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BEDFORD COUNTY: TAKING ON THE COMPETITION... AND WINNING!
BRANDI HERSHEY

BRANDI HERSHEY LESTER MECK MARCIA O’REAR BRIAN PACHTMAN

Association (past president), Per-
the Bedford Sunrise Rotary (past
the board. She has worked with
local insights and experiences to
Roadman.

Marcia O’Rear, owner of StelTek
dent of Saxton Borough Council;

Office of Brandi J. Hershey; Lester
Hershey brings a broad range of
ment Association adds new mem-

By Harry Zimmer

BCDA Board adds new members

By Harry Zimmer

The Bedford County Develop-
ment Association staff members
are Left, Terri Brumbaugh, vice president; Bette Slatyon, president; and Melanie Miller, office manager. The phone num-
ber is 623-4816, the website is www.bcda.org and the email is info@bcda.org.

One Corporate Drive, Bedford, PA  15522  814-623-4816  info@bcda.org  www.bcda.org

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This is what motivates us and has become our message…

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When there’s a need — BCDA will find a way....

BCDA Board meets monthly to develop and implement economic development policies that positively
affect Bedford County and the state. Visit our website: www.bcda.org

We believe that business is a calling.

Front Row (l-r): Terri Brumbaugh, BCDA; Bette Slatyon, BCDA; Treasurer, Bob Octavio; Assistant Secretary, Brandi Hershey, Law Office of Brandi J. Hershey; Assistant Treasurer, Bill Lehlohim, Omega Bedford Springs Resort & Spa; Secretary, James Wiest, Everite Door Company; Linda Bullington, Bullington Financial Services LLC; Marcia O’Rear, StelTek Graphics Inc.

Back Row (l-r): Melanie Miller, BCDA; Lester Meck, Saxton Borough Council; Brian Pachtman, Reed, Wertz & Roadman; Alan Frederick, Frederick Farms, Inc.; Vice Chair, Mark Bollman, Bedford County Technical Center; Chair, JP Tambourine, FirstEnergy Corp.; James Gonsman, Hometown Bank of PA; Craig Timoney, Burger King of Bedford; Greg Lang, Charles Brumbaugh; Sean Bardell, Howard Hanna Bardell Realty.

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Goodwill Industries

Company aims to make communities stronger

By Elizabeth Coyle
Managing Editor

Goodwill Industries of the Southern Alleghenies is the administrator of the center where staff connects job seekers with employers.

Goodwill’s goals, Burger said, are to strengthen the six-county area.

Bradley Burger, president and CEO of Goodwill Induction, headquartered in Johnstown, is the contractor that operates CareerLink in Bedford County so as part of its six-county service area.

"Goodwill’s goals are for workers to gain, retain and advance through employment." — Brad Burger

Goodwill Industries' hope is to make each community it serves a great part of the solution that exists at the center of the community, that was started in the organization in 1902 by a Methodist minister who didn't want to help poor people, but he wanted to help them help themselves.

The statistics show that the company is the one that's been effective.

"If this youngster shows interest, the employer is glad to have them," he said.

Burger said he is committed to being a great partner, "I think our main thing is to be good partners, to try to be best at what we do," he said.

"We've been really focusing on forging and fostering collaborations to better serve communities," he said.

"We're trying to keep people out of institutions," Burger said. "We're trying to keep people out of institutions and keep them out of prison."

"The employers just love it. They value the company's goals, Burger said. "We've been really focusing on forging and fostering collaborations to better serve communities," he said.

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Downtown Bedford Inc.  

WORKING TO ENHANCE QUALITY OF LIFE, GROW BUSINESS

By Katie Smolen  

Gazette Staff Writer  

Downtown Bedford Inc. (DBI) is working to enhance the quality of life in Bedford while also helping to create a thriving business community in downtown Bedford.  

Mainstreet manager Tonya Grimes said that DBI has been working to create a long list of events that enhance the life of those in Bedford and draws tourists to the area.  

"Over the last five years, we have built up a really healthy, robust list of events that enhance people's quality of life and when you do events like what we do, the caliber of what we do and the uniqueness of them, that creates a buzz. People know that those events are always going to happen every year," she said.  

DBI features events like the Black Rock Beers and Hot Nights which bring vendors to the center of downtown Bedford, and downtown Bedford Incorporated (DBI) has been "increasing in the past year are the events that Grimes says "not only people on the street but also in the shop. DBI is the Hot Chili and Soup Tasting Event, Chocolate, Wine and Sass and Spirits Walk put vendors inside of the shops downtown Bedford and give participants a map where they go from business to business to partake in the event."  

Grimes said that if Bedford is to create a buzz, people know that those events are always going to happen every year.  

"One of the things that I think that we're really good at is programming that we do because people know that they can count on it," Grimes said.  

Grimes added that events like those that DBI sponsors also add to the quality of life to the area which is what manufacturing companies look for when they're recruiting manufacturing companies.  

"Like Bette Rayton of BCDA always says when they're recruiting manufacturing companies they're moving into a community, so what attracts people and helps her in her recruiting efforts is what DBI is doing here to enhance the quality of life of people. If they want to move into this area, they want these types of events that enhance the quality of life of people," Grimes said.  

Grimes said that the growth of DBI is due to the expansion of staff. Tabitha Barbarito, a paid administrative assistant, has been an influx of younger business owners.  

"The other thing that I've been seeing is we have some younger people that have been starting businesses," Grimes said.  

"So it's kind of been interesting to work with from her position.  

"When people know you are consistent and know you're going to do hot summer nights and you're going to do it around the same time frame. Every year, you're going to do that chocolate walk in February, every year you're doing that chili walk in January and you're not going to deviate from that," Grimes said.  

"Compassion is unbelievably the key to any kind of events that enhance people's quality of life. If they want to move into this area, they want these types of events that enhance the quality of life of people," Grimes said.  

Grimes said that the key to growing manufacturing companies is to do "hot summer nights and chili walk in February, every year."  

"When people know you are consistent and know you're going to do hot summer nights and you're going to do it around the same time frame. Every year, you're going to do that chocolate walk in February, every year you're doing that chili walk in January and you're not going to deviate from that," Grimes said.  

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More information on DBI's events can be found on their Facebook page.  

Katie Smolen can be reached at katesmolen@bedfordgazette.com; 607-353-1133, ext. 210.

Shown here are a few scenes from DBI events during the past year. Above, left, a race car was lowered to help celebrate New Year's Eve in "Times Square" fashion. Above, right, top photo, U.S. Rep. Bill Shuster enjoys Downtown Bedford Incorporated's Farm to Table meal on last July. The four-course meal was catered by Tabitha Barbarito, who has been in the assistant manager position since last fall. In moving into her newly formed position, said project, and strategic planning. With Barbarito's new position, DBI will be looking for an administrative assistant who will work as a support to executing the events and projects sponsored by DBI.  

"We're growing and we have a lot of plans here in the next few years and it's going to be exciting for the town of Bedford," Grimes said.  

"One of the things that I think that we're really good at is when we're doing all of this programming and we're doing all of those events, that enhances the quality of life of people."  

"When people know you are consistent and know you're going to do hot summer nights and you're going to do it around the same time frame. Every year, you're going to do that chocolate walk in February, every year you're doing that chili walk in January and you're not going to deviate from that," Grimes said.  

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Competing for the attention of site selectors and commercial real estate brokers is an ongoing effort for Bedford County Development Association. Companies looking for new sites want information that is comprehensive, easy-to-navigate and, increasingly, in a digital format.

The marketing of Bedford County is being done in a creative, collaborative manner. Ongoing efforts include:

—BCDA works closely with the Governor’s Action Team (GAT) and the Office of International Business Development (OIBD). These are the folks on the front lines of large projects considering a location in Pennsylvania. They’ve brought the Walmart DC, REI, and CaptiveAire to Bedford County.

—BCDA hosts Familiarization Tours with representatives from these agencies to ensure that they know our sites and community. GAT and OIBD often send out “Project Alerts.” When there’s a fit, BCDA promptly responds with a comprehensive marketing packet.

—BCDA developed a 12-page Marketing Packet which includes a broad array of site and community information (location, transportation network, labor force, existing companies, quality of life issues including education, health care, recreation, arts, etc.) This packet was vetted by GAT as well as a site selector.

—A drone videographer was hired to film aerial footage of BCDA’s 80-acre site which also includes a powerful testimonial from Tina Molski from REI. These two pieces were combined and condensed on a credit card-sized zip drive which can be easily shared with prospects.

—BCDA representatives travel to urban areas to meet with commercial realtors and site selectors.

—Bedford County is represented at Trade Shows, often in conjunction with the PA Department of Community and Economic Development, and BCDA has a display booth at the annual Society of Industrial and Office Realtors – Philadelphia Chapter event.

—BCDA partners with FirstEnergy Corp. in a wide variety of areas: the design and creation of a site-specific postcard of Bedford County Business Park II that was sent as a direct mailing to 1,000 prospects; hosting a booth and prospect reception at the Medical Devices and Manufacturing Conference in NYC; and the development of an innovative new marketing tool — Nextedge Story Map.

—BCDA has submitted articles and enjoyed feature articles in state and national real estate publications.

—One of the best ways to showcase the county’s exceptional workforce is through company testimonials. The Bedford County business community is a critical part of BCDA’s recruitment efforts. BCDA markets not just sites and buildings but the county as a great place to visit, live and work.

“We typically begin conversations with prospects asking, ‘Have you ever been to Bedford County?’ If the person hasn’t visited, we tell them what a great place it is to experience. The Bedford Springs, outdoor recreation, our wonderful shops and restaurants, our history, arts and agricultural heritage all combine to attract people to our area. Once they come to visit, we’re hopeful that their next step will be to start or locate a new business here,’” notes Bette Slayton, President, BCDA.
UPMC Bedford Memorial

Hospital constantly working to advance technology

By Katie Smolen

Gazette Staff Writer

EVERETT — UPMC Bed-
ford Memorial is continuing to advance its technology.

More than 10 years ago, UPMC Bedford built the tele- 
consult center which is located across from the hospital.

“IT was probably the most rur-
al and the smallest” hospital in the UPMC organiza-
tion to start the telemedicine services with the help of the great and 
notable mobile surgery do-
tor Andrew B. Watson, MD, 
FACS, who began the service in the organization.

“It was an opportunity, it was new technology and they chose to try it here and it’s been very successful,” said Beth Hullihen, director of operations.

According to Hullihen, director of operations, at the time UPMC Bed-
ford started these services “it was probably the most rural and the smallest” hospital in the UPMC organization.

“We can treat all of the doctors that we need, but we can spread all the ones that we need out a little more effi-
ciently.”

— Beth Hullihen, 
Director of Operations

UPMC Bedford Memorial continually advances its technology.

UPMC Bedford Memorial

Roger Arnold, stroke care coordinator at UPMC Bed-
ford Memorial, demonstrates the system used to assess stroke symptoms in January.

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Dianne Ling, teleconsult coordinator, demonstrates technology used for appointments with patients.

Ling said while the doc-
tors don’t see Bedford patients in their physical offices, she notices they treat them like a regular patient, “It’s a great resource for Bedford County,” she said. “We can’t create all the doc-
tors that we need, but we can spread all the ones that we need out a little more effi-
ciently.”

All the telemedicine serv-
ces are by doctor referral only.

Hullihen said that the technology helps solve a common problem in rural areas.

“There are long-term effects that we need to be aware of, so we’re able to assess them from Pittsburgh,” she said. “We’d rather have them assessed by a neurologist who is on call 24/7.”

The assessment by a neu-
rologist will allow doctors to know if a patient is eligible to be administered the drug.

Arnold said that the assessment allows the hospital staff to know if a patient needs to be transferred to a higher level stroke care facil-
ity.

He said in the year that the hospital has had the des-
signation they have decreased their response time from over an hour to just 45 minutes. Arnold said that decreasing the times helps minimize long-term effects that patients may suffer from.

Katie Smolen can be reached at ksmolen@bed-
fordgazette.com; 623-1151, ext. 110.

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Proud to be a part of the growth in Bedford County – where educational and professional opportunities are increasing.

**By Harry Zimbler**

No matter how exciting and positive job reports and stock market prices may be, the strength of an economy truly rests on the shoulders of educational institutions. From pre-school to post-doctoral studies, education and training provide the workforce that businesses and industries demand. The Chestnut Ridge School District understands its key role in helping Bedford County achieve success in education and training to post-doctoral studies, thus providing the workforce necessary for our students. From pre-school to post-doctoral studies, educational and professional opportunities are increasing. For example, the district developed what it considers a highly effective reading and math intervention program.

**AMY MILLER**

Director of Special Education

Chestnut Ridge has learned to foster the unique talents of its staff by putting the right people in the right positions in which they are motivated to thrive. “We have implemented changes within our curriculum and schedules to harness the individuality of our students and allow them more opportunity to learn at their own pace with a focus on their signature strengths,” Miller said. “We are always seeking new ways of doing things, but we are cautious about thinking that the next big thing is going to solve all our instructional deficits,” Miller explained that Chestnut Ridge has managed to promote innovation and opportunities for our students and parents and are constantly seeking out new methods and resources to leverage the most powerful assets – our staff and students.

Miller explained that Chestnut Ridge has seen many successes in recent years. For example, the district developed what it considers a highly effective reading and math intervention program. “Research shows that students whose hunger is insured students don’t go hungry. Food-filled backpacks are sent home on the weekends to ensure students do not go hungry. Sometimes, these programs do best when their basic needs are satisfied,” Miller said. “We have been the model program for many other surrounding school districts. We love seeing the idea take off in our county and surrounding areas.”

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We’re also just finished your two of our new STEM lab,” Miller noted. “STEM stands for science, technology, engineering and math. ‘The lab allows all students to express their creativity and problem-solving skills in an environment where imagination is encouraged and nurtured.”

The Weekend Backpack program allows Chestnut Ridge to meet the basic needs of its students. Food-filled backpacks are sent home on the weekends, ensuring students don’t go hungry. Sometimes, these programs do best when their basic needs are satisfied,” Miller said. “We have been the model program for many other surrounding school districts. We love seeing the idea take off in our county and surrounding areas.”

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——Amy Miller

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bcstone.com
By Harry Zimbler

George Barton, CEO of Hyndman Area Health Center, prefers collaboration over competition. “Our philosophy is that by being a good community partner and harnessing collaboration, overall care for the community is enhanced,” he noted.

This outlook has yielded impressive growth for the health center. Over the past 12 months, it has added more than 1,900 new patients, opened a second site, hired two additional medical providers, and an additional dentist, added physical therapy (through partnerships) and occupational health services for businesses. Next month HAHC will add vision services.

“Innovation and customer service is our focus,” Barton said.

“We identify gaps in services and create programs to address community needs. For example, there was a need for Occupational Health Services that could be tailored to meet employer needs. We developed a program with on-site services and rapid turn-around of tests and screenings. We can determine if a new employee meets the company’s requirements within a day. It’s become a very popular program with area businesses.

“We also go to schools to provide physicals. This makes it more efficient for students, parents and the schools,” Barton noted. HAHC is a federally funded nonprofit center that serves medically underserved areas and population. The federal funding is about 30 percent of the budget. The center offers services to all income levels.

“We provide primary care services regardless of a patient’s ability to pay. There is a sliding scale based upon the ability to pay,” Barton noted. “This is a one stop resource for the community.”

The center offers discount medication programs and insurance enrollment assistance. It partners with behavioral health specialists, medical specialists, outside labs and utilizes local pharmacies.

“By providing quality care and excellent service, our customers are having very good experiences. These experiences are turning into long-term relationships,” said Barton.

The future is bright for growth at Hyndman Area Health Center.

With strong growth and currently serving over 3,800 patients at two locations — Hyndman and Bedford — expansion plans are imminent.

“Investing in human capital and good customer experience has been our best advertising. I think that adding 1,800 new patients in the past 12 months validates our focus on innovation and customer service,” Barton said.

Hyndman Area Health Center CEO George Barton welcomes new patients to the Bedford Center. Over the past 12 months the Center has added 1,800 new patients.
Bedford County commissioners

Local government has an important role to play in the economy

By Harry Zimbler

The Bedford County commissioners play a pivotal role in the economic development of Bedford County. You may not see what they do on a day-to-day basis, but rest assured, the work is being done. Perhaps the most important thing they bring to the table is the call for cooperation throughout Bedford County.

“Everyone needs to work together,” said Commissioner Josh Lang. “We understand the important issues dealing with business and workforce development. It’s our job to support economic development in Bedford County as much as possible.”

Lang noted that he and his fellow commissioners serve on boards and economic commissions in order to promote economic development.

“The role that government can play is to support coordination and collaboration in the county. We have a voice and we also listen to input from the community. We can encourage people to work together on business development projects,” he said.

Lang believes that Bedford County has a lot to offer.

“We must continue to educate businesses and create a supportive environment for them,” — Josh Lang

“We need to address some distressed areas in the county,” Lang said. “We need a diverse group to address economic development. We need to have ideas flow freely and accommodate innovation.”

Commissioner Paul Crooks also believes that working on the multi-county comprehensive plan is of importance. “Once Bedford County’s plan is adopted, it will become a part of the Southern Alleghenies comprehensive plan. Having an entire county map their plan together and jointly regional priorities will enhance funding opportunities,” Crooks noted. He also would like to restart the farmland preservation program in Bedford County.

Commissioner Barry Dallara noted that “Bedford County real estate taxes are the lowest county real estate taxes in the state of Pennsylvania. Keeping taxes low continues to be a top priority.”

One way to keep taxes low is to continue to look for ways to reduce costs. “We have embraced green technology in Bedford County,” Dallara said. “We worked hard to secure a $900,698 grant to fund a new solar panel project. It is the largest of its kind in the county and will help to deliver significant cost savings to taxpayers.”

The Bedford County commissioners are essential to moving economic development forward. From left are S. Paul Crooks, secretary; Josh Lang, chairman; Barry Dallara, vice-chairman.

— BCDA Photo

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NEVER WASTE A CHANCE TO WANDER
Lynn Manges, owner and president of Interstate Emergency Services in Bedford, has a fairly simple recipe for achieving success as head of a major towing operation: Be upfront with the customer, tell them what’s going on with their vehicle, make proper repairs as fast as possible and get them back on the road pronto.

Manges said he prides himself and his staff with “damage-free towing and damage-free recovery.” He and his crew in a short amount of time can tell the customer what it may take to get the vehicle back on the road and how much it may cost.

“We’re like a vehicle hospital. If somebody is traveling through and breaks down, they’re scared. You don’t know how much it’s going to cost, how long it’s going to be,” Manges said.

Manges started in the business in 1995 with one heavy wrecker.

“We saw a need for honest towing and repair,” Manges said. “Nationwide, towing has a bad reputation. We have been successful by providing a good service at a fair price.”

Manges initiated the operation in 1999.

Today, Interstate has six light-duty rollbacks, one heavy-duty rollback, three medium-duty wreckers, four heavy-duty wreckers, one rotator, two trailers, two refrigerated trailers, a landoll trailer and two flatbed trailers.

The fleet also includes four pickup trucks and four road service trucks.

—Continued on Page C3

John Beegle, left, vice president and partner, and owner Lynn Manges of Interstate Emergency Services, have been working together at the towing and service company in Bedford Township since 1999.

“We attribute our success to the dedication from our employees and help we receive from our allies in the industry,” Manges said.

“We have been successful by providing a good service at a fair price.”

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“We saw a need for honest towing and repair,” Manges said. “Nationwide, towing has a bad reputation. We have been successful by providing a good service at a fair price.”

Manges initiated the operation in 1999.

Today, Interstate has six light-duty rollbacks, one heavy-duty rollback, three medium-duty wreckers, four heavy-duty wreckers, one rotator, two trailers, two refrigerated trailers, a landoll trailer and two flatbed trailers.

The fleet also includes four pickup trucks and four road service trucks.

—Continued on Page C3

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Blue Knob All Seasons Resort

Resort faces stiff competition from ‘unexpected’ places

By Harry Zimbler

For Blue Knob All Seasons Resort, competition comes from many quarters. Its biggest competitor is the weather. No more and warmer temperatures mean tough sledding for the resort.

“The vast majority of Blue Knob’s revenue is generated during the winter months,” said Scott Bender, business adviser to the ownership group. “That’s why the resort continues to invest in improvements to the snow-making system to assure consistent and reliable snow coverage and conditions.”

Additional lakes and ponds have been built for increased water storage. “We have added more automated snowmaking guns,” Bender stated. “They adjust production as temperatures and humidity fluctuate.”

Skiing can be an expensive activity, Bender explained. “That’s why we make every effort to offer affordable rates, season passes and programs for families and everyone alike.”

Competition with other ski resorts is only one challenge facing Blue Knob Resort.

Bender welcomed many challenges. “Competition keeps everyone on their toes,” he said. “We meet competitors by promoting our unique attributes. For example, we have the highest skiable mountain and steepest vertical drop in the state of Pennsylvania. We also meet and work with our competitors to offer them season pass holders attractively priced and discounted rates.”

Blue Knob also deals with the fact that only 5 percent of the population skis. “That’s why we offer discounted and free learn-to-ski opportunities and have rebuilt a new and larger snow tubing facility,” Bender said.

Blue Knob’s new ownership group — which acquired Blue Knob last July — immediately purchased 17 new snowmaking machines. “Currently under renovation is the Black Bear restaurant,” Bender said. Previously renovated were the lodge, the Clubhouse Restaurant and Conference Center.

To keep customers coming to the resort, the staff offer a wide variety of activities, including golf, during the summer months. Many events are also offered.
Joe Weyant and his son, Parker, are shown by the Commercially Clean Janitorial Service van in Bedford. Weyant formed the business three years ago and hopes to one day pass it along to his sons.

**Commercially Clean Janitorial Services**

Owner hopes to one day pass business on to children

By Katie Smolen

Gazette Staff Writer

Three years ago, a young couple who were married and had two young children were looking for their next move. The couple knew that they wanted to make an investment that they could sustain contracts for years to come and that would allow them to work hard and enjoy their children. They were searching for a business that would allow them to be their own boss and have a positive impact on their community.

The couple decided to open a janitorial service business. They called their business Commercially Clean Janitorial Services and began to train their staff in all aspects of janitorial work.

“We're a family owned business,” said Weyant. “We definitely want our boys to have something that they want to do.”

Weyant said that the business is helping people. He said that he wants to give back to the community and that his boys will be able to learn from his experiences.

The garage has state-of-the-art equipment and is certified by the industry. That has allowed the business to attract more business and to earn a profit.

“We attribute our success to the dedication from our employees and how we receive from our allies in the industry. That has been a secret to our success. A lot of times, guys work extra. They stay after their shift to help somebody.”

Manges said the philosophy is doing what it takes to get the job done. “And I stress the satisfaction of getting the job done and the relationship of helping somebody.”

Contact Interstate Emergency Services at https://www.interstatetowing.com or call 623-2504.

Contact Elizabeth Coyle at ecoyle@bedfordgazette.com; 623-1151, ext. 105.

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**Key to successes is being ‘up front’ as possible . . .**

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Above, left, Lynn Manges, owner and president of Interstate Emergency Services, operates one of his rollback trucks. Manges said he started in the towing business in 1995 to give customers “good service at a fair price.” Above, right, John Reigle, vice president of Interstate Emergency Services in Bedford, works on a recreational vehicle at the garage in Bedford Township.

Commercially Clean Janitorial Services offers commercial and residential cleaning. The business, which is made up of Weyant, one full-time employee and three part-time employees, does janitorial services for commercial clients, window cleaning services, hard floors and carpet work.

Weyant said the business recently purchased a new carpet cleaning system that uses a dry clean where carpet-pots are dry within several hours.

“We're three times the size we were when we bought the equipment,” he said.

Weyant said that the business is growing all of the time. “We're working hard. We're a very family-oriented business,” Weyant said.

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Egolfs take on new venture at Lincoln Highway Farm

By Elizabeth Coyle
Gazette Managing Editor
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Diversification leads to success

The Egolfs take on Lincoln Highway Farm as they own the pigs, the feed barn. We own the barn, Carl Egolf said.

They chose to build a barn that measures 80-by-500 feet plus a manure storage facility.

The facility went into operation last fall. The Egolfs said the contract they have to finish the hogs allows them a steady income.

The 4,800-head barn is on a 1,110-acre farm that pays. Carl said they can do three turns a year. It’s also not as labor intensive as other parts of farming. Adam said he spends three or four hours a day at the hog barn.

That allows him time to help handle the fields and the beef.

The beef is still an important part of the operation.

The Egolfs get paid for the hogs, beef, cattle and the grade. It works really well for us.

We know how our cattle grow and we can usually get them into certified Angus finishes.

They can be discharged.

The hog operation is considered a concentrate-fed operation that requires a National Pollutant Discharge Elimination System permit that comes limits on what pollutants can be discharged.

New hog barn along Turner Camp Road, Schellsburg. The 80-by-500-foot facility and manure facility houses about 4,800 hogs at a time.

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They can be discharged.
Ford said the museum exhibits an experience that captures the original fort in the least bit virtual. But with new technology such as virtual reality headsets, which are available, the museum could enhance the experiences of visitors.

One portion of the museum that Jennifer Ford would like to build incorporates exhibits on the French and Indian War and the original fort. “We are hoping to have enough money for that part of the museum,” she said.

Ford said that technology could enhance what is already at the museum. “We have artifacts and objects left from the original fort, and we have a model of the original fort, but being able to place your avatar inside the fort and be able to look around you would give us much more context,” she said.

Ford said that the museum in the process of “It’s always nice to have the ability to picture how things were used in their original context.” Jennifer Ford, Executive director

Omni Bedford Springs Resort

Warm welcome to Bedford County

By Harry Zimbler

The Omni Bedford Springs Resort is an incredibly important asset to the county and the surrounding region. Facing challenging economics and competition, Omni Bedford Springs maintains its reputation for guest satisfaction.

“Bedford County is a textbook example of how businesses and individuals work together to form an attraction much bigger than the individual businesses.” — D. Lisflood

Gazebo enjoy the firepit at the Omni Bedford Springs Resort & Spa.

Photo/Gazeta

The leadership at the Omni Bedford Springs is proud of the recognition the resort has received. “While we have no major venue expansions to grow its visitation rates year over year,” Liedholm said. “The leadership at the Springs is proud of the recognition the resort has received.

“Bedford Springs continues to grow at a constant rate year over year,” Liedholm said. “While we have no major venue expansions this year, we are focusing on an increasing the number of experiences we offer to guests. Horseback riding is also being added to the property after an hiatus of several years. feasibility studies are also being conducted to determine the best options going forward as we can continue to grow with this vibrant community.”

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BC Stone
Everett business celebrating 25 years of rock-solid service

By Harry Zimler
For a quarter-century, BC Stone, headquartered in Everett, has been on the cutting edge of stone fabrication for commercial and home business applications.

We have built a reputation for quality and great customer service that our ever-varying customer base has grown to love and depend on. Our customers can count on the leading edge. We invest in the latest machinery, employ the best in the industry trends and offer the newest products.

The company continues to deliver on its commitment to excellent products and service.

Co-owner Rodney Bair explains: “We were one of the first companies in the United States to begin using robotic technology for our customer service. We are consistently evolving robotic polishing.”

Collins and Bair have said that BC Stone is to be relied upon 25 years from now.

“We were among the first companies in the United States to undergo a rigorous accreditation from the Natural Stone Institute,” said Bair. In a competitive market, BC Stone needs to stay in tune with that market. “The basic rule of competition is to provide service and quality at a reasonable price. But it shouldn’t only be price. For example, customers have over the years, they now have an account in every city in the United States, Canada and Hawaii. These stones are the best in their class. They share financial and best practices to help each other better as well as the industry itself.

BC Stone founders Travis Collins, left, and Rodney Bair at their first facility in 1993. With them is Gary Golden, right, who is the current first employee and is still a valued member of BC Stone. The company, which has been working to keep its marketplace and is a leader in its industry.

Collins and Bair have said that BC Stone is to be relied upon 25 years from now.

“We were among the first companies in the United States to undergo a rigorous accreditation from the Natural Stone Institute.” — Rodney Bair, BC Stone

BC Stone was recently selected for membership in “The Bookends,” an exclusive, invitation-only group of fabricators from North America, Canada and Hawaii. These companies are the best in their class. They share financial and best practices to help each other better as well as the industry itself.

Rockland Manufacturing
Our people and our culture, cited as the secret to success

By Harry Zimler
As the manufacturing industry is concerned, there is no secret to being successful in this line of work.

Rockland’s history of success is primarily due to two things. Our customers and our culture,” according to Bill Pratt, director of Research and Development.

Rockland continues to grow in the marketplace and is a leader in heavy equipment manufacturing and repair.

“We have expanded into a third location,” said Pratt. “We continue to expand and offer new products and services.”

“We are applying IoT technology to create a new product.”

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In a competitive market, BC Stone needs to stay in tune with that market. “The basic rule of competition is to provide service and quality at a reasonable price. But it shouldn’t only be price. For example, customers are valuing their time more today. So, we have to change our entire business process so that customers could shop from home. Every such in our inventory will be trimmed down to Florida. Our main focus is on central 8 km down to the Sarasota area,” he said. “But we’re all over the place.”

The customers are both commercial and domestic. “We have one major customer with 900+ employees,” said Dushl. “In fact, the company has outgrown its current office space. ‘We’re getting ready to build a new complex on Mile Level,’ Dushl said. ‘The new site will be at 5500 Lincoln Highway, across from the Greenwood store.’

Dushl said he is hopeful to be up and operating in the near future.

“We’ve had a lot of our customer base say they’re interested in doing other communications at a central station. They are interested in monitoring for fire, medical or burglary events. ‘We can install the security system at a home or business. Diehl said his company was created and fostered by our father who was the company’s first employee and is still a valued member of the team.” — Travis Collins, co-owner.

Diehl said his company expanded into other services, to network management. “We are doing computerized IT services for numerous companies and some school districts, including Bedford and Everett. ‘We handle back-up for them on whatever they need,” said Dushl. When the company was started as a basic computer repair and expanded into other areas,” he said. Dushl, whose degree was in computer science, said he started the company alongside his father, Larry. Diehl, however, had been working within the industry.

“I‘m still a big believer in faith in my father,” he said. “I enjoyed working alongside his father in running the business. I have a very good relationship with my father,” he said, saying he is thankful for the opportunity to work alongside him in running the business. The company, which now has six full-time employees, has grown over the years, steadily at first. Now it has 4,000 customers across from the Greenwood store. Dushl said he is hopeful to be up and operating in the near future.

“The customer makes the company — not the company makes the customer,” he said.

Will Diehl can be reached at will@diehlds.com; 623-1153, ext. 100.

A van is parked outside Aerial Communications’ office at the Clark Building in Bedford. The company has outgrown its present facility and plans a new complex at 5500 Lincoln Highway in Snake Spring Township.

Aerial Communications
Company expands to offer home, commercial security systems

By Will DeShong
Aerial Communications has been working to keep everyone connected digital-for a few more cities, but the company has recently expanded into a new service — home and commercial security.

Kevin Diehl, owner of Aerial, said the company has developed a second division, called “Overwatch Security,” to specialize in its security system management.

“We’ve had a lot of our customer base say they’re interested in doing other communications at a central station. They are interested in monitoring for fire, medical or burglary events. ‘We can install the security system at a home or business. Diehl said his company was created and fostered by our father who was the company’s first employee and is still a valued member of the team.” — Travis Collins, co-owner.

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Everite Door Co.

Everett business proves there's still a demand for quality

By Will DeShong
Gazette Staff Writer

EVERETT — The Everett Door Company in Everett continues to strive to make high quality wooden garage doors in a market filled with less expensive alternatives.

But the company also is trying to expand with new vinyl products that can replicate the look of wood. James Wistar, president of the company, said the majority of garage door buyers are turning to steel or vinyl doors due to their lower cost and durability.

But Wistar said there is still a demand for high-quality, handcrafted wooden doors and maintain a niche in the higher-end market, "Wistar said.

"People who want classic, beautiful doors buy from us."

That buyers’ market includes the likes of Mitt Romney, Paul Simon, Justin Timberlake, Paul Newman and Robert Craft, owner of the New England Patriots.

Craftsmen at Everite make each door at the facility at 122 Armory St. The company then sells and installs them for customers.

"We succeed by producing some of the best products in the industry," Wistar said.

Everite started out in West Chester in 1939, serving the manufacturing division of Howard Door. It moved to Everett in the 1960s and grew to be a leader in the garage door industry.

"Some guys have worked here since the 1970s," Wistar said.

But in the 1980s, the market began shifting away from custom products due to their lower cost, and that is part of the market left wood and went to steel," Wistar said.

"We're working really hard to get that look in a composite or vinyl door," he said. "But it's really hard to get that look in a composite or vinyl door."

The craftsmen at Everite custom build each door to order. Most garage door openings have standard dimensions, but Wistar said they can fit any style door to any garage.

A variety of wood stain and paint options are available, and custom build each door to any size. Most garage door orders can be filled in a few weeks.

"People like that it’s maintenance free door that has lower cost and durability," Wistar said.

"It’s a very popular product over the last two to three years," Wistar said. "We're working really hard to get that look in a composite or vinyl door." The craftsmen at Everite custom build each door to order.

"Most garage door openings have standard dimensions, but Wistar said they can fit any style door to any garage."

Wistar said the company has continued to push them on wood doors and up until Wistar bought the company in 2006: "Revenue has grown way down," he said. "The company was in need of a turn-around. We want to bring a fresh approach to the business."

Wistar, who lives in Philadelphia, said he had his interest in buying the company because of his background in architecture and engineering.

"I spent a lot of time away from that, and I wanted to get back to something I enjoy," he said.

Wistar in 2011 increased his focus on the company and began commuting to Everett for a couple days each week.

"We had a lot of work to do, and I had to be here," he said.

Wistar said he began reaching out to customers and dealer to get a better understanding of the prod-

ut market. "I went around to figure out what we do well and what we don't do well," he said.

One of the biggest changes the company has made in recent years is the development of vinyl and composite doors.

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"Most garage door openings have standard dimensions, but Wistar said they can fit any style door to any garage."

A variety of wood stain and paint options are available, and custom build each door to any size. Most garage door orders can be filled in a few weeks.

"People like that it’s maintenance free door that has lower cost and durability," Wistar said.

"It’s a very popular product over the last two to three years," Wistar said. "We're working really hard to get that look in a composite or vinyl door." The craftsmen at Everite custom build each door to order.

"Most garage door openings have standard dimensions, but Wistar said they can fit any style door to any garage."

Wistar said the company has continued to push them on wood doors and up until Wistar bought the company in 2006: "Revenue has grown way down," he said. "The company was in need of a turn-around. We want to bring a fresh approach to the business."

Wistar, who lives in Philadelphia, said he had his interest in buying the company because of his background in architecture and engineering.

"I spent a lot of time away from that, and I wanted to get back to something I enjoy," he said.

Wistar in 2011 increased his focus on the company and began commuting to Everett for a couple days each week.

"We had a lot of work to do, and I had to be here," he said.

Wistar said he began reaching out to customers and dealer to get a better understanding of the prod-
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The Jean Bonnet Tavern boasts a pleasant atmosphere each season, offering indoor fireplaces for the cooler months and an outdoor patio for warmer times of the year.

Brandon Callihan is shown behind the bar at the Jean Bonnet Tavern.

Jean Bonnet Tavern
Owner works to keep things fresh in locale filled with years of history

Jean Bonnet Tavern

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In the coming years, that's certain to increase career opportunities in the life sciences industry. The Bedford County Development Association and Bedford County Technical Center recently partnered on a six-minute promotional video.

The video showcases a variety of job opportunities in local businesses. Examples include:

- “There has never been a better time to consider a career in the life sciences. Right now, there are about 600,000 jobs in the medical field in Pennsylvania and that's certain to increase in the coming years.” — Michael Corso, VP of operations for the UPMC Altoona/Bedford.
- “The demand for skilled nursing grows every year. BCTC’s Life Science program would be a good stepping stone to career opportunities in nursing.” — Rebecca Mundorf, executive director, Pennville Village.

The video highlights the Bedford Youth Quality Assurance Lab, keeping quality extremely important. To do my job right, I must be able to use state-of-the-art equipment and software — and you'll find it at BCTC.” — Jordan Schmabld, Bedford County Quality assure manager.
- “Reson control, protect and conserve our water and air, this is what we practice in both educational and agricultural practices. This is why an education in the Life Sciences is so important.” — Ryan Schmabld, Bedford County Conservation District.

The Bedford County Technical Center has articulation agreements with technical schools and colleges which allow students to earn college credit for their classroom work at BCTC. Two of the more substantial agreements will award 30 credits at St. Francis University and 3 credits at Allegany College of Maryland. — Mark Bollman, administrative director.

The annual support & cooperation as well as the Chamber demonstrates that it is a best place possible to Live, Work, Play and Prosper.

Thank you to our members and community partners for your ongoing support & cooperation as we work together to make our region

Bedford County Chamber of Commerce
Business helps keep agriculture a leading Pennsylvania industry

By Harry Zimbler
For businesses and organizations alike, one of the unsung keys to success is dealing effectively with risk management. Companies — especially farms — need insurance to protect themselves in highly competitive, highly risky enterprises.

Everett Cash Mutual is a national leader in writing policies that protect the large investments farmers must make.

“Anyone who avoids competition or dislikes it, doesn’t realize the essence of it.”

—Randy Shaw

Shaw understands the role that competition plays in growing a successful company and the ways to maintain that growth.

“Anyone who avoids competition or dislikes it, doesn’t realize the essence of it,” Shaw said. “Competition keeps us fresh, focusing on striving to always improve. Without competition we become complacent.”

ECM was named one of the fastest growing companies in the nation in 2016. Its successes continue to mount.

“We are currently covering farm and small commercial risks in ten states,” Shaw said. “We recently hired a farm underwriter in Omaha, Nebraska who will be responsible for covering our operations in additional 20 states within the next two years.”

ECM recently purchased the former state police barracks next door to the current facility along Route 30. The company’s goal is to create a campus setting for its new addition.

“We plan to move our software division, 1st Choice Connect, and the former Whetstone Agency, now called ECM Service Agency, into this facility,” Shaw said.

Anyone who avoids competition or dislikes it, doesn’t realize the essence of it.

—Randy Shaw
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