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Hot Head Adds Sauce to Local Restaurant Scene

Last year at this time there were 28 Hot Head Burrito franchises in operation. Earlier this year, the total stood at 42 and counting, including a Hot Head in North Carolina.

The tri-state franchise is as hot as dollar-a-gallon gasoline.

Nathan Helmig, manager of the recently opened Hot Head at 226 West Central Avenue, has a lot of hands-on experience handling Hot Heads' popularity – he was involved in opening the doors of Hot Heads in Germantown and Moraine in February and June of last year respectively, and the Springboro location.

Dayton-based Hot Head Burritos came on the scene in 2007 from the extensive restaurant operations background of Cynthia and Ray Wiley. They wanted to

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Firm Helps Keep Eateries, Other Businesses, Operating

Ten years ago, Robbin Krauser, Rick Jones and their spouses, put it all on line – mortgaging their homes and cashing in their retirement accounts to finance their business start-up

Were they crazy or gutsy? "It was a leap of faith, that's for sure," says Rick. Both had children in college and heading there. "I'd been in the corporate world for years and was ready for this," says Robbin. "My background was in parts sales and service for a number of different companies," Rick says.

RESTAURANT PARTS & MORE

They and their spouses, Mike and Janet are equal partners in Restaurant Parts & More at 245 Advanced Drive. Another partner left the business, three years ago to pursue a new career in the medical field.

In 2009, they built the 12,000 sq. ft. building off Sharts Road and moved to Springboro from cramped leased quarters in Franklin. With 4.25 acres, they have room to grow the business.

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Warren County Small Business Development Center (SBDC)

Have you wanted to grow your business, but are just too busy running the day to day operation? Do you need business or strategic planning assistance? Do you want to expand your network of local banks to seek financing for an equipment purchase? The City of Springboro has partnered with 12 other Warren County jurisdictions and 17 private entities to create a new Small Business Development Center (SBDC) in Warren County that can help with all of those things and more.

What exactly does a SBDC do? A SBDC is an entity that can help someone with a great idea or new product start a company from the ground up, and especially help an existing small business grow into a larger one. Services include: Comprehensive business management, business plan assistance, and marketing services; free and confidential one-on-one counseling and low-or no-cost training, business and strategic planning, information about Federal, State and Local programs, loan packaging assistance, and much more.

"The SBDC has already proven its worth with over 20 initial clients in Warren County and two within the City of Springboro, and it has only been in operation for three months," stated Chris Pozzuto Assistant City Manager and President of the SBDC Board of Directors. "The City got involved in the formation of this SBDC in its infancy because we feel one of our greatest assets in this community is our small businesses and we want to participate in any local or regional group that we feel can help them grow."

Joe Schiesler has recently been hired as the Executive Director of the SBDC. If you are interested in speaking with Joe, please contact him at joe.schiesler@mywccc.org or (513) 932-8145 x 5317. His physical office is located at the Warren County Career Center, however, Joe is also afforded meeting space in the Springboro City Building when necessary, so he can hold "office hours" in Springboro for local clients.

\$2.5 Million Expansion Nears Completion For Alfons Haar

By this summer, Alfons Haar, will add a new component to the business as well as new employees. At 150 Advanced Drive, the building's unique identification on its façade features an enigmatic logo, an "AH" within a stylized triangle.

The success of AH, Alfons Haar, and other area companies, gives the lie to media reports of the demise of the tool and die industry.

Discussing expansion plans, AH General Manager John Dunn says, "We've had no impact from the recession. In fact, canned food sales went up throughout the

recession." AH products include dies for the manufacture of metal cans used in the food industry. Easy-open tops with the ubiquitous pull-tabs, twist-off caps, and metal closures remain mainstays of the local facility.

The parent company in Hamburg, Germany, specializes in machine manufacture with global niche markets in machinery and equipment for the canning industry, as well as the storage and transport of fuels, chemicals and powders. AH in Springboro stands as its sole presence in North and South America, Australia and New Zealand.

"Engineering, design and metal stamping has been the main focus here, but we will be starting our own precision tool shop and bring the manufacturing component in-house." The \$2.5 million expansion will add 8,000 sq. ft. to the building. Almost \$2 million of the cost will go into the precision equipment required. The project will mean the hiring of up to 10 precision tool and die makers.

Currently, the local facility has 22 employees, primarily design and service engineers. AH built the 15,000 sq. ft. structure in 2007 and moved its operation from Miamisburg. John brought many years of tool and die experience when he came to AH about nine years ago.

Another growth area on the horizon would see AH providing equipment and technology needed in aircraft refueling. "There aren't many players in the market. We would start with components from Germany and build refueling equipment for the military and commercial markets. Down the road, we could handle the entire process here."

Haar founded the company in 1949 as a specialized machine manufacturer. Today, his son, Thomas Haar, sits at the helm of the family-owned company and stays in close contact with the Springboro operation.



Alfons Haar

CHAMBER NEWS

Young Professionals - The Springboro Chamber of Commerce has started a group for the "Rising Stars" in your company. Anyone who is under 40 and is looking for networking opportunities, community involvement & professional development can join. The first After Hours Networking Event was held at Bella Vino Wine Merchants at 495 North Main Street on March 13. Almost 30 Young Professionals were in attendance, creating a wonderful new group to enhance the Chamber experience in Springboro. The group will be planning a Community Service event for members to get involved in this summer. Future events include additional After Hours events, Lunch and Learn meetings with inspirational speakers, and mentoring opportunities. Please call the Chamber at **937-748-0074** or email at chamber@springborohio.org if you would like to get involved.

Firm Helps Keep Eateries, Other Businesses, Operating

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Part of that growing includes debuting a new website to make on-line ordering even easier. "Our previous web site was primarily informational," says Robbin. Often, restaurant owners or operators can't be certain what part they need, and a phone conversation helps ensure they quickly get the right parts to keep operating.

The tried and true paper catalogue will still be available. Behind the paper, however, is fully computerized operation so that orders can be quickly picked and shipped. In-stock parts get same-day shipping, and they boast of their 'no hassle' return policy with no restocking charge on in-stock items. The 14 employees cover the shipping, receiving, inside sales and accounting departments.

Robbin and Rick call their business "A One-Stop Shop" for replacement parts for restaurant equipment for hundreds of food service manufacturers. While they specialize in serving national and international food chains, their client list includes government operations, care centers, even museums.

While word-of-mouth, the catalogue and website help bring in business, they also maintain memberships in various trade associations and display their business at restaurant shows.

For more information, call **1-888-776-3678**, or on-line at www.rpm4parts.com.

Hot Head Adds Sauce to Local Restaurant Scene

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combine "great food, great décor and efficient operations," and secure a niche in the Quick Serve Mexican Food category.

Hot Head's extensive menu boasts of 12 sauces, four salsas and flavored tortillas. Sauces range from "mild to wild." Specials, and a loyalty program that utilizes stickers rather than 'credit' card type identifiers, help add value for diners. The chain also offers kids' meals and Li'l Bowls that start at less than 400 calories.

Like Starbucks, the Hot Head menu can be daunting, and he encourages the 15 employees at the Springboro location to become familiar with the products and services. Nathan said, "Most of the employees here trained three to four weeks at the Germantown location. Actually, the most difficult thing is learning how to correctly roll a burrito."

Jim Pierson owns the three Hot Head franchises, as well as Pierson Automotive Inc. in Middletown. He, his wife and daughter, stay involved with the restaurants and frequently stop by and visit with staff.

Hot Head is open 10:30 a.m. to 11 p.m. daily, and 11 to 11 on Sunday. For more information, call **937-748-3388**, or check them out on the Internet, Facebook, Twitter, or download the iPhone app.



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BUSINESS MATTERS

Drayer Physical Therapy Part of Local Medical Marketplace

Drayer Physical Therapy Institute planted its most recent footprint in Ohio almost one year ago with the opening of the 4,000 sq. ft. facility at 325 North Main Street. Drayer is one of the largest, growing outpatient therapy companies in the United States.



Local manager David Miller, a Licensed Physical Therapist, says the clinic has met his expectations and has a strong niche in Springboro's expanding medical marketplace. David has been a PT for 15 years, and also is the area manager for Drayer facilities in the Dayton region.

Drayer began opening Ohio clinics in the spring of 2010 in the Dayton area. It operates about 104 centers in 14 states.

"My wife and I moved to Springboro in 2001, so being in this market helped when Drayer contacted us in 2010. We have a son in eighth grade and daughter in sixth, so we're very tied in to the community."

The local clinic employs the full range of therapeutic techniques but has a strong focus on therapy for sports participants and athletes and PTs often take a manual, hands-on approach with their patients. "We feel continuity also is important. Our PTs, assistants and technicians work as part of a close team to care for patients."

David's role also includes building on his closeness to the community and networking with other medical professionals. He and his staff participated in the recent business expo, and take the PT message to schools and athletic venues.

The clinic sees patients from 7 a.m. to 7 p.m. Monday through Friday and 8 a.m. to noon on Saturday. For more information, call **937-806-0318**.

