



**LAWRENCE COUNTY**  
ECONOMIC DEVELOPMENT CORPORATION

## . . . on the JOB

Update for members & strategic partners  
July 2008

Don't settle for less than is possible.  
Tom Peters

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### **Anderson Brothers Tool Company: Family, diversity keys to success**

In the midst of the Great Depression, Pat Anderson asked his employer, Oldforge, if he could work outside the plant as a mobile salesman. Seeing the potential of mobile sales, he invested in a truck and became a mobile factory distributor for Oldforge. His brother, Miles Anderson, joined him in 1937. As the business grew, each brother opened his own store. In 1946 they consolidated the business to create Anderson Brothers Tool Company.

Today the company is a nationally known warehouse distribution center that ships products across the country, a mobile distributor with six tool trucks covering a 50-mile radius around New Castle, and a retail store that serves both wholesale and retail clients. The company handles every type of tool, from a small pair of pliers to all the equipment necessary to set up a repair shop. But one thing has not changed. Anderson family members – now into the third generation – still own and operate the business. In all seven Anderson relatives work for the company including Bill Anderson, son of Pat Anderson, who today manages the company with his partners, cousin Leroy and brother Jim, as well as Jim's son Jay and his cousin Bob, and Leroy's son Aaron.

Anderson Brothers has enjoyed steady growth since its founding thanks, in part, to the ability to remain flexible in seizing opportunities. "Probably our greatest strength has been the diversity of our product lines," said Bill. "When one sector is down, another sector that is growing helps to offset the negative impact. We service fabricators, light manufacturers, and small businesses."

Another strength of the business is the personal touch its smaller size allows it to maintain. "Our size allows us to get feedback straight from the streets, and pass it on to the manufacturers, which helps them and us provide better products and services for everyone involved," noted Anderson.

## **Anderson Brothers Tool Company (continued)**

"We also think our location in Lawrence County is a positive for our business," he added. "Our roots and reputation are well established here, and the manufacturing sector continues to be a significant area of growth for us. Plus, the county's central location offers easy access to major transportation arteries which allows us to expand our mobile operations geographically."

"We've enjoyed slow but steady growth over the last 5 years by staying financially sound and re-investing in our business," he continued. "Overall, we feel our size and multiple distribution channels allow us to get new products on the street quicker than some of the larger companies, which is a tremendous advantage. By sticking with this strategy, we should be able to continue growing and expanding, as the market allows."

For more information about Anderson Brothers Tool Company, visit [www.andersontool.com](http://www.andersontool.com).



## **Site selectors show interest in Lawrence County**

The LCEDC hosted a county tour June 17 for site selectors looking to locate a \$100 million manufacturing facility for the production of engines. Seven members of the site selection team met with government and business leaders as well as utility representatives. Only two sites in western Pennsylvania were identified – one in Allegheny County and the other Millennium Technology Park. The project is scheduled for groundbreaking in January 2009, with the production start-up set for October 2009, and would create 120 new jobs. Only the western part of the state has the land and other amenities to fulfill the company's logistic requirements. The two PA sites are being evaluated against other sites located in the Midwest. We are awaiting word from the site selector on their final choices.

**Ready  
Now!**



### **Millennium Technology Park.**

Millennium Technology Park is a unique, pro-actively designed industrial park offering pre-permitted, pad-ready building sites for your business! Site work now underway. Contact LCEDC for a tour and additional information.

Many available industrial and commercial properties in Lawrence County can be found under the "What we offer/ Sites and Facilities" tab on the LCEDC web site—[www.lawrencecounty.com](http://www.lawrencecounty.com). Or call the LCEDC office.

### **PIDA interest rate reduced to 4.0%**

In February the Pennsylvania Industrial Development Authority (PIDA) voted to reduce the interest rate on its loans to two percent below the prime rate for all future projects. The move was included in Governor Rendell's budget address as a component of the Protecting Our Progress initiative. With prime (the rate at which banks loan to their best customers) at 6%, PIDA loans can now be obtained at a fixed rate of only four percent.

PIDA loans provide capital for land and building acquisition and renovation projects primarily for manufacturers, industrial developers, research and development firms, agricultural processors and employers looking to establish national or regional headquarters in Pennsylvania. In Lawrence County, PIDA can provide up to 40 to 50 percent of the total project cost, up to \$2.25 million, for a term of up to 15 years.

### **Business call program tallies year-end results**

The 2007-08 Business Call program reached over 188 area businesses with personal calls from John DiMuccio, assisted by Lynn Richardson and Linda Nitch. The visits covered 17 targeted industry sectors including: utilities, construction, manufacturing, wholesale trade, transportation & warehousing, information, finance and insurance, healthcare and management of companies and enterprises.

The most significant challenges facing local businesses are the economy and sales, a change from previous years when competition and health care costs topped the list of major concerns. Twenty-three local companies (12% of all companies visited) are planning on-site expansions and over 50% of the companies planned to purchase either new or used equipment.

The Business Call program is designed to help us better understand the trends and needs of local businesses, whose continued success are crucial to the success of our county and region. LCEDC appreciates the companies that help us accomplish the Business Call goals by taking the time to be interviewed.

## Research & Development Tax Credit Seminar

Learn about government assistance to help finance research & development at this free seminar sponsored by Northwest Commission & Keystone Innovation Zone

July 24 — 9:00—11:00 AM at Emerging Technology Center, 2nd Floor, 191 Howard St., Franklin

To register or for more information call Sue Smith, 814-677-4800 x 131 or [susans@nwcommission.org](mailto:susans@nwcommission.org)

## Save the Date!

2008 Annual Dinner  
Thursday, September 11 @ The Scottish Rite Cathedral

Feature presentation by the  Institute

Sponsors: \$1,000

Program Advertising: \$50, \$200, \$350 or \$500

Dinner tickets: \$60 each

Make your reservations TODAY! [walker@lawrencecounty.com](mailto:walker@lawrencecounty.com)

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To submit information of general interest for use in this newsletter (no political or promotional messages please) or to offer feedback, please contact Kathryn Lima at 724-981-4318 or e-mail to [klima@faroenterprises.com](mailto:klima@faroenterprises.com).