

Progress 2016

A SUPPLEMENT TO:

Sidney Daily News

Industry



Finance

First of two sections
February 25, 2016

The Sidney Daily News

125 YEARS
1891 - 2016



Progress



Utilities

Agriculture



Business



2016 Civic

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Wax Wagon doubles its business in 2015

For the Sidney Daily News

SIDNEY — If the names Wax Wagon America and Michael Keckley seem synonymous, it's understandable. Keckley started developing companies in the 1980's.

"I started Wax Wagon in 1986 in Raleigh, North Carolina," Keck-

ley said. "I sold eight in six months. Then I sold one in Tennessee, 20 in Florida, two in South Carolina."

Thanks to Keckley, there are now more than 40 entrepreneurs operating their own businesses across the United States.

His report continues: I sold the Sidney opera-

tion to Andrea and Scott Borchers two years ago. Their location at 301 S. Ohio Ave. is the first indoor facility offering year round service. Business doubled since they opened the indoor facility. Wax Wagon America still provides mobile detailing for private owners and for corporations

in the Sidney to Dayton area. This year, they added used car lots, truck dealerships and semi owners to their customer base.

New for the coming year, I am testing a "buy here, pay here" model for new businesses. A mobile van, equipment, and training will be provided

to the purchaser, allowing them to pay installments until they own the business themselves.

The Sidney area is a good place to have a business. I appreciate the help I have received from the Sidney Shelby County Chamber of Commerce as he was establishing the Sidney location.

The local Wax Wagon America offers pick up and delivery for customers' convenience. First-time clients get a \$10 discount if they "like" Wax Wagon America on Facebook. To schedule a cleaning or to discuss the purchase of a unit, call 937-710-1086.

Chamber releases annual report

2015 ANNUAL REPORT

Membership - By The Numbers

- Total **522**
- New **33**
- Terminated **37**
- Retention **93%**
- New Member Retention **71%**

By Type (TOP 6)

By Location

ANNA 15	BOTKINS 15	FT. LORAMIE 20	JACKSON CENTER 11	RUSSIA 11	SIDNEY 375	OTHER 75
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Member Benefits

- \$1,281,140** WORKERS COMP GROUP/RETROSPECTIVE RATING SAVINGS
- \$82,344** SAFETY COUNCIL PARTICIPATION SAVINGS
- CHAMBER EXPO**
92 EXHIBITORS
600 ATTENDEES
- 11 BUSINESS NETWORKING EVENTS**
- 1,145 BUSINESS NETWORKING ATTENDEES**
- 9 RIBBON CUTTING GROUNDBREAKING EVENTS**

Chamber Foundation

- 239 SPECIAL INTEREST COUNCIL PARTICIPANTS**
- 514 SEMINAR WORKSHOP ATTENDEES**
- 15,862 WEBSITE SESSIONS**
- 35,734 WEBSITE PAGE VIEWS**
- 399 FACEBOOK FOLLOWERS**
- BROADCAST EMAIL OPEN RATE 29%**
- \$127,465 ANNUAL GIFT CERTIFICATE SALES**

Visitors Bureau

- 10,565 FULFILLED REQUESTS FOR VISITOR INFORMATION**
- ADVERTISING REACH 3,203,581**

Downtown Sidney Business Association

- EVENTS & ACTIVITIES ORGANIZED 34**

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Clients Choice Realty opens Sidney branch

For the Sidney Daily News

SIDNEY — With the introduction of two additional agents, 2015 was another good year for Client's Choice Realty. With the addition of Travis and Jaime Weldy to the Client's Choice Team in April, the company was able to grow into Shelby and Miami counties.

Travis Weldy has submitted the following report:

I am a native of Sidney and is also a teacher in the public school sys-

tem. Jaime is a native of Piqua, but has resided in Sidney for the past 13 years. Our combined experience and knowledge of real estate is shown in our enthusiasm for the trade.

What continues to make us successful is that we cut away the overhead that traditional real estate companies have by eliminating the largest cost - the office! With the progression of technology available today, fewer and fewer productive agents even need an office space; a home office is a

more productive and economical choice. This savings is passed on to you knowing that when you receive great service at a very competitive rate, you will tell your friends about us!

The savings are easily demonstrated as follows: Your home and your neighbor's home are identical in every way and both are for sale at \$200,000. Your neighbor listed with a company that is charging them a 6 percent commission. You decide to list with us and agree that a 4 percent

commission fee is best for your situation (3 percent to the buyer's broker and 1 percent to CCR). If both properties sell for full price, your neighbor will pay \$12,000 in commission while you pay only \$8,000.

The real estate market will see many trends this year as the millennials peak, boomerang buyers make a comeback, and mortgage lending is predicted to ease. Client's Choice Realty and its agents plan to be there to serve all parties interested in purchasing or

selling real estate in 2016 and beyond.

Give us a call if you're wondering how we do it or would like more information. We look forward to talking with you. You can call or text me at 937-538-7456 or by email to: travis@clientschoicerealty.com. To reach Jaime Weldy, call or text 937-538-7457 or email to: jaime@clientschoicerealty.com.

The company's main office is located at 2310 Snyder Domer Road, Springfield. The Sidney branch office's mailing



Travis and Jamie Weldy address is P.O. Box 4594, Sidney.

"Our focus is on the service we provide, not the commission."

RE/MAX ONE has record year of sales

For the Sidney Daily News

SIDNEY — Last year brought a "best year ever" to RE/MAX ONE with record sales of over \$13,000,000 for the Sidney office and the Tipp City office. Two small offices with full time dedicated, hardworking professionals making the buying or selling of real estate as seamless as possible.

"With interest rates rising, ever so slightly,

and a shortfall of homes being marketed, this year promise to stay level but it will take more effort, energy and resolve," said



Smith

Gay Smith, broker/owner. "We are fortunate at RE/MAX ONE to link in to industry changes and updates as they are introduced ... benefitting both our buyers and our sellers."

Her report continues: The year 2015 saw the top of a four-year peak.

The challenge now is to keep it maintained or bettered and to stand firm with the changing laws, banking procedures and approaches to marketing. Good frequent educational commitments make this a doable scenario.

RE/MAX ONE, Sidney, is committed to community support. We are a franchise with worldwide connections; each office is independently owned and operated keeping us in touch with our local area. We are staunch

supporters of many local activities: The United Way, Alpha Center, Shelby County Jr. Fair, Compassionate Care, DARE, the YMCA and we are backing the SCARF drive to raise \$2.4 million to build a rescue/adoption facility for dogs and cats. We are a local company with international connections offering the best service to our constituents with a wide range of working ideas and opportunities for top of the line marketing and sales

procedures.

I see 2016 as another year of challenges but also a year to fulfill them with positive results. We believe in ourselves and in our ability to give outstanding and well researched service to all our customers and clients. We offer complete real estate services to buyers and sellers, a top of the line auction service; on-site or online, and an excellent corporate referral program.

Located at 216 E. Pop-

lar, Sidney, next to the Green Space, and 141 W. Main St., Tipp City, our agents, Lori Shoemaker, Connie Bell, Bill Foster and auctioneer Justin Vondenhuevel as well as the Newsome Team with Marti and Red Newsome, Chris Newsome, David Besecker and Amy Newsome, each looking forward to another year of service to you. Agents can be reached at 937-497-7961 (Sidney) or 937-667-6677 (Tipp City).

Economic recovery continues in Shelby County

For the Sidney Daily News

SIDNEY — A steady economic recovery for Shelby County continued in 2015.

"One indicator of growth was the decrease in the unemployment rate for Shelby

County," said Mike Dodds, Sidney-Shelby Economic Partnership executive director. "The January 2015 unemployment rate was 5.5 percent; by December 2015 the unemployment rate dropped to 4.0 percent. Nearly 900 jobs for Shelby County workers were created or reinstated during that time. The increase in jobs was due to an increase in workload within a number of the County's business and industry partners."

His report continues: Several companies increased capacity to accommodate growth in their businesses. The following are a few examples:

During 2015, Airstream, Inc. moved into a major building expansion at their Jackson Center complex. The project involved the construction of a new 94,000 square foot expansion to the travel trailer manufacturing facility. The additional space is needed to meet the ever-growing demand for their recreational vehicles. Airstream invested nearly \$6 Million for the project including \$4.8 Million in building costs and \$1 Million in machinery and equipment costs.

EMI completed the construction of a new facility in Jackson Center which is needed to accommodate the dramatic growth the company has experienced. The

new building will provide 105,000 square feet for office and manufacturing space and is located at the west end of the Village on West Pike Street (State Route 274). The company will invest \$5.1 Million in the project, create 10 new jobs and retain nearly 100 current jobs in Jackson Center. Ferguson Construction Company in Sidney is the general contractor.

The Sidney-Shelby Economic Partnership is participating in a Site Certification Program sponsored by Dayton Power and Light. The Site Certification Program is designed to identify industrial sites that are ready for development. Companies looking to build new facilities want sites that are ready to go and relatively "risk free." As a result, communities who are seeking to recruit projects need to be prepared to market their sites with a wealth



Courtesy photo

EMI completed the construction of a new facility in Jackson Center which is needed to accommodate the dramatic growth the company has experienced.

of site-related information and data on their community. Companies are not willing to wait for a community to find an appropriate site and determine its suitability for development.

Dayton Power and Light (DP&L) retained McCallum Sweeney Consulting (MSC), a site selection consulting firm based in Greenville, South Carolina, to assist with the certification process. MSC has executed a number of similar programs around the country.

Currently, the Sidney-Shelby Economic



Partnership (SSEP) is preparing documents to certify a 250-acre site and a 150-acre site in Sidney. The certification process requires completion of various studies of the site including environmental, endangered species, archeological, wetland and geotechnical. While the process is very detail oriented and

time consuming, the site, if certified, will become much more marketable and ready for immediate development.

Lippert Components, Inc. (LCI) leased the former THECO building in Jackson Center. The company has made modifications to the existing structure to make chassis for Airstream Trailers. LCI has been making frames for Airstream at a facility in Indiana. Due to transportation costs, LCI deemed it advisable to move the operation closer to Airstream. In addition to trailer chassis, LCI manufactures a number of metal fabrication parts for the RV industry. LCI has hired a number of welders and metal fabrication specialists at the Jackson Center facility.

Tooling Technology, LLC completed construction of a new addition to their facility in Fort Loramie, Ohio to make room for the additional growth and production the company is experiencing. The expansion includes the construction of a 20,000 square foot addition to the existing 86,000 square foot facility with an investment of nearly \$1.5 Million.

The Sidney-Shelby Economic Partnership provided information to over 19 companies considering a location in west central Ohio.



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Middendorf Builders Inc. highlights 2015

For the Sidney Daily News

FORT LORAMIE — The year 2015 was another busy one for Middendorf Builders Inc., and the new home builder attributes its success to the dedication of its skilled workforce and the company's commitment to construction excellence.

Middendorf Builders has been constructing new homes in the area since 1996, establishing a reputation as the premier home builder in Shelby County. "Middendorf Builders care about what we do and take great pride in providing our customers excellent quality and value," said President Mitch Middendorf.

His report continues:

We are very pleased with the progress we made in 2015 and fully anticipate a successful 2016 designing and constructing new homes and additions for local residents.

Middendorf Builders specializes in working with their clients' dreams and ideas, and turning them into a reality with a finished product they will be 100 percent satisfied with.

Middendorf Builders completed six new home projects in 2015. Referrals from past customers have enabled the company to thrive in 2015. We did a majority of our work for clients that we probably wouldn't have been in contact with if it weren't for past customers complimenting the work we did for them."

With the increasing demand for new homes in 2015, Middendorf Builders has been focusing on a new residential subdivision project called "Timber Trail Subdivision" in Anna. We are



This is one of the houses Middendorf Builders completed in 2015.

Courtesy photo

almost finished with the first home in our new residential subdivision in Anna. Each building site is over 1/2 acre, all sites have village utilities and the subdivision is conveniently located just minutes from I-75 and Honda Manufacturing. Ten out of the

32 building sites are wooded with two of these wooded lots over 1 acre in size. These sites also have a 4-year tax abatement, which on a \$300,000 property is more than \$13,200 in tax savings. The village of Anna has been fantastic to work with as we are

working together to give Anna a wonderful subdivision the community will be proud of. We have plans to construct three homes in Timber Trail starting in the spring of 2016.

We are preparing for new challenges and opportunities that 2016

will bring and we hope to build on the accomplishments of the past 19 years we have been in business. We look forward to working with our new clients in 2016 to provide them with an enjoyable, full service building experience. We would like to thank all of

our past customers and look forward to establishing new relationships with new customers in 2016.

Further information about Middendorf Builders Inc can be found at www.middendorfbuilders.com or you may call us at 937-295-4219.

Holloway Sportswear in a rewarding industry

For the Sidney Daily News

SIDNEY — Holloway Sportswear has operated in Shelby County since 1946. Holloway is a trusted sportswear brand



Vondenhuevel

known for outstanding product quality, selection, and excellent customer service.

Holloway apparel is primarily sold through a national

network of retailers and screen-printers. Holloway dealers typically embellish the apparel and sell it to a team or organization.

"We are in a really rewarding industry," said President Mark Vondenhuevel. "Our purpose is to make an impact on our customers and be a part of many great moments. We see ourselves as part of Christmas morning when an athlete is gifted a hard earned letter jacket. We see ourselves as part of the state cham-

ampionship team wearing Holloway."

"Our team is committed to this higher purpose," continued Vondenhuevel. "We are completely focused on helping our customers succeed. It takes the commitment of our entire team for us to succeed."

Holloway continues to invest in the future and expand into new markets. In 2015, Holloway launched a direct to consumer website. The website, holloway-

sportswear.com, allows individuals to purchase Holloway products for everyday use.

"The Holloway brand has been around for 70 years and has a sterling reputation. If you ask any coach they will tell you that the Holloway quality is unbeatable," said Marketing Director Brad Sullivan. "We believe we have an opportunity to expand the brand and sell directly to consumers."

In order to fuel the growth of the core business and new the

consumer business, Holloway continues to expand its product line. Holloway is well known for a product line that features varsity jackets, polo's, jackets, performance apparel and accessories. In recent years, Holloway has expanded into the uniform market. Holloway now offers uniforms for baseball, softball, basketball, hockey, track, and volleyball. The growing uniform categories are being fueled by the addition of custom sublimation technology.

Sublimation is a process that infuses design lines and decoration directly into a fabric. The advantage of sublimation is that it gives a customer the ability to build their uniform online to their exact specifications.

With new markets and new products the future at Holloway is bright. In 2015, Holloway's parent company made a decision to completely transition the operation of Seattle based sister brand, High Five Sportswear, to Sidney, Ohio. The move was a vote of confidence in the Holloway team and brought additional jobs to the region.

High Five Sportswear is a great complement to Holloway. The brand is sold to a similar customer base and focuses on uniforms with special expertise in servicing large league orders. High Five is primarily known for servicing a price conscious customer. The brand is very strong in the soccer market and also carries baseball, softball, volleyball, and basketball uniforms.

"We are very excited about growing both the Holloway and High Five brands so that we can play a larger role in the success of our customers," said Vondenhuevel. "I am privileged to lead such a talented and committed team and look forward to a strong 2016."

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Dickman supply to open new Marysville facility in 2016

For the Sidney Daily News

SIDNEY — In 1953, Dickman Supply opened for business as an industrial mill supply house in the small town of Sidney, Ohio, and has since grown to become one of Midwest Ohio's



Geise

leading suppliers of electrical and industrial products. With established locations in Sidney, Greenville and Celina, the company decided to expand eastward by opening a fourth branch in Marysville in November, 2013. The small facility located on North Main Street allowed Dickman to explore the area's need for their products and services.

"There are always challenges when entering a new market," says Tim Geise, President and owner of Dickman Supply. "In Sidney, we are a household name. If someone has not done business with us directly, they have at least seen our trucks around town or our name through community involvement. With Marysville being an hour away from our

head quarters, we knew we would have to rely less on our name and more on our quality products and outstanding service to establish relationships with our customers."

The company's strategy has proved to be successful. Just two years after entering the Marysville market, Dickman has well outgrown their current facility and are in the

process of building a new 15,000-square-foot facility on Industrial Drive. The new building is expected to be completed and open for business on May 31, 2016, exactly 25 years after moving into their current Sidney headquarters and will feature a walk-in store front for the public as well.

"We are thrilled to be moving into a larger facility," says Geise.

"With over 100 brands of products, superior technical support and value added services, we have a lot to offer. The additional space and resources will help us maximize our capabilities and take our service of the Marysville area to a whole new level."

With this kind of growth, it won't take long before Dickman Supply is a household name in Marysville, too.

Serenity Yoga opens in downtown Sidney

For the Sidney Daily News



Grover

SIDNEY — When Jim Gover took his first yoga class, over four years ago, he knew he had found something he had to share.

"I began taking yoga as a way to reduce stress and become more physically fit," said Gover. "After a couple years of practice, I began looking into becoming a certified yoga instructor."

His report continues: "I am now certified through Yoga Alliance after completing a 10-month training program. Knowing that there was not a yoga studio in Sidney, in mid-October 2015 I opened Serenity Yoga and Wellness Center in the lower level of The Historic Murphy Building.

Services offered by Serenity Yoga are yoga, pilates and barre fit. They also sell yoga supplies, yoga mats, blocks, straps, and cleaning supplies. Several types of yoga are also offered such as vinyasa, Kripalu, hot yoga, basics and beginners.

In 2016 Serenity Yoga plans to offer additional classes and times including yoga workshops. Serenity Yoga is also actively looking for massage and wellness service professionals to add to the services offered.

Located in the lower level of 110 E. Poplar St in Sidney, Ohio, Serenity Yoga brings Yoga to Sidney in a safe, comfortable and non-judgmental environment suitable for men and women of all skill levels.

For the most current schedule go to the webpage at SerenityYogaSidney.com. For any inquiries email info@serenityyogasidney.com.



Courtesy photo
This is some of the mats and equipment used at Serenity Yoga and Wellness Center.



Choice One Engineering opens third office

For the Sidney Daily News

SIDNEY — The year 2015 marked an important year for Choice One, as they opened their third office in

Portland, Indiana. Taking on this effort is Vice President Ryan Lefeld, who states, "We take pride in delivering enjoyable customer experiences with expert civil engineering and surveying services. Building a relationship with our clients who value the same core values as we do is important. The Portland community has been extremely supportive

of Choice One and is a great fit for us."

Tony Schroeder, P.E., P.S., president, has issued the following report:

"Clowning Around for Charity" was the theme of the 15th annual Charity Cup. The charity beneficiary group was the Miami Valley Down Syndrome Association. Families of the organization were able to spend a day at Young's Dairy Farm in August with the donations. With everyone's generosity, \$3,846 was raised on their behalf. Each year the Choice One Charity Cup brings together clients, colleagues, and friends in a fun atmosphere that includes a team cornhole challenge tournament. This year, it was an



Vice President Ryan Lefeld cutting the ribbon on the opening day of the Portland, Indiana, office.

Courtesy photo

exciting victory for the Centerville-Washington

Park District, as they took home the coveted

traveling trophy as well as being awarded funds to donate to a charity of their choice.

In April, employees and their spouses took a company trip to Ann Arbor, Michigan, for a weekend away to enjoy each other outside of the office. While in Ann Arbor, they toured the University of Michigan facilities including the field, locker rooms, and stadium. Entering the doors of the Wolverines was a bit of a battle for a company compiled mostly of Buckeyes, but like any Big Ten university, the facilities were first-rate and fun to experience. While visiting Michigan, the company also took in some bowling, toured the Henry Ford Museum, did a tasting at a brewery, and participated in a heated and physical game of Whirly Ball. Fortunately no one was hurt ... that bad.

In October, Choice One employees exceeded their United Way donation goal by donating an average of \$784.50 per employee, making a total donation of \$25,888.48 to the 2015 United Way campaign. To celebrate, the company took a

poker run canoeing trip down the Great Miami River. The day was filled with over turned boats, lost oars, lots of laughing, and a fierce competition to the finish line in the pouring rain. Overall, it was a memorable day, to say the least.

Choice One Engineering's success is most reflected through the success of its Clients, including (but not limited to) the cities and villages of Mason, Fairborn, Enon, Kenton, New Carlisle, Wapakoneta, Sidney, Troy, Tipp City, Vandalia, Ada, Russia, Minster, New Bremen, Brookville, Versailles, Botkins, South Lebanon, Fort Recovery, New Carlisle, Fairfield, Geneva (Indiana), and the Shelby County Commissioners to name a few. They have also worked on local notable projects: the Newport Sewer System, South County Road 25A in Tipp City, the 30-inch Raw Water Transmission Main project in Sidney, the Jackson Center School Addition in Jackson Center, Bethel Schools Site Development in Miami County, and Cornerstone Development in Centerville.

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FDL achieves new sales record, sees continued growth

For the Sidney Daily News

SIDNEY — The year 2015 was the fifth consecutive one in which FDL Automation & Supply broke revenue records. The full-service electrical distributor serves west central Ohio, selling electrical equipment to the contractor, original equipment manufacturer, and the industrial market. Several factors contributed to the continued momentum, according to Gary Heitmeyer, president and owner of the Sidney-based business. His report follows: Last year, FDL sales



Heitmeyer

revenues increased to the highest level ever, surpassing our previous record-setting years in 2011, 2012, 2013, 2014, and 2015. Five years of consecutive growth is quite the milestone in our company's 35-year history. For 2016, we see business remaining steady in most markets, with moderate growth from our core customer base. Our industry, as a whole, forecasts growth to be flat in 2016. The FDL inside sales team remains 100 percent CEP (Certified Electrical Professional) certified, and ready to serve

our customers. CEP certification identifies the holder as having demonstrated expertise and professionalism in areas such as product knowledge, customer service, sales skills, and communication skills, giving each added credibility in the electrical industry. One of our account managers and one of our automation specialists are also CEP certified. Additionally, inside sales representative Rob Sibert is Level 1 thermography certified, specializing in our line of FLIR infrared cameras. The 2015 year led to increased and continued focus on non-traditional full service offerings to our customers in the

lighting, The Internet of Things (IoT), and Connected Enterprise market spaces. Our team is able to assist customers from idea generation, through product selection, all the way to installation and implementation for lighting projects, including upgrades and new construction, while securing all available rebates. The Internet of Things is the connectivity among devices and the Internet, which includes how those devices transfer data between different points without the need for human interaction. Our team of experts will help guide customers through this increasingly complex maze to assure they

implement the best possible solution to suit their application needs. The FDL family remains very dedicated to our community. Throughout 2015, we opened our conference and training center to numerous not-for-profit organizations including the Sidney-Shelby County YMCA, Shelby County United Way, the Logan and Shelby County Boards of Education, and the National Federation of Independent Business Owners (NFIB). In addition to opening our facility to assist our community, our employees participate in a number of volunteer endeavors throughout the county; some of these

include the Sidney-Shelby County YMCA, the Shelby County United Way, S&H Products, Sidney City Schools, and Anna Schools. Once again last year, through the generosity of our employees, FDL reached Platinum Level – a total gift of at least \$250 per employee – with the United Way. As FDL progresses into 2016, we will provide quality products backed by technical expertise and customer service to simplify our customer's automation requirements. We look forward to continuing our work with our long-time and loyal customers and meeting and growing with the new.

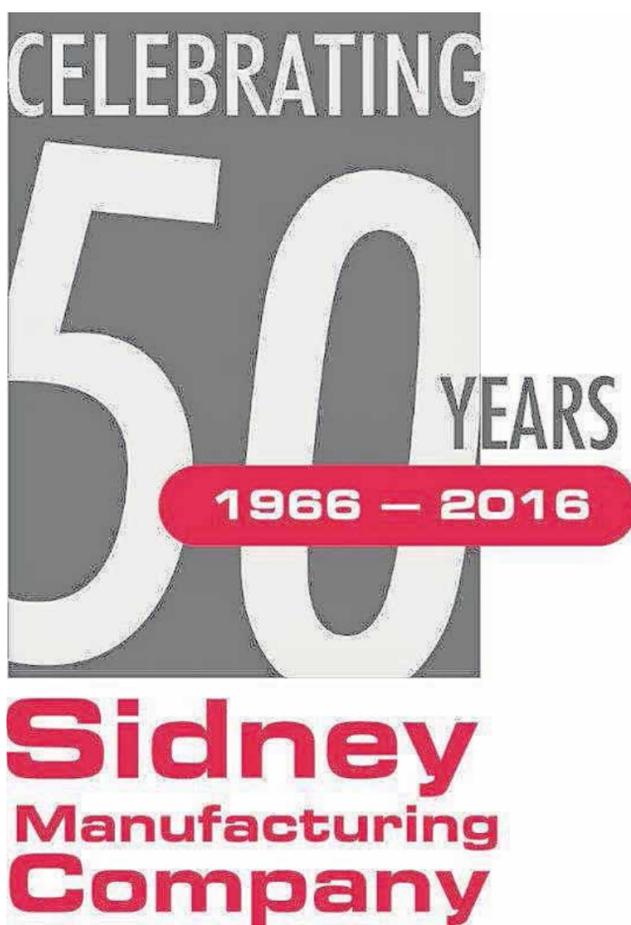
SMC has third highest year in sales in 2015

For the Sidney Daily News

SIDNEY — Sidney Manufacturing Co. (SMC) is a well-established manufacturer of material handling equipment used in conveying wet and dry bulk materials. Some of the materials are grain, wood by-products, animal feeds, pet foods, coffee beans, brewer's barley & malt, fruits and vegetables. President Steve A. Baker has released the following report: The year 2015 started out with a slow production schedule and it was one of our more challenging years in many aspects. However, it turned out to be a positive and successful year with total sales being the third highest in company history. The SWR Drag Conveyor

and the Special Purpose Personnel Elevator remain our top two products. We had a slight increase in the SWR shipments, while the SPPE's and Support Towers were approximately the same as the previous year. We also manufactured Bucket Elevators, Gates and Valves, a Distributor and Screw Conveyor. We shipped several Drag Conveyors to Canada, while the remaining products were shipped across the United States. We experienced a greater demand in 2015 from our pet food customers to provide a food grade finish which means full welds grinded down to a specific tolerance. We have seen this trend coming and expect that all of our pet food customers will require the food grade finish in the future.

The After Market/Repair Parts that we provide keep our equipment running smoothly and producing for our customers. The immediate availability of repair parts along with quality customer service is what brings customers back each year. The continued success of our company is due in a large part to our loyal and dedicated employees who range in service from five months to forty three years. We are very excited as our company is celebrating its 50th anniversary in 2016 and we are forecasting it to be another strong year. We are the oldest and longest continuous manufacturer in Sidney and Shelby County, as our heritage originates back to 1859. Paul Borders is the executive vice president. of the company.



Lacal markets products at new plant

For the Sidney Daily News

JACKSON CENTER — The year 2015 was another successful one for Lacal Equipment Inc. of Jackson Center, Ohio. Lacal is a manufacturer and marketing company that produces after-market replacement parts for various type of equipment used and maintained by cities, village, counties, state as well as private contractors. "Our primary emphasis is parts for all the various makes and models of street sweeping machine,

highway and commercial tractor drawn mowing equipment parts, along with snow plowing equipment parts and specialty parts and specialty items our customers might need," said President Roger W. Detrick. His report continues: Lacal's engineers and markets its products at our new plant on state Route 274 in Jackson Center, Ohio, built specifically for the production and marketing needs of the company, both for the present and future. Our sales efforts

include trade shows, printed advertisement and direct sales force located at our plant. Our Company uses no sales agents or outside representatives. All sales are handled at Jackson Center by our very experienced and capable sales staff. We supply replacement parts to customers in all 50 states as well as Canada, Mexico, and some additional international business gained thru our extensive internet site. We recognize that being a repair parts sup-

plier requires first and foremost that the items supplied be of absolute top quality. Secondly, we must have in stock ready for immediate shipment, virtually and all parts that customers might need, and be flexible enough as an organization to quickly manufacturer and supply the unusual items they require. Our organization and facility allows our company to meet our customer's needs and expectations. Lacal continues to invest in the latest engi-

neering concepts which enable Lacal to quickly and efficiently engineer and all manufactured products to enhance sales. Lacal now has two CNC machining centers and two CNC lathes that improve our in house capabilities, and Lacal modern power coating systems enables us to provide a quality finish to our parts. Lacal also sub-contracts fabrication work to several area companies. Lacal's huge inventory and more than 18,000

different parts drawings allows us to manufacture and ship with very modest lead time. Lacal's 33 years of history makes us a leader in our industry and the knowledge we have accumulated helps support our customers parts requirements and technical questions. Our products and people do selling and Lacal's outstanding group of 40 employees with many years of experience contribute to our growth as we enter in 2016 with optimism.

Quality Steel Fabrication sees strong, steady growth

For the Sidney Daily News

SIDNEY — Ted Daniel, vice president of operations, reports Quality Steel Fabrication's (QSF) pace of economic growth is strong and steady, achieving record sales over the past five years. Daniel reports

that QSF is a full service precision sheet metal and light industrial metals fabrication company. QSF works with various types of material including Stainless Steel, Cold Rolled Steel and Aluminum plus many Specialty materials. "For over 14 years

Quality Steel Fabrication has provided quality sheet metal fabrication with an emphasis on customer service, by focusing specifically on the needs of customers. QSF created a long list of satisfied customers that continually turn to them for future needs. Their

commitment is to save time and provide exceptional overall value," said Daniel. His report continues: QSF provides metal products and services to many different companies, representing numerous markets and industries. Here are a few of

the primary markets they serve: RV, food service, printing, medical, robotics, telecommunications, transportation, renewable energy, and much more. While there are many choices available for sheet metal fabrication, their one-on-one approach to the customer

relationship provides a difference that offers many advantages, including economics, which set them apart from the rest. From conception to final production, QSF is there to work with the customer on every step to insure solutions that

See STEEL | 8

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Local company sees continued growth

For the Sidney Daily News

FORT LORAMIE — Custom Foam Products Inc. has grown from a 3,200 square foot barn in Yorkshire, Ohio, at its start in 1998 to its 84,000-square-foot facility today in Fort Loramie, Ohio.



Sherman



Fullenkamp

Custom Foam Products Inc. is an innovative fabrication company specializing in foam materials for a broad range of applications and a variety of markets. Co-owners Nick Fullenkamp and Steve Sherman have submitted the following report:

Since 1998, we have built a sound reputation for maintaining high

quality standards as well as on-time delivery and competitive pricing. We fabricate foam products in virtually every shape, size and configuration using expanded polystyrene (EPS), polyethylene, cross-link polyethylene, molded polyethylene, polypropylene, polyurethane, neoprene (chloroprene) rubber, anti-static foams, foam with PSA and plastic corrugated. Custom Foam currently services the needs of the market in automotive, medical, upholstery, electrical, consumer products, electronics and many other industries.

Custom Foam Products Inc. offers complete design assistance from concept through delivery. Support which includes evaluation of project requirements and goals, selection of materials, design and development of prototypes with cost analysis in mind, and customer satisfaction at a competitive price.



These are some of the products made by Custom Foam Products, which is located in Fort Loramie.

Courtesy photo

Custom Foam continually assess new products, applications and fabricating methods to ensure the most effective product and ideas in the market currently.

A key competitive advantage that allows us to offer the highest level of customer service is the warehousing capacity we

have in our 84,000 square foot facility. We are able to keep large quantities of standard and special materials in stock. Our on-hand inventory enables us to provide quicker turnarounds and shorter lead times. In addition, we have ample space to accomplish any size project efficiently

and effectively with the latest equipment in a clean work environment.

Our fabrication capabilities include sheeting, skiving, slitting, sawing, convoluting, contouring, profiling, water-jetting, and die cutting, while our assembly methods entail gluing (hot melt rollers and guns), ure-

thane spray adhesive and heat welding. Our capabilities are continually expanding to meet the highly specialized requirements of our customers' demand.

The company, which is located at 900 tower Drive, Fort Loramie, employs 50 people.

McCrate, DeLaet & Co. face new challenges

For the Sidney Daily News

SIDNEY — "The local economy continued to show overall improvement across our client base, yet new challenges persist as we move into 2016," said Mark Hoge, CPA, CVA, manager of McCrate, DeLaet & Co.

His report continues:

The most common challenges our clients are facing pertain to increased reporting and regulation from the Affordable Care Act, competition for talent and skilled labor, succession planning, and dealing with the ever changing financial statement and tax reporting requirements. McCrate, DeLaet & Co. has a team

of professionals that stays abreast the latest regulations and planning strategies so that we can assist our clients when facing these challenges.



Hoge

Late in 2015 many local businesses spent a great deal of time and resources understanding and meeting the compliance requirements related to the Affordable Care Act. In addition to the new healthcare reporting requirements, businesses and individuals alike had a difficult time with year-end tax planning due to the uncertainty surrounding the 2015 tax laws. In mid-December Congress provided some clarity on several tax extenders, which will provide a significant ben-

efit to many individuals and businesses. In place of the typical one year extension on many of the tax provisions, Congress made several of the provisions permanent. This tax law clarity will greatly aid our team in providing effective tax planning for 2016.

Our firm has seen an uptick in merger and acquisitions during 2015, in addition to business succession planning. This is expected to continue for the foreseeable future as the baby boom generation begins the transition into retirement. Additionally, we continue to experience a high volume of gift and estate tax activity. These specialized areas provide great opportunities for tax planning. Coinciding with these activities we have seen growth in

the demand for business valuations.

Our firm maintains a strong focus on the agri-business and farming industry. 2015 provided unique challenges in this industry, which can make proper tax planning particularly important.

On the audit and assurance side of the practice, we maintain a focus on conducting audits of non-profits and employee benefit plans. The recent trend of increased regulation and scrutiny on these entities will continue to highlight the importance of proper audit reporting.

McCrate, DeLaet & Co. added two new experienced employees in 2015. Tiffany Crawford joined the firm in August with eight years of prior public accounting experi-

ence. She specializes in taxation of closely held businesses and individuals. Tiffany received her Bachelor's degree in accounting and her Juris Doctorate from Ohio Northern University. Shelby Ehemann started at McCrate, DeLaet in October after prior experience as an auditor for the State of Ohio. Shelby specializes in audits of closely held businesses, non-profit organizations, and employee benefit plans. Shelby has a Bachelor's and a Master's degree in accounting from Ohio Northern University.

McCrate, DeLaet & Co. has specialists in taxation (corporate and individual), accounting, auditing, business advisory services, and business valuations. Our team has experience

in various industries including, but not limited to agri-business, farming, construction, retail, trucking, nonprofits and various types of manufacturing. We strive to meet the needs of our clients' companies and their families while understanding the challenges of their industry. Using our technical and industry expertise, we consult with our clients on retirement, transition, and estate planning matters. We also assist clients with transactions involving the purchase or sale of a business or real estate.

Please contact us at (937) 492-3161 or visit our website at www.mccrate.com and we will be glad to assist you with any of your accounting, audit, or tax needs.

Steel

From page 7

are both timely and cost effective. At QSF, customers are not numbers or sales figures, they are the reason QSF exists and therefore a vital part of the company. This is something they aim to show from the very first

meeting.

Manufacturing is a fundamental part of America's backbone and they are proud to do their part. Their commitment to excellence in manufacturing has allowed them to achieve a quality rating of better than 99.95 percent. Companies expect their vendors to supply parts that work and to stand behind their

products. This is exactly what QSF does. They adhere to close tolerance standards in all of their sheet metal fabrication. This is an elevated standard that ensures a product which fits the needs of even the most precise specifications, as well as the most demanding clients. "Close" or "in the ball park" are not phrases QSF is familiar with. We

only deal in terms like "exact" and "precise".

Please take a moment to review www.qsfab.com. View the "Products" page for pictures of items that QSF manufactures. There you will find a vast range of capabilities from simple brackets to complex assemblies. The "Capabilities" page offers a complete listing of the services and materials

available to meet your needs.

The QSF customer base represents a diversity of industries. The extraordinary level of customer satisfaction is maintained with years of experience and a highly qualified staff. QSF possesses the proper blend of experience and knowledge to help complete any project thrown on

the table, resulting in a level of satisfaction that will make QSF the only choice in sheet metal fabrication. Their expertise becomes your asset.

Quality Steel Fabrication new expanded location is 2339 Industrial Drive in Sidney, Ohio. Contact Bob Brunswick or me at 937-492-9503 for all your fabrication needs.

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FSA administers federal programs in Shelby County

For the Sidney Daily News

SIDNEY — The United States Department of Agriculture's Farm Service Agency serves producers in Shelby County and administers Federal programs, authorized by Congress, for grain, livestock, and soil, water and wildlife conservation.

"The local Agency is located in the Shelby County USDA Service Center at 820 Fair Road in Sidney. Co-located with OSU Extension, the Natural Resources Conservation Service, and



Farley

the Soil and Water Conservation District, we all work together to meet all of the agricultural needs of Shelby County," said Latham Farley, Shelby County FSA executive director.

His report continues: Shelby County has roughly 1,100 farm operators and more than 175,000 acres of cropland. These numbers have stayed fairly steady over the past few years. Our producers planted a total of 12,400 acres of wheat, 77,000 acres of corn, and 94,500 acres of soybeans in 2014. From the previous year, this is no change for wheat, a 5 percent decrease in corn and a 6 percent increase in soybeans.

Shelby County is recognized as one of the top counties in the state for many agricultural categories. According to 2011 National Agricultural Statistics Service data, of the 88 counties, Shelby ranks fifth in number of hogs, ninth in cattle, and 10th in total milk cows. Unfortunately, the hog industry was hit hard by the Porcine Epidemic Diarrhea (PED) virus, and the poultry industry by the Avian Influenza "bird flu" this past year.

Weather patterns this past year created an interesting crop growing season. Although we may have been close to our average annual rainfall, it came in heavy concentrations! Wheat contained

vomitoxin and sprout which was a problem when selling the grain, and corn and soybean yields were estimated to be 15-25 percent lower due to excessive moisture. An estimated 2,000 acres of cropland were either prevented from being planted or the planted crop failed due to the standing water. Fall was just the opposite because the weather changed the complete opposite direction. It was much drier than most years allowing farmers to complete harvest and fall tillage earlier.

Farmers and livestock owners were unable to participate in 2014 Farm Bill programs until 2015 due to the creation of

software and rules for the new USDA programs. Once the programs and rules were established, producers elected a program and enrolled in the ARC and/or PLC programs for the 2014 and 2015 crop years simultaneously. This required many producers to make numerous trips to our office to ensure all necessary paperwork was completed by the appropriate deadlines. The combination of low crop prices and the wet weather causing lower yields, the ARC and PLC programs may trigger a payment for the 2015 crop year.

The year 2015 was a big one for our Conservation Reserve Program

(CRP). A total of 63 acres of waterways were installed to reduce soil erosion, the most our office has ever contracted. Farmers saw a huge benefit of having these waterways with the wet spring. A total of 80 acres of grass habitat was planted to benefit upland birds and other wildlife.

What do we anticipate in 2016? The ARC and PLC program sign-up will flow much easier since we will only be dealing with one year. This will also be another big year for conservation. We have already approved more contracts for the 2016 crop year than we did in the total 2014 crop year with many months to go.

Shaffer Metal Fab sees increase in sales volume

For the Sidney Daily News

SIDNEY — Shaffer Metal Fab is a contract manufacturer capable of providing sheet metal fabrications,



Murray

machined components and powder coating per customer specifications.

"Over the past year, the sales volume continued to increase, especially in the final two months when we experienced growth of over 11 percent. Much of this increase included the core industries that Shaffer serves including lighting, furniture, store fixturing and food service equipment. We also increased our customer base by 10 percent," said Skip Murray, sales manager.

His report continues: The most significant operational investment we made into our business was our successful implementation and ISO 9001 certification which we achieved early in the year during the first quarter. This certification has allowed us to target a few specific customers bound by internal company requirements to only procure material from quality certified suppliers. Shaffer has always operated under the guise of these expectations regarding quality



This picture shows Marjorie Whitt removing a finished part from Shaffer's newest CNC Horizontal Machining Center, while Mitch Duckro checks the efficiency of a part currently being machined. Courtesy photo

procedures but now we are officially certified.

Capital investments continued primarily with machining as we purchased another CNC vertical mill, another CNC horizontal lathe, as well as a CNC horizontal machining center which will allow us to machine multiple sides of the work piece without relocating the part. Additionally, this machine

allows for part changes while the machine is running. These purchases give us the ability to take on more capacity and, more importantly, allow us to provide the ability to efficiently produce complex parts which differentiates us from much of our competition. We will continue to invest in this area of our business as demand continues to increase.

Shaffer's powder coat operation continues to provide more and more finished products to our customers, especially those looking for one-stop shop capabilities beyond fabrication and machining. The powder coat system is state of the art and is performed in an environmentally enclosed area to control temperature, humidity and cleanliness. Powder

is applied with an eight gun automatic Nordson spray booth capable of handling long runs with uniform consistency while manual guns are used for shorter runs. Finishes are available in a wide range of colors, glosses and textures. Shaffer's greatest asset is the knowledge and experience of our dedicated employees. And the challenge endures to

find additional qualified individuals as we grow the business. As for the future, we plan on focusing the majority of our service efforts on growing our core account base while we continue to seek out new logical business opportunities too as we turn the calendar to 2016. Shaffer Metal Fab Inc. is located at 2031 Commerce Drive.



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Sollmann Electric continues success in 2015

For the Sidney Daily News

SIDNEY — Sollmann Electric Company, located at 310 E. Russell Road, Sidney, Ohio, had another successful year in 2015.



“Our sales have remained constant and I am pleased with the amount of projects that were in Shelby County,” said Jeramie Sollmann, president. “The Airstream expansion in Jackson Center was a nice local project for us.”

His report continues: The 93,000 square foot expansion to the Airstream plant that finished up in mid-summer 2015, provided local contractors with work in addition to providing future jobs to the people of Shelby County. It’s great to be a part of a project that helps the Shelby County economy. Other Shelby County projects we worked on in 2015 include the Shelby County Courthouse Lighting Replacement and the Wilson Memorial Hospital Medical Office Building Addition.

The Shelby County Courthouse project was a replacement of all inte-

rior lighting with energy efficient light fixtures and the replacement and addition of exterior lighting. The lighting replacement will greatly reduce the energy costs of the courthouse as well as enhance the outside illumination of the beautiful building. The 88,160 square foot Wilson Memorial Hospital Medical Office Building expansion project started in January 2015 and is scheduled to finish up in February 2016.

Other major projects in 2015 include: City of Lima Emergency Generator, Lima; Ashley New Furniture Store, Defiance; American Pan Office Addition, Urbana; Regal Beloit New Reliability Lab, Tipp City; Honda of America HSO Office Renovation, Marysville; and Honda MRO Crossroads New Business Center, Bellefontaine.

Our continued success comes from our highly-skilled electricians and professional staff. We are very fortunate to have a high retention rate of employees both in the field and in the office. Our electricians make up 270 years of combined employment with Sollmann Electric and our office staff make up over 110 years of combined employment. Our electri-



An Airstream travel trailer is being produced in the new plant expansion in Jackson Center. This is one of the projects that Sollmann Electric worked on in 2015.

cians have been with us an average of 10 years and our office staff an average of 17 years. This year many employees were recognized at the company Christmas party for their years of service including two 5-year, two 10-year, two 15-year, one 20-year, and one 40-year anniversary.

Even with our high retention rate, we still need more electricians. I encourage young people to learn about the programs offered by the Upper Valley Career Center (UVCC)

in Piqua and the Miami Valley Career Technology Center (MVCTC) in Clayton. The School-to-Apprenticeship program offered by these career centers allow high school seniors to work while attending school. We have also made some changes in our apprenticeship program. Now the majority of the in-class work is done on-line and the students attend a hands-on lab once a month. Anyone interested in a position with Sollmann Electric Company may apply in

person Monday-Friday, 8 a.m. to 4 p.m. or call the office at 937-492-0346 to schedule a time to come in and apply. There is no experience required. Sollmann Electric Company will provide on-the-job training.

As for the future, so far 2016 has been decent with some good-sized projects in progress and some new projects lined up as well. Some of the 2016 projects include: Emerson Innovation Center at the University of Dayton, Dayton; Crown Equipment Corpora-

tion Plant 7 Expansion, New Bremen; Tigerpoly Building No. 4 Addition, Grove City; Troy Christian School Gym/Classroom Addition, Troy; Fairhaven Replacement Generator, Sidney; Ottawa-Glandorf Elementary School Addition, Ottawa; CAPT New Machine Line, Celina; and Goodwill Miller Lane New Building, Dayton.

To learn more about Sollmann Electric Company, visit their website at www.SollmannElectric.com or contact me at 937-492-0346.

Crale Builders specializes in residential, commercial construction

For the Sidney Daily News

SIDNEY — Crale Builders Inc., 3486 State Route 29, is a general contractor specializing in residential and commer-

cial construction since 1995. The owners of the company, Craig Kuck and Dale Bensman, have been committed to offering quality products and services in the communities

that they serve. Their report continues: We utilize a staff of qualified and experienced design and construction professionals and choose subcontractors and mate-

rial suppliers who share in our commitment to customer satisfaction. Crale is committed to achieving the highest level of craftsmanship, quality, and productivity.



This is one of the homes Crale Builders completed in 2015. Courtesy photo

This past year the residential housing market has been strong and we have been able to record another year of growth in our sales. Our process allows our clients the comfort of working with the same staff through their entire construction process. From concept to completion, we offer “total project development services, which includes design and drafting services, construction management and general contracting on a professional yet personal basis.

Our expanding focus of remodel renovation work and additions has also contributed to servicing another area of the residential market. Our projects have included complete kitchen renovations, bathroom remodels, custom shower installations, living area additions, basement finish work, and roof replacements. We pride ourselves that no job is too small and when a client has a project in mind, no matter the volume of work, we will assist them with their needs.

We have seen another year of expanding our general services provided to our commercial clients. Each year we increase our client base and adapt our offerings to meet their needs. Our experience in the construction and maintenance field allows us to offer a wide range of services to our customers. In the past year we have completed office demolition and construc-

tion, large concrete replacement projects, interior remodel work of offices and bathrooms, snow removal services, and general service repairs and maintenance. We have focused on responding quickly to any project, so that our customers can continue with their normal business activities. We have committed to diversify and expand our services to this sector so that we can continue to grow our company.

Our company also offers general contracting and construction of small and large commercial projects. We pride ourselves on working with our clients with the expertise and knowledge required and at affordable price. From design and drafting the plans to permitting the project, we form a working relationship with our clients to complete their project.

Over the past 20 years, with dedication and direction and based on client demands, Crale has evolved to a full service company offering quality residential and commercial services. Our sales increased again this last year and we will be taking on more staff to keep up with demand. We currently have projects contracted and we are in the design and drafting process with new potential customers. We are looking forward to another year of working with new and past customers to manage the services that they require.

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Since 1965 Emerson Wagner Realty has been providing top Quality Service to our clients in a five county area surrounding Sidney. We have seen many changes in our industry over the last 50 years, but one thing has remained constant, our commitment to providing knowledge, experience, honesty, and integrity to our clients!

Emerson Wagner Realty Agents are the best trained in the industry and are uniquely positioned to help our clients, as we truly are the experts when it comes to “knowing what is going on” within the communities we serve. For example, we were the first real estate office to get involved with the City of Sidney’s new sewer regulation that will impact all of the residents in Sidney, we are able to bring about change to protect them and avert potential lawsuits. It is situations like this where our leadership and experience shine through and confirm our position as the leading Real Estate Company in the area.

Emerson Wagner Realty has 2 state licensed appraisers and many of our agents have over 20 years of experience. We combine a seasoned team with the newest marketing tools in the industry, to help our clients market their homes in this high tech world. You can visit us on our website at www.emersonwagnerrealty.com or on our facebook page.

The housing market in 2015 was strong as low interest rates combined with the loosening of mortgage lending by the banks provided a good environment for people to buy homes. 2016 appears to be much of the same as interest rates continue to be low and banks are actively seeking clients to finance loans for.

With the new expansion of Plum Ridge North now is the time to reach out to Emerson Wagner Realty, the exclusive listing agency for these lots. There have been 22 lots sold since the expansion opened and there are 19 lots remaining for sale. There is adequate ground to build your dream home or purchase one of the new homes now being built in this wooded area. The pricing is more than competitive.

The Ohio Association of Realtors honored Tom Middleton and Carol Freisthler with the President’s Sales Club Award. Tom was recognized for Sales in Excess of \$2.5 Million with the Award of Distinction and Carol was recognized for Sales in Excess of \$1 Million with the Award of Achievement. These realtors performed at the highest level when compared to others in the industry--in this industry it is easy to say you’re the best, but the proof is in awards like this that come from the Ohio Association of Realtors.

In addition, the following agents received special recognition from our Office Awards reaching the Gold Club. These agents had high production in sales for 2015. Those agents are: Peggy Baird, Tammy Barhorst, Logan Billing, Cheyenne Childs, Carol Freisthler, Tom Middleton, Christy Nicolas, Susan Shaffer, Dave Siegel, and Ruth Ann Tillman.

The company operates out of offices in Sidney, Troy, Russia and Urbana and has additional agents in Fort Loramie, Botkins, Jackson Center, Anna, Versailles and St. Marys. We can also lead buyers to properties for sale in Auglaize, Mercer, Shelby, Logan, Miami, and Champaign Counties. In 2015, as an ever growing company, Emerson Wagner Realty welcomed the addition of Susan Shaffer in the Sidney Office, as well as Micki Faulkner, Tina Murphy, and Matt Grubb in the Urbana Office. You can follow us via Facebook or on our website: www.emersonwagnerrealty.com.

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Eikenberry Retirement expands in 2015

For the Sidney Daily News

SIDNEY — Eikenberry Retirement Planning (ERP) has always strived to provide exceptional service to their clients. And, 2015 was no different.



Boeckman



Eikenberry

“Just like a doctor finds the best remedies to keep his patients healthy, we look to provide the quality information for our clients’ retirement accounts,” John Eikenberry, president of Eikenberry Retirement Planning, said. “We work very hard to make sure our clients have the best information available so they can make informed decisions about their retirement accounts.”

Nick Boeckman, a financial representative with the Sidney-based

firm, says the company continually reassesses each client’s investment profile to make sure any reallocation of their funds matches those profiles.

“We emphasize this strategy with every client who walks through our doors,” Boeckman said. “It’s absolutely essential for the health of their investment accounts.”

During the past couple of years, one of their strategies has included helping Baby Boomers find the best ways to utilize Social Security benefits. They do this through a series of workshops throughout a five-county area in Ohio. These workshops have been so well received, Eikenberry and Boeckman often have to add workshops to handle the number of attendees. They also teach these workshops and strategies to their peers throughout the United States.

“Seems like Social Security changes every year and with the new laws coming out of Washington, D.C., it is hard for the average retiree or pre-retiree to stay abreast

of the many, and constant, changes,” Boeckman said. “That’s why our workshops are so well attended,” he said. “We explain the complexities of SSI benefits to our workshop attendees so they understand how to make their benefits work for them.”

Eikenberry and Boeckman have been expanding their client educational events throughout 2015 and already have several planned for 2016.

“We plan to hold more client educational events in 2016 and beyond,” Eikenberry said. “Educating our clients on current events and market trends and analysis becomes more important when markets become volatile,” Eikenberry said.

“One of the basic tenets of this company has been and always will be the value we place on the relationship between client and adviser. The year 2016 will see us work to increase and enhance those relationships. As I’ve said each year, it’s what sets us



Courtesy photo

Eikenberry Retirement Planning moved and expanded its business in 2015. Their new office is located at 1441 St. Marys Ave., Sidney.

apart from the competition,” Eikenberry said.

“This year, as we do every year, we stress that there are many economic unknowns in the coming year,” Boeckman said. “That’s why it is so important to find and work with the right adviser.”

To learn more, includ-

ing more areas to consider as well as the most critical questions to ask when looking for an adviser, contact Eikenberry Retirement planning at 937-498-1128 or info@eikenberryretirement.com. You can also visit them online at www.EikenberryRetirement.com.

John Eikenberry and/ or Nick Boeckman are not affiliated with or endorsed by the Social Security Administration or any other government agency. Investment Advisory Services offered through Brookstone Capital Management LLC, an SEC Registered Investment Adviser.

Permanent tax law changes provide planning stability for local businesses

For the Sidney Daily News

SIDNEY — In December 2015, Congress passed the “Protecting Americans from Tax Hikes Act of 2015” or the “PATH Act” which made permanent over 20 key tax provisions.



Boeckman

According to John Boeckman, President and Managing Partner of Monnier & Co., CPAs, “the key permanent provisions for businesses include the research tax credit, enhanced code section 179 expensing and 100 percent exclusion of gain on the sale of qualified small busi-

ness stock. Bonus depreciation was also extended for the next five years according to a phase-down schedule. Key permanent provisions for individuals include the American Opportunity tax credit, state and local sales tax deductions, child tax credits and charitable distributions from IRA’s.”

Boeckman goes on to say that “the Affordable Care Act, which was passed into law back in 2010, has placed some added requirements on businesses that became effective for the first time in 2015. This is the first year that certain large employers will be required to report health coverage information to employees. In most cases, the due date for providing this informa-

tion is March 31, 2016. Businesses with questions regarding these reporting requirements can contact us for more information.”

His report continues: In the auditing and accounting area partner Larry Elsner notes that significant changes are still on the horizon in the area of revenue recognition and leases. These potential changes continue to make complying with generally accepted accounting principles (GAAP) more complex. In response to this increased complexity, the Financial Accounting Foundation has formed the Private Company Council with the purpose of relieving private companies of certain GAAP requirements. Partner Tom Burns

notes that assisting clients in evaluating their current business activity will help them be in a better position to face the changing economy. The ability to take advantage of future opportunities and stay on top of the changing tax laws will lead to long term growth of the client’s business.

Monnier & Co. welcomed four new employees to the firm in 2015 and 2016. Deb Maurer joined the firm in March 2015. She graduated from Miami (of Ohio) University with a Bachelor’s degree in accounting in 1999. Prior to joining Monnier, Deb worked 15 years in public accounting.

Laurie Honigford joined the firm in June 2015. She recently

graduated from Bluffton University with a Bachelor’s degree in accounting in 2015. Laurie’s previous work experience includes 26 years in public accounting. Eric Belcher joined the firm in January 2016. He graduated from the University of Dayton with a Bachelor’s degree in accounting in 1998. Prior to joining Monnier, Eric worked seven years in public accounting, four of those years spent at a national accounting firm, and 10 years in private accounting. Ryan Smith joined the firm in January 2016 as an intern and is currently working on his accounting degree at Miami (of Ohio) University.

A full service accounting firm, Monnier & Co. offers traditional

audit, accounting and tax services as well as estate planning, merger and acquisition planning, business and individual tax consulting, financial reporting services and business valuations. Our staff is accustomed to working diligently for our clients looking for solutions to complex tax and accounting problems. Quality has always received priority at Monnier & Co. We take pride in keeping abreast of the latest in accounting pronouncements and tax legislation. We invite you to consult with any of the Monnier & Co. professionals regarding these or any other accounting or tax issues. Feel free to call us at 937-492-6101 or visit our website at monniercpa.com.

Pioneer serves 5,800 customers in Shelby County

For the Sidney Daily News

PIQUA — Pioneer Rural Electric Cooperative Inc., an electric service provider that serves more than 5,800 members in Shelby County, and more than 16,600 in its entire service territory, saw significant upgrades and maintenance work done in Shelby County throughout 2015.

Jodi Borger, Pioneer Electric Cooperative communications coordinator, has submitted the follow-

ing report: Some of the continued areas of maintenance focus included ash-tree removal, a service that touched more than 500 members;

tree trimming, which affected 1,700 members and is completed on a four-year cycle; and pole testing, which resulted in 850 poles being

tested and affected more than 370 members, and is completed on an eight-year cycle.

Pioneer line crews and contractors have

added animal cover up on exposed, energized transformers and wires to help eliminate electrical outages and blinks. The cover up project started in 2009 and focused on Pioneer’s electrical feeders most susceptible to animal-caused outages. In 2015, animal cover up was completed on lines serving more than 1,100 members, including three electrical feeders in Shelby County.

In addition to planned maintenance, Pioneer crews installed three new voltage regulators, three 12 kV circuit breakers,

nine disconnect switches and new lightning arresters at the McCartyville substation in October, 2015 — a substation that has not been subject to extensive upgrades and maintenance in many years.

Additionally, Pioneer completed the infrared imaging of 30 miles of three-phase overhead conductors throughout Shelby County to look for potential problems, two miles of overhead conductor replacement south-west of Sidney, and installed new underground electric facilities

in the Woodland Estates subdivision in Fort Loramie.

On a business-to-business level, Pioneer worked with Honda to add a third transformer and associated electrical equipment at the facility in Anna, to serve increasing load demands.

Our crews also worked

with ODOT to relocate Pioneer’s single phase electric facilities for the I-75 - State Route 29 bridge replacement.

In 2016, Pioneer will continue to focus on our maintenance programs and technology updates to provide the best service and reliability possible to our member-consumers.



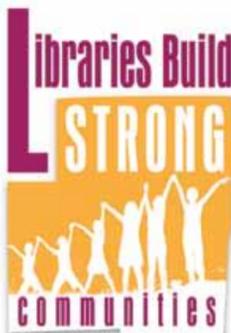
Borger

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Helman Brothers completes year of growth

For the Sidney Daily News

SIDNEY — Helman Brothers, under the experienced leadership of Bruce Helman, Dan Knasel and Brett Helman completed another successful year of financial growth and increase in the volume of vehicles repaired.



Knasel

Repairs were made to more than 1,500 vehicles this past year. The upcoming year of 2016 will mark Helman Brothers 45th year of repairing vehicles in Sidney-Shelby County and the surrounding areas.

Dan Knasel has submitted the following report:

During 2015 Helman Brothers was certified by the national non-profit consumer advocacy organization Assured Performance and auto manu-



Courtesy photo

Helman Brothers is beginning its 45th year of operation in Sidney.

facturers including GM, Hyundai, Nissan, Jeep, Chrysler, Dodge and Mopar as an "Assured Performance - Collision Care Provider." Less than 5 percent of body shops across the nation are able to meet the stringent requirements to become officially certified and recognized. This selection was the result of a rigorous certification process, established by the auto manufacturer requirements and Assured Performance. These requirements are critical to ensure the vehicle fit, finish, dura-

bility, value and safety following an accident. As new model vehicles are being introduced that use light weight high strength materials and advanced technology, a proper repair according to the manufacturer specification is more important than ever to ensure the passenger safety and proper performance of the vehicle repaired. Proper repairs also help to retain the value of the vehicle.

Significant upgrading of facilities and equipment were made during 2015. The upgrades

included an additional state-of-art, down draft paint booth, paint preparation work station and assembly area. A new Resistance Welder and a new I-5 Pro Spot Welder was placed into service, with experience and certified technicians, these welders provide for better and more efficient repairs to new materials being used for today's vehicle. The upgrading and maintenance of the paint booths and associated work areas, allow Helman Brothers to maintain their Certified Shop status by PPG paints.

The use of green friendly water based paint, continual personnel training and state-of-art facilities assure that our Paint Work is of the highest quality and durability. This quality allows us to guarantee the workmanship for as long as the owner retains the vehicle and a PPG Paint warranty that is nationwide.

The year 2015 also marked an increase in the training of personnel. The training included training provided by I-CAR, PPG and specific equipment operations. The increase in the

investment in training is planned to continue in 2016, allowing our technicians to add to their experience. Providing experienced and qualified technicians in an environment that values the quality of a finished repair is key to the successful repair and services we provide

Helman Brothers looks forward to 2016 with expectations of continued growth and expansion of services being provided. We thank everyone who has entrusted their vehicle to our services over the past 44 years.

Air Handling experiences a year of growth in 2015

For the Sidney Daily News

SIDNEY — The year 2015 was a one of growth for Air Handling Equipment reported Kurt Barhorst, president.

"As we reported in last year's release, 2015 included a new location in Cincinnati, an expanded product offering with Gardner Denver, and additional service technicians. All three of these areas provided growth for Air Handling this past year." reported Barhorst.



Barhorst

His report continues: Jeff Minks is the sales engineer heading the Cincinnati operation. Jeff has 12 years of compressed air industry knowledge. This experience has allowed Jeff to transition quickly into the day to day operations at Air Handling. Air Handling had a solid base of existing customers in the Cincinnati market. Opening the new location allows them to respond more quickly to those end user needs, as well as, expand their market share.

Air Handling primarily focuses on their four core areas of business. They include, new and used equipment sales, air compressor services, service parts and rental air compressors. Operations Manager Jeff Pleiman monitors these departments. Air Handling's mission is to eliminate lost production relating to compressed air system downtime and inefficiencies. Jeff oversees this operation making sure that Air Handling meets their mission in a safe and professional manner.



Courtesy photo

The Air Handling Equipment team.

See GROWTH | 13

The chance to change your world begins in your own backyard.

When Edison State Community College opened its doors in Piqua, Ohio, in 1973, its founders held a belief that an educated person is a public asset. With this in mind, Edison State continues to offer an exceptional college experience for students who want to increase their understanding of the needs of the world in which they live. With these learning experiences, cultivated by a vibrant academic community where professors, educators and students alike excel, higher education becomes a natural progression.

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Fourth-generation joins Bambauer Fertilizer & Seed

For the Sidney Daily News

JACKSON CENTER — Since 1958, Bambauer Fertilizer & Seed Inc. has been a family owned and operated business, currently incorporating its fourth generation. With three retail locations in New Knoxville, Jackson Center and Pemberton, they are serving farmers in seven counties with approximately 40 employees.

From the beginning, Bambauer Fertilizer & Seed has seen a variety of changes in the agricultural industry. They have learned to grow and adapt to the opportunities that those changes have provided. In turn, they have been able to provide those same opportunities to the producers they service.

The year 2015 was a year unlike any other in terms of growth and opportunity. The Jackson Center location celebrated the completion of their new Dry Fertilizer Facility. Located south of Jackson Center on Wise Road, the 10,000 ton facility will be focused on better service to Bambauer's customers.

"This expansion is an effort to improve our business and better serve our customers," said

Mitch Bambauer, manager of the Jackson Center location. "Our goal with this facility is to provide the best blended product and most complete coverage when adding fertilizer enhancements, while at the same time, increasing overall efficiency."

His report continues: Expanding storage and rail capacity for better purchasing power as well as more efficient transfers to all Bambauer locations were additional goals of the project. A tower blend system that incorporates a state of the art High Intensity Mixer are additional features of this facility.

With application season getting more compressed each year, and new regulations limiting fertilizer applications, getting fertilizer to the fields on time is even more critical. Investing in technology and structures that will improve our ability to provide the highest quality products and service is important to our customer's success.

Grain handling improvements also took priority at Bambauer Fertilizer and Seed. The New Knoxville location recently made upgrades to their facility complet-

ing a new grain leg, dryer and gain bin storage project in the spring of 2014, and in 2015 the deconstruction of a 67,000 bushel bin occurred to make way for a new 184,000 bushel bin.

The Pemberton location also underwent expansion as well, with the construction of a new grain storage project. The project included a 590,000 bushel grain bin, as well as increased drying capacity and a new leg for faster unloading times for customers.

With more grain capacity, Bambauer's is the local go-to source to sell grain for area farmers.

In addition to facility upgrades, machinery for service is also continually upgraded with new high clearance sprayers and spreaders, tending equipment, and additional employees to ensure that the service work is done effectively and in a timely manner.

Research and innovation have always been fundamental components of Bambauer Fertilizer & Seed. 2015 marked the 8th year of their Research Center Plot in which third party trials are conducted by Buckeye Ag. Testing. With 20 acres devoted to testing, there



Courtesy photo

The Jackson Center location celebrated the completion of their new Dry Fertilizer Facility.



are numerous trials going on at the Research Center. Trials include; starters, seed treatments, row width, nitrogen stabilizers, foliar fertilizer and fungicides. Additional insecticides, hybrids/ varieties, innovative products, growth regulators, herbicides and Hi-

yield systems trials area also tested each year. These trials confirm that the recommendations and products promoted by Bambauer Fertilizer and Seed will perform for area customers.

These new upgrades ensure Bambauer Fertilizer & Seed Inc. is able

to support the advancing agronomic needs of area producers.

Find out more about Bambauer Fertilizer & Seed at www.bambauer-fertilizer.com or follow them on Facebook or Twitter. They can also be reached at 888-MAX-CROP.

2015 was breakout year for real estate brokers

For the Sidney Daily News

SIDNEY — For those of us in the real estate industry, 2015 will be remembered as a breakthrough year.

"Last year our local market finally started a to grow again following the recession seven years ago," said Kohl Kirkland, industrial/commercial specialist with Brokers Real Estate Inc. "Sale price and the total amount of properties sold both increased,



Kirkland

both in residential and commercial real estate."

The report continues: The average sale price of a home in our region, for example, was \$136,543. That is a strong increase over previous years, just like the total volume of houses sold which was 11 percent higher this year than in 2014. It's not just a sellers market however, the amount of listings available has increased by almost ten percent, meaning there are more choices available for buyers.

At Brokers Real Estate, we also have a separate commercial real estate team who have also seen increases in activity. The amount

of available industrial space in Shelby County is falling dramatically with prices growing higher than they have been in over a decade, this indicates the strong demand for space for companies in this area. The retail market has also performed well, with many of the smaller spaces around downtown being renovated and reopened.

Looking forward into 2016, our real estate market should continue it's growth, although likely at a slower pace. Following up such a strong year will create more movement in the housing market, and despite the interest rate increase from the

federal government, the average mortgage rate is still comfortably under four percent. This low rate makes it cheaper

and easier for buyers to get more home for their money. The commercial real estate market should also remain

strong in 2016, with many deals in progress that will create exciting opportunities for Shelby County.

Growth

From page 12

Air Handling has been a distributor of the CompAir & LeROI brands of air compressors for 38 years. Gardner Denver now owns those brands, and in 2014 Air Handling signed an agreement to sell and service the Gardner Denver brand of products as well.

The Gardner Denver acquisition has been a very good thing for Air Handling and our customers. It has been good in that they have fully integrated the CompAir product offering under the Gardner Denver brand. This integration has increased our customer support for our current customer's needs. It has included product improvements and an increased product offering to support future customer requirements. We feel this new offering provided for nearly a 30 percent increase in compressor sales in 2015.

Our sales department has been led by Aaron Lacy for 13 years. This department experienced another successful year of total unit sales. Air Handling's focus to provide innovative, efficient solutions to our customers compressed air needs, has led to this increase. This effort was once again acknowledged by DP&L as Air Handling was recognized as one of DP&L's top channel partners in 2015.

The parts department exceeded the record levels reached in 2014. Lynette Caulfield lead this area for her 10th year. Her commitment to customer service and attention to detail continues to create a very loyal customer base. The focus of this department in 2016 will be to improve inventory control systems and increase sales in the Cincinnati market.

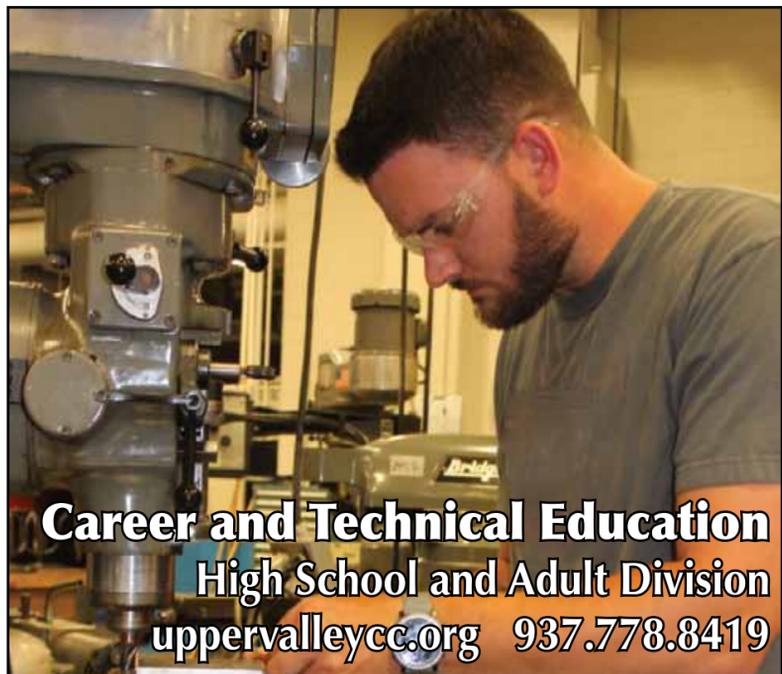
Jon Freistuhler led the service department for his 21st year. This department saw growth in service calls and total revenue in 2014. One of the areas that saw the

most growth in 2015 was the compressed air piping installation crew. Led by Steve Reineke, the group completed a record number of projects in 2015.

The employees in our service department continue to be the backbone of our company. We had our highest technician utilization percentage in the history of the company in 2015. That speaks to the commitment of these employees in meeting our mission!

Technology will be the largest area of growth this year in this department. Compressed air system sequencing, internet based system monitoring, and tablets for all of the technicians, will be several of the items expanded on in 2016.

Air Handling's vision is to be recognized as the provider of the most reliable compressed air systems, and all of our daily efforts are focused towards that result. We are looking forward to 2016 with optimism and to the challenges that it may provide.



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Jason Taylor,
 Precision Tooling & Machining,
 February 2015 Cohort



Talented people lead to Ferguson Construction's success

For the Sidney Daily News

SIDNEY — "Ferguson Construction Company has been blessed with another successful year



Given

in 2015 and knowing that successful years do not happen by accident, it is a tribute to the many talented people we have at Ferguson," said Martin "Mick" Given, president. "It is all about having a strong team and we are fortunate to have one of the best. Ferguson prides itself in staying focused on working safe, providing a top quality project as well as providing the best customer care in the construction industry."

His report continues: Ferguson continues to operate in four different geographic areas with offices located in Sidney, Dayton and Columbus, Ohio as well as Columbus, Indiana. In each of these four locations Ferguson continues to build new customer relationships along with

maintaining our existing customer base. Here are a few highlights from each of our locations.

With manufacturing activity remaining stable in the area, the Sidney office had the following notable projects in 2015; BNSF, EMI, Nelson Packaging, P&R Specialty, Midway Products Group and Troy Sidney Body Carstar. 2016 forecasts suggest the activity level to be slightly stronger with more activity in the commercial and institutional sectors than previous years.

Our Dayton office landed industrial work at Fuyao, AIDA and Ahresty. Commercial business flourished with multiple projects at Liberty Center Mall for Steiner Properties, Goodwill Easter Seals and Vandalia Rental. A unique commercial project was for Emerson Climate Technologies — "The Helix" — constructed on the University of Dayton campus.

Our Columbus, Ohio office saw an increased year of volume and diversification on projects for companies such as

Honda of America, Sonic Automotive, The City of Canal Winchester, Tigerpoly and Chapman Ford. Expectations are for continued growth in all industries in this region.

The Columbus, Indiana office has continued to grow our list of satisfied customers and are making strides towards our goal of becoming the premiere design-build general contractor in the area. We have continued to serve our core industrial customers including; Honda of Indiana, Sunright America, Toyota Industrial Equipment, GECOM, Valeo and Cummins. We have also secured projects with new customers; O&k American Corporation, Columbus Container and multiple Faurecia facilities.

Our Healthcare initiative has continued to progress with projects either completed or ongoing for the Ohio State University East Hospital, Wilson Health, Premier Health Partners, Wayne Health, Ohio Health and Good Samaritan Hospital.



Courtesy photo

The Wilson Health Medical Office Building Addition is one of the projects Ferguson Construction was involved with in 2015.

Our Special Project groups, which are located in all four regions, continued to grow in 2015. This division of Ferguson handles miscellaneous projects including small additions, renovations of all types, in-plant mezzanines, concrete and carpentry. This team provides an essential service while developing and maintaining customer relationships.

As you can see from the activities outlined above, Ferguson has been quite active in our

various regions working on a variety of project types. Because of our four geographic locations it is important for us to be able to work in various markets. We again are only able to do this because of the strong talents of our associates.

As we look into 2016 Ferguson Construction is in the process of implementing a few new growth initiatives as it relates to our Industrial, Commercial and Healthcare market segments. We will be adding

some office staff and be strengthening our field resources.

We feel 2016 will be a good year for business opportunities and with Ferguson entering its 96th year in business we want to be sure to thank each and every one of our employees for helping us achieve our goals as well as all of our customers that have had the confidence and trust in Ferguson Construction which has allowed us to be a part of their construction team.

Hoying & Hoying Builders has another strong construction year

For the Sidney Daily News

ANNA — Hoying & Hoying Builders Inc. saw another strong year in the new home construction market in 2015.

"We've seen steady growth in our core business of building quality custom homes," said Paul Hoying, president of Hoying & Hoying Builders Inc. "It is still a great time to build, interest rates are close to record lows and many banks will lock in a long term mortgage rate.

"We continue to expand our coverage area to include Auglaize, Logan, Miami and Champaign Counties. Interest in White Feather Subdivision in McCartyville continues however there are

only three lots remaining for sale. Including a 1.4 acre wooded lot at the end of the quiet cul-de-sac on White Feather Trail," he said.

His report continues: White Feather features single family building lots ranging in size from .75 acres to 1.75 acres and its close proximity to Sidney, Minster, New Bremen, Honda and Interstate 75 make it an ideal country location. With cable hook up, high speed internet and central sewer it provides homeowners a large country building lot with all the amenities of city living.

Thirty-nine years is a long time and we are grateful for being able to provide quality housing

in Shelby and surrounding counties for all of those years. We've been at it so long we are starting to build the second and third homes for some of our clients. Our expertise still continues to be designing and building custom homes and emphasizing customer satisfaction. We have a great group of highly skilled employees who care about their work and what they do for a living. We continue to monitor our practices to find ways to improve our building process and look for ways to cut costs without sacrificing the quality we are known for."

Hoying and Hoying Builders, holds memberships in the Western Ohio and National Home



Builders Associations, National Federation of Independent Business, the Better Business Bureau, the Sidney-Shelby County Chamber of Commerce and the Southwestern Auglaize

County Chamber of Commerce. They are also a Certified Pella Contractor, and partnered with Energy Star and Touchstone Energy programs. Further information about Hoying and Hoy-

ing Builders Inc. and Whitefeather Subdivision can be found at www.hoyingandhoyingbuilders.com.

The company is located at 13120 McCartyville Road, Anna.

Farm Credit Mid-America serves 97,000 clients

For the Sidney Daily News

VERSAILLES — Farm Credit Mid-America supports rural communities and agriculture with reliable, consistent credit and financial services today and tomorrow.

"As a \$21 billion financial services cooperative serving more than 97,000 farmers, agribusinesses and rural residents in Indiana, Ohio, Kentucky and Tennessee, Farm Credit provides the best solution for each customer's unique situation for all farm and rural living purposes including real estate, operating, equipment, housing and related services such as crop insurance and vehicle, equipment and building leases," said Brian Riethman, financial services officer.

His report continues:

To help prepare for the 2016 production season, we've arranged a snapshot of the economic landscape in Indiana, Ohio, Kentucky and Tennessee and recommendations to assist you in making the most informed decisions possible.

In Indiana
We're seeing the grain segment pay close attention to working capital and expenses for this production year. As for livestock, particularly hogs and poultry, our customers saw tremendous growth in the fourth quarter. Land values have remained strong, with only a slight decrease in prices.

Indiana farmers are approaching 2016 by taking an in-depth look at all input costs. As in 2015, current assets and

liabilities will need to be reviewed and closely monitored. Grain farmers are prepared to remain in a lower grain market for the next few years and are making critical evaluations of input needs such as equipment and seed traits.

We recommend farmers sit down with their financial partner and

bring their 2015 balance sheet to prepare for the next production season.

In Ohio
With low commodity prices and declining fertilizer costs at the end of 2015, grain farmers saw little incentive to pull the trigger on many typical year-end purchases. We continue to see producers store grain in anticipation of selling for

higher prices at a later time. Overall, continued high costs of inputs continue to be a challenge for producers as prices remain low.

As we approach the 2016 production season, we recommend farmers look at their past production history over a period of at least five years and identify agronomic needs to maximize their

yields. Additionally, farmers may consider looking at the potential of their acres for added value and for planting and producing corn for ethanol use.

To find out more about how Farm Credit Mid-America can help you with reliable capital this production season, visit: e-farmcredit.com/insightsreport.



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Jackson Pharmacy & Wellness Center adapts to meet patients' needs

For the Sidney Daily News

JACKSON CENTER — The world around us is constantly changing. One area that appears to be changing rapidly is the world healthcare. As one of the community's most trusted and accessible healthcare providers, your pharmacists at Jackson Pharmacy & Wellness Center are adapting to meet their patients' needs in the ever-changing healthcare environment.

Owner Alison Haas, PharmD, has submitted the following report:

One noticeable shift in healthcare is the

delivery of medicine in the appointment-based model. Several significant studies have been conducted on this topic and the results clearly show that patients who are receiving care through an appointment-based model of medication delivery are more adherent to their medications and less likely to go to the hospital.

Healthcare providers see the benefit because it eliminates the strain on an already overburdened acute care (hospital) system. There are patient benefits, too! By setting an appointment with your pharmacist, you can

pick up all of your medications on the same day each month and eliminate multiple trips to the pharmacy. Plus, you can guarantee the opportunity to talk to your pharmacist about your medications, necessary immunizations, or remedies for the side effects you might be experiencing.

Your community pharmacy, Jackson Pharmacy & Wellness Center, encourages its patients to consider this approach. It is a free service that they offer. They will even coordinate a medication pick-up day so that you can receive the medications for all of your fam-

ily members.

Jackson Pharmacy & Wellness Center will celebrate its second anniversary in 2016. They serve patients in Jackson Center and the surrounding communities.

The support from the community has been wonderful. We have continued to grow and are excited to be able to give top-notch patient care to the people of Jackson Center and the surrounding areas.

The pharmacy offers traditional pharmacy services as well as wellness services. They offer a mix of over-the-counter products and a full range

of adult immunizations (and certain children's vaccines for children ages seven and older).

Your pharmacists at Jackson Pharmacy & Wellness Center will also package medications by day and time to make it easier for you or your loved one to take your medications. This packaging is a great service for caregivers taking care of a spouse or aging parent, or even for children who need to take medications multiple times each day.

The pharmacy has expanded its free home delivery service beyond Jackson Center to reach

Botkins, Anna, Port Jefferson and DeGraff.

The staff at Jackson Pharmacy & Wellness Center is a key ingredient to their success over mail order pharmacies and "big box" retailers. Pharmacy owners, Alison and Brandon Haas (both have their Doctor of Pharmacy degree from Ohio Northern University) have been actively running the pharmacy since it opened in 2014. They are supported by Keyna Maynard and certified pharmacy technician, Jamie Seiber.

Make plans to visit Jackson Pharmacy & Wellness Center in 2016.

Area Energy and Electric names new CEO

For the Sidney Daily News

SIDNEY — Area Energy and Electric Inc. has recently named Todd R.



Weigandt

who is co-founder of the company. Weigandt has been President of the corporation since 1999,

Weigandt as its new chief executive officer. Weigandt replaces former CEO Ken Schlater

and has been in charge of the day to day operations since that time. Schlater will continue to work part time as a project manager and business consultant. Weigandt, who is the company's majority owner, has assumed all CEO duties and will also remain as the company's president and continue to lead all of the day to day operations.

Area Energy and Electric Inc. was founded in October 1983 in a garage located on Wapak Avenue

in Sidney, Ohio. Weigandt graduated from Minster High School and started work at the company in June 1985 as an apprentice electrician. He also attended the Associated Builders and Contractors Apprenticeship Program. Weigandt then worked in the field for seven years as an electrician before moving into the office full time as an estimator/project manager. Weigandt attended Edison State Community College in the evenings

and obtained a degree in Business Management. Weigandt also attended the Clemson University Project Managers Academy. Over time Weigandt worked his way up through the ranks of the company eventually becoming president and majority owner. Weigandt resides in Minster with his wife Julianne and is the father of five children who all are still residing at home.

Weigandt's report continues:

Area Energy and Electric, Inc. has now grown into a regional contracting corporation that owns and operates multiple companies including: Area Energy and Electric Inc., Regal Plumbing and Heating Company, Inc., Ohio Valley Integration Services, Inc., Power Solutions Group, Ltd., and Area Wireless. The corporation has office locations in Sidney, Tipp City, Marysville, Columbus, and Marion, Ohio as well as offices

in Greensburg, Indiana and Piedmont, South Carolina. Their services include heating and air conditioning, electrical, plumbing, piping, custom fabrication, security, access control, cell phone sales, computer network wiring, video surveillance, high voltage testing and installation, and generator sales and service. The corporation employs more than 360 dedicated employees and has 165 service vehicles on the road each day.

Kard Welding involved in numerous projects in 2015

For the Sidney Daily News

MINSTER — Kard Group, 480 Osterloh Road, is certified by the American Institute of Steel Construction (AISC) to have the personnel, organization, experience, capability and commitment to meet the requirements of the Steel Building Structures and Simple Steel Bridges and Major Steel Bridge and Bridge and Highway Metal Component categories with Fracture Critical Endorsement and Sophisticated Paint Coating Endorsement-Enclosed as set forth by the AISC Certification Program.

"AISC Certification sets the quality standard for the steel industry and is the most recognized national Certification program for the structural steel industry. Companies that are AISC Certified have been through a rigorous initial evaluation, and are subject to annual reviews. Kard has again went through the certification process for the Major

Steel Bridge-Advanced Bridge certification so that we could essentially build any bridge in the United States," said Jason Osterloh, estimating/sales manager.

His report continues:

Heading into 2016, the commercial and industrial market for structural steel has been very slow from previous years while the bridge market is still going strong with State bid lettings about every week. Kard is optimistic for 2016 and has a great deal of work on the books already all the way through the end of 2017.

A couple key projects that Egypt Structural fabricated in 2015 were 125 heavy columns for Chicago & Main (a nine-story mixed use development building) in Evanston, Illinois. Egypt also fabricated approximately 250,000 pounds of steel beams for Ash Brokerage office building in Fort Wayne, Indiana.

Several key projects that Kard Bridge finished in 2015 were for Ohio Department of Transportation projects on I-75

North (between Findlay and Toledo) 100 beams for a total weight of 1,459,300 pounds (or 35 semi loads). Also Pennsylvania Department of Transportation, we fabricated a total of 69 plate girders for a total weight of 1,255,100 pounds (or 30 semi loads).

Several projects that we will be fabricating this year will be 24pc Beams (370,000 pounds) and 58 plate girders (1,247,000 pounds) for ODOT-Montgomery County, city of Dayton (I-75 and U.S. 35 interchange project), 40 beams (614,000 pounds) for ODOT-Franklin County, city of Columbus (I-70 project), and 25 beams (446,000 pounds) for ODOT-Mahoning County, city of Youngstown (I-680 project).

Kard recently purchased a mobile gantry crane with a lifting capacity of 50 ton (100,000 pounds) at one time. This crane can drive around our storage yard and straddle over the piece of steel that we want and lift it and drive



Courtesy photo

Kard Welding built this Haunch Girder for The Great Miami Bikeway Bridge Connector over the Great Miami River just south of Piqua off of County Road 25A.

right into our building. This crane is also tall enough to drive over top of a semi-trailer and load or unload a whole trailer load of steel at one time.

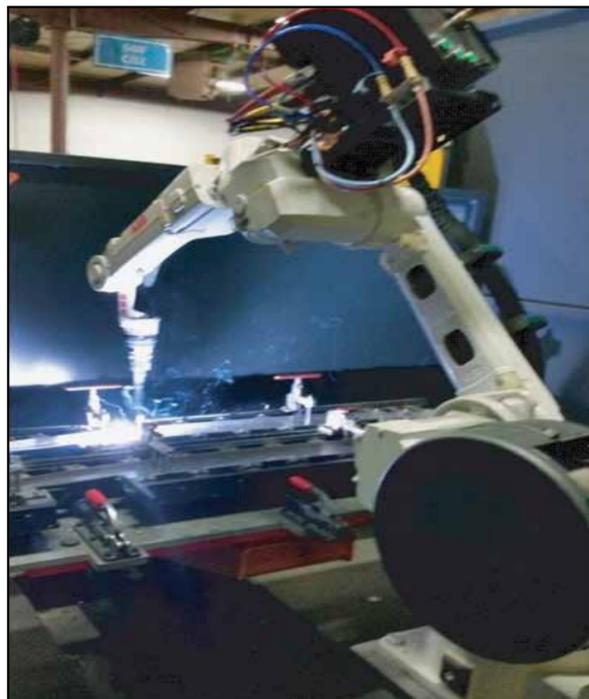
Kard right now is working in the states of Ohio, Indiana, Michigan, Pennsylvania, Kentucky and West Virginia regularly. Kard has done work in the past for the states of North Dakota, Connecticut, Massachusetts

and Missouri. We are adding Virginia to our bidding list this year and also looking to branch out to a few other states.

Kard is interested in working with any individual person or contractor that may need structural steel to complete their projects. Whether it would be one piece or thousands of pieces give us a call. Please take a look at our website www.kardwelding.com

for more info on what we can help you with.

Kard's success through the past years has been due to our employees in taking pride in the projects that we've fabricated here at Kard. Throughout the year 2015, we averaged 50 to 55 hours per week and expect to work at least the same or more in 2016.



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PNC bank offers security, convenience to serve Sidney

For the Sidney Daily News

SIDNEY — Like many companies across the Miami Valley, PNC Bank has witnessed growing interest in platforms that protect the integrity of business transactions.



Paul

The need to guard against fraud as well as keep data confidential have grown in response to a record amount of hacking and other attempts to steal information.

One of the innovative steps to secure transactions utilizes an individual's fingerprint to authenticate a transaction. PNC offers commercial customers TouchID authentication to access

its PINACLE mobile banking app, which provides secure access to PNC's domestic and international corporate and cash management services."

Leveraging the biometric fingerprint capability of the iPhone and the security of Apple's Touch ID technology, users can access account information with the touch of a finger from anywhere that secure WI-FI or cellular service is available. TouchID authentication provides an alternative to a user's login credentials for quick access to critical account information, such as account and loan balances and transaction details.

"Business leaders expect security and convenience when banking from their mobile device," said Dayton

regional president David Melin, who oversees commercial banking in the region. "With a simple touch of a finger, our clients have fast and easy access to the information that they need most when away from the office."

In the spring of 2015, PNC introduced chip technology into its existing card network. Cards equipped with chip technology include PNC Credit, PNC Debit and PNC SmartAccess cards. PNC chip cards provide businesses and consumers an additional layer of security when completing purchases or visiting a PNC ATM. The technology within the card shields card data in an effort to thwart unauthorized use and the collection of customer card information.

But PNC's innovation to help business customers extends beyond security and applies to credit cards services and online pay systems. The PNC Cash Rewards Visa Signature Business Card is a competitive cash back business credit card. With it, businesses can redeem cash back through a statement credit or deposited into an eligible PNC business checking or savings account.

In addition, PNC Merchant Services relaunched CLOVER STATION, for retail-focused small business owners. Initially launched for restaurant owners, the point-of-sale system is an all-in-one tablet-based tech piece that can assist retailers with their day-to-day activities, especially the payment

process. Features include a high-resolution touch screen equipped with an encrypted card reader and a fast-focusing camera for barcode and QR scanning. In addition, merchants can use Cloud technology to track their business operations any time from their home computer or smartphone.

PNC's Sidney branch is located at 2221 W. Michigan (next to McDonald's). Branch Manager Thomas Paul and his staff, including Business Banker Christopher George, Mortgage Lender Gary Hollenbacher and Financial Advisor Skylar Riddle, lead a team that has extensive banking experience.

"We have three consumer credit cards for our clients. The Cash-builder Visa earns from 1.25 percent to 1.75

percent cash back on all purchases. Our Core Visa allows customers to transfer balances and make purchases at 0 percent interest for 15 statement cycles. The POINTS Visa is for those customers who want to choose their rewards," said Paul.

Take the financial stress out of your next car purchase with a PNC Check Ready Auto Loan. Check Ready makes purchasing a car easier with competitive rates and a decision in as little as 15 minutes for most applications

Another popular product is PNC's Virtual Wallet. This suite of products combines everyday banking with bill payment and money management software.

Contact Paul and his team at 937-498-4761.



Courtesy photo

Komminsk Legacy Park in New Bremen is one of the projects Western Ohio Cut Stone worked on in 2015

Western Ohio Cut Stone experiences solid year of growth

For the Sidney Daily News

SIDNEY — The year 2015 was a solid one of growth for Western Ohio Cut Stone.



Milligan

"Commercial, public and residential markets were all up year over year as compared to 2014 with sales revenue up over 9 percent," said Tom Milligan, president. "Our traditional 4-inch building stone products continued to see robust growth. Demand was especially strong in our

Eastern Pennsylvania markets as well as the Dayton market."

His report continues: Specialty cut products were also part of the growth picture for 2015 with specialty landscape and building stone projects being part of the overall mix. One such project was the Komminsk Legacy Park project in New Bremen, Ohio. Western Ohio Cut Stone provided 48 custom cut stones made to look like original lock stones present in the historic Miami and Erie Canal Locks, cut from native Ohio Limestone pictured in the photo above. Also natural slabs

from our Seneca County operations were provided as landscape accents on the project.

The company's thin veneer saw line that came on-line at the end of 2014, continued to see increased orders, staying very busy through the Fall with back orders carrying into 2016.

Local sales at our yard at 1542 Riverside Drive (State Route 47), east of Sidney also grew in 2015. We continue to offer a full line of crushed stone and sand and gravel products and a hardfill dumpsite. We also carry a full line of natural stone landscape

and building stone products. We have grown those lines to include pattern natural stone pavers and several lines of natural stone veneer all available for retail customers as well as contractors.

Employment grew at the company's operations, with production staff additions at each location. Our workforce produced with a focus on safety throughout the year, meeting high standards of product quality at the same time.

As we look to 2016, we continue to be optimistic about our growth prospects. Despite a volatile world economy,

residential construction in the United States, which is a big driver for our products, looks to be strong into 2016. This is largely due to residential building still catching up after historic lows following the 2008 economic crisis. Many markets are still seeing pent up demand for new housing as interest rates remain low and employment remains strong. Remodel markets also show strong demand for our products as the beauty and quality provided by natural stone add value that buyers want.

Western Ohio Cut Stone is a producer

of architectural grade natural stone products. It has quarry operations in Seneca county, Shelby County and Miami County in Ohio. The company also represents and sells natural stone products and natural thin veneer products of other producers from its warehouse in Sidney. Western Ohio Cut Stone serves markets throughout the Midwest, East Coast and Mid Atlantic.

The company, which was founded in 1995, has locations in Ludlow Falls, Sidney, Bloomville and Flat Rock. Brad Kinner is the director of operations and Janet Mullen is the controller.



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The Floor Store ready to celebrate 70th anniversary

For the Sidney Daily News

SIDNEY — The Floor Store saw many exciting changes in 2015. After renovation of the building, the Olding family moved their business into 106 E. Poplar St. on the north side of the courthouse square. A grand opening was held in October and a prize give away was conducted before Thanksgiving. Some lucky Shelby County residents won Ohio State rugs and an iPad mini.

While The Floor Store is new to this

location and Nikki and Bill Olding are happy to be a part of downtown Sidney, the business has many years of family history.

The couple's report continues:

Bill's grandfather started the business as American Upholstery in 1946. From 1988 to 2012, Bill and his father owned and operated Sidney Floors and Interiors. To celebrate 70 years of family flooring, and show appreciation for their customers' support, the Oldings plan to run lots of specials in 2016.

Currently, the store is open 9 a.m. to 6 p.m. Monday, Wednesday and Friday and by appointment on Tuesday, Thursday, Saturday and evenings. This year will bring even more changes with extended hours in the spring. Also, in March, a line of window blinds will be added to the inventory including motorized blinds on timers.

The Olding family invites you to come downtown to see their new location and take advantage of their special sales and years of experience.



The Floor Store moved into a new location in 2015. The store is now located at 106 E. Poplar St., Sidney.

Behr Design expands services

For the Sidney Daily News

SIDNEY — Behr Design experienced growth in 2015 in both sales and new clients as they continued to focus on their core competencies, as well as expand service offerings to meet the ever-changing demands of modern business marketing.

Stewart



Behr

of website development, branding, short video production, and exterior signage solutions. With the major shifts in modern day communications,

companies can no longer market to the masses. They have to maximize their ROI by focusing on specific target markets. No two clients are alike, which makes our work challenging and fun. Every marketing campaign and strategy is tailored to fit their specific needs," said Kevin M. Behr, co-owner of Behr Design.

While web development continues to be a strong area of growth and opportunity, we have also been working with clients to manage their social media campaigns. "Many of our clients know they need a social media presence, but don't know where to start. The biggest thing we stress is that you need a plan and strategy for your social media. Just making a post is not enough. Each post needs to coincide with

the overall sales and marketing strategies/goals of the organization. Whether it is Facebook, Twitter, Instagram, Pinterest or any other social media platforms, Behr Design helps our clients reach their target market with the right message. It certainly is not a one-size fits all strategy when it comes to social media. In addition to website development and social media, we also offer other digital marketing services such as website hosting, video integration, animation, and e-mail marketing campaigns," adds Chad Stewart, co-owner of Behr Design.

Behr goes on to say, "Traditional means of marketing such as brochures, direct mail, print ads, printed newsletters and trade show graphics are still very important and should not be over-

looked. Websites are great, but there have to be other ways to drive customers to your site besides search engines. It's a comprehensive approach that is the most successful."

Signage continued to be another source of growth in 2015.

"We focus on providing cost effective, low-maintenance signage solutions for our clients. Whether it's an exterior sign, internal wall graphics, way finding, vinyl graphics, or a combination of all of these, our design experience allows us to maintain continuity within the client's brand. One new niche market that we offer now is digital LED board integration into our signage. Keeping your brand top of mind is very important. We work with our clients to provide a complete solution from design to production to installation. We also help obtain any sign permits that might be needed with city and/or state if needed," said Stewart.

"Entering 2016, we are truly excited about



This is a collage of the projects Behr Design worked on in 2015

all the opportunities and projects that this year has in store. We have the in-house talent, resources, and capabilities to develop complete marketing strategies and all the collateral that goes with it; whether it is something in print, something virtual, or just a good solid marketing plan to guide them. In a time where there are so many potential providers available for every service a company could

need, it is still a major asset for our clients to have someone overseeing the whole process to make sure their message is delivered in a clear, consistent way," said Stewart.

For more information about Behr Design or their services, please call them at 937-492-5704 or visit their newly designed website at www.BehrDesign.com and follow us on Facebook and Instagram.




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Minster Bank assets reach all-time high

For the Sidney Daily News

SIDNEY — Minster Bank enjoyed another successful year in 2015. Total assets increased to an all-time high of \$425 million. Total deposits increased to \$369.4 million for the year.

"These deposits were utilized in the communities we serve in the form of consumer and business loans, which grew to over \$232.6 million in balances," said Mark Henschen, Minster Bank president and CEO.

His report continues: Our Private Trust and Wealth Management services continue to grow. We have developed a specialty in both personal and corporate retirement planning. Assisting our small business owners and high net worth customers with business succession planning and investment management is another expertise our Private Wealth Management group continues to provide.

We continue to invest in technology and pro-

tecting our customer's information. Our customers can access their accounts anytime, anywhere, and in multiple different ways. The Minster Bank Mobile Banking app for mobile and tablet users, continues to grow. The Minster Bank app is another convenient way to manage accounts, pay bills, and quickly send money to a friend or family member.

Our Minster Bank VISA Debit Card gives our customers access to their bank accounts with no surcharge at any ATM displaying the MoneyPass logo. There are more than 20,000 MoneyPass ATMs across the United States. Our business customers continue to enjoy the benefits of remote deposit capture, which allows them to deposit checks at their place of business by scanning and transmitting the images to our bank for posting and clearing. The installation and set-up of the service is easy, saves time preparing deposits, and can help reduce the risk of fraud.

Minster Bank believes in giving back to the communities that have contributed to our growth and success. In

2015, scholarship money was donated to 12 graduating seniors throughout Auglaize, Mercer, Miami, and Shelby counties. Minster Bank also held Community Shred Days at our Sidney, Troy, and Wapakoneta offices, which gave people the opportunity to have their sensitive documents shredded on site for free. More than six tons of paper was shredded and recycled during these events.

We have been very active in providing financial education programs to the schools in our area. Through this program and others, we reach more than 3,000 students of all ages. We have also provided educational programs through the Ohio State Extension service, through talks at local service clubs, and through Chamber events.

Minster Bank, a local community bank, and is headquartered in Minster, Ohio, and has offices located in Minster, New Bremen, St. Marys, Sidney, Troy, Wapakoneta, and a loan production office in Vandalia. Visit www.minsterbank.com to learn more about Minster Bank.

Garmann/Miller & Associates sees continuous growth

For the Sidney Daily News

MINSTER — Garmann/Miller & Associates, Inc., in Minster, has been in operation since 1993, and has seen continuous growth year after year. All remains well for the full-service architectural and engineering firm that employs 43 people including registered architects, landscape architects, designers, professional engineers, construction administrators and administrative personnel. A feature article about Garmann/Miller was recently published in the Winter 2016 edition of national magazine, US Builders Review.

Co-founders Bruce Miller and Brad Garmann have submitted the following report:

Designing new projects and monitoring construction continued on several jobs this year. Significant projects include Apollo Career Center and Greenville City Schools. The large phased renovation and addition project at Apollo Career Center in Lima is slated for completion at the end of the summer. The renovated area of the facility will consist of 117,583 square feet, while the new addition to the building will include 45,823 square feet. Greenville K-8 School began construction on their new 231,368 square foot school building in March 2015 and construction rapidly continues as a late 2016 finish is anticipated. The high school cafeteria addition and interior building renovation was complete in September.



Garmann/Miller & Associates founders Bruce Miller and Brad Garmann are ready for another busy year.

The Ohio Department of Natural Resources awarded Garmann/Miller a contract for as needed capital improvement projects for the 2015-16 fiscal years. Six projects have been completed so far and a few others are anticipated. A large contract was received from the Ohio Department of Transportation for Garmann/Miller to design new maintenance facilities and outposts at locations in Hicksville, Greenville, and Paulding. Construction on those begins in March. Project design for facilities in Tuscarawas County and Coshocton are expected

shortly.

Garmann/Miller continues to specialize in educational projects and has expanded its presence into the Columbus area by working in the Dublin City School District and the Southwest Licking School District. A good amount of time has also been spent working with several school districts on pre-bond issues for potential projects and work will continue as there are several schools that have bond issues on the election ballots this year. Large school projects in northwestern Ohio districts will be of focus this year.

Ayersville Local Schools has begun design on a new K-12, North Central Local Schools has started construction on a new Middle/High School and Liberty Center Local Schools is seeking bids for a new PK-12 school.

The effort is not limited to the educational market for Garmann/Miller as it recently has found a niche in municipal work and renovating county courthouses. Projects so far have been in Auglaize, Hardin, Miami, Van Wert, Williams and Wyandot counties.

Garmann/Miller has been a maintained its membership to the U.S.

Green Building Council since 2007. The USGBC is the nation's foremost coalition of leaders working to transform the way buildings and communities are designed, built, and operated, enabling an environmentally and socially responsible, healthy, and prosperous environment that improves the quality of life. Through the LEED green building certification program, Garmann/Miller is pleased to have achieved four LEED Gold Certified projects and seven LEED Silver projects. Several other school projects are LEED-registered under

the program and upon completion will apply to become certified projects. Garmann/Miller also has six staff members that have achieved LEED Professional credentials by passing a professional exam.

Among all the major projects, numerous other smaller and private projects and studies were complete this past year and several others opportunities are in design or set to begin soon.

To find out more information about Garmann/Miller visit their website anytime, www.garmannmiller.com or like them on Facebook.

CMS adds new employee and new clients

For the Sidney Daily News

SIDNEY — “We were very satisfied with last year’s business; we’ve



Monnier

added an employee and clients. Our workload was steady, challenging and fun,” said Mary Beth Monnier, president of Creative Marketing Strategies of Sidney.

Her report follows:

The marketing and advertising business we experienced last year was a steady growth of our long-time clients as well as new challenges and new relationships. That’s what’s exciting about our work – you never know what you may be asked to do.

CMS added Tonnie

Hovey to the team which includes Marci Johnson, art director. Tonnie brings a long history of print and design experience and we were really glad she came on board.

CMS saw growth with a new healthcare client who needed a vast amount of help with their print and PR pieces. They had just gone through a re-branding process and were wrapping up a major building addition. They needed a marketing company who could do a professional job very quickly and efficiently. CMS helped create advertising design standards, templates and processes, which elevated their branding strategy in a timely manner. CMS also designed, printed and mailed a first-time newsletter for a local not-for-profit agency. Another new client came from one

of our business partners who branched out into two new ventures and needed help with brand identity, PR and web-pages. CMS was also able to help a local realtor and first-time client update signage on their building with a long-lasting turn-key solution.

Our regular clients kept us busy with direct mail, tri-folds, new product collateral material, fliers, testimonial sales pieces, fund raising pieces and annual reports. A large portion of the first quarter at CMS is dedicated to managing, designing and publishing the Sidney-Shelby County Chamber’s Discover Shelby County magazine. The latest issue has grown to 96 pages and continues to build editorial information and advertising benefits for its members. CMS also helped Wilson Health



Courtesy photo

A sampling of projects: Brand identity and website, signage, trade show display and Discover Shelby County magazine.

and Foundation carry out their rebranding efforts into brochures, newsletters and advertising.

This past year, CMS experienced more activity with social media for our clients as well as a sharpened awareness of brand identity and consistency.

Whenever possible, we want to make the process of design and production budget friendly but effective. There is no substitute for a professionally designed and distributed product and how it represents your company.

Our company was

happy to donate work for the Sidney Civic Band, Holy Angels Church and the Deacon John Holthaus Memorial Scholarship Foundation.

For more information call 937-492-2510 or visit www.creativemarketingstrategies.com.

Sidney Electric Company has continued growth

For the Sidney Daily News

SIDNEY — “Sidney Electric Company has had another successful year in 2015. Our company accomplished exceptional growth in 2015” said Bill McClain, director of business development and marketing.”

His report continues:

Our key clients in the automotive, healthcare, and food processing plants; along with the chemical plant and refinery markets, accounted for the largest portion of our sales revenues. Our retail and business

service calls increased significantly this past year as we dispatched technicians across west, central and northern Ohio counties assisting clients. We are extremely thankful for the increased business and growth of our company this past year. Our dedicated and well-trained staff is a direct reflection of our company’s continued growth.

Sidney Electric Company provides electrical contracting solutions, and delivers unique design build services for all types of construction projects.

Also, the company has a high level of expertise with power distribution needs, high voltage work, electrical system maintenance solutions; and offers specialized infrared thermography services. Their customer base covers Western Ohio, Eastern Indiana and Northern Kentucky regions.

With offices located in Sidney and Lima, Ohio and Muncie, Indiana, they can provide 24-hour a day, 7-day-a-week service for all your electrical and communication system needs.

Their firm is a member

of the National Electrical Contractors Association (NECA) and their electricians are trained Journeymen in Local 32 (Lima) and Local 855 (Muncie) of the International Brotherhood of Electrical Workers (IBEW). Their project managers and job superintendents that specialize in healthcare construction, are certified with the American Society for Healthcare Engineering (ASHE). Their tele-data technicians are certified installers and members of BICSI, a tele-communications organization. They are a

registered electrical contractor with the Central Contractor Registration for the U. S. Federal Government.

President John Frantz further adds: “I would like to thank our entire team for their contributions this past year. Our safety record is one of the best in our industry because of the strong talents of our employees. In 2015, we had 15 employees celebrating work anniversaries with a combined total of 115-years of service to our company, he reported. Our hope for the coming

new year and beyond is to maintain our success while assisting customers with their electrical and data networking needs.”

Through a subsidiary company, ITSGroup (Integrated Technology Systems Group), they offer a variety of telecommunication services, fiber optic, network installations, digital key and PBX systems, voice mail, voice over IP, business telephone systems, alarm and surveillance systems.

To learn more about Sidney Electric Company, visit their Website at www.sidneyelectric.com.

U.S. Bank enjoys productive year in 2015

For the Sidney Daily News

SIDNEY — U.S. Bank enjoyed another productive year in 2015.



Counts

“We saw growth in commercial and commercial real estate lending toward the second half of 2015 in addition to consumer lending during the year as our clients took advantage of a slowly improving economy, a low interest rate environment as well as our industry leading products,” said Andrew D. Counts, Northern Ohio Regional president. “We also saw increases in our deposit

base as non-interest bearing account balances grew over 13 percent for the year and savings and checking account balances grew over 6 percent for the year.”

His report continues: At year-end our deposits had grown to over a billion dollars. We continue to see growth in our consumer and business deposit products with our small business lending showing a growth of over 11 percent year over year. Our industry leading mobile banking applications continue to play a major role in our strong deposit growth in consumer and business banking. Last our Private Client Group continued to show growth from our emphasis on personalized

financial planning, growing our assets under management over 6 percent on a year over year basis.

Our region also welcomed 13 branches which were formally in U.S. Bank’s Eastern Ohio region and were incorporated into our Northern Ohio region in October of 2015. The addition of these branches brings our region’s branch total to 41 branches operating in 18 counties in Ohio. The 13 additional offices and 6 existing offices make up our Northeast District which is led by Jeffery East, Community Bank President and District Manager who brings 35 years of financial services leadership to this group. We are very fortunate to add these branches to our

region and look forward to growing with them in 2016.

Our employees are very involved in the communities they serve. In 2015 our employees participated in over 17 local boards such as Troy Development Council, Seneca Industrial and Economic Development Corporation, Compassionate Care, United Way and The Arc of Erie County to name a few. Our employees also helped our communities by sponsoring over 16 seminars in our market. We participated in SBA lending seminars, Teach Children to Save days and Home Buying Seminars. Our region also sponsored 40 agency grants from our U.S. Bank Foun-

dation to our communities and these grants help fund numerous needs and projects in our communities.

Finally, I want to thank our local Advisory Board consisting of Timothy Geise, president of Dickman Supply Inc.; Martin Given, president of Ferguson Construction Company; Mark Hamler, president of Hamler Gingrich Insurance; Diane Meyer, motivational speaker; Charles Rhyan, assistant director of Western Ohio Computer Organization; Bradley Smith, assistant treasurer of Crown Equipment Corporation; Steven Staley, vice president of Koverman Staley Dickerson Insurance; Jerrold Stammen, retired president of North Star

Hardware & Implement Company; and Timothy Weaver, president of Weaver Brothers Inc. for their continued support and leadership throughout the year.

U.S. Bancorp (NYSE: USB), with \$422 billion in assets as of December 31, 2015, is the parent company of U.S. Bank National Association, the fifth largest commercial bank in the United States. The Company operates 3,133 banking offices in 25 states and 4,936 ATMs and provides a comprehensive line of banking, investment, mortgage, trust and payment services products to consumers, businesses and institutions. Visit U.S. Bancorp on the web at www.usbank.com.

Cargill celebrates 150th year in business

For the Sidney Daily News

SIDNEY — “This past year has been a memorable one for Cargill. 150 years of being in business is an accomplishment we are very proud of and to have the city, county, regional dignitaries be part of that celebration was very special to us. Being able to showcase our operation and highlight the hard work of so many people involved in getting us to where we are today was gratifying,” said Mickey Hamer, facility leader.

His report continues: It sounds redundant, but as is always the case our facility continues to focus on the safety of our employees. To ensure all employees are educated on the overall safety process that Cargill is committed to executing, we had our first every Facility-wide Safety Trifecta.

This was a full day of classroom work, presentations, breakout sessions and interaction designed to foster the concepts associated with driving a culture of safety first. The ideas that were generated were turned into actions, and those actions resulted in an overall improvement in active participation from all of our employees. This participation then has driven a safer working environment for everyone.

The biggest project that came to fruition this year was the startup of our Automated Storage and Retrieval System. The ASRS is a state of the art warehouse operational system. It consists of trolleys to move pallets of raw materials from our warehouse to the manufacturing cells in the factory, finished product pallets back to the warehouse and then those

same pallets of finished goods that are allocated to specific orders are then transferred to shipping “fingers” to be loaded on trucks for delivery to the customers. This system is capable of holding over 20,000 pallets and delivering over 100 truckloads a day. It has been put in place as a solution for our future.

Our Customer base has been very strong and our product offerings have continued to grow. We have become the supplier of choice for current customers as well as brought new customers into the mix. We are operating at a very high efficiency rate through our linear integrated supply chain. The bean crush operation recorded record throughput days during season while the refinery matched that output. The packaging operations have several

lines that have exceeded expectations and continue to drive increases through our Continuous Improvement processes and mindset.

Other key projects have been implemented to address some infrastructure opportunities. One important initiative will be wrapping up soon is our new Wastewater Treatment operation. Being a good corporate citizen to the community is fundamental to how Cargill operates as a company. We take our responsibilities seriously and have taken measures to ensure compliance with local, state and federal guidelines. We are excited about how this new system will operate and deliver on our commitment.

Speaking of our commitment to the community, we again have been actively involved through

Cargill Cares with many programs. The facility had a very successful United Way Campaign this year. Many events were held this year to generate enthusiasm and participation. One aspect of the campaign was to have each superintendent on the site visit an Organization that is supported by the United Way. They were then required to speak to their department about the organization and their experience with that organization. This personal involvement provided a “hands on” view of the good each of these worthy organizations do in our communities. As far as the activities were concerned, there was a raffle for a designated parking spot, a pie in the face booth, a gift card raffle, and a Bingo to name a few. We also continue to support organizations by allowing

employees to volunteer their time, during company hours, to as many of the same organizations supported by United Way as well as any 5013C organizations.

We are proud of our accomplishments and are excited about our future.

About Cargill

Cargill provides food, agriculture, financial and industrial products and services to the world. Together with farmers, customers, governments and communities, we help people thrive by applying our insights and nearly 150 years of experience. We have 142,000 employees in 67 countries who are committed to feeding the world in a responsible way, reducing environmental impact and improving the communities where we live and work. For more information, visit Cargill.com and our News Center.

Strong sales growth experienced at Freshway Foods

For the Sidney Daily News

SIDNEY — Freshway Foods experienced strong sales growth in 2015. Expanding business with existing customers, new retail based product introductions and forward distribution services fueled the



Beer

growth. “Not only was core growth strong, our new product development efforts are paying off as well,” said Devon Beer, president of the local value added produce and distribution company. “Looking ahead, the company will invest in additional production capacity and capability to help us expand our product offerings.”

Expansion of the company’s line of healthy

deli salads continued in 2015. The new salads feature plant-based protein, vibrant flavors and unique fruits and vegetables. “Consumers today have more sophisticated palates, and they want new, exciting flavors,” said Beer. “We have reimagined the traditional deli salad and created a more upscale experience for consumers.”

His report continues: The salads were developed by the company’s Product Development Team, under the leadership of Chef Doug Bond.

The company launched a redesigned and expanded website, www.freshwayfoods.com,

early in 2015. The new website features more in-depth information about the company’s products and services, and better reflects the company’s innovative approach to solving the problems faced by foodservice and retail companies on a daily basis.

As a result of Freshway’s strong commitment to customer service, the company was awarded the Cornerstone Partner Award by Gordon Food Service in 2015. The award, which is the highest that Gordon Food Service bestows, was announced



Courtesy photo

Longfellow Elementary celebrate “Dress Like a Freshway Associate Day.”

at the 2015 North American Vendor Involvement Process (VIP) Award Dinner. The Cornerstone Award recognizes suppliers who excel in service metrics and exemplify strategic distinction through extraordinary efforts.

We are honored to receive this award, which recognizes the hard work and dedication of our 400+plus associates. It is a pleasure to continue to partner with Gordon Food Service to drive business growth and deliver the highest quality products and services.

Freshway continued its partnership with The Workforce Partnership of Shelby County and participated in educational activities at local schools. In May, the company participated in the Career Exploration Academy sponsored by The Workforce Partnership. This two-day event, held at

the Shelby County Fairgrounds, gave students from Sidney Middle School and Sidney High School access to presenters who work in a variety of careers. Freshway associates shared information with the students about careers in Human Resources, Accounting, Food Science, Supply Chain and Engineering.

In September, Longfellow Elementary celebrated “Dress Like a Freshway Associate Day.” During this event, sponsored by POWER Women’s Initiative and The Workforce Partnership, kindergarten students had the opportunity to try on protective gear that is worn by Freshway associates at the company’s production facility.

In 2015, the Tri-County Food Manufacturers’ Council was launched in partnership with the

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Airstream's legacy: Wally Byams's dream began in 1931

For the Sidney Daily News

JACKSON CENTER — What is the perfect Airstream?

In 1931, Airstream began with Wally Byams's dream: to build a travel trailer that would move like a stream of air, be light enough to be towed by a car and create first-class accommodations anywhere.

Every inch of an Airstream has a function and are the most thoroughly tested brand in trailer history. Its engineering is the culmination of over 85 years of experience plus millions of miles on roads throughout the world to perfect the ultimate adventure-making product.

Mollie Hansen, vice president of marketing, has submitted the following report:

Growth

From 2014-2015, Airstream invested more than \$10 million in Touring Coach renovations, office expansion, Travel Trailer Plant expansion, and manufacturing equipment, to support increased demands providing many new employment opportunities for its local communities.

The expansion project added approximately 94,000 square-feet to Airstream's existing 134,000 square-foot travel trailer plant. An overall \$5.9 million investment in Jackson Center, the expansion is a commitment to the community, the company's strong heritage in the area, as well as its vision of continued growth over the long term. Following its completion in May 2015, the new addition to the production facilities resulted in an increase in current production capacity of approximately 50 percent over past levels.

The company also built a new Airstream Associate (& Spouse) Fitness Center in 2015.



Courtesy photo

This is an aerial view of the Airstream plant in Jackson Center.

Sales

Airstream sales were up 21 percent in 2015, and the company is anticipating approximately 20 percent growth next year as well, largely due to strengthened distribution channels and key favorable economic metrics – low fuel prices, low interest rates, baby boomers reaching prime travel trailer and touring coach buying age (11,000 people turn prime buying age every day for the next 18 years).

Airstream continues to grow its share in international markets as well, including the official brand launch in China.

Airstream's year-over-year growth continues to exceed that of the RV industry. The company's focus on distribution expansion, focused

marketing, and relevant products has contributed to the fast and continued rise within the industry. In 2015 Airstream was up 18 percent.

In addition, the automotive industry is also recognizing a growth in truck and SUV sales and the top three selling vehicles in the country for 2015 are all trucks that can tow Airstreams. One of those happens to be Ford, the number one preferred tow vehicle for Airstream owners (Ford series No. 1, Chevy Silverado No. 2, and Dodge Ram No. 3).

The year 2015 was the fourth consecutive year for record sales in Airstream's 85 year history and is on track for record sales in 2016.

The popular Airstream Interstate is the number

one selling Type B diesel motorhome in the U.S. for the third year in a row, according to Statistical Surveys Inc. Brand Market Share Report, which details total sales of diesel and gas class B models. In 2014, Airstream Interstate unit sales increased 30.2 percent over 2013 – nearly 8 percent higher than the overall B Van segment growth which was up 22.8 percent year over year. The Interstate now has 33.7 percent market share of the diesel class B segment.

Total number of buildings in Jackson Center: 10

Total Square-feet: about 1/2 million

Current Production: about 67 Airstreams / week. (Mid Feb. 2016 will increase to about 72

/ week)

Waiting period for Airstream: 6 months

Current Associate count: 620

2015 Associates Hired: 236

2016 Forecast New Associate Hire: 150+

Airstream Awards / Recognitions: DSI Quality Award, Safety Awards, Recognized by US Dept. of Energy, Voted top 10 Best Factory Tours by Fox News & CNN, voted top 10 Best Travel Trailer Manufacturers

Built on Longevity of Service/Employment:

52 Years – 1 Associate = Larry Metz

40-50 years: 12 Associates

30-39 years: 34 Associates

20-29 Years: 58 Associates

10-19 Years: 61 Associ-

ates

National Media Attention:

From January 2015 through January 2016, Airstream has garnered more than 723 million media impressions in a wide variety of national business, lifestyle, luxury, trade and regional publications through press release distribution and media loan experiences. A few of these placements include: Bloomberg Businessweek, Bloomberg TV – Bloomberg Markets, Business Insider, Forbes, Fortune, Inc., Men's Journal, Town & Country and Westways.

Airstream provides guided tours every business day starting at 2 p.m. Contact Airstream if group of 10 or more at 937-596-6111.

LaserFab Technologies remains strong in 2015

For the Sidney Daily News

SIDNEY — Business for 2015 started off very strong for LaserFab



Ellis

Technologies and remained that way most of the year.

"Markets ranging from heavy truck to RV started

off great and grew rapidly as the year went on," said Nichole Ellis, LaserFab general manager. "As 2015 came to

a close, a small dip in the heavy truck market began surfacing. LaserFab had a great strategic plan for 2015 and that allowed expansion into new, growing markets. This planning permitted LaserFab to have continued growth despite the small dip the market took. We are pleased to announce another great sales and business year!"

Her report continues: With new investment plans in mind and 5S becoming a stronger focus of 2015, changes to the layout of the production floor took place. Pro-

cess flow was a big driver in the way the company started in 2015 to how it ended in 2015. 2016 will focus on 5S even more, as a leader in our organization, Tim Suttles, has implemented new procedures and made this a large part of his focus on better process improvement. We look forward to welcoming members of the Shelby County Chamber of Commerce Lean Council in to view our progress later this year.

The second quarter of 2015, a robotic weld cell was implemented into our capabilities. Part

of LaserFab's goals has always been, and will continue to be, staying up to date with the latest technology, as well as providing the best quality, customer relations, and competitive prices. What better way to maintain those goals than to enter the world of robotics. This investment not only allowed for us to continue maintaining goals and current customers but also allowed for us to continue expanding into new market segments and opportunities.

Additional capabilities

incorporated and operating in 2015 include spot welding and a robotic brake press.

We look forward to announcing new investments of technology for 2016.

Third quarter of 2015, LaserFab's management, marketing, and sales team decided it was time to revamp the website, which should be complete by the end of February 2016, and will give our current customer base and potential new customer base the look behind our new road to success. Part of that journey is an exciting new aftermarket business segment. Additional details to be provided late in the 2016 year.

LaserFab Technologies

strives to be the best supplier that we can be while creating, building, and maintaining relationships and partnerships. We want our services to not only meet but exceed the expectations of the customers. We as a company do not want to just supply quality parts but be the answer to the solution from beginning to end. Finally, we want to be that one stop shop that is just in time, every time.

The management team here at LaserFab Technologies, Inc. wants to thank our customers, vendors, and internal team members for making 2015 another great year, as well as providing success for years to come.

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Elite Enclosure under new ownership

For the Sidney Daily News

SIDNEY — Elite Enclosure Company is an ISO 9001 and Q1 certified fabrication shop located at 2349 Industrial Drive, Sidney Ohio. The



Trempe

company designs and manufactures material handling and ergonomic

equipment. It specializes in shipping in-process racks or carts, lifting devices, precision robotic load/unload system racks, and scissors lift assists equipment.

President and owner Mike Trempe, of New Albany, has submitted the following report:

Elite Enclosure Company's Design Team works directly with the customer, partnering with them for total in-house logistics management.

Dedicated to design and prototype development, Elite Enclosure eliminates the incompatibilities that can occur when the designer is unfamiliar with the manufacturing process. The project is designed, fitted, tested, manufactured, and delivered in one integrated process. Our design Engineers use the latest in computer-aided design software, CATIA, AutoCAD 2D and 3D.

Elite Enclosure Com-

pany was founded in 1994 by Doug Pottorf. He started the business in his basement with the goal of manufacturing cases for musical instruments. Shortly after inception, Mr. Pottorf was given the opportunity to quote material handling racks for the Ford Motor Company. Today Elite Enclosure Company continues to have very strong relationships with Ford, Honda of America, and Navistar

International.

After 21 years, Doug and Sherry Pottorf decided to plan for retirement. Effective Oct. 1, 2015, the new President and Owner of Elite Enclosure company is myself. I served as president and COO, vice president of Operations and director of Manufacturing Operations for the Longaberger Company for 13 years prior to coming to EEC.

I will continue to build on a very strong founda-

tion that has been established over the years by the Elite Staff. Since the economic recession of 2009, Elite Enclosure has had substantial growth every year with record year ending in 2015. The company's growth in sales and quality is due to the operation oriented process that been established. A high priority to attention and detail affords the company a reputation that wins and keeps customers.

Father Hubbard's Cupboards sees color trends changing

For the Sidney Daily News

SIDNEY — Father Hubbard's Cupboards, LLC, is located at 128 W. Russell Road.

"Stop in to see our new kitchen displays with some of the latest trends in cabinets, quartz countertops and tile backsplashes," said owner Kim Eilerman. "We also have showers, tub showers, and corner showers on display. We have an experienced and knowledgeable staff who deliver a high level of service to our customers and have been serving the Sidney area for over 11 years!"

His report continues: When you visit our 2,800 square foot showroom, you will see that we carry everything you

need to make a kitchen or bathroom complete. Whether you do the installation yourself or have Father Hubbard's install, we offer a great selection of cabinets to choose from and are very competitive in our pricing. We have displays of Wellborn Kitchen and Bath Cabinets and Fabuwood cabinets and vanities for customers to choose from.

We also sell Kitchen Kompact cabinets. Wellborn Cabinet is our featured line of cabinets made in Ashland, Alabama and also seen on HGTV. They are the largest family-owned cabinet company in the United States. We also display Quartz, Granite, Corian and Formica countertops. Stone countertops include Cambria, LG

Viatera, Dupont Zodiaq Quartz and granite. Corian and LG Hi-Macs solid surfaces as well as high definition and traditional Formica countertops are also available. An elegant sink will complete your new countertop look. We carry Blanco sinks in several colors as well as heavy gauge stainless steel sinks. Bath vanity countertops are available in all of the above plus cultured marble vanity countertops.

To complete your kitchen or bath, we carry a wide array of flooring, including luxury vinyl, engineered wood, wood, and tile. We can also complete your countertop look with beautiful tile from Vine Street Studios which we display in our showroom. Jeffrey Alexander and Amerock

cabinet hardware make a beautiful finishing touch.

Over half of Father Hubbard's business involves bath remodeling such as: replacement of tub/shower units, seated shower units all of which are on display or adding grab bars for safety and security. We have a new Aker by Maax seated shower that is proving very popular with customers. Also on display are Gerber and American Standard Vormax Comfort Height toilets. Delta, American Standard and Moen kitchen and bath faucets are also available. We carry the new Panasonic Whisper Quiet bath fans. Cardinal Shower doors purchased directly from the manufacturer complete our bathroom line.

Father Hubbard's Cup-

boards has been in business since January 2001. I took ownership of the business April 1, 2004. I have been with the business since its beginning. My wife, Kim, specializes in the computer design. She also consults with customers on final color layouts. My 37 years of experience in the cabinet making business, combined with some of the latest design technology, allows Father Hubbard's to be competitive in today's market.

We strive to be competitive in the market. We have researched the brands we carry so we can offer high quality products that fit in our customer's budget.

Father Hubbard's Cupboards, LLC is an authorized, Cambria Quartz,

LG Viatera Quartz, Dupont Zodiaq Quartz, Corian Solid Surface, LG Hi-Macs and Formica countertop showroom dealer.

We specialize in the design and installation of kitchen, bath, laundry room and basement cabinets. We do all types of interior home remodeling from simple faucet replacements to total renovations. The latest trends in cabinets, countertops, faucets and hardware make remodeling your home with Father Hubbard's Cupboards a one stop shop!

Father Hubbard's Cupboards showroom hours are Monday through Thursday 9 a.m. to 6 p.m., Friday 9 a.m. to 5:30 p.m. or by appointment. We want to earn your business!

Kirk NationaLease marks successful year in 2015

For the Sidney Daily News

SIDNEY — The year 2015 marked the most successful one that Kirk NationaLease has had in the past 10 years. The company's performance was highlighted by an increased relationship with a national department store chain, beginning relationships with the second largest food processor in the United States and a leading yard truck manufacturer, and the opening of shops in Cleveland and Bowling Green, Ohio and Midlothian and Tyler, Texas.

Service to others is the underlying foundation of Kirk NationaLease. Whether we are renting or leasing tractors or trailers to our customers, or repairing a customer's tractor or trailer, we try to relieve the customer of any concerns when it comes to their transportation needs.

"Listening to a customer talk about what is going on in their business and the issues that they may be having, and then coming up with a solution for the customer is the most exciting and satisfying thing that we can do for a customer. We have to be flexible and adaptable to our customers' needs," commented

Jeff Phlipot, president of Kirk NationaLease.

His report continues:

For example, in 2014 Kirk NationaLease introduced a roller floor trailer for a customer in the beverage industry. After listening to the customer and the success that they have had with the trailer, Kirk is continuing to improve the trailer design by making it self-unloading which will provide additional efficiencies for the customer.

Kirk NationaLease celebrated its 40th Anniversary with the National Truck Leasing System, (NationaLease) in December, 2015. In addition to Kirk NationaLease facilities located in OH, KY, MI, IN, VA, NC, SC, and TX, the NationaLease system allows Kirk to provide service to its customers across the country through 550 affiliated locations. If a Kirk customer's truck or trailer is having issues on the road, affiliates are required to render assistance to get the customer moving again.

In turn, Kirk reciprocates this service needed when another affiliate is close to one of our 25 shop locations. The Service Managers represent-



Kirk NationaLease Technician Jim Heitkamp is ready to provide service to a customer with one of Kirk's several Mobile Service Units.

ing the 550 NationaLease affiliates across the country voted for Kirk to receive the highest award in 2015 for giving the "Platinum" level of great service to the membership.

In conjunction with expanding our shop location footprint across eight states, we have addressed the need for additional Sales Repre-

sentation for our growing customer base and are in the process of realigning sales territories and adding staff to meet those needs and identifying even more new opportunities.

Additionally, Kirk is investing more time and resources into our people as we grow in order to meet the demands necessary as we strive to be

a dominant provider of transportation services. Continual offering of training programs for our Technicians and Operational Management is something we are very committed to and ultimately benefits our customers. Much emphasis and planning has been put into investing into our infrastructure at the Shop level, enabling each

location to provide the services the customers have come to expect from Kirk.

Ultimately, with a complete approach to providing the best transportation services by investing in our people, shops, equipment and solving unique problems for our customers, we hope to record yet another successful year in 2016.

Sales

From page 19

Sidney/Shelby County Chamber. The Council, made up of food companies from Shelby, Miami and Auglaize counties hosted its inaugural

meeting at Freshway in May. The meeting included a tour of Freshway's facility, discussion about food manufacturing challenges, and sampling of Freshway's fresh salad kits. Representatives from ConAgra Foods, Agrana Fruit

US, Mama Rosa's Pizza, Dannon, Aunt Millie's Bakeries and the Sidney/Shelby County Chamber of Commerce were present for the meeting. The opportunity to get together as a group and share best practices helps us all to be more

successful.

Freshway Foods is a fresh fruit and vegetable processor, repacker, distributor, and logistics provider focusing on customized product and service solutions to a customer base that spans the eastern half of the

United States. Its customers include casual, fast casual and quick service restaurants, broadline distributors, foodservice distributors, supermarkets and club stores. Freshway sources products fresh from the field from prime growing

regions, processes them to high quality standards, and delivers those products to customers using their private logistics company.

Freshway Foods/Freshway Logistics is located at 601 N. Stolle Ave., Sidney.

Electro Controls credits employees for success

For the Sidney Daily News

SIDNEY — The year 2015 was another very good year for Electro Controls.



Geise

“While the gas and oil markets were very soft this past year, we were able to fill those voids with deeper penetration into the food equipment and agriculture markets,” said Company President Tim Geise. “The egg industry is booming in the Midwest and the opportunities we’ve had in automation and controls for the bird houses has been fantastic. In addition, we

secured some very nice orders from the water and wastewater industry as a result of our focused engineering and design efforts from our Supervisory Control and Data Acquisition (SCADA) Division. At the end of the day, I am extremely grateful for our employees and their contributions. We have a great team and our clients and business partners are like family to us.”

His report follows: Sales results in 2015 were just slightly behind budget, but influenced by a single large OEM client whose product mix shifted where their need for controls was down by 30 percent. This situation noticeably changed for the better in the last

quarter and the forecast with that OEM looks great for 2016. The OEM markets in general have been a bit volatile, lead time requirements across the board continue to shrink, and price point pressures have never been greater. However, we are very pleased that we are positioned with an effective business strategy and value proposition that has allowed us to maintain and grow our business in most areas. We have had to rely on continual improvement initiatives and creativity for our success and we’ve been able to do just that. The credit goes to our employees, they are engaged in the client relationship from top to bottom and at all

levels. We really push to embed ourselves into our client’s businesses, to really understand what their challenges are, and to provide cost effective solutions to help them meet those challenges.

Our team has grown again in 2015. We have added technicians in almost all production areas and we also added another electrical designer in our SCADA division. In June, in an effort to better serve our client base and to maximize our work flow efficiency and continuity, Electro Controls merged our engineering, custom assembly, and controls integration teams into one unified division. This division now operates namely as the Controls

and Engineering Division and this new organizational structure has further enhanced the services and value that we provide. We finished the year operating with 88 full time employees.

In February, we added another permanent mezzanine providing an additional 4,000 square feet for raw material and finished goods warehousing. Our facility has grown to almost 60,000 square feet, which is almost 60 percent more space than we had when we built and moved into the facility in 2001. In November, we purchased 2.8 acres of land directly to the north of our current facility to open up expansion options for the future. We continue to

invest in technology and equipment to enhance our services and increase our efficiencies in order to provide best value for the client.

We are excited as to what lies ahead for Electro Controls. 2016 will mark our 40th year in business and we feel we have the right people in place to continue to grow and prosper. We pledge to offer best in class solutions for automation systems, control panels, and wire harnesses. We are proud to be serving a wide range of clients and industries across North America from Sidney, Ohio, and we want to thank all our employees, clients, and the business community for working with us.

Nothing is better than “sweet” progress

For the Sidney Daily News

PIQUA — Winans Chocolates and Coffees has had a year of progress, with a capital P. The culmination of many years of visioning, planning and implementation on several large projects came together in 2015.

Winans Chocolates and Coffees has operated in Piqua, for 55 years and opened their eighth franchise location on Far Hills Avenue in Dayton, in September, bringing their total number of retail stores to 15. One of Winans newer locations is on Looney Road in Piqua, right off I-75 at the Route 36 exit, and features a drive-thru window.

The big event for Winans in 2015 was the opening of the new Winans Chocolates and Coffees “Hub” on the corner of state Route 36 and Spring Street in Piqua. Joe Reiser and Laurie Winans Reiser, fourth-generation owners of Winans, bought the closed-

down Piqua Daily Call building and repurposed the building to house the consolidation of several production facilities and their chocolate factory, coffee roastery and new Home Town Retail Store. The move enlarged production space by 7,000 feet and was designed with focus on maintaining the warm, inviting feeling of the Winans opened 55 years ago by Laurie’s father, Max, and uncle, Dick Winans.

The owners’ report continues:

There was sentimentality associated with the move from Winans’ historic factory. Miss Clara Hutton, who has been with Winans for 44 years, was not sure she wanted to make the move, but did so happily. She is now one of the featured stops on the Winans Chocolate Factory Tour. Winans’ new facility has two large viewing windows where customers can see their favorite confections being made. There are weekly Thursday tours at 1 p.m. Special group and bus tours can be

scheduled during the week.

The new facility also features a “Cupping Room,” defined in the coffee industry as “a room equipped and designed to share the passion and knowledge of coffee.”

We cup to create unique and flavorful coffee blends that are unique to Winans. Winans Blend coffee is a blend of beans from three different regions of the world, roasted with three different roasting profiles.

Joe makes annual trips to Central and South America to visit and build relationships with local coffee and cacao farmers. Joe helped a cacao farmer and cacao manufacturer produce the first batch of chocolate during one of his trips. This chocolate is available in bars in Winans’ stores under the name of Winans MesoCacao.

Contact Winans at 937-773-1981; email: office@winanscandies.com; or on the web, www.winanschocolatesandcoffee.com.



Courtesy photo

Clara Hutton, Winans enrober operator for 44 years, continues in her position at the newly opened Winans Hub in Piqua.

Tradewinds Financial Group has best clients in the world

For the Sidney Daily News

SIDNEY — “At Tradewinds Financial Group, we can honestly say that we have some



Gaylor

of the best clients in the world, and we are proud to serving our families in the greater Sidney area,” said David Gaylor, founder of the group. “As financial advisers we are honored with the trust placed in

us by our clients, and with their help we have been able to bring comprehensive financial planning services to over 400 families in the greater Sidney area.”

Gaylor, who is a financial coach and author, founded Tradewinds Financial Group in 2002. He uses his proprietary Income Allocation Methodology to help his clients build a stable and dependable stream of income during retirement.

His report continued: My income allocation methodology has been

featured on Fox, NBC, CBS, ABC and Yahoo! Finance. The income allocation methodology uses low risk, low volatility investment strategies that are designed to be defensive in volatile markets and opportunistic during times of growth.

While 2015 was rough on the general markets, with all sectors taking a beating, including: commodities, treasuries, bonds, stocks, and even Warren Buffett’s Berkshire Hathaway taking a 13 percent hit! Clients using my Income Allocation Methodology were able to protect their portfolios from the majority of the market volatility through the use of investment strategies that are designed to protect against downside risk.

Looking forward, 2016 is going to be a difficult year for investors. There are a number of issues at

play in the market today, forces that will take time to reconcile and may not change any time soon. CNBC is predicting a recession worse than 2008, and while we do not know what the future holds, many economists are predicting that the volatility we are experiencing today will continue for the foreseeable future.

If you have not re-evaluated your investment strategy in the last six months, now is the time to do so. It’s time to stress test your portfolio and ensure that your investment strategies will hold up under further market volatility. To those in retirement or near retirement, take a moment and google “sequence risk.” Sequence risk, is the risk of compounding your losses by withdrawing money before your

investments have recovered their original value. Significant losses in the first 5-10 years of retirement can have a significant impact on ones retirement savings.

Is your retirement a “hope & prayer” strategy or a “I know so” strategy? Don’t you deserve better?

I am also the author of the retirement planning books “The Retirement Challenge” and “Income Allocation - It’s Not About Your Lump Sum, It’s About Your Income.” I publish a weekly financial column and teaches regular retirement planning and income allocation workshops at Edison Community college.

Tradewinds Financial Group is a member of the Better Business Bureau, and a recipient of the Beutification Award by the Sidney Chamber of Commerce.

To learn more about the Tradewinds Retirement team, visit their website www.TradewindsRetirement.com

I am an investment adviser representative with Precision Capital Management. Investment advisory services are offered through Precision Capital Management, an SEC registered investment adviser.

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PERRY proTECH celebrates 50th anniversary in 2015

For the Sidney Daily News

This past year was another exciting chapter for the PERRY proTECH organization.

“We had the opportunity to celebrate our 50th year of operations and to reflect on where those years of hard work have positioned us in our industry,” said PERRY proTECH President Jeff Boate.

The report continues: We were recognized in February on The Channel Company’s 2015 CRN Managed Service Provider (MSP) 500 list as one of the MSP Elite 150. This annual list distinguishes the top technology providers

and consultants in North America whose leading approach to managed services enables their customers to improve operational efficiencies, elicit greater value from their IT investments, and successfully leverage technology to achieve greater competitive advantage.

In March PERRY proTECH appeared on Penton Technology’s eighth-annual MSPmentor 501 Global Edition, a distinguished list and report identifying the world’s top 501 managed service providers.

June was an eventful month as we were named as a Platinum Recipient of the Office Technology Service Excellence Award, following a full audit of individual technician and overall service department performance by BEI Services.

Later that month, Konica Minolta honored us with the 2015 Pro-Tech Service Award for Service Excellence. This was our 10th consecutive year receiving this award, representing the achievement of Konica Minolta’s highest standards for dealer service and proficiency.

In October our Dealer Profile was featured in Buyers Lab where I had the opportunity to highlight some of the additions made to the organization over the past few years, such as our vibrant Digital C.O.P.S. division.

ENX Magazine named us a 2015 Elite Dealer in December for our achievements in Document Imaging—another award we’ve received for over 10 years in a row.

Beyond industry recognition, we also took an

exciting new direction internally. We adopted MWAi FORZA with SAP Business One, a single sign-on, single database business management platform that unifies, manages, and controls our entire business across financials, sales, customers and operations. This new platform provides unprecedented insight into our business, and we are excited to see what this transition will yield!

We could not be more grateful to be coming off such a strong year. Our success this year and for the years to come can be attributed to the tireless efforts put forth by each and every employee. Innovation never happens at the management level—it comes from the employees in the trenches who truly push our company forward. With

the right people and the right tools already in place, the sky is the limit for what PERRY proTECH will accomplish in 2016!

About PERRY proTECH

Established by Rex Perry in 1965, PERRY proTECH is recognized as a leading provider of business technology solutions and products throughout north and western Ohio, northeastern Indiana, and southern Michigan.

PERRY proTECH serves thousands of companies of all sizes in a variety of industries, including financial services, health care, manufacturing, education, telecommunications and utilities.

PERRY proTECH is uniquely positioned in business technology solutions by providing

all that a business needs to compete in today’s world. There are five distinct services that can stand alone or interconnect: documents including copiers, MFPs, document management and wide format printing; networks that cover core infrastructure, voice/video, storage, virtualization, private and public cloud offerings and disaster recovery; and systems that include cloud, network management, data center virtualization, back up and disaster recovery; security including network security solutions and physical security solutions; and services for all sizes of business from managed IT and managed print to staff augmentation for larger projects.

For more information please visit www.perryprotech.com.

Fabcor purchases state-of-art laser equipment

For the Sidney Daily News

MINSTER — Fabcor is keeping up with changing technology by purchasing a state-of-the-art laser tube butter and devlieg boring mill.

“Fabcor is now able to provide the most advanced Laser Tube Cutting on the market today,” said Jon Hoying president and owner of Fabcor.

His report continues: We are introducing our new BLM LT8 Laser Tube Cutter. Our LT8 is a 3500 watt state of the art laser tube cutter with a 28-foot tube length capacity. This machine has a cutting capacity up to 8-inches square and diameter and will cut carbon, stainless and aluminum, up to three-fourths of an inch thick steel.

The BLM also tackles open profiles including angles, flats, beams and channels, also rectangles, square and round tubing. Fabrication costs are reduced through the use of slot and tab, and interlocking joints. We are also able to cut to length, drill any size hole or cut any shape geometry eliminating costly set ups, material handling and extra labor. Hard tooling is eliminated and replaced with a flexible beam resulting in maximized production time and minimal waste. We can consolidate different tube diameters, shapes, and wall thickness to create assemblies. The 3D tilt cutting head provides beveled edges for weld prep, eliminating the



A Fabcor employee works a tube laser which rotates and cuts metal tubing at the company.

Luke Gronneberg | Sidney Daily News

need to hand grind. We are excited and ready to help you design your next project using our Tube Laser capabilities. We are also pleased to announce our in house machining capabilities. The Devlieg Series 5K Boring Mill is a precision, horizontal spindle table boring, milling and

drilling machine. This machining mill combines extreme accuracy and rigidity. The Devlieg machines all types and sizes of workpieces including tool room, one piece jobs and production applications requiring accurate holes and flat surfaces in precise locations while its size

boast a hefty 40” x 72” with a load weight limit of 10,300 pounds. Fabcor continues to offer 3D CAD Engineering, Flat Laser Cutting, Press Brake & Rolling, Mig-Tig-Spot and Robotic welding, wet or powder coat finishes, assemblies, deliveries in Fabcor owned vehicles, and have

been serving our customers for 32 years of quality service. Please allow us the opportunity to quote your tube cutting, fabrication & machining requirements. We will be very competitive, as we are family owned with no indebtedness. Simply email your requests to sales@fabcor.com.

Berkshire Hathaway has new home in downtown Sidney

For the Sidney Daily News

SIDNEY — There is a new sign in town — Berkshire Hathaway Home Services Professional Realty

has a new office in downtown Sidney. The business is located at 110 E. Poplar St., Suite 1, in the “Murphy On The Square Building.”

“We are more than a real estate company,” said Sandi Shipman, Relator/sales associate. “We are leaders in our field. We are advocates for our clients. We are champions of our communities.”

Her report continues: Our company culture

is defined by seven core values. They are:

- Expertise: Shared knowledge accumulated through learning and experience
- Integrity: Doing the right thing in everything we do
- Perspective: Understanding nothing is bigger than the big picture
- Collaboration: A partnership formed from shared Ideas and knowledge
- Innovation: Growth fueled by inventive solutions
- Compassion: We support the needs of our clients, our communities, and each other
- Enthusiasm: Being all in not because we have to, but because we want to

This is who we are. “How are we different?” That’s a question we are often asked by clients and agents. That question is not answered by explaining the latest technologies we have or the marketing products we offer. The answer to that question is: “It’s who we are that sets us apart.” Berkshire Hathaway HomeServices Professional Realty is a company that believes in order to grow and be successful there needs to be a solid foundation. When a foundation of shared values is in place, the result is a culture that fosters growth and success. Our company core values can be seen in everything we do, from the way we nurture our client relationships, to the cooperative

way we work with other industry professionals, but most apparently in how we treat and value our agents, employees and clients. We know that are agents are the heart and soul of our company, so we create a agent friendly environment, which includes policies that are not only fair to agents, but to their clients. We are a company of engaged leadership and management that advocates for our agents and clients alike, which gives the confidence they need to go about their business. Our philosophy is simple, You before Us.

“How are we different?” In all the ways that matter the most.

friendly environment, which includes policies that are not only fair to agents, but to their clients. We are a company of engaged leadership and management that advocates for our agents and clients alike, which gives the confidence they need to go about their business. Our philosophy is simple, You before Us.

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Wells Brothers experiences growth in 2015

For the Sidney Daily News

ANNA — Change is difficult, but sometimes it can definitely be good and the last few years have brought a great deal of change to Anna-based company, Wells Brothers Inc. Wells Brothers has experienced tremendous growth recently, with no signs of slowing. The company just closed another amazing year and are looking forward to what will come in this new year.

Curt Wells, owner, and Natalie Plate, human resource director, have issued the following report:

Curt and Sandy Wells started Wells Brothers in 1989. In 1990 Jerry Wells joined them as an owner. They could not have imagined what their company would look like 27 years later. What started as a small residential electrical company (and the addition of plumbing when Jerry joined the company), has now become a multi division industrial contracting company with over 140 employees and consistently hiring. The company now has 4 buildings, totaling 146,000 square feet, 100+ trucks and a much diversified skill set. Divisions of Wells Brothers include industrial electric, industrial plumbing, HVAC, metal fabrication and assembly, machine rigging, system



Wells Brothers experienced many changes at the business during 2015.

Courtesy photo

process handling, concrete & construction. We can tackle projects from start to finish, including: Engineering and Design, Fabrication, Installation, Utilities, and Programming.

Wells Brothers partners on many projects with Panel Control, Inc. Also owned by the Wells family, Panel Control offers full panel design, build, and programming for all the control needs our customers may have. Following the same turnkey approach we can then follow it into the

field for full installation, field wiring, and start up services.

To support the growth mentioned earlier, Wells Brothers has added many new positions or expanded departments including: Vice President of Operations, Asset Manager, Supervisors / Estimators, IT, Training, Human Resources, and Finance. In 2014, the company obtained accreditation as a training facility through NCCER. Employees now have the opportunity to enhance their

skillset and knowledge with our onsite trainers. Many employees have already participated in the classes offered or have expressed interest in upcoming classes. The development and growth opportunities for our employees is always a top priority. As our employees are a very important part of our business, we also strive to follow the example in Matthew Kelly's "Be the Best Version of Yourself." In addition, we encourage our employees to work towards being their

best version and support them in obtaining the goals that will get them there.

To highlight the capabilities of our talented team and benefits to being a part of that team, Wells Brothers completely overhauled our website last year. We improved contact and company information, added tabs for each division to explain what they do, added many pictures of completed projects, and added a section just for our employees. Please check us out at www.wellsbrothers.com.

wellsbrothers.com.

While the last few years have brought many exciting changes, one thing that has not changed at Wells Brothers is our mission statement and our commitment to it "Treat the customer and my co-worker as I would like to be treated." This mission statement is as important now as it was the day we started. We want to thank our employees, our customers, and our community for our continued success. We wish all of you a prosperous 2016!!

Detailed Machining has steady year in 2015

For the Sidney Daily News

SIDNEY — John Bertsch, president/CEO of Detailed Machining, reports that 2015 was a steady year for the company.

"We had slowed up in some sectors and others made up for it," said



Bertsch

Bertsch. "We continued to expand our machine base and are always looking for talented employees to better position ourselves when this economy turns around."

His report continues: "We now have 12 CNC vertical machining centers and five Horizontals to better serve our customers. We continue to be a local leader in Waterjet cutting for many different industries. Our

best asset is the talented employees we have been able to retain and help the company grow stronger to become one of the leading Machine shops around.

Recently we hired Dave Barhorst as plant manager to help lead the company and further deepen the local roots as a supplier to industry. Our Diverse business model allows us to supply all types of businesses

with almost any kind of machined, welded or assembled part from 1 pc to thousands of production parts.

We do a lot of Break down work when a company has a machine down and it needs repairs or replacement parts made to get production back up and running.

The year 2015 Marked the second one we opened our doors on Manufacturing Day

(MFGDAY.com) and hosted local students, educators and the general public to get a firsthand look at what manufacturing is all about and how new technology with a great work environment can support a lifelong career with personal satisfaction to build our local economy. We are very involved in hiring students from the career center (JVS) that are in the machine trades

or welding classes.

We are also one of the local businesses that help support and participate with the Workforce Partnership that started in Sidney and are venturing out to other Shelby county schools to help our children learn the value of having and holding onto the good jobs in our area. We are still located in Sidney Ohio, with 42,000-square-foot facility.

Sidney Body CARSTAR: Customer satisfaction, quality top priorities

For the Sidney Daily News

SIDNEY — Sidney Body CARSTAR is a collision repair facility located at

175 Stolle Ave. in Sidney, Ohio. The Sidney Body CARSTAR name formed

13 years ago when owner, Tom Martin, joined the CARSTAR Franchise. Prior to this Sidney Body CARSTAR was known as Sidney Body Shop and has been a staple of the Sidney community for many years. The CARSTAR franchise provides customers with a 5-year nationwide warranty that extends to CARSTAR facili-



Martin

ties in 31 states. This supplements the limited lifetime warranty also offered by Sidney Body CARSTAR.

Martin's report continues:

At Sidney Body CARSTAR customer satisfaction and quality are our top priorities. The following steps have been taken in 2015 to achieve those customer service and quality goals: ongoing employee training, new outside signage and lighting, a new measuring system and equipment/training for aluminum repairs.

In 2015 Sidney Body CARSTAR continued its effort to keep the staff trained in the latest the auto body industry has to offer. All of the office staff continues with new training programs

developed by CARSTAR and job specific I-CAR (Inter-Industry Conference on Auto Collision Repair) classes. Our production staff is ASE certified and Sidney Body CARSTAR also remains the only shop in Shelby County that is I-CAR Gold certified. Three of our production employees are also I-CAR certified welders. Welding is one of the most important skills in the collision industry and directly relates to the safety of the vehicle.

Changes were made to the outside of the building for updated appearance and improved functionality. The outside signs were replaced to reflect the new CARSTAR colors and match the interior office of red and gray. Also, all of the

lightning outside the building was replaced with LED bulbs. This improves visibility in the darkness and is more energy efficient at the same time.

Also in 2015 a new measuring system, called The Matrix Wand, was purchased to improve estimate accuracy and cycle time. The Matrix Wand allows the technician to measure unlimited points of damage with full XYZ position results. In most cases suspension components can be measured to verify if damage is present before the vehicle has been sent to alignment. This allows parts to be ordered earlier in the repair process and ultimately means the vehicle can be finished quicker. New aluminum train-

ing and equipment were improvements added this past year. Now that aluminum panels are being utilized more in popular everyday vehicles, it is essential to learn the correct methods to repair them. The production employees and estimators have gone through extensive I-CAR training to learn these methods including a two-part class involving the all aluminum body 2015 Ford F150. Also, a new aluminum welder and specialized rivet gun were purchased so that aluminum panels can be repaired properly and be put back to factory specification.

Sidney Body CARSTAR and I are big proponents of giving back to the community. Once again in 2015 Sidney

Body CARSTAR hosted the annual "Soaps It Up" car wash. All the money raised was donated to the Shelby County Relay for Life and the Make-A-Wish Foundation. In 2015, I also continued his tradition of purchasing livestock and baked goods at the Shelby County Fair. I then added to his already busy schedule by serving as the 2015 United Way Campaign Chair. I helped the United Way exceed the 2015 goal and raise over \$1.3 million in donations.

At Sidney Body CARSTAR we strive to put the customer first and make the repair process as seamless as possible. We feel collision repair should be the last thing on your mind. Relax, We'll Take It From Here!

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Barnum Warehouse has successful 2015 with steady growth

For the Sidney Daily News

SIDNEY — “Barnum Warehouse experienced steady growth in 2015 in both sales and clients served as they focused on delivering exceptional supply and logistics services to its many core customers” said Bill McClain, director of business development and marketing. McClain’s report continues:

With local businesses rebounding from past economic downturns, growth of niche products by local manufacturers, and key customers consolidating their warehousing needs, Barnum Warehouse experienced sales growth from its entire client base and expanded their warehousing footprint of inventory and custom packaging solutions.

The company maintains its main office location at 2070 Schlater Drive in Sidney, and has a second location on Fair Rd. in Sidney. Barnum Warehouse has been at its main location (known as the Sidney Electric Building) since 1970.

The company can perform the following services:

- Light assembly work
- Order and supplier

management

- Custom packaging and fulfillment
- Pick and pack solutions
- Warehousing and storage solutions

They are uniquely positioned to be a valued outsourcing partner for both large and small companies as they are strategically located near I-75 and just minutes from the I-75 and I-70 interchange.

Their focus is to help clients be more effective in supporting either their internal or external customers with just-in-time inventory support, warehousing and packaging needs. Their firm has six trucking docks to make loading and unloading fast and efficient. They also offer ground shipping via common local carriers along with UPS

and Fed-Ex for smaller packaging and delivery needs. Call Lisa or Debbie at 937-492-3111 and they will analyze your project and will present a custom, cost effective solution to support your business activities. To learn more about their custom solutions and services, please visit their Website at www.barnumsidney.com.

Emerson Wagner Realty celebrates 50 years of service

For the Sidney Daily News

SIDNEY — Since 1965 Emerson Wagner Realty has been providing top quality service to its clients in a five-county area surrounding Sidney. “We have seen many changes in our industry over the last 50 years, but one thing has remained constant, our commitment



Middleton

to providing knowledge, experience, honesty, and integrity to our clients,” said Tom Middleton, broker/owner. His report continues: Emerson Wagner Realty Agents are the best trained in the industry and are uniquely positioned to help our clients, as we truly are the experts when it comes to “knowing what is going on” within the communities we serve. With the new expansion of Plum Ridge North now is the time to reach

out to Emerson Wagner Realty, the exclusive listing agency for these lots. There have been 22 lots sold since the expansion opened and there are 19 lots remaining for sale. There is adequate ground to build your dream home or purchase one of the new homes now being built. The pricing is very competitive. The Ohio Association of Realtors honored Carol Freisthler and myself with the President’s Sales Club Award. I was recognized for

Sales in Excess of \$2.5 Million with the Award of Distinction and Carol was recognized for Sales in Excess of \$1 Million with the Award of Achievement. These realtors performed at the highest level in the industry—in this industry it is easy to say you’re the best, but the proof is in awards like this that come from the Ohio Association of Realtors. In addition, the following agents received special recognition from our Office Awards reach-

ing the Gold Club. These agents had high production in sales for 2015. Those agents are: Peggy Baird, Tammy Barhorst, Logan Billing, Cheyenne Childs, Carol Freisthler, Tom Middleton, Christy Nicolas, Susan Shaffer, Dave Siegel and Ruth Ann Tillman. The company operates out of offices in Sidney, Troy, Russia and Urbana and has additional agents in Fort Loramie, Botkins, Jackson Center, Anna, Versailles and St. Marys. We can also lead buyers

to properties for sale in Auglaize, Mercer, Shelby, Logan, Miami, and Champaign Counties. In 2015, as an ever growing company, Emerson Wagner Realty welcomed the addition of Susan Shaffer in the Sidney Office, as well as Micki Faulkner, Tina Murphy, and Matt Grubb in the Urbana Office. You can follow us via Facebook or on our website, www.emersonwagnerrealty.com. The Sidney office is located at 122 W. Court St.

SWCD begins seventh decade of serving Shelby County

For the Sidney Daily News

SIDNEY — Entering into its seventh decade of serving Shelby County residents, Shelby Soil and Water and Conservation District is still delivering on the same core mission of addressing natural resource concerns, and



Bruns

saving Shelby County’s precious topsoil that its founders worked off of upon the inception of the district in 1946. “Many things have changed since the charter of Shelby SWCD in 1946 though,” said Jason Bruns, SWCD district administrator. “The landscape of Shelby County surely looks different; farmland has changed, and developed properties with houses and buildings dot the landscape.”

His report continues: Over the years as the landscape has changed Shelby SWCD has changed to meet the needs of the residents of the ever evolving Shelby County. Even though the core goals of the Shelby SWCD have remained the same throughout the years, that is to protect our precious natural resources, we have fine-tuned the tools we use to accomplish those goals.

Much of our time is still and will continue be dedicated to the in field implementation of conservation works of improvement on farmland, we also spend great deal of time assisting the residents of Shelby County with residential concerns especially those which deal with lot drainage and septic issues. Over the years our office has also realized a huge growth in our education and programs that are

administered through the Shelby SWCD. Over the course of a year Shelby SWCD conducts programs that promote conservation to hundreds upon hundreds of county residents ranging from pre-school students to the elderly. Shelby SWCD also continues to promote its efforts at community events including of course the Shelby County Fair as well as many of its own functions and events forestry

Field Day and our annual meeting banquet. The future of the Shelby SWCD remains bright, the education and outreach that we conduct continue to bring in many faces and customers to our offices. The growing concern for the conservation of our natural resources continues to broaden the projects that we implement here in Shelby County and we only look for that amplify in the years to come.

Wayne Trail provides tooling, equipment and system solutions

For the Sidney Daily News

FORT LORAMIE — Over the course of more than 50 years, Wayne Trail has provided tooling, equipment and system solutions to markets and customers around the world. Manufacturers from a variety of industries look to Wayne Trail for innovative and dependable automated manufacturing solutions to the metal forming, fabricating, metal joining, and materials handling challenges they face. John A. Campbell, general manager, has submitted the following report: Wayne Trail became part of Lincoln Electric in May of 2012. Lincoln Electric is the world leader in the design, development and manufacture of arc welding products, robotic arc welding systems, plasma and oxyfuel



Campbell

cutting equipment - and has a leading global position in the brazing and soldering alloys market. Headquartered in Cleveland, Ohio, Lincoln Electric currently has 47 manufacturing locations, including operations and joint ventures in 19 countries and a worldwide network of distributors and sales offices covering more than 160 countries. Wayne Trail’s extensive design and system building experience, proven capabilities and continued commercial success in the area of laser welding, robotic welding & fixturing systems, press automation, tube bending/fabricating systems, and aerospace tooling - further strengthens the already strong position Lincoln Electric has as the market leader in welding, cutting and related automation in North America. The company’s customer base includes the automotive, appliance, aerospace, alternative energy, agricultural and



Courtesy photo

An extremely robust and flexible tube bending system is processing a typical automotive component.

industrial markets. Notable Wayne Trail clients and projects include the Ford Motor Company, for whom we recently pro-

vided a large automation system used to produce hydro-formed components for the F-150 truck line. Also, a notable project involving the manufacturing of hydrogen

fuel cells was completed in 2015. Also, in 2015 the Lincoln Electric Co., Cleveland, acquired all intellectual property related to laser welding and mark-

ing systems produced by Process Equipment Co. (PECo), located in Tipp City, Ohio. Wayne Trail will assume responsibility for servicing and supporting the installed base of PECO laser welding and marking systems, while also bidding on new projects utilizing this technology. Wayne Trail also has hired key PECO personnel. Wayne Trail expects to further invest in its capabilities in 2016 as it serves the attractive aerospace, appliances and automotive industries.

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M.V. Arms opens for business in 2015

For the Sidney Daily News

SIDNEY — In 2015, Adam Christian, Laura Christian and Gloria Verdier opened M. V. Arms, a gun store that caters to gun enthusiasts from the first-time gun owner to the more serious collectors.

“Hunters, shooters and people interested in self-defense are sure to find a wide range of guns and all accessories at an affordable price. M. V. Arms knowledgeable associates will help guide you in deciding the best gun for your needs,” said Adam Christian.

His report continues: A little history of how M. V. Arms came to be. Mark Verdier, Gloria’s late husband, was a real gun enthusiasts. He collected everything from hand gun, rifles, and even class 3’s. He did unsmithing, built 34 muzzleloaders, reloaded ammo, and loved every minute of it. After Mark passed away Jan. 2014, that is when Adam, Laura, and Gloria decided to open a gun store in his honor. He always wanted to do a gun store but didn’t want to do the paperwork.

M. V. Arms had its grand opening Oct. 9-11 with a free gun give away. We also had a tailgating party on the 10th during the Ohio State game with TAMM 105.5. People came from all over and are so glad there is a gun store in Sidney. We made it a family event by having friends and family come



Gloria Verdier and her late husband, Mark Verdier, are shown in this photograph. Gloria Verdier is co-owner of the business named after her late husband.

Courtesy photo

to help with the tailgating party and talking to the customers.

To honor Veterans Day was special for the store. Shortly after opening that day, seven Navy men and women came into the store. It was very exciting to see them

and honor them. A donation jar and 50 percent of the store proceeds went to the VFW. We honor all the vets young and not so young. We love you all for what you have done for our country. We feel that people have the right to keep

and bear arms to defend themselves.

M. V. Arms had an amazing opening and the rest of 2015 was awesome. Thank you for helping support your local gun store. We are looking forward to an exciting 2016 with great

promotions, helping the community, giveaways, and helping gun enthusiasts.

M. V. Arms buys, sells, and trades guns. We have handguns, rifles, gun accessories, cleaning kits, ammo, holsters, carry conceal purses,

knives, non-lethal weapons and more. We are a Vortex Optics dealer.

The store is located at 521 N. Vandemark Road, in the Vandemark Center. Stop in and say hello. Hours are 10 a.m. to 8 p.m. Monday through Saturday.

It’s a new era in audio video

For the Sidney Daily News

SIDNEY — With 2015 behind Low Voltage Solutions of Sidney, keeping up with new technology and trends are the key to success in the custom electronics industry.

“It’s a great day to be a consumer,” said owner Scott Huffman, who expects 2016 outdo 2015’s pace. “Prices are dropping and product are getting better at the same time. We have great product to offer that are easy to install, even for the home owner, such as Sonos wireless music systems.”

His report continues: Dolby Atmos is a real game changer for surround sound this year. The addition of height speakers and a 3D rendering process enhance a standard surround sound system for a

more realistic experience. Wireless speakers allow music to be enjoyed throughout the house without running cables.

Video conferencing, IP cameras, and large format audio systems continue to be strong areas for Low Voltage Solutions’s growth.

We continue to support local businesses, schools, and churches, through installation and service of audio, video, security, surveillance camera, access control, paging, sound masking, and phone systems. Our showroom at 1455 N. Main Ave., Sidney, features newly renovated 106-inch backlit projection system, and brands such as Sony, Denon, GoldenEar, Speakercraft and Sonos.

Call or email for more information on any of our services. 937-498-1317, scott@installedbylvs.com.



Low Voltage Solutions offers state-of-the-art video and audio services to its customers.

Courtesy photo

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Freytag continues work with school districts

For the Sidney Daily News

SIDNEY — The year 2015 marks the 86th year for Freytag & Associates. Started by Ferdinand Freytag in 1929, the company evolved into a partnership with Karl J. Freytag in 1950 and was incorporated in 1975.

“We are pleased to continue working with several local school districts. Design is in process for a new 63,500 square foot PK-8 school in Jackson Center with construction beginning this spring,” said John Freytag, a principal in the company. “The facil-

ity is designed to serve both the new and existing school including the media center, student dining/kitchen, stage, music room, consumer science classrooms, and Ag areas.”

His report continues: Cory-Rawson Schools also completed a project connecting their new elementary school and existing middle/high school. Design services were also provided for the following school districts: Fairlawn, Fort Loramie, Hardin-Houston, Holy Angels, Lehman Catholic, Russia and Sidney.

We have a long-standing relationship with Ohio Hi-Point Career Center with several projects completed in 2015. The multi-media lab, welding technology lab and automotive services

lab were renovated last year. A facility master plan study was conducted and as a result several design projects are in process. A related project is also underway with design of the National Air Defense Radar Museum. The Ohio Hi-Point site was the home of the 664th Aircraft Control & Warning/Radar Squadron from 1951-1969.

We have provided services for several government entities last year including planning studies for several municipalities. A park study was developed for the City of Sidney, a municipal facilities study was completed for the Village of Versailles and a facility study is in process for the Village of Jackson Center. Design is also moving forward in the Village of

Ada for the renovation of the pool and bathhouse with a projected fall 2016 start.

A facility study was also completed for Fair Haven Shelby County Home. The study reviewed all aspects of the existing building and future needs. Design is in process for an addition to the Home providing private rooms and associated services. This is the initial phase of a long-range plan that will address many aspects of senior care including therapeutic services, medical care, memory care, behavioral health care and bariatric services.

Construction on the Komminsk Legacy Park in New Bremen is nearing completion and was designed for the apprecia-

tion and use of interactive art. Design was the continuation of our 2013 park master plan with the idea to incorporate interactive art from a local group. An ODNR grant funded a portion of the improvements with the majority of the funding from a private donor. The Village also provided significant funds and construction support. This unique park setting is the result of several enthusiastic individuals, outstanding municipal support and an art-loving and decisive donor. Jac-cyn Design, a local firm, was also an integral part of the landscape architectural design process.

We were pleased to work with several private sector clients. A major interior restoration project is underway for St.

Mary Catholic Church in Chillicothe that will be completed this spring. Restoration of the church exterior was recently completed including a slate and copper roof, stained glass and masonry work. Restoration is also in process for the Sidney Theatre and Raise The Roof For The Arts Committee in Downtown Sidney.

Services were also provided for many private entities including Crown Equipment Corporation, Earhart Petroleum and Fort Recovery Industries. We are extremely grateful for our continued association with Crown spanning several decades.

We thank all our valued clients, associates and friends and look forward to new challenges in 2016.

Bryce Realty opens doors in Sidney

For the Sidney Daily News

SIDNEY — Bryce Realty LLC opened its office April 6, 2015. The owners are Realtors David Fleming and his son, Ryan, who serves as the Broker. Missy Lange and Rhiannon Rose are also Realtors with the company, the office is located next to I-75 at 2805 Wapakoneta Ave.

The Flemings have submitted the following report:

Our business model is

designed to serve a clientele that utilizes the digital age. Based on a study conducted by the National Association of Realtors in 2014 and 2015 the millennial generation, those born between 1980-1995 make up 68 percent of first time homebuyers, of which 94 percent used digital technology such as websites and mobile apps to search for homes.

When representing buyers we provide them a free mobile app that allows them to search

properties linked directly to our Multiple Listing Service, this search is in real time preventing delays that may occur with other real estate websites.

We also program buyer's search criteria into our system and whenever a property comes to the marketplace of their liking they are instantly notified via email, allowing us the opportunity to schedule showings for them immediately.

Through digital tech-

nology when representing sellers we are capable of sending their listings to up to 900 websites. Using this technology allows us the ability to capture how many times a property has been viewed online, this information is sent weekly to our clients keeping them informed of the activity for their listing.

Cloud technology has allowed us the ability to take our office anywhere a client would like to meet that has wireless

internet. Our Realtors, using a laptop or tablet can access all documents needed to list a property or write a contract. Using DocuSign technology we are able to email documents anywhere in the world for our clients to electronically sign, when completed the documents are immediately forwarded to all parties involved in the transaction. This saves time and can be utilized at the convenience of our clients.

We still strive very

much to keep the human element of our business, we believe our business should be people first and houses second. We have clients who either are intimidated by or prefer not to use digital technology and this is OK with us. Clients often come to our office and we help them find homes to view online and we help sellers by completing a Comparative Market Analysis for a property they may be thinking of selling.

HER Realtors ready to celebrate 60th anniversary

For the Sidney Daily News

SIDNEY — HER Realtors is known for its innovation, and has been the leader in the real estate industry in Ohio since the 1960's. HER continues to grow despite the ever changing market



Watercutter

and economy and are celebrating our 60th anniversary this year.

“In 2015, we saw some pretty significant recovery for new construction, resale homes, pricing and also experienced some conditions we have rarely seen with bidding wars and “coming soon” marketing techniques,” said Matthew Watercutter, HER Realtors broker.

His report continues: We have started into

2016 right where we left off in 2015 with momentum continuing forward, while adjusting to the new CFPB regulations and resulting business models and methods. HER Realtors realized more growth in 2015 than the Greater Miami Valley as a whole. Our agent base grew by 6.2 percent over last year, while our transaction count grew by nearly 18%. Home prices were also up an average of

4.7 percent in the area. Prices should continue conservatively upward as long as there is no major financial crisis on a larger scale.

The major determining factors facing real estate in 2016 are the election year, which can dampen sales as people “wait to see what happens”, the overall health of the economy, rising interest rates and growing government regulation which can

increase the cost and qualification for home ownership. All of these factors can present real challenges to the industry as a whole.

A big trend, visible throughout the area, is the growth in higher end rental communities. These are to meet the demand of the millennial's as they enter the market – demographics studies show many currently want the freedom, lifestyle and amenities

offered by these newer complexes. Boomers have raised their families and are downsizing to townhouses, condos, smaller homes and secondary homes. Gen X and Y's are in the middle.

With strong core services and family values, 2016 is going to be another impressive year for HER Realtors.

The business is located at 124 N. Main Ave., Sidney.

Westerheide Construction oversees many projects in 2015

For the Sidney Daily News

SIDNEY — “Continuing to focus our company's resources on the industrial and commercial sector, Westerheide Construction had record breaking sales in 2015,” said President Jay Westerheide. “Even though



Westerheide

the market place was extremely competitive, the company was able to maintain sufficient margins on the projects undertaken to end the year with a modest profit.

His report continues: Some of the customers served in 2015 include: Emerson Climate Technologies, First Presbyterian Church in Sidney, Airstream, High Grounds Café, The City of Van Wert Courthouse Ren-

ovation, Shelby County Courthouse Renovation, Raise the Roof for the Arts Historical Sidney Theatre and The City of Tipp City with a new Electric Utility Center.

Westerheide Construction is also very excited to have been chosen as winner of American Buildings Company's Excellence in Design 2015 competition in the Manufacturing/Industrial Division for our work on the Ohio Energy

Advanced Manufacturing Center in Lima, Ohio.

Westerheide Construction is a family owned company. I am the current president, and I represent the third generation of family ownership. In April 2012, I became the owner and president of the company, taking over leadership from my father Tom, who remains an active part of the company's day to day operations as CFO.

Westerheide Construc-

tion is also excited to have promoted Tony Kemper from supervisor to project manager. Tony will be overseeing operations and the field personnel. This support will help the company better serve our existing customers and allow it to pursue future business development and continued growth.

Westerheide Construction looks to continue its growth in commercial, industrial, institutional

and government work as well as maintaining its reputation as a premier residential contractor. WCC anticipates the upcoming year to be much like the past few years. Work will be scarce and the competition fierce, but with the ability to bid all types of construction projects, Westerheide Construction is optimistic that it can remain a stable company with modest growth.

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40845033

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www.CromesFH.com
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2015 was record year for Continental Express

For the Sidney Daily News

SIDNEY — Continental Express Inc., based out of Sidney, Ohio, is a privately held logistics company specializing in the truckload transport of temperature-sensitive food product. 2015 marked Continental Express's 31st year in business under the leadership of Russell Gottemoeller.

The year 2015 was one of growth for the company. The company increased its revenue over 2014, and saw a record number of loads hauled, miles traveled by Continental Express drivers, and by the end of the year, the company reached an all-time high of approximately 550 employees.

Continental Express's corporate headquarters, located just west of Sidney on State Route 47, is home to the majority of the company's management and administrative personnel and the fleets' largest pool of truck drivers. While Continental's Sidney headquarters experienced growth in 2015, Continental saw most of its growth stemming from each one of its terminal locations. Continental Express has terminals located in Gaffney, South Carolina; Fort



Courtesy photo

Continental Express continued to expand its operations in 2015.

Worth, Texas; Danville, Virginia; Louisville, Kentucky; and a dedicated operation in Portland, Oregon. The company hopes to continue to expand upon its terminal location network in 2016.

"The terminal locations have been really vital to Continental's growth. With the terminal locations, we are able to strategically place ourselves closer to our customers and better meet their needs," said Russell Gottemoeller.

His report continues: In 2015, the company

expanded its dedicated operations and customer base out of its Sidney headquarters and its terminal locations when it started new dedicated operations in Pennsylvania, Indiana, and Virginia and increased its dedicated business in Ohio.

Due to an increase in the number of overall employees, Continental Express was also able to increase the amount of over-the-road irregular freight that it hauled.

The company also purchased approximately 50 new 2016 Freightliner Cascadia semi-tractors

in 2015. These trucks are equipped with most of the Cascadia "Evolution" efficient technology and are known for their aerodynamic features. Continental will replace some older model trucks with these new vehicles and the company will add to its existing fleet numbers. The company takes pride in providing its drivers and customers with new and well-maintained equipment.

The year 2015 was also a special one because the company purchased its first ever "pink" truck. Those who

are familiar with Continental Express know that the company's fleet wholly consists of blue semi-trucks. The "Susan G. Komen pink" truck was purchased in honor of several Continental employees who battled breast cancer in 2015.

The truck was purchased with the hope that it will help raise awareness and screening for breast cancer. The company also held several breast cancer fund raisers and organized its first ever 5K walk/run in support of breast cancer at Tawawa Park in Sidney.

The year was a good one. I am surrounded by many dedicated and talented employees who contributed to the company's success. I am excited for 2016 and the new opportunities and challenges that it will bring.

If interested in employment opportunities, rates or other general information, please visit Continental Express's corporate headquarters located at: 10450 State Route 47 W., Sidney, Ohio or Continental Express's website, www.ceioh.com.

Brown Industrial to celebrate 80th anniversary in 2016

For the Sidney Daily News

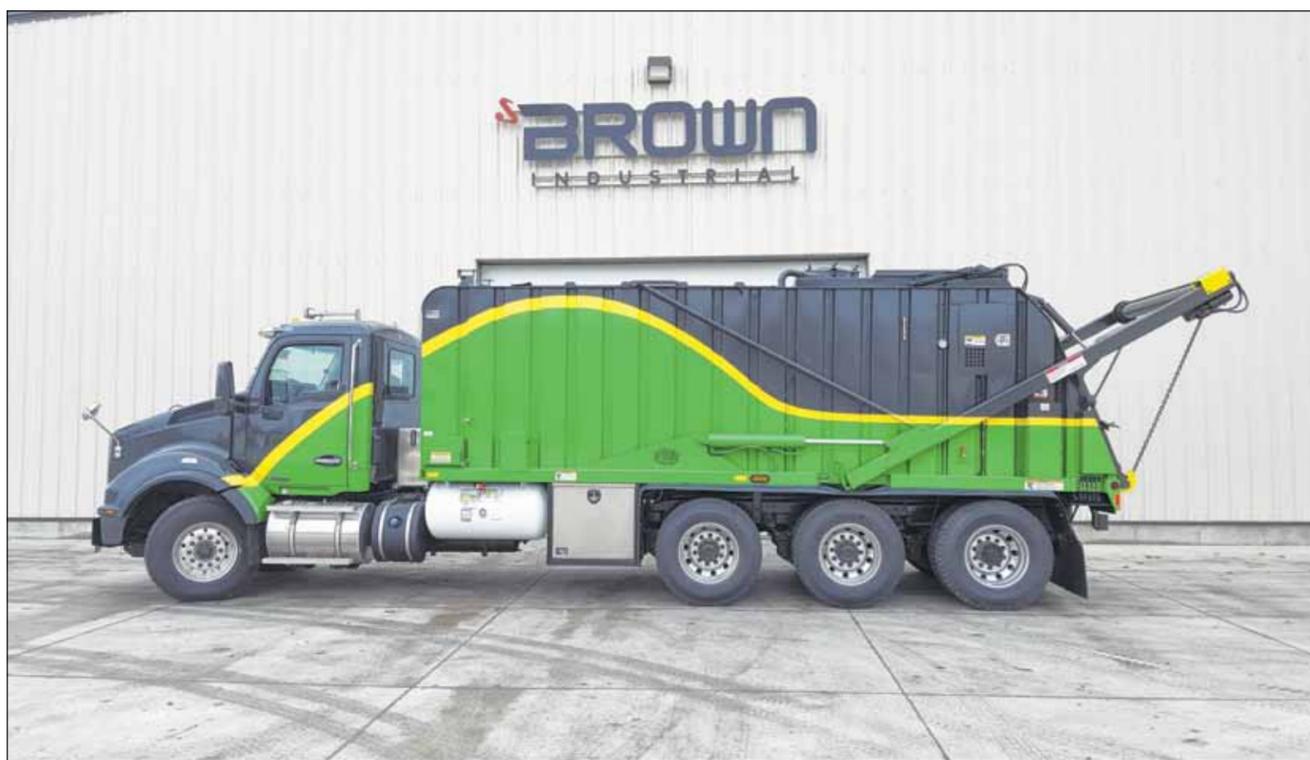
BOTKINS — Brown Industrial Inc. is a third generation family owned business located in Botkins.

"We are looking forward to celebrating our 80th year in 2016," said co-owner Craig Brown. His brother, Chris Brown, is the other co-owner.

His report continues:

We are a regional leader in laser cutting and metal fabrication featuring five lasers, waterjet, press brakes, saws, welding, and assembly capabilities. In addition, we do contract manufacturing for many local businesses. We can handle all of our customer needs from prototypes to large production runs, including complete assemblies both large and small.

Brown Industrial is also the North American leader in the truck body and trailer market for the rendering and food waste recycling industries. The year 2016 will be our first full year in our recently completed 60,000 square foot new building with 10-ton bridge crane capacities. This expansion brings



Courtesy photo

Brown Industrial is located in Botkins, Ohio.

our total manufacturing space to 115,000 square feet. We continue to add to our already extensive product line, including smooth side aluminum bodies and trailers.

We look for 2016 to be a solid year with continued growth and invest-

ment in the business as we push forward with our ERP initiative. This manufacturing software tool will allow the company to continue to offer high quality products and services in an even more efficient manner.

Brown Industrial

strives to build strong relationships and create long standing partnerships through outstanding support and services. This includes our in house engineering services and delivery fleet to ensure we meet our customer's expectations. We

value all of our customers both large and small and strive to be their state of the art technology partner while never losing sight of our hands on approach.

Brown Industrial is excited to be a Shelby County employer. We

depend on our talented and skilled workforce to support our customers and help meet their goals. In addition, we now have the start of our fourth generation working in the business to help secure our long term legacy in Shelby County.

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498-5125

45 Years...
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 920 Wapakoneta Ave
 Suite A
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492-4084

Panel Control fulfills customer requirements

For the Sidney Daily News

ANNA — A great deal of exciting change has taken place at Panel Control Inc. over the last few years. The Anna, Ohio-based company specializes in the assembly of electrical control panels, system engineering, integration and support. Due to tremendous growth a number of positions have been added including: panel builders, a team of engineers, CFO, engineering manager and purchasing agent.

Sandy Wells, owner, and Natalie Plate, human resource director, have released the following report:

Panel Control was originally a division of Wells Brothers Inc. Curt and Sandy Wells started Wells Brothers in 1989. In 1990, Jerry Wells joined them as an owner. What started as a small residential electrical company (and the addition of plumbing when Jerry joined the company), has now become a multi division industrial contracting company. Due to the tremendous growth, the panel division, Panel Control, was established as a separate company in 2010.

Panel Control offers full panel design, build, engineering, and programming for all the control needs our customers may have. We continue to partner with Wells Brothers and other OEMs to offer our customers the best solutions to fit their needs. From the ground up, Panel Control's engineering department can take a customer's application requirements and design a custom panel to fit

their needs. Whether the application requires a five door enclosure or a small junction box; Panel Control will design, draw electrical schematics, and provide a BOM. Once designed and programmed, Panel Control can go to the customer's facility and debug the machine or process. With many years of field experience we can get the application up and running quickly and correctly. In addition, in 2015 we became a proud partner of KUKA Robotics to provide our customers with automation and robotics.

In 2014, Panel Control along with Wells Brothers obtained accreditation as a training facility through NCCER. Employees, at both companies, now have the opportunity to enhance their skillset and knowledge with our onsite trainers. Many employees have already participated in the classes offered or have expressed interest in upcoming classes. The development and growth opportunities for our employees is always a top priority. As our employees are a very important part of our business, we also strive to follow the example in Matthew Kelly's "Be the Best Version of Yourself." In addition, we encourage our employees to work towards being their best version and support them in obtaining the goals that will get them there.

Another exciting accomplishment for Panel Control in 2015 was the approval of our application as a Certified Women Owned Business. We received national cer-



Panel Control Inc. is located in Anna, Ohio.

Courtesy photo

tification as a Women's Business Enterprise by the Ohio River Valley Women's Business Council (ORVWBC), a regional certifying partner of the Women's Busi-

ness Enterprise National Council (WBENC)

While the last few years have brought many exciting changes, one thing that has not changed at Panel Control

is our mission statement and our commitment to it "Treat the customer and my co-worker as I would like to be treated." This mission statement is as important now as it

was the day we started. We want to thank our employees, our customers, and our community for our continued success. We wish all of you a prosperous 2016!

Realty 2000 Group sales continue upward

For the Sidney Daily News

SIDNEY — "Through the efforts of an excellent sales force, and a



Gleason

very loyal customer base, Realty 2000 Group experienced another very successful year in 2015, while maintaining our status as being a leader in the local real estate industry. We are your hometown team!" said Tim Gleason, broker/owner.

Gleason's report continues:

Realty 2000 Group, Inc. continues its place as the second-to-none real estate agency in Shelby County and the

surrounding area. Our sales continue to grow with our average sales price rising almost 24 percent over the previous year. Cutting edge technology combined with old fashioned values are once again maintaining Realty 2000 Group, Inc.'s place as the premier real estate company in Shelby County and surrounding areas.

We have been a market leader since our founding in 1997 and we will continue to do so.

Realty 2000 Group, Inc. is very excited to be expanding our staff. We added five new agents in 2015, including Jessica Fortkamp, Brooke Broerman, Jeremy Burmeister, Stephannie Heaberlin and James Lehmkuhl. Already for 2016 we have a number

of agents that are taking classes and will also be coming on board as well.

Agent Tom Roll provides the real estate auction service that is becoming very desirable in today's market. He works with sellers and also with other agents in the company who represent sellers that are interested in this service.

The company and its agents maintain a company web site as well as personal real estate web sites. These sites contain a wealth of information on real estate issues, access to thousands of real estate listings from all companies that participate in the Multiple Listing Service and access to Virtual Tours. The Virtual Tours are among the many premium services

that the company provides at no added cost to sellers. All of these can be accessed at www.realty2000group.com.

World wide relocation services allow the company to assist clients who want to move to another city or state in finding an equally professional agent in that new location prepare for their arrival. It also allows clients moving from other areas to have an agent ready for their arrival here.

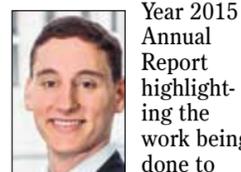
Realty 2000 Group, Inc. is a locally owned and operated real estate company. Headquarters are right here in Shelby County located on the main floor in the Courtview Center in downtown Sidney.

All of our agents work out of our office located in downtown Sidney.

Treasurer releases 2015 annual report

For the Sidney Daily News

COLUMBUS — Ohio Treasurer Josh Mandel has released his Fiscal



Mandel

Year 2015 Annual Report highlighting the work being done to make government more transparent and open to the people.

"Since taking the oath as Ohio Treasurer in 2011, I'm proud that the work we have accomplished over the past five years has earned the trust of Ohioans," said Treasurer Mandel. "By launching OhioCheckbook.com and posting government spending online, we are empowering taxpayers across Ohio to hold public officials accountable."

The report also highlights how Mandel has:

- Launched OhioCheckbook.com, which sets a new national standard for government transparency and for the first time in Ohio history puts all state spending information on the internet;
- Earned Ohio the #1 government spending transparency ranking in the country, climbing from 46th to 1st as a result of the launch of OhioCheckbook.com according to the U.S. Public Interest Research Group (U.S. PIRG);
- Created transpar-

ency partnerships with Ohio's local governments and schools to place their spending information online at OhioCheckbook.com;

- Unveiled over 100 local government and school district sites launched on OhioCheckbook.com as part of the first wave of spending websites;
- Expanded the Treasurer's Transparency Project by partnering with the State Library of Ohio to publish online centuries of annual financial reports;
- Generated a surplus each year, saving taxpayers \$7 million in total savings over the past five fiscal years;
- Provided Ohio schools, cities and local governments with an innovative and fully secure new investment vehicle that surpassed \$2.2 billion in deposits, with over 600 local governments opening accounts;
- Saved \$29 million in interest payments by refinancing state debt;
- Improved financial literacy education for Ohioans through additional enhancements and updates;
- Expanded online course offerings for the Center for Public Investment Management (CPIM);
- Earned a clean audit four years in a row from Ohio Auditor Dave Yost's office.

View the full Fiscal Year 2015 Annual Report at www.Ohio-Treasurer.gov.

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4084718

Honda's local operations earn recognition

For the Sidney Daily News

MARYSVILLE – During 2015, local Honda operations made a number of environmental advancements, earning recognition at a state level. The past year brought new products showcasing the level of quality and customer focus at Honda's Ohio plants.

Starting the year off with a bang, Acura revealed the production version of the next-generation Acura NSX to the world's auto media at the 2015 North American International Auto Show in January.

The NSX will be manufactured exclusively at the Performance Manufacturing Center (PMC) in Marysville, Ohio, where approximately 100 highly-skilled associates will conduct full body construction, paint, and final assembly. The PMC and its processes have been developed to perfectly blend associate craftsmanship and technology in a new approach to manufacturing.

The new year brought a new product to the Marysville Auto Plant as the first new 2016 Acura ILX sports sedan rolled off the assembly line. The redesigned and reengineered 2016 ILX delivers more performance, more advanced technology and more luxury refinement than ever before.

On the same day, the Acura brand celebrated sales in the U.S. of the 2 millionth North American-made Acura vehicle, 20 years after Acura production began in the U.S.

"The past year marked the 20th anniversary of the start of Acura production in Ohio, so the introduction of the ILX was another exciting stage in our history with the Acura brand," said plant manager Rob May. "Our associates apply our tremendous experience in producing high quality Acura products and leverage the production of TLX and ILX in one plant to meet the high expectations of our Acura customers."

In February Honda announced plans to add production of the Acura MDX luxury SUV at its East Liberty, Ohio plant beginning in 2017. This move will help meet growing demand for both Honda and Acura light trucks produced in North America, including the all-new 2016 Honda Pilot launching last summer.

Production of the



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Courtesy photo

A Honda associate works on a turbo engine.

MDX will continue at the company's Lincoln, Alabama, plant, which currently makes both the MDX and its V-6 engine. Honda is investing \$85 million in the East Liberty Plant for the addition of new welding equipment, the extension of vehicle conveyors and other changes required to support production of the MDX.

Early in the year, Honda announced an initiative aimed at building a workforce of the future. The innovative \$1 million Ohio-based workforce development initiative to create interest in manufacturing careers and provide educational and training opportunities to prepare the next generation workforce for high-tech positions in the manufacturing industry.

The new program, called EPIC, is designed to proactively address the skills gap in U.S. manufacturing and includes programs for middle school to community college students as well as initiatives for

current manufacturing associates at Honda.

East Liberty Auto Plant celebrated a milestone this past spring, with the production of the plant's 5 millionth vehicle. The manufacturing milestone came as the plant began production of the newly refreshed and hot-selling 2016 Acura RDX luxury sport-utility, which went on-sale at Acura dealerships nationwide the same day.

The summer brought environmental accomplishments and recognition to Honda.

On Aug. 13, Ohio EPA Director Craig W. Butler presented Honda's Marysville, East Liberty and Anna plants with the Agency's highest award for environmental stewardship — the Encouraging Environmental Excellence (E3) Gold-Level Award.

Just days later, Honda opened a compressed natural gas fueling station on its Marysville Campus as part of the company's continuing

effort to minimize the environmental impact of its operations. The CNG station is the first public CNG station located on a Honda property in North America.

"Honda considers the environmental impact of every aspect of our operations and this new CNG station will help reduce the impact of the delivery to our plants in Ohio of more than eight million parts each day," said Tom Shoupe, executive vice president and chief operating officer, Honda of America Mfg., Inc. "For those carriers utilizing CNG trucks, and by encouraging more to do so, this new station will make a significant impact on emissions, and nicely complements the many environment efforts we make with our own manufacturing operations."

In September, Honda of America Mfg., Inc. announced a \$210 million investment in a new, state-of-the-art paint line at its Marysville Auto Plant

to further its commitment to reducing its environmental footprint while improving on the already high quality of its products.

The new MAP Line 1 paint facility will utilize numerous new technologies to significantly reduce energy use, water use and chemical emissions from the vehicle painting process while at the same time, improving the quality of Honda and Acura vehicles produced at MAP using domestic and globally sourced parts. When complete, the new paint shop will be the most energy-efficient paint line in Honda's U.S. automobile production network. Auto body painting can account for upward of 60 percent of an automobile plant's total energy use.

Honda marked a major milestone on September 15 as the company's eight auto plants in the United States, Canada and Mexico reached the 30 million mark in total automobile production. Honda

started auto production in North America in Marysville, Ohio, on Nov. 1, 1982. Last year, more than 97 percent of the Honda and Acura automobiles sold in the U.S. were produced in North America.

Honda was the first Japanese automaker to begin production of automobiles in the U.S. and North America. Since production started in Marysville, Honda has established automobile manufacturing operations in East Liberty, Ohio; Lincoln, Ala.; Greensburg, Ind.; Alliston, Ontario; Canada; El Salto, Jalisco, Mexico and Celaya, Guanajuato, Mexico. A fifth U.S. auto plant, the Performance Manufacturing Center, in Marysville will begin production next year of the next-generation Acura NSX supercar.

November brought awards to Honda's Ohio plants. For a record 30th time in the 32-year history of the award, Car and Driver magazine has named the Honda Accord to its prestigious annual list of the 10Best Cars in America. Now in its ninth generation, the Accord went on sale in the U.S. in 1976 and has been produced in America at Honda's Marysville, Ohio auto plant since 1982.

Also in November, the next-generation Acura NSX supercar, received a 2015 "Best of What's New" award from Popular Science magazine for its advanced, new approach to electrified

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Renovation underway at Comfort Inn in Piqua

For the Sidney Daily News

PIQUA — The Mid America Management Company Managed by Midas Hospitality, LLC announced several months ago of the renovation of the Comfort Inn Miami Valley Centre Mall. Since that announcement, the building has been painted and updated and the renovation of the indoor heated pool is complete.

Helga Leap, director of sales and marketing, has issued the following report:

The renovation crew is just a few weeks away from completing the fifth floor of rooms and has already started the demo of fourth floor, with a projected completion date of Late July.

So, what does this \$2 million dollar renovation mean to our home town Piqua, Ohio you might ask?

The Management Company and the Hotel Management team are working diligently to bring Mid-Week business to the hotel. With the local and neighboring manufacturing compa-

nies we are confident that what this hotel will have to offer after completion of the renovation will be the perfect home away from home for your and our business travelers, who will be bringing business to our local establishments.

When complete all rooms will offer complimentary Wi-Fi and a work space in each room, not to mention the complimentary hotel breakfast with the newly added Japanese breakfast to get every guests day started.

At the end of renova-

tions the hotel will offer 103 rooms consisting of 82 standard rooms and 21 suites. The suites will be 2 rooms with a living area and a bedroom with a door between also offering a wet bar and 1 ½ baths, spacious enough for families and sports teams.

The hotel also offers 972-square-feet of meeting space for you to host corporate meetings, company training, wedding showers, birthday and holiday parties.

At the Comfort Inn Miami Valley Centre Mall we welcome corpo-



Courtesy photo

A renovation project is underway at the Comfort Inn Miami Valley Centre Mall in Piqua.

rate, leisure, group and bus tours and roll out the red carpet to wel-

come our guest to ensure the best memorable experience.

Lochard's celebrates 70th anniversary

For the Sidney Daily News

SIDNEY — Third generation owner Mike Lochard is proud to lead his family's company to celebrate Lochard Inc.'s 70th year in business.

Lochard Inc. consists of a contract manufacturing division, an HVAC and plumbing division and retail Do It Best Hardware store. Lochard feels that the diversified manufacturing base located in Shelby County is the driving force in his company's growth and responsible for the strong economic base for the entire community and he is proud to be part of it. Lochard Inc. closed out the year celebrating many

exciting and noteworthy advancements and accomplishments.

Lochard's Do It Best Hardware store focused on personnel training in order to keep employees up to date and ready to answer customer questions.

"We've continued to see a positive response from our customers with the updates to the department and additions to our product line. We will move forward making improvements in 2016 based on continued customer feedback," said Deb Peters, hardware manager.

Lochard Inc.'s heating and cooling service and installation depart-

ments are also proud of the success and growth accomplished in 2015.

We have maintained our existing customer base and expanded it with new customers through continual efforts to provide excellent customer service. A large part of the service department's growth was through the overhaul of our annual maintenance agreement program. This program offers our customers peace of mind, safe operation assurance and automatic, regular maintenance visits. With the many rebates from local utility companies and from equipment manufacturers, Lochard Inc. has been able to provide

the best pricing and products for their customer's needs.

The plumbing department's success in 2015 was accomplished in part through the many large commercial installation jobs that were awarded to us. The plumbing department was also able to become certified in backflow prevention testing which opened the door to business that we did not have the qualifications for in years past. With the city of Sidney's continued efforts with the Infiltration and Inflow program, Lochard Inc. has been able to complete a large number of these inspections for the residents of Sidney.

The year 2015 proved to be a tremendous year of growth for Lochards contract manufacturing division which is a full service metal fabricator with manufacturing processes directed toward precision steel, stainless steel and aluminum component manufacturing. Due to a strong, diversified customer base and new customer growth we were able to add a second fabrication plant and purchased the vacant Gateway Supply building located at 950 Wapakoneta. With the additional space across the street from the main facility we were able to procure additional, new equipment. The most inter-

esting additions to the Lochards manufacturing division was a fiber laser and robotic welding cell.

Jeff Mann, Operations Manager, went on to say that "the capital improvements we have made in 2015 will enable Lochards to continue to grow for many years to come."

The customer base has grown substantially this past year and continued growth is anticipated for 2016.

"Talented personnel have been hired for the increase in our manufacturing division and I anticipate additional people will be needed to fill new positions in 2016," said Mike Lochard, president.

Honda

From page 30

supercar technology. "The Acura NSX challenges conventional notions of supercar performance, and it's great to see our advanced Acura performance technologies receive this kind of recognition," said Jon Ikeda, vice president and general manager of Acura. "With its three-motor Sport Hybrid powertrain, the NSX is propelling Acura performance in an amazing new direction and we can't wait to share the results with our customers."

Since 1982, Honda plants in Ohio have produced more than 17 million automobiles, over 20 million engines, and over 16 million automatic transmissions.



Courtesy photo

A new product was brought to the Marysville Auto Plant as the first new 2016 Acura ILX sports sedan rolled off the assembly line.



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5,200 Urgent Care visits

17,500 Occupational Health visits

721 babies delivered



Support

Supporting Wilson Health through estate plans or a donation ensures a legacy for healthcare in Shelby County. The Wilson Health Foundation has received consistent and generous support over the years to meet both ongoing and future healthcare needs.

\$393,076 total donations in 2015:

- 71 Wilson Society members
- 1930 Club generated close to \$59,972
- \$97,161 donated to support Wilson Health Hospice program



Community Benefit

Wilson Health demonstrates their commitment to community service through organized and sustainable community benefit programs.

Free and Discounted Care - \$7 million in 2015

Community Health Fairs

Diabetes Education

Smoking Cessation Classes

Preventative Screenings

Youth Health Education Programs

Nutrition Services

Healthcare Scholarships

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Economic Impact

Wilson Health provides over \$90 million in direct economic impact for Shelby County.

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