

April 2011
Volume 7, Issue 4

Member of Ohio Chamber of
Commerce & U.S. Chamber of
Commerce

Chamber Events

- 4/14** *"Toast of the Town"*
Remagen, Inc.
231 E. Main St.
Eaton, OH
4:00 – 7:00 p.m.
- 4/20** Preble County
Safety Council
5th Annual Awards
Banquet
11:30 – 1:30 p.m.
Eaton Country Club
Eaton, Ohio
- 4/21** **Business Brown Bag
Series – April 21st**
12:00 Noon
PC Sinclair Community
College

**Preble County
Chamber of Commerce**
122 W. Decatur Street
P.O. Box 303
Eaton, Ohio 45320
Phone: (937) 456-4949
<http://www.preblecountyohio.com/>

Chamber News

To promote free enterprise within & advance the business community of the Eaton-Preble County area.

"Toast of the Town"

Remagen, Inc.
231 E. Main St., Eaton, Ohio

Thursday, April 14th
4:00 – 6:30 p.m.

R.S.V.P. – systems@remagensolutions.com

Celebrating "50" Years

*Buy a raffle ticket to support the United Way
& win Cincinnati Reds Tickets and Remagen bottled water*

Dear Investors-

Thank you for a great Business Expo on Saturday, March 26th! With an increase 30 vendors over last year, it is clear that we met our goal of building upon the successes of previous years in offering a premier vendor fair for our area residents and businesses. As always, our events garner huge support from area businesses and we owe a huge thank you to our sponsors and donors (see page 4).

With so much going "right" in our county and region, there is reason to be optimistic. We are poised to capitalize on the opportunities that the economic upturns will present to our businesses, our Chamber, and our communities. Now, more than ever, is the time to be aware and take advantage of the benefits your Chamber of Commerce has to offer!

April 14th "Toast of the Town" to be held at Remagen, Inc. Remagen, Inc. continues to celebrate the milestone of 50 years in business. As a long-time and vital member of our Chamber of Commerce, Remagen is a shining example of how good community foundations translate into the business ethics of good service and exceptional product value. I encourage you to come out for an evening of good food, good fun, and good fellowship at the Remagen headquarters on Thursday, April 14, 2011 from 4-6:30 p.m. More than just a get together, this event will be a chance to congratulate "one of our own" on over a half of century of business excellence!

Bradley C. Neavin,
President, Preble County Chamber of Commerce



Board of Directors

Bradley Neavin,
Chairperson
Eaton Community Schools

Shawn Murphy
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Corporation

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Henny Penny Corporation

Kevin Turner
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Manfred Schreyer
Taffy's Coffee, Wine & Music

Jim Vidic
Bullen Ultrasonics, Inc.

Abigail Noland
Preble County District Library

At-Large Members
Dan Appenzeller
Corey Mangan
Debbi Hornbrook
Kim Rowland
Cindy Kaufman

Staff

Matt Appenzeller
Executive Director

Virginia Lindsey
Secretary

Lam Research Provides Grant for High-Tech Manufacturing Education Program in Ohio

The \$20,000 grant, made on behalf of Silfex, Inc., will fund a Certified Production Technician program.

FREMONT, Calif.—Lam Research Corporation announced that the Lam Research Foundation has made a \$20,000 grant to the Miami Valley Career Technology Center (MVCTC) to fund its Certified Production Technician (CPT) program. Silfex, a division of Lam Research, has partnered with the MVCTC to provide individuals with the manufacturing skills necessary to succeed in the 21st century. Based in Eaton, Ohio, Silfex is the world's largest provider of high purity custom silicon components and assemblies that serve a broad base of high technology markets; The MVCTC is a leading-edge vocational skills school supporting the Dayton region.

“Despite high unemployment, there is a nationwide shortage of skilled machining and metrology technicians,” said Mike Snell, senior director of manufacturing for Silfex. “The MVCTC’s Certified Production Technician program addresses the skills gap of American workers, which threatens their ability to compete for high-technology manufacturing jobs. We are committed to working with the MVCTC to provide local workers with the skills critical to the ongoing success of both our company and other regional high-technology manufacturing businesses.”

The MVCTC’s CPT program will benefit students preparing to enter the workforce and those already working in high-tech manufacturing environments. At the heart of the program is the Manufacturing Skills Standards Council (MSSC) certification system developed

by the National Association of Manufacturers and the Society of Manufacturing Engineers. This system was specifically created to erase the dangerously growing gap between the skills being taught American manufacturing workers and rising technical proficiency requirements, due to advances in technology. Through MVCTC, the benefits of this program will be brought to five southwestern Ohio counties—Montgomery, Warren, Darke, Miami and Preble, where the Silfex manufacturing facility is located.

Lam Research Corporation is a major provider of wafer fabrication equipment and services to the world's semiconductor industry.

Henny Penny wins another McDonald’s award

By Joe Cogliano, reprinted with permission from *Dayton Business Journal*

Henny Penny Corp. continues to rack up major accolades from the most recognizable fast food brand in the world.

The Eaton-based food service equipment maker was recently was awarded McDonald’s 2010 Worldwide Equipment Partnership of the Year.

Henny Penny officials attribute the win to the introduction of the new LVE Series 200 fryer, which was designed specifically for the high-volume needs of McDonald’s Corp. restaurants.

Henny Penny, a McDonald’s supplier for 30 years, introduced a Low Oil Volume open fryer two years ago that was approved for global use by the company. Since then, thousands of units have been sold into McDonald’s restaurants in more than 30 countries.

The new fryer was designed to use significantly less oil, and make it last longer, in the vats.

In addition to the latest trophy, last summer Henny Penny earned McDonald's equipment supplier of the year award.

Deputy Director General of the U.S. Commercial Service visits Rexarc International

reprinted with permission from Rexarc International.

Ambassador Charles A. Ford, Deputy Director General of the U.S. Commercial Service, visited Rexarc International on Thursday, March 17th, 2011 according to Jeffrey Meyer, Vice President Sales and Marketing of Rexarc International.

Ambassador Ford, Regional Director Michael Miller and International Trade Specialist Deborah Dirr of the U.S. Commercial Service met with Rexarc's CEO Rob Moyer, President Jim Bowman and other senior managers to discuss Rexarc's international initiatives and the role the U.S. Commercial Service plays in advancing global trade.



Pictured left to right: Jim Bowman, President, Rexarc; Ambassador Ford, Deputy Director; Mike Miller, Regional Director; and Rob Moyer, CEO Rexarc.



Photo by Eddie Mowen, R-H

Testimonials from the 2011 Preble County EXPO

We received a lot of positive feedback from exhibitors, Chamber member, and the community for the Preble County EXPO on Saturday, March 26 at the fairgrounds.

All told, we estimate that 600 to 700 people attended the five hour show!

Here are just a few comments we have received.

From Rodney Creech of Lawn Plus:

Sponsoring the 2011 EXPO was a very good business decision. We scheduled a dozen estimates and return on investment will be ten to twenty times our EXPO investment! We are definitely considering coming back next year.

From Lori Rogers of Simply Dogs LLC:

What a great way to start off our fourth season! The Preble County Expo was our first event of the year, and it was a successful one. We weren't sure how the turn-out would be with the chilly temperatures, but it was quite encouraging to see the volume of people who braved the cold. We were able to start off with a bang.

Our hot dogs and fries were a hit. We sold 75 hot dogs and 86 orders of our fresh cut yummy fries. After our initial rush, I was able to walk around the

Expo, and was pleasantly surprised at the variety of booths inside.

Thanks to all for helping make us feel welcome and for making this year a great success for all. It will be nice to start off every season with a bang like this one. Thanks for all your hard work!

From Kim Rowland, Major Account Manager for CenturyLink:

I thought this was one of the best (if not the best) Expo Events we have participated in, relative to participants and attendance. I would consider it a great success! I feel the success speaks volumes to the Preble County Community and its commitment to growth.

From Debbi Hornbrook of Whispering Oaks Bed & Breakfast:

As a result of the Expo, several things have happened at Whispering Oaks Bed& Breakfast.

- a wedding to take place in August
- A man reserved a room this weekend for his anniversary
- We had people register for a gift basket that included a one night stay at the B&B. The spouse of the person who won is on dialysis and can't travel too far from home. He is bringing her here for their upcoming anniversary, and he felt it was a very special gift.
- I networked with many local business owners so I could refer business their way. Several will be providing their services at the B&B for weddings and other special events we have out here.

So I was pleased with the results. I will make more than the \$75.00 booth fee. Good return on a small investment.



Photo by Mowen

Eddie

From Shawnda Combs, Preble County Economic Development Director:

I received an email this morning from a prospect who attended the expo inconspicuously. We are scheduling a meeting for this week.

The Preble County Development Partnership booth had many visitors who wanted to learn more about the business environment in Preble County. My business cards were gone before noon!

One exhibitor said he had customers that he needed to take care of on the day of the Expo... but decided that he would support the event. Boy, was he glad that he did! He got 17 new customers! That is one of many stories I could share. The point is, working together -as we all did - made the 2011 Preble County Expo exciting, successful, and better than ever!

From Dave Weber of Weber's Body & Frame:

Matt, hats off to you and your team!

From Jean Bussell, volunteer for the PC Historical Society:

Congratulations on such a successful Expo! We really enjoyed the time we were there and look forward to the next one. I hope you got a luggage tag from the PCHS booth!

From Debra Brock, Administrative Assistant with Opti-Vise:

Because we typically provide services for businesses rather than the home user, exhibiting at the Preble County Expo provided Opti-Vise with an ideal opportunity to demonstrate who we are and what we do to the entire Preble County Community!

From Jeff Sewert, Municipal Mgr. for the Village of Lewisburg and Chairman of the Board for the Preble County Development Partnership, Inc.:

I just wanted to say thank you for the great job you did with the Expo. I could

go on and on... "Bottom Line", thank you for a job well done!

From Rae DeBord, Sales Manager for Infintech LLC:

I want to thank you again for the opportunity to exhibit at the Expo on Saturday. You guys really did a nice job! I received quite a few positive responses about our program from the members who were in attendance. It was fun meeting everyone - I am really excited about our partnership with the Preble County Chamber of Commerce!

From Ray Potter of the Service Corps of Retired Executives (and PC Chamber of Commerce Treasurer):

I made a mini-survey of a few Exhibitors and visitors for their opinion of the Expo. All responses were positive, except about the cold and no seating. Several said "Fantastic", "Excellent", "Outstanding". One Exhibitor told me he got seven clients as the result of the Expo and he sure would be back next year!

Matt, you and the Expo Committee did an excellent job of bringing this to fruition.

From Mary Gardner of Vectren Energy:

Kudos to you and Shawnda for all your hard work. I agree - it was an excellent show!

From Abby Noland, Executive Director of the Preble County District Library:

Those of you who worked on pulling this Expo together, I thank you profusely for your talent and time! Great job! Terrific! Terrific!

From Rebecah Sorrell, Director of Preble County JFS:

It was excellent!! You did a great job getting that organized. The booth placements were also good. I felt like I was able to see and meet a lot of Preble County business people.

See you next year at the EXPO!

Thanks to our Sponsors and Donors for the EXPO!

Grand Sponsors:

- Preble Co. Development Partnership, Inc.
- Preble Co. Safety Council

EXPO Sponsors:

- CenturyLink
- Eaton Computer
- Lawn Plus
- Preble Co. Medical Center (Grandview/Kettering Health Network),
- Brubaker Grain & Chemical
- Drake Heating & Air
- Atrium Medical Center
- Caring Hearts Home Health Care

Advertising Sponsors:

- Brewer Broadcasting (Kicks 96 & WHON 930)
- Classic Country Radio WEDI 1130
- The Register-Herald

Gifts and Prizes:

- Eaton National Bank & Trust
- Eaton Computer
- Henny Penny Corp.
- Heaven's Corner Zoo
- Brewer Broadcasting
- Classic Country Radio
- Taffy's of Eaton
- Preble Co. Safety Council
- Wal-Mart, US Bank
- Garber Contracting LLC.

We also owe a special thank you to our committee members and Matt and Virginia. Great Job!

Safety Council Update



By Mike Jeffery

The Preble County Safety Council met on Wednesday, March 16th at the Preble County YMCA. The speaker for this meeting was Tajuan Stoker, Reid Hospital, who spoke on "Fitness 101." He applied this to people in the workplace. The safety council members had a lot of interaction with him as well.

The Preble county Safety Council was one of the Grand Sponsors of this year's Preble County EXPO. We had a booth at the event and talked with a lot of people, giving them information about our Safety Council and how they can join come July 2011! Many people did not realize that Preble County had a Safety Council so we hope we got the "word out" so they are aware of this and can call the Chamber Office at 937-456-4949 for more information.

Our next meeting of the Preble County Safety Council will be our 5th Annual Awards Banquet, Wednesday, April 20th, from 11:30 a.m. – 1:30 p.m. at the Eaton Country Club, 100 Morton Rd., Eaton. Our speaker will be Cindy Schisler, from Wright State University, speaking on the topic of "Stress Management" We will be presenting our Safety Awards as well to our Preble County Safety Council Members.

The Economy and your Chamber

By Bradley C. Neavin

After a long trend of bad economic news, it is refreshing to hear

encouraging comments reflecting what many pundits say are the beginnings of a solid economic recovery. From the March 31st edition of www.bloombergnews.com:

"Fewer Americans filed claims for jobless benefits last week and consumer confidence stabilized, a sign the world's largest economy is weathering the jump in commodity prices heading into the second quarter."

The number of applications for unemployment insurance payments fell by 6,000 to 388,000 in the week ended March 26, a one-month low, Labor Department figures showed today in Washington. The Bloomberg Consumer [Comfort Index](#) rose to minus 46.9 last week from a seven-month low of minus 48.9.

Business activity expanded in March at close to the fastest pace in two decades, a report from members of a Chicago purchasing managers group also showed, indicating strengthening sales in the U.S. and overseas are helping manufacturers like [United Technologies Corp. \(UTX\)](#) A report tomorrow is projected to show the February pickup in payrolls was sustained this month."

As the governments of the local, state, and federal levels all wrestle with a crisis of budgets, it is clear that recovery will depend on a reversal of negative employment trends and further gains in consumer spending.

With so much going "right" in our county and region, there is reason to be optimistic. We are poised to capitalize on the opportunities that the economic upturns will present to our businesses, our Chamber, and our communities. Now, more than ever, is the time to be aware and take advantage of the benefits your Chamber of Commerce has to offer!

Simple Changes. Significant Savings.

The Preble County Chamber of Commerce is pleased to announce a new partnership negotiated by the Southern Ohio Chamber Alliance that will help Chamber members achieve significant savings on merchant electronic payment processing. Infintech, a Cincinnati based firm, works with several Chambers of Commerce throughout the tri-state area to offer a Chamber Group Rate Program. Infintech was an exhibitor at the Preble County EXPO and is one of our newest members.

Infintech LLC offers Chamber members the opportunity to receive pre-determined credit card processing rates through the nationwide Chamber Group Rate Program. If you are:

- ✓ Confused about electronic payment processing or,
- ✓ Not sure you are getting the best deal,

Have Infintech review your current rates to see how much you could be saving with the firm's Group Rate program! Members are reducing their current credit card processor costs by **40-50%**, which equates to an anticipated savings of over **\$1,300 annually**. This is quite a return on your Chamber membership investment!

Be on the lookout for *Infintech's Smart Business University*, a workshop to educate business owners and managers on merchant account processing. Rae DeBord will present "Credit Card Processing 101" during our May luncheon. Stay tuned for details! You may schedule an appointment with our Account Executive Rae DeBord by calling (513) 257-5698 or email rae.debord@infintechllc.com



"Welcome" New Members!

Eagle Fence & Construction, Inc.

James R. Clevenger
3836 Twin Township Road
Lewisburg, OH 45338
Phone: 937-839-5702
Website: www.eaglefenceconstruction.com

Infintech

Rae DeBord
4010 Executive Park Dr., Ste. 430
Cincinnati, OH 45241
Phone: 513-257-5698
Website: www.infintechllc.com

The Little Paper

Katherine White
104 Esther Drive
Lewisburg, OH 45338
Phone: 888-300-5304
Website: www.thelittlepaper.biz

Tobias Electric, Inc.

Joe & Shirley Tobias
4337 Oxford-Gettysburg Rd.
Eaton, OH 45320
Phone: 937-456-2348

Today's Harvest

Tom & Lisa Jordan, Owners
5859 St. Rt. 320
New Paris, OH 45347
Phone: 937-437-0166
Website: www.todaysharvestfarm.com

The Business Brown Bag Series



The Preble County Chamber of Commerce has partnered with the Preble County District Library and Sinclair Community College to offer workshops for local business owner and budding entrepreneurs.

The April speaker will be **Glen Horton, SWON Libraries, The Future is in Your Hand: Marketing with Social Media and Handheld Devices.**

It will be held on Thursday, April 21st at 12:00 Noon at the PC Sinclair Community College at Washington-Jackson Road, Eaton, OH.

If you want to start a business, or even if you have already started one, you will benefit from this free workshop. The workshop is intended to provide a path for planning so that entrepreneurs can avoid common mistakes.

For resources available from the Brown Bag Series go to:
<http://www.pcdl.lib.oh.us/reference/business/index.html>
-- Director Abby Noland, M.Div, MLS
Preble County District Library

Step 7

Written Orientation & Training Plan

Proper safety training is one of the most important aspects of an effective safety program. New employees need to be taught the company's safety policies, specific job safety requirements and mandated OSHA training. The goal of safety training is not only to convey knowledge, but to develop the proper attitude towards safety and establish safe work practices from the beginning.

All supervisors and management employees need to be put through a thorough safety training orientation. To ensure that new employees are put through the necessary safety training, and that this training is documented properly, new Employee Safety Orientation guidelines should be developed.

In addition to the New Employee Safety Orientation Training the following types of training should be included in your training program:

- * Ongoing refresher safety training.
- * OSHA required follow-up training.
- * Job specific when employees are transferred to different jobs.
- * Follow-up training when behavior indicates retraining is needed.
- * Anytime a new substance, process or procedure or equipment is introduced.
- * On any accidents that could be repeated.

Training should be documented and the documentation should include the date, subject, instructor's name and names of employees receiving the training.

Tammy Purcell, Marketing & Sales
Hunter Consulting