

the *Serving Middletown, Monroe & Trenton*
CHAMBER
 view

May 2008 • Issue 5 • Vol 2

MARK YOUR CALENDAR!

Butler County Commissioners Legislative Breakfast
 May 9, 2008

Chamber Golf Open
 May 19, 2008

Member Steak Fry
 September 11, 2008

"Big things are happening... be part of them!"

HIGHTOWERS PETROLEUM COMPANY POWERS FORWARD

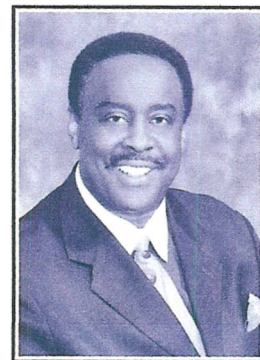
When asked about the biggest challenges Hightowers Petroleum Co. faces for the future, Steve Hightower, President, responded by saying, "The biggest challenge we're facing today is our rate of growth, and our ability to fund that expansion."

Fueling Future Growth

Hightower Petroleum has been growing strongly, and expects the trend to continue well into the future.

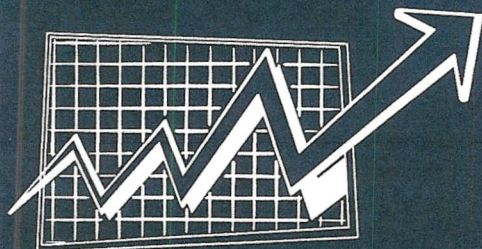
Since its inception in 1984, Hightowers Petroleum Co. (HPC) has developed a reputation for operating as a reliable provider of petroleum and petroleum products. Today, the company has grown to work with leading firms such as Ford Motor Company, Duke Energy, AK Steel, Ryder and the State of Ohio.

Unlike many of its peers, Hightowers Petroleum focuses on obtaining certifications whenever possible. "We've been ahead of the industry in many ways, especially by becoming ISO 9000/2000 certified," Hightower says. Working in the automotive industries prompted our quality awareness. As a result of this commitment to go above and beyond the current industry requirements, Hightowers has established a stable and respected presence nationally for fuel distribution, the company explains. HPC is known for its integrity and strong sense of urgency.



Steve Hightower

Fueling Americas Petroleum Needs one customer at a time is how we got it done.



Hightowers Petroleum Co.
 www.hightowerspetroleum.com
 Headquarters: Franklin, Ohio
 Employees: 18
 Services: Petroleum Distributor

Founder Steve Hightower says the company's nationwide distribution capabilities set it apart. However, achieving this level of success has not been without its difficulties. "The biggest challenge we're facing today is our rate of growth, and our ability to fund that expansion," Hightower says. But, we've been fortunate to utilize creative funding instruments in order to maintain the lines of credit that are necessary to compete in this marketplace. Utilizing the relationships of our supply chain has assisted greatly in this area.

The company has the capability to provide services for both upstream and midstream petroleum needs. We are a multi-faceted distributor with a management structure capable of addressing a multitude of needs ranging in size and complexity. In the upstream marketplace, we have access to the supply of crude oil through networks of government and major oil producers, while our downstream activity provides distribution nationally for the demand for lubricants, oils and refined products, plus delivery to end users from the refinery to the pump.

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CHAMBER BOARD MEMBERS

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 Steve Hightower, *Hightowers Petroleum Company*
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Alan McCoy, *AK Steel*
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 Scott Richardson (Treasurer), *SK Construction Company*
 Bill Solazzo, *Butler Tech*
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HPC has also implemented a unique fuel distribution model. In the 1990s, we pursued an e-commerce initiative to expand our business to a national distribution model. Today, we continue to implement technology as well as supply chain strategies in order to support our customers' requirements.

A Variety of Services:

The company provides a number of additional back room services for its customers. We provide outsourced fueling departments for major corporations throughout the industry and monitor tanks located throughout the country from our central location. The Hightowers Petroleum Co. MasterCard Fleetcard, is another innovative solution to our customers that primarily fuel over the road, but need to manage the fuel activity.

As a result of its dedication to continually providing the services customers demand, the company has earned awards and accolades for its commitment to business excellence, innovation and competitive pricing, the firm explains. Equipped with a diverse team of professionals with their own expertise, HPC meets the daily challenges of processing orders to meet the fuel and petroleum related product needs of its customers. HPC has a wide range of customers in segments such as:

- Utilities
- Car rentals
- Casinos
- Industrial facilities
- Automotive
- Highway construction
- Transit authorities

According to Hightower, the company enjoys a small-company culture with a large corporate image. Combining those two allows the employees to feel like they're a part of the team and not isolated in a silo with no clear upward mobility, he asserts.

Right now, the opportunities we offer employees for professional growth are unlimited due to the rate of growth that we are experiencing, Hightower continues. The majority of HPC personnel have grown organically through the company.

We think this organic growth comes from being a smaller organization, in a small midwestern town, compared to providers in the larger markets, Hightower explains. We allow people to wear multiple hats, inject innovative ideas, and bring on new talent to be trained on site and integrated into our processes.



*Kathie Wassenich,
Director, Membership
Development and Programs*

Please join me in welcoming our new members for the month of March:

Middletown Cardiovascular Associates, Inc.

Arjan Gupta
200 N. Breiel Blvd
Middletown OH 45042
Phone (513) 217-6400
Physicians

Houser Asphalt & Concrete

Mike Houser
851 S. Patterson Blvd
Dayton OH 45042
Phone (937) 223-9207
Asphalt Paving Contractors

Monroe Stor N Lock

Pete Horn
889 Lebanon St
Monroe OH 45050
Phone (513) 539-2332
Storage Facilities

Weigold Photography LLC

Steve Weigold
1521 First Ave
Middletown OH 45044
Phone (513) 907-1983
Photographers/Photofinishing

First Highland Management and Development

Matt Couch
4400 Dixie Hwy
Fairfield OH 45014
Phone (513) 829-8900
Real Estate Developers

Community Link

Jerry Ross
PO Box 306
Pinckneyville IL 62274
Phone (800) 455-5600
Publishers

Middletown Anesthesia Consultants

Karen McIntosh
3180 Kettering Blvd
Dayton OH 45439
Phone (937) 297-6072
Health Care Services

Tan Today

Al Helsley
3125 Heritage Green Dr
Monroe OH 45050
Phone (513) 539-7270
Tanning Salons

Computer Service Now

John Beagle
6730 Roosevelt Blvd
Franklin OH 45005
Phone (513) 422-1907
*Computers: Sales,
Service & Supplies*

Hospice of Butler & Warren Counties

Kate Little
5920 Longmeadow Dr
Franklin OH 45005
Phone (937) 256-4490
Health Care Services

DRIVERS OF THE HIGH COST OF HEALTHCARE

- Technology - Constant Upgrades for Already Expensive Equipment
- Prescription Drugs - R and D, Patent Protection
- Hospitals - Cost of Labor, Cost of Construction
- Physicians - Cost of Medical Education and Liability Protection
- Administrative Costs - Unreasonable and Unnecessary Expenses
- Cost Insulation - Third Parties Pay Most of Bill
- Innovations in Insurance - Slow Transition to Health Savings Accounts
- Uninformed Consumers - How to Select Products, Services, and Providers

[Excerpts from Merrill Mathews, Ph.D., guest columnist, uschamber.com, March 2006]

**BUTLER COUNTY BOARD OF MRDD
Together, we are the Community
Partnering with you!**



We value our very important partnerships within our community with schools, providers, neighbors, volunteers, businesses, churches, employers, family and friends.



Our mission is to support individuals so they can successfully live, work, and learn in the community.

BUTLER COUNTY BOARD OF MENTAL RETARDATION AND DEVELOPMENTAL DISABILITIES
www.butlermrd.org 1-800-674-0268