



BUSINESS JOURNAL



INSIDE

| | |
|--------------------|---------------------------|
| BIZ TOOLBOX.....2 | PEOPLE ON THE MOVE.....14 |
| DBJ LISTS.....8, 9 | BIZ LEADS.....15-16 |
| STRATEGIES.....10 | VIEWPOINT/INDEX.....19 |



ELECTION IMPACT

With the election over, how will businesses fare in the aftermath ■ 5

DEALERSHIP UPGRADES

Jeff Schmitt to improve his new Miamisburg Chevrolet dealership ■ 3



JOE COGLIANO ■ DBJ

Under the Radar: Randy Harris, plant manager at Lord Corp. in Dayton, holds some company products used on helicopters. Lord, which has local sales of roughly \$60 million annually and 210 Dayton employees, is relatively unknown to area residents.

Lord Corp. adds \$2M in equipment

N.C. company has 210 local workers

■ BY JOE COGLIANO
DBJ STAFF REPORTER

Commuters along Interstate 75 through Dayton regularly pass a nondescript white building with "LORD" emblazoned across the top in red letters. Although sitting along one of the busiest stretches of road in the region for nearly 30 years, Lord

Corp. Plant Manager Randy Harris admits most who pass by still have no idea what happens behind its doors.

While flying below the radar, Lord Corp. has managed to grow to \$60 million in annual sales locally and keep employment in Dayton steady at about 210 workers during the recession.

Now the company is preparing to bring in \$2 million worth of new machining equipment in the first quarter of 2011.

"We're probably one of the best kept secrets in the area," Harris said.

Much of the 350 different items that North Carolina-based Lord Corp. makes in Dayton are used to control motion

or quell vibrations in helicopters, which Harris refers to as "giant shake machines." Parts, ranging from hundreds of dollars to more than \$10,000 each, are ordered by the military as well as helicopter manufacturers.

A maze of equipment, clean rooms and presses span the 128,000-square-foot Dayton plant, which produces machined parts that go through a bonding process here or at the company's plant in Erie, Pa.

At one end of the shop, it takes two shifts of machining work to complete one of the most complex parts it makes: a

See LORD page 18

Cities seek county funds for projects

■ BY JOE COGLIANO
DBJ STAFF REPORTER

Several large Dayton-area expansion projects hinge on incentives from Montgomery County.

A list of big-ticket proposals — submitted for Montgomery County ED/GE, or Economic Development/Government Equity, grants — was released this week that could yield hundreds of local jobs.

DRT Manufacturing Co. is eyeing a \$7.5 million expansion at one of its Dayton facilities that would bring 25 new jobs.

The project includes demolishing a portion of the company's facility on Greenmount Boulevard and replacing it with a new 16,000-square-foot space.

See FUNDING page 18

Monroe slated for development

■ BY TOM DEMEROPOLIS
DBJ CONTRIBUTOR

The Interstate 75 and State Route 63 interchange in Monroe will soon be home to a 7.6-acre retail and office development. Cincinnati Commercial Contracting, developer of the site, said the project could bring as many as 200 jobs to the Warren County area.

The \$6 million project is designed to feature 30,000 square feet of space. Cincinnati Commercial is currently negotiating with two restaurant tenants and several retailers, but CEO John Westheimer declined to name them. The business park does not have a set design and could be made up of free-standing buildings or retail strip centers, he said.

The first firm tenant, LCNB National Bank, purchased a one-acre lot at the

See MONROE page 18

LORD: Company also is bringing machining work back into its local operations

FROM PAGE 1

rotor head for a newer model of Bell Helicopter. In another area, workers go through a tedious process of fitting layers of rubber, adhesive and metal inside a six-inch metal lollipop. After the mixture is compressed under tens of thousands of pounds of pressure, the part will help dampen vibrations on a Black Hawk helicopter.

"We have such a diverse product background," Harris said. "We're proud to be one of the few remaining manufacturers that's a net exporter."

Lord Corp. also is in the process of bringing machining work done by suppliers back under its own roof. As part of that effort, new equipment coming to the Dayton plant includes a mill-turn machine and a 5-axis milling center. The company isn't in hiring mode, yet, but Harris expects that to change sometime in the next two to five years.

"We know it's going to pick up, just because of the number of new programs that are out there," he said.

Mike Collinsworth, president of the Dayton Tooling and Machining Association, said aerospace represents a huge opportunity for local manufacturers. The problem he sees is that most compa-

nies do not have AS certification — the aerospace version of ISO — and the work typically is more difficult.

"Nevertheless, aerospace does represent opportunities for DTMA companies — we just need to prepare for this kind of business," said Collinsworth, who is also president of Xenia-based Custom Manufacturing Solutions Inc., which is pursuing the AS certification.



Mike Collinsworth

Lord Corp. opened in Dayton in 1981 with 34,000 square feet and has more than tripled its footprint through expansions. It is currently runs round-the-clock shifts five days a week.

The upcoming investment is not new for Lord. In Dayton, the company typically invests about \$2 million annually into new equipment, processes and facility upgrades and averages about \$1,000 annually per employee for training, Harris said.

The company has more than 2,500 workers globally.

■ E-mail joergiano@bizjournals.com. Call (937) 528-4424.



JOE COGLIANO ■ (2)

Local Operations: Lord Corp., based in North Carolina, has its Dayton-area facility at 4644 Wadsworth Road in Dayton. The company is adding \$2 million in new equipment at the site.

FUNDING: City seeks \$500K grant for company looking to invest \$53M in region

FROM PAGE 1

according to an ED/GE grant application by the city of Dayton. However, the project is not guaranteed to Dayton. In a letter to the city, DRT said the company is also considering its Simpsonville, S.C. location for the expansion.

City officials said if DRT chooses to expand in Dayton, it will spend \$2.5 million on construction and \$5 million to install five new metalworking machines. In addition to requesting \$150,000 in ED/GE funding, the city has offered \$25,000 to DRT from its Dayton Economic Attraction program.

More than 200 people work at the Greenmount site, which is expected to add one worker per month following the construction.

In addition, Englewood is trying to convince Gapi USA Inc. to invest \$5.2 million to launch production next to its existing plant in the city.

The city is asking for a \$250,000 ED/

GE grant for the project and has offered Gapi four acres, worth about \$100,000, adjacent to its current site. Plans call for a 55,000-square-foot manufacturing facility, which would add 25 jobs at the site.

However, city officials said Gapi is also eyeing Troy and Richmond, Ind. for the facility.

Gapi, which distributes rubber products such as O-rings, employs 15 in Englewood.

Other ED/GE projects up for funding include:

- Trotwood is competing with Indiana, Illinois and other cities in Ohio for a manufacturing services company that plans to hire at least 25 during the first three years. The company would lease a portion of the Westwood Fabrication Co. facility on Wolf Creek Pike. Trotwood is asking for a \$250,000 ED/GE grant;
- Riverside is asking for a \$60,000 ED/GE grant to help defense contrac-

tor Evanhoe & Associates renovate and upgrade its Norman Boulevard site. The company plans to add as many as 10 employees;

- Delphi in Vandalia is looking to invest more than \$7 million, mostly for equipment the company says will help win new work. Vandalia officials said if Delphi wins all the programs it is pursuing, the company would add 100 workers. Currently, Delphi has 130 employees at the site. Vandalia is asking for an \$150,000 ED/GE grant;
- Stratacache Inc., which announced during the summer it would use a former Huber Heights Kroger facility for a light assembly plant and warehouse. The city is asking for a \$180,000 ED/GE grant toward the project;
- Miami Township is asking for a \$300,000 ED/GE grant toward a 40,000-square-foot cancer research and development center announced last

year; and

- Dayton is asking for a \$500,000 ED/GE grant for "Project Ash," an unnamed company looking to invest \$52.7 million to build and equip a research facility and create as many as 80 jobs in the next three years. The project may be GE Aviation Systems, which announced in March it would open a research and development center in the Dayton area. The company said it will announce the center's location by the end of the year and operations are expected to begin in 2012.

The ED/GE advisory committee is scheduled to consider the projects on Dec. 10 and Montgomery County Commissioners will vote on funding Dec. 14.

Requests for ED/GE funding totals \$1.84 million and the county has more than \$2 million available in the fund.

■ E-mail joergiano@bizjournals.com. Call (937) 528-4424.

MONROE: LCNB will spend \$2 million to open branch location at new project site

FROM PAGE 1

development and will build its 26th retail branch location there. Steve Wilson, chairman and CEO of Lebanon-based LCNB, said the total investment to build and open the 3,000-square-foot branch is roughly \$2 million. The bank construction project is currently out for bid.

Wilson said the bank had been looking for a Monroe location for some time because of population growth in the area. Between 2000 and 2009, the population within three miles of the site increased nearly 67 percent, from 10,129 to more than 16,900.

"This is a really good location with good visibility that will serve Monroe

and the surrounding area as we see growth at this intersection," Wilson said.



Steve Wilson

The LCNB branch will employ up to eight full-time workers. Wilson said he expects the branch to be open for customers by spring of 2011, depending on the weather.

Westheimer anticipates growing demand for retail and restaurants in Monroe. Situated between Dayton and Cincinnati, as well as between Hamilton and Lebanon, the

site sees roughly 24,000 cars per day along Route 63. Nearly 100,000 cars per day pass the interchange along I-75.

"The site is right on the freeway, right next to the action," Westheimer said.

The Monroe region is experiencing a building boom at the intersection. Cincinnati Premium Outlets, a massive 400,000-square-foot shopping center, opened in August 2009.

Chelsea Property Group, owner of the outlet center, has another 20 acres of land around the center it is looking to develop with hotels, restaurants or even a movie theater. Also, Joe Morgan Honda is scheduled to open this month at the

intersection.

The first order of business for the upcoming project is the construction of a new road off American Way. Construction is scheduled to start Nov. 12.

None of the buildings at the development will be built speculatively, Westheimer said. He envisions a mix of retailers and restaurants, especially a casual sit-down restaurant at the site.

Tom Demeropolis is a staff writer with the Cincinnati Business Courier, a sister paper to the Dayton Business Journal. E-mail dayton@bizjournals.com.