

# Newsletter

607 Wheeling Ave. Cambridge  
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*"Creating opportunities for business success,  
and enhancing a vibrant community."*

The Orme Hardware Store, one of Cambridge and Guernsey County's oldest businesses, has been in operation since May 1869. The business was started in 1860 in one room of a hotel in downtown Cambridge, by A.C. Cochran.

In 1869 Mr. Jacob F. Meredith and Mr. John Orme bought and moved the business to the Davis corner of the court house square. Later in the year the name changed hands as Cochran was bought out by Mr. R.V. Orme and Jacob R. Meredith with the name becoming Meredith and Orme Hardware. (This is what has been seen as the start of the current business, The Orme Hardware Co.). The newspaper advertisement of the time designated the stores location as "on the East side of the public square". The ad also stated it dealt in "shelve and heavy hardware".

In 1876 the business was moved to the old Glob Hotel and in 1886 the name of the business was changed to the Cochran & Orme Hardware. The store changed hands several times over the years and each time the name was changed to reflect the new owners. But there continued to be an Orme involved until later years.

On March 14, 1900 incorporation papers were filed under the name of Orme, Neil, Thompson Co. By this time the store had relocated to 828 Wheeling Ave. on a property belonging to the Colonel Seneca Needham, in the former Globe Inn. The structure was a two-story building built onto a two-story log house. The store carried such standard items as wooden pumps, wooden pipe, saddlery and horse collars, kerosene lamps and all the regular hardware needed for maintaining homes, businesses and farms of the time. Coal mining supplies were kept in quantity to meet the needs of the local mines, which at that time were in full production. This included blasting powder, fuses and other related items.

The hardware, with its potbellied stove for heat, was a great gathering place for the men when their wives came to town to do their shopping. After making their own purchases, a few hours could easily be spent warming at the stove and visiting with friends.

In December 1902 the name once again changed to Orme, McMahon & Thompson Co., when Neil quit and McMahon acquired Neil's interests in the business. The Orme family had continued in the business for many years with various associates. The name remained the same until 1952 when, Carlos (Jim) Garver, then owner, changed the name to The Orme Hardware Co.,

## Orme Hardware Celebrating **150** YEARS

Inc. The Garvers operated the store, adding new merchandise and new services until, March 1957 when Thomas Rae bought the store and continued under the same name. John (Jack) McCoy was helping to manage the store at the time.

In 1962 after 92 years in the same location, the business moved to 134 North 11th Street in the remodeled building formerly housing the John White Garage which is the current location.

In 1963 Jack McCoy and his wife, Elizabeth (Betty), bought out Thomas Rae and became the new owners of The Orme Hardware Co. Jack chose to keep the name the same, as it had become a town land mark. He continued to operate the store

*Orme Hardware can't on page 6*

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Welcome New Members in March / April 2019



**Edward Jones**  
MAKING SENSE OF INVESTING  
Rory Stelzer



**Cambridge Place**  
Assisted Living & Memory Care



**LX Lake Ministries**



## Young Leaders of Guernsey County

**Connect. Educate. Grow. Serve. 21-40 year-olds.**

April 26 is the date for the Young Leaders kick-off event at Theo's - an 80's and 90's Trivia Night! If you are 21 – 40 years old and interested in joining a group of like-minded individuals to get connected and engaged in the community, this is for you!

Young Leaders of Guernsey County is a community of young adults that builds relationships, improves the quality of life for young professionals, and gives a voice to young leaders in our community and in our businesses and for our future! Membership is open to Chamber of Commerce members and non-members who live or work in Guernsey County and are between the ages of 21 and 40.

Monthly events for Young Leaders will vary between social, educational, and community service. The first two events will be focused on getting to know each other. Following the Trivia Night will be a Lunch Mob at Downtown Arena on May 23 at noon. No RSVP required for the May 23 Lunch Mob!! A "101" series is being planned for education over a meal - the first one, *Managing Debt*, will be hosted by U.S. Bank and lunch is included! Reservations are required. Plans are also underway to introduce a series of "Pancakes with the President" where company presidents or plant managers will provide breakfast and spend some quality time with the Young Leaders to talk about their management experience. The Young Leaders board of directors is currently exploring community service opportunities in which they can contribute their time and talents.

The Young Leaders program is meant to inspire an up-and-coming generation of leaders to step into leadership roles in our community. As current leader in key positions "age out" of their roles, these

Young Leaders will be better prepared to take on the responsibilities. The Chamber of Commerce will present a Young Leader of the Year award each year at the Chamber's annual dinner. An application to join and more information is available on the Chamber's website – [www.cambridgeohiochamber.com](http://www.cambridgeohiochamber.com) There is also a Facebook page, Young Leaders of Guernsey County, where one can find more information.



*Front Row left to right :*

Allison Kridelbaugh, Katie Archibald, Lawren Kavulich,  
Ashley Krise, Jessi Nicholson, Jamie Hopps

*Back Row left to right:*

Aaron Schwartz, Kevin Buettner, Mitch Howell,  
Adam Karlen, Ashley Karlen, Sarah Scrudgers

Members of the Young Leaders of Guernsey County will receive email updates on the following scheduled events.

### YOUNG LEADERS SCHEDULE

April 26	Trivia Night at Theo's Restaurant. Doors open at 5:30.
May 23	Lunch Mob, noon, at Downtown Arena
June 13	101 Series – Managing Debt, U.S. Bank <i>Free event but reservations are required for limited seats</i>
July	Pancakes With the President (date and location to be announced)
August	Family Picnic (date and location to be announced)
September	Tailgate (date and location to be announced)



## RECENT BUSINESS AFTER HOURS

Guernsey Industries hosted Chamber of Commerce members on a beautiful Tuesday evening, March 19. What a fabulous facility run by a group of dedicated and passionate people. Guernsey Industries is a 501(c)(3) non-profit organization founded in 1972 to provide employment and socialization services for individuals with developmental disabilities. This business provides opportunities for people to build pallets, construct outdoor lawn furniture, make primitive woodcrafts, and do assembly and repackaging work for several local companies. Janitorial services are also provided to some local companies.



**GUERNSEY  
INDUSTRIES**



A tour of the facility revealed the extent of work that is accomplished there. Guests made their own miniature pallets to use as coasters – what a great idea that we will all remember!



Thank you, Guernsey Industries for everything you do. And thank you for hosting a fabulous Business After Hours!

## BUSINESS AFTER HOURS

2019 *Business After Hours* are from  
5:00 - 6:30 on these dates:

May 21 ..... Fairfield Inn & Suites  
June 18..... Bainbridge Firm (Years in Business Awards)  
July 16 ..... Bi-Con  
August 20..... Georgetown Vineyard  
September 17 ... Rocky Fork Ranch (Snazzy Awards)  
October 15 ..... Theo's Restaurant  
November 19.... Full Metal Jacket Shooting Range  
December 17 .... Chamber of Commerce (Sidlo Award)

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firm with unique experience in a variety of industries and practices. We've gotten to know them, especially Greg Lestini and Sue Roudebush, by their engagement with our Chamber of Commerce and the activities they have supported in our business community.

The Business After Hours was full of food, drink, and great networking! Many thanks to the great folks at Bricker & Eckler!

## OOPS!

Bundy Law Funeral Home missed winning the Pot O' Gold at the March Business After Hours and SE Ohio Physicians missed winning the drawing for half the pot! InfraSource missed winning the Pot O' Gold at the April Business After Hours and EODA missed winning half the pot! You can't win if you don't attend!





## SPONSOR OPPORTUNITIES FOR YOU!

We are often asked about the sponsorships available for businesses in the Chamber of Commerce. Perhaps you'll find one of the following upcoming sponsor opportunities attractive to advertise your business and demonstrate your support of our business community!

**The Bid Bash** – our auction this year is getting back to the basics! NO online bidding –you told us you like the traditional bidding for the Silent Auction, Live Auction, and Lucky Draw! So we're going to do just that! The Bid Bash event is August 22, 2019.



**Major Event & Bid Paddle Sponsorship - \$1,000** gets your logo big and bold on the attendees bid paddles, a full page ad in the event program, logo in advertising for the event, and special reserved table at the event.

**Witches Brew** – The Witches Brew creates awareness and appreciation for the women who through example or deed serve as role models to empower others. B.R.E.W. stands for Boldly Recognizing Exceptional Women. Three awards will be presented at this event on October 25.



**Ignite Sponsor - \$400** includes preferred seating and 8 tickets, and full page program ad

**Flame Sponsor - \$200** includes 4 tickets and quarter page program ad

**Spark Sponsor - \$100** includes 2 banquet tickets and listing in program

**Glow sponsor - \$50** includes 1 banquet ticket and listing in event program

**Program ad only** – full page, \$200; half page \$120; quarter page \$80



## Coffee & Commerce

**Coffee & Commerce** – a monthly program (first Thursday) with speaker presentations on relevant and timely topics of interest to our business members.

**Broadcast Sponsor - \$150** includes advertisement in recorded program that is broadcast for two weeks following the monthly program on local cable TV.

**Pastry Sponsor - \$50** includes recognition at the meeting with a sponsor sign at the podium.

Broadcast and pastry sponsors are included in all promotions for the monthly programs.

## LEADS GROUP

The Leads group was hosted by Bi-Con Services in Derwent on March 28 to learn about the business model and take a tour of the facilities. Bi-Con is celebrating its 60<sup>th</sup> year in business this year! With 60 years, 6 divisions, over 3,000 construction projects and over



8,500 manufacturing projects under their belts, Denny Patterson and his team are proud to serve their clients and their employees by the same excellent standards. Thank you, Michael Evancho and Denny Patterson for your hospitality!

The Leads Group is a group of professionals from our membership, each representing a unique business category. They meet monthly to learn about each others' businesses and exchange leads. If you'd like to learn more about the Leads program, give us a call at the Chamber of Commerce!





# Coffee & Commerce

sponsored by Zane State College

**PLEASE JOIN US FOR THE NEXT COFFEE & COMMERCE ON MAY 2, 2019  
8:00 A.M. - 9:30 A.M. AT SOUTHGATE HOTEL**

## **GUERNSEY HEALTH SYSTEMS**

*Cheryl L. Herbert, RN, MBA ~ Senior Vice President, OhioHealth*

Cheryl Herbert will speak at the May 2<sup>nd</sup> Coffee & Commerce from 8:00 AM-9:30 AM at Southgate Hotel in Cambridge. She will share updates on recent initiatives including the recent management agreement with OhioHealth and the new cancer center.

Cheryl Herbert is the president of Guernsey Health Systems and senior vice president of regional operations for OhioHealth. In this role, she guides the operations, strategic development for OhioHealth's regional and managed hospitals.

Previously, Ms. Herbert served as senior vice president of Shared Services. She also served as president of OhioHealth Dublin Methodist Hospital, where she led planning and construction efforts for the new Dublin-based hospital in 2004.

Ms. Herbert began her career in 1978 as a registered nurse at St. Ann's Hospital and has worked in healthcare management for 30 years. Ms. Herbert joined OhioHealth in 1998 when MedCenter Hospital in Marion merged with Marion General Hospital. At that time, she was president of MedCenter and played a key role in bringing that facility into the OhioHealth family. She then became vice president of Marion General Hospital and then served as president and chief executive officer of Morrow County Hospital in Mt. Gilead, a managed hospital in the OhioHealth system.

A graduate of Capital University in Columbus where she received a bachelor's degree in Nursing, Ms. Herbert also has a master's degree in Business Administration from Ashland University in Ashland, Ohio.



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## LMI NEWS!!

LMI Custom Mixing recently completed the final phase of a three-phase expansion at the site formerly operated by National Cash Register. In 1992 Lauren International purchased the site from NCR to allow two of its new businesses Edgetech I.G. (1994) and LMI Custom Mixing (1998) to grow and

develop. Those businesses continued to expand year over year, eventually creating the need for additional production capacity and space. In 2011, the Edgetech business was sold to Quanex Building Products who relocated one of its businesses in Kentucky inside the Cambridge facility, which created additional need for new space.

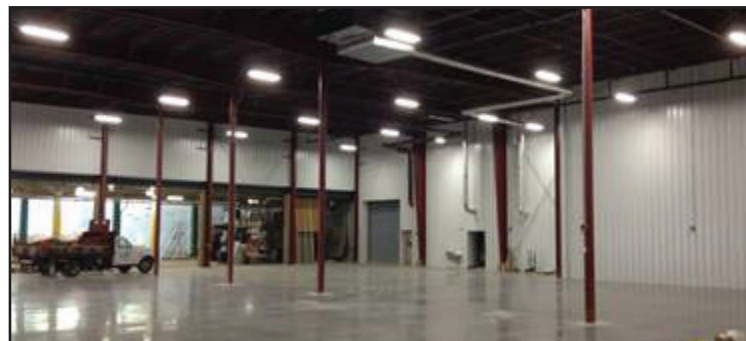
In 2014 Quanex and LMI both assessed a number of options for expanding operations, both in Cambridge and at other locations. The decision was made to stay in Cambridge at the current facility with various levels of support from the Guernsey County Port Authority, Cambridge City Council, and Cambridge City School District.

The first phase of the site expansion began in 2015, with the addition of a 18,000 ft<sup>2</sup> climate controlled finished goods warehouse. The expansion included recessed docks for shipping. The new area was utilized for finished goods, product shipping, and auxiliary material storage.

The second phase of the site expansion initiated in 2016. For Quanex, this included 60,000 ft<sup>2</sup> of climate controlled finished goods warehouse. For LMI a 25,000ft two-story climate controlled raw material warehouse. During the construction, LMI was also busy inside the existing building adding an additional mixing line which increased production capacity by 50%. The second phase was completed in 2017.

The third and final phase of the site expansion was initiated at LMI in May of 2018, and included an 12,000 ft<sup>2</sup> two-story office expansion, front entrance, and employee restroom and breakroom renovation. This project as completed in February 2019.

Together, Lauren International has invested \$9.5 MM in the facility expansion for Quanex and LMI, who operate as tenants. LMI invested an additional \$7.5MM for the new mixing line. Watch for a ribbon cutting celebration coming early this summer!



### *Orme Hardware can't from page 1*

until 1996 when his son Richard (Dick) J. McCoy took over the company. Dick had been working in the store since he was 10 years old. Even when Jack was retired you could find him popping into the store to see how things were going. And as his granddaughter Emily would tell it, Grandpa would stop in to check on her and tell her what she needed to be doing better. Everyone loved to see him come in.

Many changes have been made at the current location since 1962. In January 1967, Orme Hardware purchased the inventory of the Potter Hardware Co. an established Cambridge business for more than fifty years, and operated a downtown Orme Hardware in a completely remodeled facility at 723 Wheeling Ave. This location even had an archery range upstairs. The downtown hardware continued until March 1973 when, the two stores were combined to be a more efficient operation under one roof at the Eleventh Street address. The building has been added onto and changed many times over the years in order to carry the stock that the customers wanted and needed.

In 1979 new electronic cash registers helped to keep accurate records which were a far cry from the original records in a daily ledger, that were handwritten. A record of the early families and businesses in Cambridge and Guernsey County and the surrounding area of their purchases can be found in these early ledgers.

In 1994 Ormes moved into the computer age with a POS system being added to the check outs and computers in the office. Continued updating of the computer systems are a common event at the hardware today.

In 1996 Richard (Dick) J. McCoy took over running the company from his father. Dick and his wife, Karen, began buying out Dick's siblings shares in the company and by January 2007 they had finished buying out the rest of the siblings' stock.

In 2000 Dick McCoy decided it was time for the company to expand. Dick loved the challenge of taking on a hardware that was run down and turning it around into a going business again. His sister, Beth Wharton, came back to run the New Concord store until she retired in 2017. Dick successfully turned around six hardware stores before he unexpectedly passed away on March 11, 2016, leaving his wife to continue the tradition of running a successful hometown family hardware business.

The company won two outstanding awards in our industry in 2016. The BEACON AWARD for retailers by The Hardware Connection and the 2016 All Star for the state of Ohio. Orme Hardware was the only hardware in the state and only one of the 50 nationwide to be selected for the All-Star status. Both of these are quite an honor for the company which is only achieved through the continued support of the communities their stores call home.

Today, The Orme Hardware Co. strives to meet the needs and wants of their city and rural customers, just as the original Orme Hardware met the needs of the early settlers. They work at keeping the stores stocked and have knowledgeable clerks to help with a purchase for any project you may be working on.

Orme Hardware operates in seven different counties of Ohio, has seven different floor plans, 14 different store managers and assistants, a general operations manager, seven different inventories, but we continue to grow with ONE philosophy. Orme's believes that every town needs a servicing hardware store with adequate inventory that can offer a shopping experience not found in other stores or markets. They stand by their values and beliefs, will not compromise on right and wrong, and offer the best quality and value for their friends, **The Customer.**

Orme is a restless store- never satisfied with things as they are- constantly seeking to better merchandise, to improve service, to increase values, to make the name Orme Hardware stand for all that is good and fine in a modern hardware store.

They are very proud of their history and appreciate the customer loyalty they have experienced over the past 150 years. They celebrate great people, great customers, great brands, great work and great outcomes. As they move into the next 150 years, they look forward to an ongoing relationship with their current customers and contractors and are eager to establish new customer relationships. They are excited and eager to share the future with you. But most importantly, celebrate and thank all those who have helped to make Orme Hardware a continuing reality.



## GUERNSEY-NOBLE SAFETY COUNCIL

### WHAT!?!?

### HUH!?!?

### PARDON ME!?!?

Throughout your day you will hear all sorts of sounds. From the alarm clock first thing in the morning to traffic horns and your favorite radio station on your commute, we constantly take for granted the ability to hear the things all around us. As employers we have a responsibility to our employees that they will return home the same way they arrived to work and that includes the condition of their hearing.

For employers whose facilities maintain noise exposure levels over either the high or low- frequency threshold you may have to conduct yearly testing and/or require hearing protection.

#### ***Over 1 in 8 Adults Have Reported Hearing Issues***

This news affects employers two-fold. At the core this is a safety issue and potential recordable injury if the changes from year to year are significant enough. The other side is that when noise levels are high in your facility it makes communication between employees difficult and lessens the effectiveness of audio warning and safety measures. For instance, a back up alarm on a forklift in a loud facility will be difficult to hear and render the warning useless. So, what do we do?

Like all safety issues we want to turn to Personal Protective Equipment as a last resort. Engineering or outsourcing an issue away from the facility is always the best solution. Instead of cutting a core of an awkward size yourself to save money, order the parts in at their correct size and alleviate the safety concern. Likewise, if there is a noise concern, do your best to insulate a noise source or build other types of barriers to protect your staff. Do not hesitate to reach out to local BWC representatives for solutions, as there may be an opportunity for a Safety Grant on the upgrade.

#### ***WHAT YOU MAY HAVE MISSED:***

March 27th - We had our annual Guernsey-Noble Safety Council Awards Luncheon. This year the council was able to donate \$500 to the Guernsey County Sheriff, Noble County Sheriff, Cambridge City Police, and Byesville Police Departments. Also, 5 local high school seniors were gifted \$400 scholarships to assist them in the efforts to be safe in their chosen career fields. Cheryl Herbert, CEO of SEORMC, was our guest speaker and discussed the direction of the hospital along with recent successes.

April 24th – A representative from the Ohio State Highway Patrol will speak about local drug trends in the area

#### **LOCATION**

Safety Council meetings are held in the Paul R. Brown Epic Center of Zane State College on Brick Church Road. They begin at 8am and end at or before 9am. Coffee and donuts are provided.

#### **NEXT MEETING**

May 22nd and June 26th – We will have a two-part series on handling safety from the supervisor level.



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\*Roundtables share  
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Call the Chamber to  
enroll: 740-439-6688

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be a member just to  
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