Mayoral Debate in October. Details are still being worked out, and you will be hearing more about these events.

REMEMBER - LET US KNOW WHAT INFORMATION YOU WANT!

CHAMBER PLANS WACCY GOLF OUTING

Come one, come all to the Seventh Annual Wabash Area Chamber Commerce Yearly Golf Outing (WACCY) to be held Wednesday, June 4, 2003 at the Honeywell Golf Course. Registration will begin at 12:00 Noon with a light lunch provided. Golf will begin with a shotgun start at 1:00 P.M. for the Best Ball Scramble. As golfers complete their play, they will be treated to a cookout supper featuring grilled chicken breasts or pork chops. Business sponsorships are being solicited for the lunch and awards picnic. An awards ceremony and door prize distribution will follow the picnic. The cost for individual golfers is \$70 or \$280 for a team of 4. Skins game, mulligans, string, raffle, and a new way to play 18 without swinging a club will spice up the afternoon. 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 great way to network while supporting this important Chamber fundraiser. For any additional details or to register, call the Chamber office at 563-1168. Deadline for registration is Friday, May 23.

WELCOME NEW MEMBERS

(please add to your Buyer's Guide)

INDIANA WESLEYAN UNIVERSITY-4201 South Washington Street, Marion, Indiana 46953. Contact Terry T, Munday, VP of University Advancement, phone 765-677-2105, fax - 765-677-2465. E-mail terry.munday@indwes.edu web site - www.indwes.edu Indiana Wesleyan University is a Christian liberal arts, co-educational university which began serving students in 1920.

SUNSHINE ARRIVES IN WABASH

Wabash Area Chamber of Commerce Directors, Wabash Dignitaries, Radio Shack District Manager, and the founders of Sunshine Pack & Ship joined Bob and Sue Mitting at Mittings Electronics Radio Shack in Wabash Village Shopping Center to celebrate the opening of Sunshine Pack & Ship Express Center inside Radio Shack. This new service center will offer professional mailing services, premium materials and supplies, convenience and choice for packing and shipping and business support services according to co-owner Bob Mitting.

Sunshine Pak & Ship enters offer a full range of services and supplies including; mail, parcel, packaging and shipping services, mailbox rentals, copying, fax sending/receiving, notary services, office supplies and boxes for everything from shipping to moving or even storage. They are an authorized shipping outlet for UPS, USPS, and FedEx. They also specialize in custom handling of large, awkward, and/or valuable items.

The store is open Monday - Friday 9 to 6 and Saturday 9 to 5. The Mittings will be assisted by Mick Strange, Nancy Krom, Tamara Smith, Brenda Landis, Wally Force and Chad DeLong in serving customers. Questions may be asked by calling 563-7372.

WELCOME MIKE RUSE

A very familiar face to the Wabash business community has joined the Chamber staff as the afternoon administrative assistant. Mike Ruse from **PATH-FINDER SERVICES** continues with that organization, but in a different job. He joins our staff Monday through Friday afternoons from 1 to 5 PM. His duties include membership services, event coordination and general customer service. We are very excited to bring his community knowledge into our organization and to be able to use his extensive computer skills. Kim continues to perform our accounting functions, design and layout tasks, and general morning customer service from 8 AM to Noon. Mike and his wife and 3 children reside in Somerset. Somehow he has picked up a Pittsburg Steeler and Pirates fondness which we will work on. Please let Mike know how excited we are to have him on board.

BOARD MEMBERS - 2003

Board Chair: Skip Daughtry
 Beauchamp & McSpadden
 Chair Elect: Lynn Yohe
 Yohe Realty
 Vice Chair: Dave Rutledge
 Wells Fargo Bank
 Treasurer: Rick Gray
 Martin Yale Industries
 Past Chair: Steve Ford
 Ford Meter Box
 President: Galen L. Bremmer
 Wabash Area Chamber of
 Commerce

Beth Miller
 Categories &
 Our Children, Our Future, Inc.
 Brad Perrott
 YMCA
 Steve Eickenberry
 Retired, Wabash High School
 Greg Pettit
 Pettit Printing, Inc.
 Paul Heidbreder
 Wabash Plain Dealer
 Joel Stein
 Tiede, Metz, Downs, Lynn, Schlitt

Brian Howenstine
 Wabash True Value
 Larry Hoover
 Quality Electric
 Steve Beck
 Ford Meter Box
 Kerri Mattern
 Wabash County Hospital
 Dee Byerly
 Retired - North Central Coop
 Michael Bechtol
 Bechtol Grocery Company
 Linda Karlin
 Mark Hon

MOVING DAYS AHEAD???

It is now official - sometime this summer, the Chamber may be the last remaining first floor tenant of the old city hall. The Solid Waste management District has purchased the REMC building on Manchester Avenue and may be taking WEDCOR with them. Short term, this is going to mean that the Chamber needs some furnishings - specifically a fax machine, conference room table(s), 8ft ladder, chairs, fire extinguishers, copy machine, and storage shelves. For now, we plan on staying in the building, but a committee of Skip Daughtry, Lynn Yohe, Beth Miller and Galen has been established to look at our future facility. Have input????????? Let one of those people know your feelings.

BUSINESS BEFORE HOURS

Date: **June 11, 2003 7:00 a.m. - 8:30 a.m.**

Business Sponsors - **Ivy Tech State College**

ARC of Wabash County

FirstFed Financial, Inc.

Saint Bernard School

Sunshine Pack & Ship / Mittings Electronics

Emcee: TBA

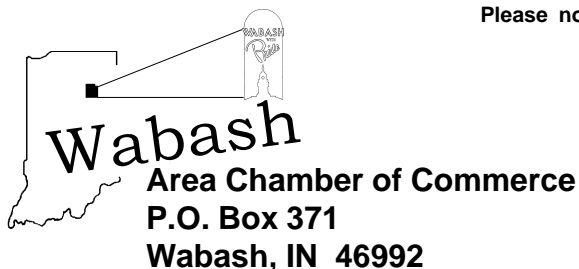
The next BBH (after June) is August 13, 2003

WELCOME GOLD MEMBERS

Another new GOLD MEMBER has joined the Chamber for 2003. **FIRST FARMERS BANK AND TRUST** has stepped up to the plate increasing their commitment to the Wabash business community.

Those additional 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, and Richard Ford.**

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tion, special prizes will
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drive, longest putt,
closest to the pin, clos-

LUNCH & LEARN SEMINAR

May 8, 2003

Recycling in the Workplace--Pre-
sented by WCSWMD

Sponsor: The Ford Meter Box Co., Inc.

Noon - 1 pm

Cost \$10 member / \$20 non-member

RESERVATIONS REQUIRED

Call the Chamber office 563-1168



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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