

# Chamber Digest

Pre Sort Standard  
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**PAID**  
MARSHALLTOWN, IA  
PERMIT NO. 42

October 2007

Volume 25 Issue 5



## Upcoming Events

### October 17

Membership Blitz Kick-off, 5:00 - 6:00 p.m.

### October 18

Chamber Business After Hours, 4:00 - 7:00 p.m.

### October 24

Membership Blitz Wrap-up, 5:00 - 6:00 p.m.

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## The Chamber working for you

The Chamber's mission is to provide a positive leadership role in the greater Marshalltown area to promote business activity that ensures the highest quality of life for present and future generations of area residents. These are just a few of the ways we are working for you.

## www.marshalltown.org

As a Chamber member, you receive a business listing on the Chamber website. Each month, we receive on average, 140,000 hits, 5,000 visits and nearly 25,000 page views!

www.marshalltown.org is the number one site that comes up through every major internet search engine when looking for information on Marshalltown, Iowa. For more information on how to upgrade your online listing, turn to page 5.



## Target 5 - Buy In!

A small shift can have a HUGE impact. Target 5 - Buy In! is not about spending more money - it's about shifting 5% of your spending to local businesses for goods and services. Turn to page 11 for a list of current Target 5 - Buy In! participants and testimonials.

## Area Dollars

Did you know that every Chamber member can accept Area Dollars for payment of goods and services? In July 2007 alone, more than \$35,000 in Area Dollars were sold!

Now, the Chamber office can accept Visa, MasterCard, Discover Card, check or cash for payment of Area Dollars, membership investment, and special events. Contact the Chamber office to find out more information.

Do you know a business that would benefit from becoming a Chamber member? Please contact the Chamber office.

## Cleaniac

Cleaniac and the Chamber Betterment Committee work hard to make this an even more beautiful city. Have you ever wondered why it matters? A more beautiful community increases the respect for property and for citizens. It encourages economic development through attracting new businesses and new customers.

Taking care of your property increases its value and increases the value of the community where we live, work and play.



For information on Chamber programs and events, please contact the Chamber office at 641-753-6645 or visit [www.marshalltown.org](http://www.marshalltown.org).

# MEMBER SPOTLIGHT

## The UPS Store

You know they ship packages across the state, country and around the world. But what Gary Thompson, owner of the UPS Store, 125 West Merle Hibbs Boulevard in Marshalltown, is afraid you don't know is what else he and his employees can do for you.

Thompson was a buyer for Lennox Manufacturing and always knew he wanted to work for himself. He wanted to open a franchise and thought Marshalltown needed The UPS Store. He thought it would be a good fit.

What he didn't anticipate is what his clients would bring him to pack and ship around the world - mounted deer heads, furniture, antiques, collectibles, sweet corn, asparagus, apples, tomatoes, melons, steaks, stuffed ducks and pheasants, just to name a few.

"I built custom crating to ship a Fisher Control valve," said Thompson. "One of the most unique things we've ever shipped was a bald eagle. Jeremy King, a local DNR representative brought in an eagle, that had died when it hit a power line to be shipped to the National Eagle Repository in Colorado. Just when I thought I had seen it all, I walked Jeremy with a bald eagle."

Three-quarters of the UPS Store's business is packing and shipping. But the other quarter is a made up of the many other services they provide to businesses and individuals: copying, faxing, binding, laminating, bulk packaging material sales, greeting cards, moving supplies, notary public, order fulfillment, and mailbox rental.

"We are the mail room for your small business," said Thompson. "We really can do just about everything."



They strive to bring old-fashion customer service, combined with convenience to their niche business.

Thompson has learned a lot about the community in the over two years he's been in business. He provides services to a number of home-based, internet-based and ebay-selling businesses in the community.



On average, Gary and his staff at the UPS Store pack and ship 43 packages

every day. An additional 20 packages come through the door, ready to be shipped. That's 63 packages daily that leave his store, ready to be shipped anyway in the world.

He ships what he calls "Iowa memories" to a number of former Marshalltown residents - locally grown sweet corn, produce, steaks and Lillie Mae chocolates. He and his staff will often go to people's homes to pack and ship packages.

Above all, Gary Thompson and the staff at the UPS Store are here to help your business. From providing professional packaging advice to recycling packing peanuts, they have your interests in mind. Stop in and give them a try!

## New Members

Following is a list of businesses that have invested in the greater community by joining the Marshalltown Area Chamber of Commerce. Please support these businesses when making purchases and business decisions.

### Cross Country Estates

Larry Kester  
1105 Kester Road  
Marshalltown, IA 50158  
(641) 752-5791

*Cross Country Estates is an 80 acre development, located one mile south of the fairgrounds on Governor Road (12th Avenue). The development is within walking distance of Hoglan Elementary School, shopping and dining.*

### Image Maker Marketing

Dennis Grabenbaur  
140 South 29th Street  
Marshalltown, IA 50158  
(641) 753-6809

*Image Maker Marketing's motto is "Strive for Excellence. Settle for Perfection." Dennis Grabenbaur assists clients in advertising, marketing, graphics, hospitality and media relations.*

### Mexico Antiquo

Magali Marquez  
25 West Main Street  
Marshalltown, IA 50158  
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*Mexico Antiquo offers a family atmosphere and a wide variety of Mexican cuisine, including appetizers, lunch menu, fajitas, combination platters, desserts and a full service bar.*



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Fax: 641-752-8373  
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**The Chamber Digest is a monthly publication of the Marshalltown Area Chamber of Commerce, in cooperation with the Marshall Economic Development Impact Committee and Marshalltown Convention & Visitors Bureau, who collaborate in creating opportunities for business, residents and visitors.**

## Thank You Reinvesting Members

The reinvesting members printed in bold type marks those with memberships in increments of five years.

9th Street Gallery (13 years)  
Casey's General Store (16 years)  
Central Iowa Art Association (3 years)  
Classi Rags (1 year)  
Country Insurance Financial Services (3 years)  
**Electronic Engineering (10 years)**  
**The Embers (15 years)**  
Five Star Real Estate Group (13 years)  
Flooring Gallery (3 years)  
**How-Gan Electric (10 years)**  
Mediacom/OnMedia (19 years)  
Meskwaki Bingo-Casino-Hotel (9 years)  
Mitchell Family Funeral Home (3 years)  
PepsiAmericas (47 years)  
Phipps Chiropractic (1 year)  
Riverside Cemetary (13 years)  
Sports Page (17 years)  
Theisen Home-Farm-Auto (7 years)  
U.S. Cellular (11 years)  
Venture Management (4 years)  
Workforce Development Center (18 years)

## Business After Hours

**October 18**

October is Spinal Health Month  
Carnicheal Back & Neck  
17 East Southridge Road  
Marshalltown, IA 50158  
4:00 p.m. - 7:00 p.m.

**November 14**

Business to Business Showcase  
Key sponsor: HyVee Food Store  
Held at the Fisher Community Center  
709 South Center Street  
Marshalltown, IA 50158  
5:00 - 7:00 p.m.  
Contact the Chamber office to showcase your business during this exciting event!

**December**

US Bank  
123 West Main Street  
Marshalltown, IA 50158

Chamber Business After Hours are a great way to showcase your business.

Want to book a Chamber Business After Hours for 2008?  
Contact Lynn at the Chamber office.

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# FACES & PLACES

**Faces & Places** is a new feature in the Chamber Digest. Each month this column will feature information about Marshalltown Area Chamber of Commerce members and volunteers. **Faces & Places** is a great way to utilize your Chamber membership.

Submissions may include grand openings, management changes, employee promotions, moves, expansions, major developments and award recognition. Submissions may include a photograph, if provided in a jpeg format.

Due to space limitations, each item for **Faces & Places** should be no more than three sentences in length. The editor reserves the right to determine what is newsworthy and included in the column. Items that will not be accepted include: email changes, seminars or special event promotions that would be better addressed through advertising venues.

To submit your news, email [lolberding@marshalltown.org](mailto:lolberding@marshalltown.org) and put **Faces & Places** in the subject line, or mail information to **Faces & Places**, P.O. Box 1000, Marshalltown, IA 50158. Submissions must be received by the 10th of the month for inclusion in the following month's Chamber Digest.

## Linda Bell joins the Minute Man staff

Linda Bell recently joined the team at Minute Man, Inc. as an Account Manager. Linda's responsibilities include sales and marketing for the many services available through Minute Man. Linda was with the PennySaver, prior to her move to Minute Man.

## MCBD to host Chocolate Walk



The Marshalltown Central Business District invites you to the Downtown Chocolate Walk, Sunday October 7 from Noon to 4:00 p.m. Tickets are \$10 in advance, \$12 day of the event and available at any participating business. Your ticket will get you fabulous in-store specials and decadent chocolate treats from these participating businesses: 7 Rayos Liquor Store, Art-c-Mar-c's Gallery, Brown Shoe Fit Company, Chalet, Denny's Hometown Appliance, Headliner Salon-Spa-Gifts, In Stitches, Mary Katherine's, Marshall County Democrats, McGregor's Furniture, The Perfect Setting and Willards Furs & Fashions. All proceeds benefit the Binford House, Carriage House Renovation.

## United Way and Younkers partner

Chamber members are encouraged to support the annual United Way campaign and shop locally by purchasing a \$5 coupon book for the Younkers Community Day on Saturday, November 10. Books are available at the United Way office. 100% of the proceeds from coupon book sales go to support the United Way campaign.

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# SPONSORSHIP OPPORTUNITIES

## Plan now for opportunities in 2008

Each year, the Chamber offers a variety of sponsorship opportunities to show your support of local projects and events, as well as to expand your business. Plan now to be part of these exciting annual events and opportunities in 2008.

### Annual Events:

**Meeting Refreshments** - Sponsorship opportunities start at \$150

**Monthly Business After Hours** - Cost: \$300

**Quarterly Business to Business Showcase** - Key sponsor cost: \$500, Table sponsor cost: \$50

**Quarterly New Membership Orientation** - Cost: \$250

**Scholastic Banquet** - Key sponsor cost: \$350, Student sponsor cost: \$30

**Annual Meeting** - Sponsorship opportunities start at \$250

**Ambassador Golf Outing** - Sponsor opportunities start at \$60

**Educator Appreciation Breakfast** - Key sponsor cost: \$350, Support sponsors cost: \$50

### Additional Opportunities:

**Home Show** - Information booth sponsor: \$500, Vendor booth start at \$240

**Chamber Digest Insert** - \$150 (you provide 950 flyers), \$200 (we print the flyers)

*Using the Chamber Digest to advertise your upcoming event or promotion, or to simply educate the Chamber membership on your business and products is an inexpensive way to promote your business!*

**Online Advertising and Directory Upgrades** - Directory upgrades start at just \$120, page sponsorships start at \$150 per month.

*Is your website lonely? Get connected on [www.marshalltown.org](http://www.marshalltown.org)! The internet is a great way to connect to your current and potential customers. Research shows over half of all professionals search the web when looking to relocate or find a business. Search for information on Marshalltown, Iowa and you'll be directed to the Chamber's website. By increasing your visibility on the Chamber website, you get your business information to over 5,000 online visitors every month.*

*Choose an online directory upgrade, which includes multiple category listings, searchable words, email link, and website link. You can also choose a package that allows you text, describing your business and products, as well as graphics. For more information, contact Lynn at the Chamber office and get connected today!*

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# CONVENTION & VISITORS BUREAU

## Lillie Mae Chocolates featured at CITR/IGTA Travel Iowa Marketplace

Lillie Mae Chocolates were featured again at this year's Travel Iowa Marketplace held at the Iowa State Center in Ames, IA on September 27. The event was hosted by the Central Iowa Tourism Region (CITR) and the Iowa Group Travel Association (IGTA). This annual event draws more than 100 bank club directors from the Midwest and promotes Iowa attractions.

In addition to over 100 exhibits, the event featured peer group meetings, an open-mic forum, lunch, and keynote speakers who are leaders in the tourism industry.

Aimee Deimerly-Snyder, owner of Lillie Mae Chocolates, and MCVB director Shannon Espenscheid staffed a meeting and tourism booth at the event.

"This was a great forum to collect leads and get our town's face out there. Not only did the attendees get to sample our town's great chocolate, I had the opportunity to visit with group tour planners, find out their needs and explain how Marshalltown can fit those needs," Espenscheid stated.



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Janet Miller ★ G. Ward Miller ★ Ginny Nielson  
Jane Chizek ★ Rick Beasley ★ Sherry Beasley  
Melody Bennett ★ Phil Henning  
Moises Garcia ★ David Gooding  
Beth Barrett ★ Joan Johnson

For the time and a description of the events below, log on to the MCVB website's Calendar of Events at [www.VisitMarshalltown.com](http://www.VisitMarshalltown.com)

### October 2007

Event	Date	Location
Bingo	Tuesdays	Senior Citizens Center
StoryTime	Tues. & Fri.	Public Library
MCC College Fair	Oct. 1	Babe Harder Gym
Shade Gardening in Iowa	Oct. 2	Fisher Community Center
Prairies & Bugs	Oct. 2	Fisher Community Center
Nature Story Hour	Oct. 3	GrimesFarm & Cons. Center
Murder Mystery	Oct. 5	Central IA Fairgrounds
Clock & Watch Auction	Oct. 5-6	Tom Harris Auctions
Baby Contest	Oct. 6	Marshall Town Center
Chocolate Walk for Charity	Oct. 7	Main Street Stores
Annual Crop Walk	Oct. 7	St. Mary's
Card Party	Oct. 8	Art & Cultural Center
The Celtic Tenors	Oct. 9	MHS Community Auditorium
Star Gazing	Oct. 12	Green Castle Observatory
Art & Compassion Soup	Oct. 14	Fisher Community Center
Anime Night	Oct. 16	Public Library
Nature Story Hour	Oct. 17	GrimesFarm & Cons. Center
Geo Caching	Oct. 20	GrimesFarm & Cons. Center
Community Fair	Oct. 22	Marshall Town Center
Card Party	Oct. 22	Art & Cultural Center
Harry James Orchestra	Oct. 25	MHS Community Auditorium
Holiday Bazaar	Oct. 26	IA Veterans Home
Cocktails with Mimi	Oct. 26-28	Martha Ellen Tye Playhouse
Pancake Day	Oct. 27	Veterans Coliseum
Halloween Carnival	Oct. 28	Community Y
Trick-or-Treat	Oct. 31	City Wide

### October 2007

Date	Group	Location
Oct. 5-6	Iowa Genealogical Society	BW Regency Inn
Oct. 6	Early Childhood Ed. Conf.	IA Valley Continuing Ed.
Oct. 7	Bahai Faith Conference	IA Valley Continuing Ed.
Oct. 10-11	Iowa Parks & Rec Association	BW Regency Inn
Oct. 12-13	Central Iowa Bead Bash	BW Regency Inn
Oct. 24-26	Iowa Rehabilitation Association	BW Regency Inn
Oct. 26-27	Hitchhiker Camping	Riverview Park
Oct. 26-28	Methodist Women's Conf.	IA Valley Continuing Ed.

**For information on meetings, conventions  
and events,  
visit [www.VisitMarshalltown.com](http://www.VisitMarshalltown.com)**

# CONVENTION & VISITORS BUREAU

## Fall and apples make for picture-perfect moments



Looking for a fun fall outing? Don't forget Appleberry Farm located at 2402 West Main Street. Bring the kids and pick out a pumpkin or two, sit down and enjoy the homemade caramel apples. Made with tart apples right from the tree, these delicious treats

can't be missed. In addition, the Country Shop has a variety of homemade crafts, collectables, antiques, gourds, as well as fresh apples, 100% real cider, jams and jellies and golden honey.

Don't forget to stop at this seasonal attraction. There's a fun photo "op" around every corner, so bring your camera and the whole family for some picture-perfect moments. For more information visit the Appleberry Farm website at [www.appleberryfarm.com](http://www.appleberryfarm.com) or call 641-752-8443.

### Attention Marshalltown meeting, sports lodging and group dining facilities

The Marshalltown Convention & Visitors Bureau is in the process of updating its Facilities Guide. Please take a look at our website [www.visitmarshalltown.org](http://www.visitmarshalltown.org) to make sure your facility's information is correct.

If you are a facility that is not in the guide, please contact us at 641-753-6645 or [cvb@marshalltown.org](mailto:cvb@marshalltown.org).



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# AMBASSADOR VISITS



The Chamber Ambassadors visited Mike Peschong, owner of State Farm Insurance, 101 East Linn Street, to celebrate his new office location on Tuesday, August 28.



Jim Brothers, owner of Jim's Barber Shop, welcomed the Chamber Ambassadors on Tuesday, August 28, to celebrate his new location at 8 West Church Street.



The Chamber Ambassadors visited Mike Purvis, local branch manager, at Proshield Fire Protection, 600 May Street, for a ribbon cutting on Tuesday, September 11.



## Business After Hours

Chamber members enjoy Business After Hours at the AmericInn Motel & Suites, 115 Iowa Avenue West on August 22. Attendees were welcomed by owner, Jim Rogers and general manager, Liz Wilke. The facility features 49 rooms, including six suites and a pool area.

Opportunities to host a Business After Hours in 2008 are still available.



Visit  
[www.marshalltown.org](http://www.marshalltown.org)  
to view past issues of the  
Chamber newsletter, ribbon  
cutting and courtesy call  
photos.

Request a Ribbon Cutting or Courtesy Call at your Location.

The Ambassadors are the goodwill arm of the Chamber.

Their scheduled time for courtesy calls and ribbon cuttings are at 4:30 and 4:45 on the second and fourth Tuesday of the month.

Please contact the Chamber office if you would like to schedule a visit at your business.

Contact 753-6645 or [info@marshalltown.org](mailto:info@marshalltown.org).



# BUSINESS NEWS

## The end of an era - Arbie Feeds, Inc. – How times change

By Ken Anderson  
Chamber President

Many of us are anxiously waiting the “bringing down” of the Arbie Elevator tower. To most of us in recent years it has been a very negative symbol about the Marshalltown’s appearance as we all travel over and back on the Center Street viaduct. But that has not always been the case.

Russ Bagnall was an outstanding livestock feed salesman in Wisconsin. The company he worked for did not fulfill its promises to him so he decided to start his own feed company. Bagnall chose Marshalltown; it is reported, because of its central location and good rail and truck service. The year was 1945.

The business began operations with three employees in the rear of the building at 1603 West Main Street. The staff consisted of an office girl, Russ Bagnall and his oldest son Jim, then a high school student. Jim later became President and General Manager.

The business moved to the location we see today in 1947, and it experienced continued steady growth through the 1950’s. Leroy Rohde joined the company in 1953 as part of the sales force and was later named Executive Vice President. In 1954 Arbie Feeds was one of the first companies in the feed business to use brand-identified automobiles for its sales force. It was making its mark in the agriculture industry.

Arbie Feeds was a leader in the livestock feed business throughout the Midwest. Its sales continued to increase significantly, and the business steadily expanded its warehouse, office and overhead bin storage capacity to keep up with the business growth.

The towers we all want to see come down were once a very positive symbol of economic vitality. They were the symbol of Arbie Feeds as a strong, successful employer for Marshalltown and the region, and as a company that was an outstanding corporate citizen during its 50-plus years.

Let’s celebrate the improving appearance of our community and the changing skyline, but let’s remember how times change.



## Iowa River Hospice Groundbreaking

Join Iowa River Hospice as they break ground for the new Iowa River Hospice Home - the first of its kind in Marshalltown. Celebrate the successful completion of the \$2.1 million campaign, Wednesday, October 17 at 10:00 a.m. at 502 Plaza Heights Road.

The Iowa River Hospice Home will provide shelter and compassion for terminally ill patients and their families.

Iowa River Hospice, a not-for-profit organization, serves patients with end-of-life illness and their families in Marshall, Tama, and southern Grundy




and Hardin counties. Hospice focuses on the emotional, social, spiritual and physical comfort of its patients.

For more information on the Iowa River Hospice Home and the many services Iowa River Hospice offers, visit [www.iowariverhospice.org](http://www.iowariverhospice.org).

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### www.marshalltown.org Statistics

	August 2007	YTD Total	Avg/Month
Unique Visitors	3,791	30,436	3,805
Number of Visits	5,388	43,036	5,380
Page Views	21,019	186,961	23,370
Hits	133,919	1,062,439	132,805

# ECONOMIC DEVELOPMENT

## Growth Planned for Alliant Energy and Marshalltown

Over the past six years, the demand for electricity in Marshalltown and across Alliant Energy's service territory has increased an average of two percent each year. That growth is expected to continue.

To meet current and future electrical needs, an expansion of the existing Sutherland Generating Station in Marshalltown will be a key component. It is Alliant Energy's first new continuous operation plant since the Ottumwa Generating Station went online in 1981.

Building a power plant is a long-term project. The current plan is for the expansion to become operational in 2013. Once operational, the new generating station will produce approximately 630 megawatts (MW) of electricity 24 hours a day, seven days a week. In addition, the generating station will produce approximately 190,000 pounds of steam which can be used to support potential biofuel facilities or other industries.

By the numbers, here's what you can expect to see:

- **1 billion dollars**- The estimated cost to construct the generating station.
- **1,400** - At the height of construction, approximately 1,400 workers will be on-site in a 24-hour period constructing the facility.
- **80+** - The number of full-time employees that will be added to operate the generating station.
- **5.25 Million** - Number of on-site labor hours expected to construct the facility.

In addition to the expansion of the Sutherland Generating Station, Alliant Energy's new generation plan includes utilizing clean, homegrown wind power to meet growing energy demand. Watch for the addition up to 200 megawatts of utility-owned and operated wind generation in Iowa.

Complete details on the Sutherland Generating Station expansion and all of Alliant Energy's generation plans are available online:

[www.alliantenergy.com/newgeneration](http://www.alliantenergy.com/newgeneration).



## Economic Statistics

<b>Employment</b>	<b>July 2007</b>
Marshall Co. Residents in labor Force	21,170
Percent Unemployed	3.2%
Total Employment (residents)	20,490
<b>Marshalltown Construction</b>	<b>July 2007</b>
Building Permits	22
Residential Dwelling Units	3
New Residential Construction Value	\$563,000
Residential Addition/Remodeling Valuation	\$200,000
New Commercial/Industrial Permits	4
New Commercial/Industrial Valuation	\$1,828,000
Remodeling Commercial/Industrial Valuation	\$10,000
<b>Housing</b>	<b>July 2007</b>
Home Sales, Single Family Dwelling	65
Average Sale Price	\$111,104
Median Sale Price	\$105,000

Visit [www.marshalltownworks.com](http://www.marshalltownworks.com) for additional statistics.

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# TARGET 5 - BUY IN!

## Local Business “Buy In!”

### These businesses have made a commitment to “Buy In!”

- American Family – Bill Thiede Agency
- American Family – Joan Postel Agency
- American General Financial
- The Blood Center of Iowa
- Central Office Supply
- CIRSI
- Country Insurance & Financial Services
- Denny’s Hometown Appliance
- Edward Jones
- Emerson Process - Fisher Controls
- Hermanson Orthodontics
- Hy-Vee
- Independent Insurance Services
- Iowa River Hospice
- Iowa Wholesale
- Jensen Ford
- M. Gervich and Sons
- Marshall Co Extension Service
- Marshalltown Water Works
- Martha Ellen Tye Foundation
- McFarland Clinic
- McGregor’s Furniture
- Mechdyne Corporation/FakeSpace
- Mediacom/OnMedia
- Moore, McKibben, Goodman, Lorenz & Ellefson Law Firm
- Phoenix E-Waste
- Pinnacle Bank
- Premier Office Equipment
- Prosheild Fire Protection
- Shendel Pest Control
- Sports Page
- Staples
- Those Ink Guys

•Tremont on Main/Tremont Grille  
 •Ultimate Web Design  
 •United Bank & Trust  
 •The UPS Store  
 •US Bank

Don’t see your business name here? Ready to “Target 5 - Buy In!” and make an impact on our local economy? Contact the Chamber office to make your commitment today!

Larry Raymon, CEO of Raymon-Donco said this about the Target 5 - Buy In program.

“Raymon-Donco partners locally with Ryerson, Morgan-Hauser Steel, M. Gervich & Sons, Marshalltown Packaging, PCA, Diamond Vogel Paints and twenty-two other material suppliers. Over 90% of the materials used in our manufacturing process are provided by these Marshalltown vendors. Raymon-Donco supplies HVAC products for commercial buildings in the United States. Our industry is very competitive and requires very short manufacturing cycle time. Our local vendors meet or exceed Midwest competitive pricing and provide unparalleled service. They are essential to our success.”

Have you bought in? Want to share your story, a quote, a testimonial? Have you felt the impact of businesses purchasing from you? Contact the Chamber office.

### Lennox Industries and Ryerson “Buy In!”

Several months ago, Lennox Manufacturing announced the award of a significant percentage of their steel purchasing to Ryerson.

“Sean Maher and his team at Ryerson provide us with a very cost-effective way to improve our business by using a local provider” said Parke Adamson, Lennox Manufacturing plant general manager.


“Lennox Manufacturing has been a very important customer of Ryerson for many years. Their award of this additional business to our Marshalltown operation of Ryerson is an important part of our ability to grow jobs and enhance the economy of Marshalltown. Ryerson is also committed to shifting as much of its purchases to local vendors as possible, because we understand, as does Lennox, the importance of doing all we can to help make the local economy strong.” said Maher, general manager for Ryerson.

The Target 5 - Buy In program is also about consumer spending. Next time you’re shopping, please consider local businesses to make your purchase. A small shift can have a huge impact!


Follow this example and make a commitment today to shift 5% of your spending to local businesses. Already shifted your spending? Contact the Chamber office to share your story.



**Target 5-Buy In!**  
 Make the  
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## ADVERTISING SPECIALTIES

### MARSHALLTOWN TIMES-REPUBLICAN

135 W. Main  
Marshalltown  
753-6611

### VERNON COMPANY

Mary Kenagy  
752-1798  
Apparel Calendars Gifts  
Pens & More

## APARTMENTS

### BOULDER PROPERTIES

1 & 2 Bedroom Apartments  
641-752-7767  
[www.venturellc.com](http://www.venturellc.com)

### GRANT PARK APARTMENTS

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Bedroom Apartments  
641-753-5420  
[www.newburymanagement.com](http://www.newburymanagement.com)



## ART

### CENTRAL IOWA ART ASSOCIATION

709 S. Center St.  
Marshalltown  
753-9013

### 9TH STREET GALLERY & FRAME

506 S. 9th Street  
Marshalltown  
752-2647

## ATTORNEY'S AT LAW

### JOHNSON, SUDENGA, LATHAM, PEGLOW, O'HARE

118 East Main Street  
Marshalltown  
752-8800

## AUTOMOTIVE

### ARNOLD MOTOR SUPPLY

116 E. Anson St.  
Marshalltown  
753-5533

## AUTOMOTIVE

### HELPER AUTO SERVICE

108 W. State St.  
Marshalltown  
752-5225

## BATH & KITCHEN

### IOWA WHOLESALE, INC. THE BATH & KITCHEN SHOP

14 S. Second Ave.  
Marshalltown  
752-4555

## BLOOD BANK

### THE BLOOD CENTER OF IOWA

2501 S. Center  
Marshalltown  
641-844-0144

## BUILDING SUPPLIES

### SPAHN & ROSE LUMBER CO.

110 W. Madison St.  
Marshalltown  
752-1541

## CARPET CLEANERS

### SERVICEMASTER OF MARSHALLTOWN

707 Maytag Road  
Marshalltown  
752-3956

## CHIROPRACTIC

### CARMICHEAL BACK & NECK CARE

Dr. James (Doc) Carmicheal  
17 E. Southridge Road  
Marshalltown  
753-5796

## CITY

### MARSHALL COUNTY TREASURER

Tax Department 754-6366  
Motor Vehicle Department  
754-6360

[www.co.marshall.ia.us](http://www.co.marshall.ia.us)  
[www.iowatreasures.org](http://www.iowatreasures.org)

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## CONSTRUCTION

### CESSFORD READY MIX

101 Washington St.  
Marshalltown  
752-7121

## FINANCIAL PLANNING

### FINANCIAL PARTNERS GROUP

Jason M. Kirke, CFP®  
124 West Main  
State Center, IA  
641-483-9914  
800-483-9914

## HEATING & COOLING

### B & G HVAC

104 Gould Street  
Gladbrook  
641-473-3500

## INSURANCE

### INDEPENDENT INSURANCE SERVICES

11 E. Church Street  
Marshalltown  
752-4618

## ELECTRONIC RECYCLING

### PHOENIX E-WASTE SOLUTIONS

12 S. 8th Avenue  
Marshalltown  
753-7200

## FIRE PROTECTION

### PROSHIELD FIRE PROTECTION

600 May Street  
Marshalltown, IA  
641-752-FIRE (3473)  
www.proshieldfire.com

## INSURANCE

**AMERICAN  
FAMILY  
INSURANCE**  
Bill Thiede-Agent  
2501 S. Center, Suite F  
Marshalltown  
752-6367

### KOEHLER INSURANCE AGENCY

26 S. 1st Avenue  
Marshalltown  
753-6691

## EMBROIDERY

### IN STITCHES

36 E. Main St.  
Marshalltown  
752-8335

## FLORAL

### RENNERS FLOWERS

201 W. Main St.  
Marshalltown  
752-4243

### AMERICAN FAMILY INSURANCE

Joan Postel-Agent  
213 E. Main State Center 2501 S. Center Suite F  
483-3402 Marshalltown 752-6367

### PENN MUTUAL LIFE INSURANCE CO.

16 East Main St., Suite 190  
Marshalltown  
753-4762

## ENGINEERING & LAND SURVEYING

### CLAPSADDLE- GARBER ASSOCIATES, INC.

16 E. Main St.  
Marshalltown  
752-6701

## HEALTH & MEDICAL

### COMMUNITY NURSING SERVICE

11 N. 1st Ave.  
Marshalltown  
752-4611

### CHASE INSURANCE SERVICES

105 A. Westwood Dr.  
Marshalltown  
752-5733

## JEWELERS

### HELLBERG'S JEWELERS

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Marshalltown  
752-3675



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## MANUFACTURER

### RYERSON TULL COIL PROCESSING

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Marshalltown  
753-3511

## MISCELLANEOUS

### ADULT ODYSSEY

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Marshalltown  
752-6550

### AUGUSTINE COMPANY

1210 Industrial Blvd.  
Marshalltown  
753-3875

### SALVATION ARMY

107 W. State St.  
Marshalltown  
753-5236

## NURSING HOMES

### GRANDVIEW HEIGHTS

910 E. Olive St.  
Marshalltown  
752-4581

### SOUTHRIDGE NURSING & REHAB CENTER

309 W. Merle Hibbs Blvd.  
Marshalltown  
752-4553

### VILLA DEL SOL

2401 S. 2nd Street  
Marshalltown  
752-1553

## PLUMBING & ELECTRIC

### ELECTRIC SUPPLY OF MARSHALLTOWN

1008 S. 12th Ave.  
Marshalltown  
752-4672

## PLUMBING & HEATING

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Marshalltown  
752-5707

## PROSTHETICS

### CLARK & ASSOCIATES PROSTHETICS & ORTHOTICS

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Marshalltown  
753-0067

## RADIO

### KFJB-KXIA

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Marshalltown  
753-3361

## RESTURANTS

### SUB CITY

Kevin Angstman  
8 E. Main  
Marshalltown  
752-1375

## SUBSTANCE ABUSE TREATMENT

### SUBSTANCE ABUSE TREATMENT UNIT

SATUCI  
Marshalltown  
752-5421

## TAX SPECIALISTS

### ACCU-TAX

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Marshalltown  
752-6033

### H&R BLOCK

Tax & Business Services

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Marshalltown  
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# YOUNG PROFESSIONALS

## MYP recognizes 30 under 40

The Marshalltown Young Professionals honored the nominees of this year's Times-Republican 30 under 40 publication on Thursday, August 23 at Memories Banquet and Reception Hall.

"Many of our members are former or current 30 under 40 nominees," said Rusty Feldman, MYP president. "It's a nice way for us to honor other young professionals doing good things at work and in our community."

Each year, the Times-Republican reaches out to the public for nominations of individuals under 40 years of age that are either in leadership roles or are emerging leaders at their workplace, volunteer opportunities and community.

"We really appreciate the TR partnering with us on this event. It was great to have so many people in one room that are really making a difference in the Marshalltown area," said Feldman.

Extra copies of the publication are available at the Times-Republican office.



Front, from left: Liz Wilke, Steve Soddors, Jamie Busch-Upah, Jamie Brown.  
Back, from left: Sarah Renze, Heidi Pierson, Kristen Monroe, Ross Hoffman,  
Travis Hawk and Tom Deimerly.

## YP Iowa Conference

Mark your calendars now for the 4<sup>th</sup> Annual YP Iowa Conference on October 26 in Sioux City!

An exciting schedule of events is planned for this year's conference, including motivating speakers, break-out sessions, networking and social events.

YP Iowa provides the connection, direction and education to challenge Iowa's young professionals to be active leaders in their community and state. YP Iowa is an organization created by young professionals for young professionals.

Three MYP members plan to attend this year's conference in Sioux City: Denise Case, Lynn Olberding and Michele Thomas.

"This will be the third YP Iowa conference I've attended," said Olberding. "It's a great way to network with other young professionals from different YP organizations across the state, exchange ideas and hear some fantastic speakers. As a member of the YP Iowa board, I really encourage employers to consider sending their employees to this event."

For more information about the YP Iowa conference, contact Lynn Olberding at the Chamber office at 753-6645 or lolberding@marshalltown.org.

## MYP introduces new Lunch & Learn Series

MYP will be kicking off a new professional development opportunity for members on October 17, called "Lunch & Learn". Each month this lunch will feature a different community leader, MYP member or speaker, presenting information to the group about community involvement, betterment, leadership and other topics. If you would like to present information during an MYP Lunch & Learn event, please contact the Chamber office.

Do you know a young professional in the community that may be interested in the Marshalltown Young Professionals?  
Please contact Lynn Olberding at the Chamber,  
641-753-6645, for more information.

[www.everydaychampions.org](http://www.everydaychampions.org)

# CHAMBER NEWS

## Membership committee to host Chamber Membership Blitz

The Chamber Membership committee is looking for volunteers for the week-long Membership Blitz, kicking off on October 17.

The football-themed blitz will task volunteers with visiting prospective Chamber members and discussing the many benefits of becoming a Chamber member. The committee has put together a great list of prospects each team of four volunteers will be charged with calling on four prospective members.

The kick-off tailgate party will be in the Fisher Community Center parking lot on Wednesday, October 17 from 5:00 - 6:00 p.m., with a victory celebration one week later on Wednesday, October 24.

Teams will have one week to make their visits and prizes will be awarded to the individual and team producing the largest number of new Chamber members during the victory celebration.

“We are encouraging businesses to put together a team of four volunteers,” said committee chairperson Alyce Quastad. “Anyone interested in volunteering can contact Jacque Goodman at Iowa Valley Continuing Education or the Chamber office.”

For more information, to volunteer for a team or pass along the name of a prospective Chamber member business, please contact the Chamber office at 641-753-6645 or email [lolberding@marshalltown.org](mailto:lolberding@marshalltown.org).

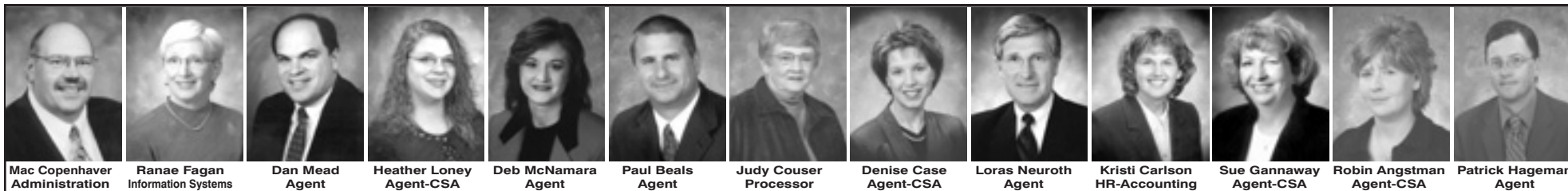
## Groundbreaking at MCC



Iowa Valley Community College District and the community celebrated the groundbreaking at the new MCC student activity center on Wednesday, September 5.

### Wanted: Volunteers

The Chamber is seeking volunteers for a half day (or less) covert event in November called “Operation Thank You”. If you are interested, please contact the Chamber office and watch for more information coming soon.



Mac Copenhaver Administration, Ranae Fagan Information Systems, Dan Mead Agent, Heather Loney Agent-CSA, Deb McNamara Agent, Paul Beals Agent, Judy Couser Processor, Denise Case Agent-CSA, Loras Neuroth Agent, Kristi Carlson HR-Accounting, Sue Gannaway Agent-CSA, Robin Angstman Agent-CSA, Patrick Hageman Agent



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