



New Haven Chamber of Commerce Newsletter

**A Voice for Business and the Betterment
of the Community**

November 23, 2009

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Member Spotlight

O'Neal Steel, Inc.

Jeff Stephen

11228 Lincoln Hwy E
New Haven, IN 46774

Phone: 260-493-1506

Fax: 260-493-1002

Web: www.onealsteel.com



Kirkman O'Neal started a small steel fabricating business in 1921 and quickly gained a reputation for dependability and performance. Kirkman once said in a 1926 interview with The Birmingham News, "We turn out each piece of work and each contract the very best that can be done, and we are determined that it shall be satisfactory." That set the tone for the strong work ethic and business philosophy that O'Neal would become known for in the years ahead.

In 1952, O'Neal opened its first satellite district in Jackson, Mississippi. During the next half-century, through corporate planning and acquisitions, O'Neal expanded and diversified its operations with over 40 more districts throughout the South, Midwest, Southwest, and Mountain states - making it the largest family-owned metals service center in the United States. For the rest of the story click [here](#).

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Our Sponsors



Members In the News

The Indiana Bar Foundation honored **Van Gilder & Trzynka Law Firm** with a pro bono award during the Randall T. Shepard Award dinner at the Hyatt in downtown Indianapolis on November 6, 2009. The Pro Bono Publico Awards are presented by the India Bar Foundation to recognize the extraordinary contributions that are made toward ensuring that legal services are available to persons who could otherwise not afford them.

The **Van Gilder & Trzynka Law Firm** was honored for its 100% pro bono participation rate. Moreover, the firm has been instrumental in the successful implementation of the Northwest Indiana Volunteer Lawyer Program's Volunteer Advocates for Seniors and Incapacitated Adults project.

For more information on the Van Gilder & Trzynka Law Firm click [here](#).
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Climb aboard a historic caboose, warm to the fire of an authentic coal stove, and visit with Santa Claus himself on a memorable family train ride

December 5th, December 12th and December 16th
 from 10AM to 4PM
 at the Fort Wayne Railroad Historical Society.

All trips are operated with our vintage diesel no. 1231.
 Train tickets are \$4, Museum Admission Free.
 15808 Edgerton Road
 New Haven, Indiana
 46774
 No reservations are necessary.

PHP to offer \$6,000 in scholarships for area high school seniors in their 2009-10 scholarship program

Physicians Health Plan of Northern Indiana, Inc., (PHP), a local managed-care organization, is providing scholarship opportunities for high



school seniors planning to pursue a career in a health-related field. PHP will award a one-time scholarship of \$3,000 to the first place winner; a one-time scholarship of \$2,000 to the second place winner; and third place will receive a one-time scholarship of \$1,000. All entries must be postmarked by February 26, 2010, to be eligible. You can download entry requirements and an application by visiting our Web site at www.phpni.com, or call 260-432-6690, Ext. 331 or (800) 982-6257 Ext. 331.

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The Edge Community Food Pantry

It seems as though everyone has been touched by the tough times right now with the way our economy is. There is a strong need in the East Allen County communities for food assistance. The Crossing Church is pleased to announce the Edges Community Food Pantry located at 909 Main Street in New Haven.

The Edges Food Pantry is an agent for the Community Harvest Food Bank. Edges Food Pantry will be open every Saturday from 3:00 p.m. to 5:30 p.m. and by appointment only during the week.

We are accepting donations of food or money. Should you know of anyone that is in need, please refer them to the Edges Food Pantry. You may leave a message for Andy or Tina Moore at 493-9508.

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New Haven Lions Club Fruit Sale

Oranges, Grapefruit, or mixed
20# for \$14.00

Available at
Ken's Meat Market
November 28
December 5, 12, and 19

9:00 a.m. to 2:00 p.m.

Pre-orders or to schedule a delivery in New Haven contact:
Tom Clements
749-2013

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Calendar

***November 26** - Thanksgiving - Office Closed

***December 10** - Ambassador Meeting - 7:30 a.m. - Compass Professional

Center Board Room

***December 11** - Executive Meeting - 7:30 a.m. - Chamber Office

***December 16** - Board of Directors Meeting - 7:30 a.m. - Compass Professional Center Board Room

* Indicates a New Haven Chamber of Commerce sponsored event.

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New and Renewing Members

Welcome new members!

Truck Maintenance, Inc.

Diane Beyer

3801 Option Pass

Fort Wayne, IN 46818

Phone: 260-489-7575 Ext.

Fax: 260-489-7755

Web: www.truckmaint.com

We are open 24 hours a day from Monday morning @ 5:30AM to 3:30PM on Saturday at our 3801 Option Pass location. Our East Fort Wayne location is open from 6am thru 11:30PM - Monday thru Friday.

We have been in business for 30 years.

As a NAPA Truck Service Center, we follow a strict Code of Ethics so customers will know up front what to expect. As part of this code, we pledge to:

- Perform high-quality diagnostic and repair services at a fair price, using quality NAPA truck parts.
- Employ ASE-certified technicians in all areas of work performed in truck and applicable automotive categories.
- Be dedicated to customer satisfaction.
- Exercise reasonable care for the customer's property while it is in the shop's possession.
- Obtain prior authorization and provide a price estimate for work performed.
- Provide a system for fair settlement of customer complaints, should they occur.
- Maintain the highest standards of the truck service profession.
- Uph

The Etica Group

Chris Baker

P.O. Box 15897

Fort Wayne, IN 46885

Phone: 260-437-4404 Ext.

Fax: 317-536-3930

Web: www.eticagroup.com

Gateway Woods - Apostolic Christian Children's Home

Zach Bertsch
 P.O. Box 151
 Leo, IN 46765
Phone: 260-627-2159 Ext. 111
Fax: 260-627-3601
Web: www.gatewaywoods.org



Gateway Woods offers Christ-centered social services and residential facilities in northeast Indiana, including residential childcare, on-grounds schooling, foster care, adoption and home-based services. Our mission is to honor and obey God by providing hope and healing to troubled children and families who then may bless others.

Gateway Woods Apostolic Christian Children's Home was founded by love for lost and wounded children, by faith that God will provide and heal, and by obedience to God's Word and leading. We offer Residential Childcare, On-grounds School, Adoption, Foster Care, Home-Based Services, and have a beautiful 50-acre campus near Ft. Wayne, Indiana.

Thank you to our renewing chamber partners in business

Advanced Tree Technology
 Aqua Systems
 H & H Firearms, Inc.
 Auto Bumper Exchange, Inc.
 Purdue Extension Service - Allen County
 AAA Auction
 C R Carpet
 Springfield Enterprises, Inc.
 Group Insurance Services of Fort Wayne, Inc.
 New Haven Lions Club
 Overman Telephone Services, Inc.
 National City Bank
 Quality Combustion
 Cash Register Sales & Service, Inc.
 Cajanry Construction, LLC
 Kos & Associates

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Taking Care of Business

Cyberthieves are hacking into small- and medium-sized organizations every week and stealing millions of dollars in an ongoing scam that has moved about US\$100 million out of U.S. bank accounts, the U.S. Federal Bureau of Investigation warned on November 3.

It's now one of the top problems being addressed by the National Cyber Forensics and Training Alliance (NCFTA), which works with the FBI and industry to share information about cyber attacks, according to NCFTA Executive Director Ron Plesco. "Every year there seems to be a trend and this has been the trend this year," he said.

There has been a "significant increase" in what's known as ACH (automated clearinghouse) fraud over the past few months, much of it targeting small businesses, municipal governments and schools, the FBI said in an alert posted to its Web site.

The criminals can move thousands or even millions of dollars out of their victims' accounts very quickly, using online banking to add new payees to the organization's bank account and then moving the money overnight. Usually the first step is an e-mail to the company's bookkeeper or financial officer that can include malicious attachments designed to look like Microsoft software patches, or simply links to malicious Web sites. The idea is to get the criminal's keylogging software onto a computer with online banking access and then steal login credentials.

Once they have access to the bank account, the hackers set up ACH transfers to money mules -- typically innocent victims who think they're doing payroll processing for international companies -- who then transfer the money overseas via services such as Western Union and Moneygram.

To read this entire story click [here](#).

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In Indiana

Daniels and Ohio governor open new section of Fort to Port Corridor

On October 29, Governor Mitch Daniels joined Ohio Governor Ted Strickland at the Indiana-Ohio state line to open new sections of the U.S. 24 Fort to Port highway, fulfilling a commitment by both states to "meet at the line in 2009" and marking another step toward connecting Fort Wayne with the Port of Toledo.

The Fort to Port project is part of Governor Daniels' Major Moves jobs and transportation program and will eventually connect with the Hoosier Heartland Corridor to provide access to cities and towns across north central Indiana to major highways and transportation outlets.

The 2.9-mile section of new highway and new interchange is the first section to be open to traffic in Indiana. The new section will immediately connect at the state line to a 45-mile section extending to the east side of Napoleon, Ohio. In all, 11.5 miles of divided, limited-access highway, including three new interchanges, east of I-469 to the Ohio state line will be built.

The second section of the Indiana project is currently under construction and the final two sections will be placed for contract bid in 2010 and completed in 2012. The total estimated cost for the project is \$170 million.

More information about the Fort to Port corridor project can be found at the link:

<http://www.in.gov/indot/div/projects/us24/index.html>

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O'Neal Steel Cont'd

One of the acquisitions that O'Neal bought in 1985 was Shelby Steel located here in New Haven. O'Neal Steel saw that Shelby Steel was a well run company had good management. There were many things both companies had in common but there were also some things that Shelby Steel did that O'Neal didn't do at all. So they looked at Shelby Steel as a way to also expand their capabilities as way as their geography.

When Shelby Steel was bought O'Neal steel not only got a steel company but they also got several employees one of which was Jeff Stephen who is now the general manager.

Jeff began with Shelby Steel at the age of 18. He said, "I was just looking for a job. I didn't really think of it becoming a career but as new opportunities came along within the business I took advantage of those and before long a decade had gone by. Then you're still here and you've gotten to the point where you have new responsibilities and challenges and



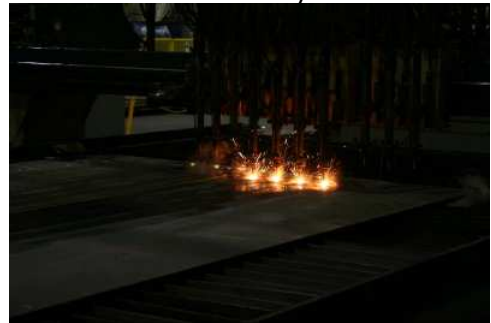
before long 30 plus years have gone by. And so now here I am General Manager. In this location I am the top of the heap now. Having done almost every job here over 30 years I feel awkward thinking of myself as the boss, but that I suppose is what I am."

When I asked Jeff what O'Neal Steel does he said, "We are known as a metal service center. Our main function is to warehouse metal and to distribute metal products. We also process it. We will take it in the form it is made in the mill and then we can cut it down so that it is in a better form to be used by companies that don't have the capabilities of cutting it or just don't want to cut it. Some of the metal goes out just as it comes in. Some of it goes out in smaller amounts. We have customers that can't buy mill direct because they can't buy enough so we buy in the larger quantities store it and sell it to those companies. In other words we are the middle man for metals."

The product line has been greatly expanded since the company started and now includes aluminum and stainless, as well as a full line of carbon steel. In-house processing capabilities consist of sawing, shearing, flame cutting, plasma cutting, punching, and notching. Jeff said, "We have some really neat flame cutters that can cut steel up to 8 in. thick steel. We also have cranes that can pick up 40,000 lbs. of metal. That is like picking up a Semi truck." In addition to on-site processing, the Fort Wayne District offers customers forming, machining, laser cutting, and welding through its cooperative relationships with other O'Neal operations

within the Midwest Region. I had the opportunity to take a tour of the facility and it was very impressive to see the variety of machines used to process and manipulate the metals.

Among the present staff of 42, the average length of service is more than 12 years. And nine of the current employees actually pre-date O'Neal acquisition including Jeff Stephen the general manager. Jeff commented on his staff, "There's a bond among our people that brings us together as one team with a common interest - to do the job to the best of our ability each and every time." Jeff continued, "Another thing that I like since I am a New Haven resident, almost half of our staff are either New Haven Grads or New Haven residents." I noticed as I walked around the warehouse and cutting machines, this is a group of people proud of the job they do and there is a camaraderie that reminds one of a family.



O'Neal Steel has been a member of the New Haven Chamber of Commerce since 1985. When I asked how being a member of the Chamber had benefitted O'Neal Steel Jeff said, "Recognition as a company that is involved in the community has been the biggest benefit we have received from our membership. We are proud to be part of the Chamber and to be involved in the community. Many of our employees are also involved in the community since many live here."

O'Neal is proud to remain a family-owned company today - with an extended family of dedicated employees providing the finest in quality and customer service. Indeed, their focus is on the customers rather than on Wall Street, which they believe is tantamount to maintaining their position as an industry leader.

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Our Mission Statement

The New Haven Chamber of Commerce will provide services to its members and, through its strategic partnerships, be a leader in promoting economic development for the benefit of the

greater New Haven community.

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1st Source Bank

Mary Ann Slater, Vice-Chair

Trelleborg Sealing Solutions of Fort Wayne

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Web site: www.newhavenindiana.org

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