

Crossroads of Commerce



HAGERSTOWN WASHINGTON COUNTY, MD

Economic Development Commission

» **CROSSROADS of**



COMMERCE

2011 Business & Industry Directory

WASHINGTON COUNTY, MARYLAND

Distributors «

Manufacturers «

Service Companies «

Support Businesses «

Including Government and International Listings



2011 Business & Industry Directory

Washington County, Maryland

**Distributors
Manufacturers
Service Companies
Support Businesses**

*Including
Government and International
Listings*

Hagerstown-Washington County Economic Development Commission

100 West Washington Street, Room 103

Hagerstown, Maryland 21740-4710

Telephone: 240-313-2280

Facsimile: 240-313-2281

edcinfo@hagerstowncdc.org

www.hagerstowncdc.org

Table of Contents

Top 25 Employers in Washington County, Maryland

International Listings

Explanatory Notes

Agriculture, Forestry, Fishing and Hunting - NAICS Code

Noncitrus Fruit and Tree Nut Farming - 11133	1
Dairy Cattle and Milk Production - 11212	1

Mining - NAICS Code

Stone Mining and Quarrying - 21231	1-2
------------------------------------	-----

Utilities - NAICS Code

Electric Power Generation - 22111	2
Natural Gas Distribution - 22121	2
Sewage Treatment Facilities - 22132	2

Construction - NAICS Code

Residential Building - 23611	3
Industrial Building - 23621	3-4
Commercial and Institutional Building - 23622	4
Power and Communication Line and Related Structures - 23713	4-5
Highway, Street, and Bridge - 23731	5
Other Heavy and Civil Engineering - 23799	5
Poured Concrete Foundation and Structure Contractors - 23811	6
Masonry Contractors - 23814	6
Roofing Contractors - 23816	6-7
Other Foundation, Structure, & Building Exterior Contractors - 23819	7
Electrical Contractors - 23821	7-10
Plumbing, Heating, and Air-Conditioning Contractors - 23822	10-12
Drywall and Insulation Contractors - 23831	12
Flooring Contractors - 23833	12
Site Preparation Contractors - 23891	12
All Other Specialty Trade Contractors - 23899	12-13

Manufacturing - NAICS Code

Animal Food - 31111	13
Dairy Product (except Frozen) - 31151	14
Ice Cream and Frozen Dessert - 31152	14
Bread and Bakery Product - 31181	14
Fiber, Yarn, and Thread Mills - 31311	14
Broadwoven Fabric Mills - 31321	15
Other Cut and Sew Apparel - 31529	15
Sawmills and Wood Preservation - 32111	15
Veneer, Plywood, and Engineered Wood Product - 32121	15-16
Millwork - 32191	16-17
All Other Wood Product - 32199	17
Paper Mills - 32212	17
Paperboard Container - 32221	17
Printing - 32311	18-19
Support Activities for Printing - 32312	19
Petrochemical - 32511	19
Resin and Synthetic Rubber - 32521	19
Fertilizer - 32531	20
Paint and Coating - 32551	20
Soap and Cleaning Compound - 32561	20
Plastics Pipe, Pipe Fitting, and Unlaminated Profile Shape - 32612	20
Laminated Plastics Plate, Sheet (except Pkg), and Shape - 32613	21
Plastics Bottle - 32616	21
Other Plastics Product - 32619	21-22
Other Rubber Product - 32629	22
Clay Building Material and Refractories - 32712	22
Cement - 32731	23
Ready-Mix Concrete - 32732	23
Concrete Pipe, Brick, and Block - 32733	24

Other Concrete Product - 32739	24
Plate Work and Fabricated Structural Product - 33231	24-25
Ornamental and Architectural Metal Products - 33232	25-26
Hardware - 33251	26
Spring and Wire Product - 33261	26
Machine Shops - 33271	26-27
Other Industrial Machinery - 33329	27
Commercial and Service Industry Machinery - 33331	28
Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment - 33341	28
Metalworking Machinery - 33351	28-29
Material Handling Equipment - 33392	29
Navigational, Measuring, Electromedical, and Control Instruments - 33451	29-30
Electrical Equipment - 33531	30
Automobile and Light duty Motor Vehicle - 33611	30
Heavy Duty Truck - 33612	30
Motor Vehicle Gasoline Engine and Engine Parts - 33631	31
Other Motor Vehicle Parts - 33639	31
Wood Kitchen Cabinet and Countertop - 33711	31
Household and Institutional Furniture - 33712	31-32
Mattress - 33791	32
Medical Equipment and Supplies - 33911	32
Sign - 33995	33
All Other Miscellaneous - 33999	34

Wholesale Trade - NAICS Code

Lumber, Plywood, Millwork, and Wood Panel Merchant - 42331	34-35
Brick, Stone, and Related Construction Material Merchant - 42332	35
Other Construction Material Merchant - 42339	35-37
Office Equipment Merchant - 42342	37
Electrical Apparatus and Equipment, Wiring Supplies, and Related Equipment Merchant - 42361	37
Refrigeration Equipment and Supplies Merchant - 42374	38
Industrial Machinery and Equipment Merchant - 42383	38
Recyclable Material Merchant - 42393	38-39
Other Miscellaneous Durable Goods Merchant - 42399	39
Stationery and Office Supplies Merchant - 42412	39
Industrial and Personal Service Paper Merchant - 42413	39
Meat and Meat Product Merchant - 42447	40
Fresh Fruit and Vegetable Merchant - 42448	40
Other Grocery and Related Products Merchant - 42449	40
Beer and Ale Merchant - 42481	40

Retail Trade - NAICS Code

Motorcycle, Boat, and Other Motor Vehicle Dealers - 44122	41-42
Automotive Parts and Accessories Stores - 44131	42
Tire Dealers - 44132	43
Floor Covering Stores - 44221	43
Home Centers - 44411	43-44
Other Building Material Dealers - 44419	44-46
Nursery, Garden Center, and Farm Supply Stores - 44422	46
Office Supplies and Stationery Stores - 45321	46-48
All Other Miscellaneous Store Retailers - 45399	48
Electronic Shopping and Mail-Order Houses - 45411	48
Fuel Dealers - 45431	48-49

Transportation and Warehousing - NAICS Code

Scheduled Passenger Air Transportation - 48111	50
Rail Transportation - 48211	50
General Freight Trucking, Local - 48411	50-51
General Freight Trucking, Long-Distance - 48412	52-53
Limousine Service - 48532	53
Airport Operations - 48811	53
Other Support Activities for Air Transportation - 48819	53-54
Motor Vehicle Towing - 48841	55
Other Support Activities for Road Transportation - 48849	55
Couriers - 49211	55

Local Messengers and Local Delivery - 49221	55
General Warehousing and Storage - 49311	56-58
Refrigerated Warehousing and Storage - 49312	58

Information - NAICS Code

Newspaper Publishers - 51111	58-59
Periodical Publishers - 51112	59
Book Publishers - 51112	60
Directory and Mailing List Publishers - 51114	60
Motion Picture and Video Production - 51211	60
Radio Broadcasting - 51511	60-61
Television Broadcasting - 51512	61
Cable and Other Subscription Programming - 51521	61
Wired Telecommunications Carriers - 51711	62
Wireless Telecommunications Carriers (except Satellite) - 51721	62
Satellite Telecommunications - 51741	62
Libraries and Archives - 51912	62

Finance and Insurance - NAICS Code

Commercial Banking - 52211	63-65
Sales Financing - 52222	65
Financial Transactions Processing, Reserve, and Clearinghouse Activities - 52232	65
Other Activities Related to Credit Intermediation - 52239	66
Investment Advice - 52393	66-67
Insurance Agencies and Brokerages - 52421	67-69
Pension Funds - 52511	69

Real Estate and Rental and Leasing - NAICS Code

Lessors of Nonresidential Buildings (except Miniwarehouses) - 53112	69
Real Estate Property Managers - 53131	69
General Rental Centers - 53231	70
Construction, Transportation, Mining, and Forestry Machinery and Equipment - 53241	70-71

Professional, Scientific, and Technical Services - NAICS Code

Accounting, Tax Preparation, Bookkeeping, and Payroll - 54121	71-72
Architectural - 54131	72
Engineering - 54133	73-75
Geophysical Surveying and Mapping - 54136	75
Testing Laboratories - 54138	75
Graphic Design - 54143	75-76
Computer Systems Design and Related Services - 54151	76-77
Management Consulting - 54161	78
Environmental Consulting - 54162	78
Other Scientific and Technical Consulting - 54169	78
Research and Development in the Physical, Engineering, and Life Sciences - 54171	79
Advertising Agencies - 54181	79
Display Advertising - 54185	79-80
Other Services Related to Advertising - 54189	80-81
Photographic - 54192	81
Translation and Interpretation - 54193	81
All Other Professional, Scientific, and Technical - 54199	82

Management of Companies and Enterprises - NAICS Code

Management of Companies and Enterprises - 55111	82
---	----

Administrative and Support and

Waste Management and Remediation - NAICS Code

Employment Placement Agencies - 56131	82-83
Telephone Call Centers - 56142	83
Other Business Support Services - 56149	83
Investigation, Guard, and Armored Car Services - 56161	83
Security Systems Services - 56162	84
Janitorial Services - 56172	85
Landscaping Services - 56173	85

Carpet and Upholstery Cleaning Services - 56174	85
Waste Collection - 56211	85
Remediation Services - 56291	85-86

Educational Services - NAICS Code

Elementary and Secondary Schools - 61111	86
Junior Colleges - 61121	86
Colleges, Universities, and Professional Schools - 61131	86-87
Technical and Trade Schools - 61151	87

Health Care and Social Assistance - NAICS Code

Medical and Diagnostic Laboratories - 62151	87
Ambulance Services - 62191	88
General Medical and Surgical Hospitals - 62211	88
Psychiatric and Substance Abuse Hospitals - 62221	88
Vocational Rehabilitation Services - 62431	88

Accommodation and Food Services - NAICS Code

Food Service Contractors - 72231	89
--	----

Other Services (except Public Administration) - NAICS Code

Automotive Mechanical and Electrical Repair and Maintenance - 81111	89
Automotive Body, Paint, Interior, and Glass Repair - 81112	89
Electronic and Precision Equipment Repair and Maintenance - 81121	90
Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance - 81131	90

Public Administration - NAICS Code

Executive Offices - 92111	91
Legislative Bodies - 92112	91
Executive and Legislative Offices, Combined - 92114	91-93
Administration of Urban Planning and Community and Rural Development - 92512	93

Top 25 Employers in Washington County, Maryland

Employment reported in:
2009-2010 2010-2011

1. Washington County Public Schools	2,958	2,958
2. Meritus Health, Inc.	2,860	2,860
3. State of Maryland*	2,438	2,304
4. First Data	1,999	2,170
5. Citi	1,920	2,067
6. Volvo Powertrain North America	1,115	1,165
7. Washington County Government	1,254	1,149
8. FedEx Ground	734	734
9. Hagerstown Community College	688	695
10. Bowman Group, LLP (The)	720	689
11. Federal Government*	637	637
12. Staples Distribution Center	598	567
13. Merkle Response Services, Inc.	375	541
14. City of Hagerstown	543	519
15. Unilever Ice Cream	445	442
16. Sierra Nevada Corporation	512	417
17. Lehigh Phoenix	600	400
18. A. C. & T. Company, Inc.	350	350
Brook Lane Health Services	350	350
19. JLG Industries, Inc.	239	300
20. DOT Foods, Inc.	282	282
21. United Parcel Service (UPS)	274	274
22. CertainTeed Corporation	277	243
23. Horizon Goodwill Industries	431	229
24. C. William Hetzer, Inc.	225	225
FedEx Freight	205	225
25. Tractor Supply Company	223	214

* 2010 annual average as reported by the Maryland Department of Labor, Licensing, and Regulation.

All other rankings and employment figures based on information provided by those companies responding to the Hagerstown-Washington County Economic Development Commission survey November 2010 through January 2011.

International Presence in Washington County, Maryland

	Australia Amcor/Stevens Flexible Packaging, Inc. <i>Amcor, LTD; Melbourne, Australia</i>		Italy Agusta Westland, Inc. <i>Fimmeccanica, S.p.A.; Rome, Italy</i> Clean Air, Inc. <i>Officine Maccafferri, S.p.A.; Bologna, Italy</i> Maccafferri, Inc. <i>Officine Maccafferri, S.p.A.; Bologna, Italy</i> SAMP/USA, Inc. <i>Sampsistemi, S.p.A.; Bologna, Italy</i>
	Canada Saputo Cheese USA, Inc. <i>Saputo, LTD; Montreal, Canada</i> Xerxes Corporation <i>ZCL Composites, Inc.; Edmondton, Alberta, Canada</i>		Netherlands Fugro EarthData International <i>Fugro; Leidschendam, Netherlands</i> Unilever Ice Cream <i>Unilever Ice Cream; Unilever, Netherlands</i> Wolters Kluwer Health <i>Wolters Kluwer; Amsterdam, Netherlands</i>
	France CertainTeed Corporation <i>CertainTeed; Saint Gobain, France</i> Cinetic Landis Corp. <i>Fives Cinetic; Paris, France</i>		Spain Sovereign Bank <i>Banco Santander SA; Madrid, Spain</i>
	Germany item International America, LLC <i>item Industrietechnik GmbH; Solingen, Germany</i> Rampf Molds Industries, Inc. <i>Rampf Formen GmbH; Allmendingen, Germany</i>		Sweden Volvo Powertrain North America <i>AB Volvo; Gothenburg, Sweden</i>
	India GBC Films Group <i>Cosmo Films, Ltd; New Delhi, India</i>		Switzerland Holecim USA, Inc.

Explanatory Notes

Purpose of this Directory

The *Business & Industry Directory* is provided as a free source of information about the business community in Washington County, Maryland and its municipalities. This directory is not intended as a complete listing of all local companies. Businesses and industries listed in this publication include manufacturers, distributors, major employers, and companies which offer products or services relating to business development. General retail, individual professions, and products or services for the general public or household use are typically *not* included. The entries in this directory comprise the Hagerstown-Washington County Economic Development Commission's (EDC) mailing list. The directory is also available online at the EDC's website, www.hagerstowndec.org.

Organization

The *Business & Industry Directory* arranges company listings numerically according to the North American Industry Classification System (NAICS). Developed by the United States, Canada, and Mexico, NAICS code stream-lines industrial statistics produced by the three countries, making the data comparable.

Compilation of Information

The *Business & Industry Directory* is compiled and verified annually using a variety of sources, including mailed surveys, telephone or facsimile inquiries, the EDC's website, local and regional directories, and other available references. Some businesses invited to provide information do not respond or opt to be excluded from the directory. The directory is updated using data collected in the last quarter of the previous calendar year.

Suggestions/New Entries Welcome

Although every effort is made to include a variety of employers and manufacturers throughout Washington County, it is possible that some businesses were inadvertently overlooked. Suggestions for changes or new entries in future issues of the directory may be submitted at any time for consideration. As a general rule, companies must have at least two employees (owners included) to be considered for listing in the directory. The Economic Development Commission reserves the right to edit or exclude any listings. ***The EDC is not a membership organization and does not charge for business listings.***

Description of Entries

Each company listing provides the name of the business, address, telephone number(s) and often a facsimile number, e-mail or website address. Below this data is the name of any parent company and the calendar year that the local business was established in Washington County. (The year of establishment does not necessarily identify when the business first began in any outside locations). The second column lists contact information in italics, including the name(s) and title(s) of the Chief Executive Officer or owner, the manager, and, in some cases, the person responsible for personnel/human resources issues at the local establishment. An asterisk (*) indicates any designated personnel/human resources contacts whose titles may not otherwise suggest such duties. The second column also includes a description of the major products and/or services of the company as described by company representatives. Employment statistics are included in the last columns, indicating the number of full-time, part-time, non-union, union, and total employees, as reported by the businesses. Union affiliation and other employment categories are listed by abbreviation (see *Guide to Abbreviations* below).

Guide To Abbreviations

dba..... "Doing business as" appears before a company name that may be as familiar or more common than the standard business name
HR..... Human Resources
n/a..... "Not available" appears the employment column, if the company does not provide specific employment data or is confidential
PT..... Part-time employees
Seasonal Indicates full-time workers on a regular but temporary basis, such as farm laborers
t/a..... "Trading as" appears before a company name which may be as familiar or more common than the standard business name

Unions

AFL-CIO..... American Federation of Labor, Congress of Industrial Organizations
AFSCME..... American Federation of State, County, and Municipal Employees
BMW..... Brotherhood of Maintenance of Way Employees
CWA..... Custom Wood Workers Association
GCIU..... Graphic Communications International Union
IAFF..... International Association of Fire Fighters
IBB..... International Brotherhood of Boiler Makers, Ship Builders, Black Smiths, Forgers, and Helpers
IBEW..... International Brotherhood of Electrical Workers
IUE..... International Union of Electronic, Electrical, Salaried, Machine & Furniture Workers
MPEC..... Maryland Public Employees Council
TCU..... Transportation-Communications International Union
Teamsters International Brotherhood of Teamsters
UAW United Automobile, Aerospace and Agricultural Implement Workers of America
UBCJA..... United Brotherhood of Carpenters and Joiners of America
UIWNA..... United Industrial Workers of North America
UNITE..... Union of Needletrades, Industrial, and Textile Employees
UPIU..... United Paper Workers International Union
USW..... United Steel Workers of America
UTU United Transportation Union
UWUA Utility Workers Union of America
WCTA / ESP Washington County Teachers Association and Educational Support Personnel

Number of Employees		
Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees

Agriculture, Forestry, Fishing and Hunting

NAICS Group: Noncitrus Fruit and Tree Nut Farming (NAICS Code 11133)

<p>Allenberg's Mountain Spring Orchard 23319 Barth Spring Lane Smithsburg, MD 21783 301-824-6671 hallenberg@verizon.net 1957</p>	<p><i>Henry Allenberg, Partner</i> Grow and sell apples, peaches, sweet cherries, raspberries, blueberries, and a variety of vegetables for retail and wholesale buyers</p>	10	-	10
<p>Harding Orchards 14310 Harbaugh Church Road Smithsburg, MD 21783-1152 301-824-7821 1968</p>	<p><i>Donald M. Harding, Owner</i> <i>Georgia P. Harding, Owner</i> Apples, peaches, plums, nectarines, and sweet corn</p>	20	2 PT	22
<p>Mountain Valley Orchard 22549 Jefferson Boulevard Cavetown, MD 21720 <i>Mailing Address:</i> P.O. Box 46 Cavetown, MD 21720-0046 301-824-7602 Fax: 301-824-3263 1985</p>	<p><i>Leroy Tracey, Owner</i> <i>Sharon Tracey, Owner</i> Peaches, apples, plums, pears, sweet cherries, strawberries, black raspberries, sweet corn; All types of home-grown vegetables</p>	2	15 PT	17
<p>Rinehart Orchards, Inc. 14511 Rinehart Road Smithsburg, MD 21783 301-824-2045 Fax: 301-824-3307 1930</p>	<p><i>John H. Rinehart, President</i> <i>John D. "J.D." Rinehart, Vice President & HR Manager</i> Apples, peaches, plums, and sweet corn</p>	30	-	30

NAICS Group: Dairy Cattle and Milk Production (NAICS Code 11212)

<p>Misty Meadow Farm 14230 Misty Meadow Farm Smithsburg, MD 21783 301-824-7455 Fax: 301-824-6322 dlh21783@hotmail.com 1950</p>	<p><i>David L. Herbst, Owner & Operator</i> <i>Betsy Herbst, Owner, Operator & Bookkeeper</i> <i>Jennifer Malott, Herdsman</i> <i>Andrew Herbst, Crops & Field Manager</i> Dairy farm; Growing corn, soybeans, barley, grass, and alfalfa hay; Holstein beef; Pork; Eggs</p>	3	2 PT	5
---	--	---	------	---

Mining

NAICS Group: Stone Mining and Quarrying (NAICS Code 21231)

<p>K.L. Grimm Enterprises, Inc. 16428 Leon Grimm Drive Hagerstown, MD 21740 301-733-4050 Fax: 301-791-2281 2001</p>	<p><i>Kenneth L. Grimm, Jr., President</i> <i>Kenneth L. Grimm, Vice President</i> <i>Keith L. Grimm, Vice President</i> <i>Ginger A. Grimm, Secretary & Treasurer*</i> Mineral extraction pit (shale, fill dirt, and top soil); Loader service and equipment transportation</p>	4	-	4
--	--	---	---	---

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
LaFarge North America 10101 Mapleville Road Hagerstown, MD 21740 301-739-6011 Fax: 301-739-2985 www.lafargenorthamerica.com <i>Lafarge North America; Towson, MD 1966</i>	<i>Larry Naugle, General Manager</i> Building materials; Crushed stone; Fill dirt; Recycled materials; Ready-mix concrete; Precast concrete products; Insulative concrete walls; Stone, Sand; Decorative aggregates for landscaping	13	-	13
Martin Marietta Aggregates 14932 Bottom Road Williamsport, MD 21795 301-582-1100 Fax: 301-582-2662 www.martinmarietta.com gary.long@martinmarietta.com <i>Martin Marietta Materials, Inc.; Raleigh, NC 1955</i>	<i>Gary L. Long, Plant Manager</i> <i>Juanita Netzke, Office Manager*</i> Mining and processing limestone into various sizes for use by state and federal agencies to build and maintain highways; Independent contractors for multiple uses including, residential and construction sites	16	-	16

Utilities

NAICS Group: Electric Power Generation (NAICS Code 22111)

Potomac Edison, a FirstEnergy Company 10802 Bower Avenue Williamsport, MD 21795 800-255-3443 www.firstenergy.com <i>FirstEnergy; Akron, OH 1923</i>	<i>James Fakult, President</i> <i>David J. Bedard, General Manager, Operation</i> <i>Scott M. Roxby, Engineer, Customer Support</i> <i>Kari Beth Snyder, Senior Consultant, Personnel Relations</i> <i>Mark A. Vindivich, Production Manager, R.P.S. Power Station</i> Energy company serving major portions of the mid-Atlantic region	121	84 FT	205
		IBEW - Local #307, UWUA - Local #102		

NAICS Group: Natural Gas Distribution (NAICS Code 22121)

Columbia Gas of Maryland, Inc. 55 Sycamore Street Hagerstown, MD 21740 240-420-2021 Fax: 240-420-6648 www.columbiagaspa.md.com cpacustserv@nisource.com <i>Columbia Gas of PA/MD; Canonsburg, PA 1968</i>	<i>Gregory Thomas, Field Operations Leader</i> <i>Deana Cordell, Operations Coordinator</i> Provides natural gas to residential and commercial properties	17	-	17
---	---	----	---	----

NAICS Group: Sewage Treatment Facilities (NAICS Code 22132)

Spirit Services, Inc. 16232 Elliott Parkway Williamsport, MD 21795 <i>Mailing Address:</i> 15801 Lockwood Road Williamsport, MD 21795 301-223-1251 866-670-9034 Fax: 301-223-1253 recycle@spiritservices.com 1996	<i>Richard Ellman, President</i> <i>J.V. Wrenn, Operations Manager</i> <i>Darryl Bumbaugh, Plant Manager</i> Recycling services for industrial and domestic wastewaters, used oil, oily solids, and used oil filters	28	1 PT	29
--	---	----	------	----

Number of Employees		
Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees

Construction

NAICS Group: Residential Building Construction (NAICS Code 23611)

<p>Corey's Construction, LLC 12900 Lance Circle Hagerstown, MD 21742-2936 301-991-6215 Fax: 301-791-7768 www.coreysconstruction.com coreysconstruction@comcast.net 2001</p>	<p><i>S. Corey Green, Owner</i> <i>John Green, Vice President & Director of Finance</i> General contractor specializing in new custom-built homes, renovations, additions, design services, and storm and fire repair; Light commercial contracting services</p>	5	2 PT	7
<p>DynaCorp, Inc. 18702 Crestwood Drive Hagerstown, MD 21742 <i>Mailing Address:</i> P.O. Box 2070 Hagerstown, MD 21742-2070 301-745-1600 Fax: 301-797-7162 www.dynacorpinc.com pamarnold@dynacorpinc.com 1988</p>	<p><i>Wayne E. Alter, Jr., Chairman & CEO</i> <i>W.E. Trey Alter, III, President & COO</i> <i>Pamela S. Arnold, Vice President*</i> <i>Denise Nolan, Property Manager</i> Residential and commercial real estate development and management</p>	6	-	6
<p>Gemcraft Homes - Western Division 201 Prospect Avenue Hagerstown, MD 21742 301-714-1643 800-879-4215 Fax: 301-714-1649 www.gemcrafthomes.com <i>Gemcraft Homes Corporate;</i> <i>Forest Hills, MD</i> 2005</p>	<p><i>James Hart, Division Manager</i> <i>Roger Butler, Production Manager</i> <i>Donnie Abbott, Service & Office Manager*</i> Construction of a variety of single family homes and townhomes; Builder and developer</p>	11	1 PT	12
<p>Paul Crampton Contractors, Inc. 222 East Oak Ridge Drive, Suite 100 Hagerstown, MD 21740 301-790-0101 Fax: 301-790-3141 www.paulcramptoncontractors.com paul3@paulcramptoncontractors.com 1970</p>	<p><i>Paul N. Crampton, Jr., President</i> <i>Paul N. Crampton, III, Vice President Sales & Marketing</i> <i>Tina Davis, Office Manager</i> General excavation and utility work; Builder and developer of residential townhomes, single-family homes, and apartments; Commercial leasing and home remodeling</p>	25	5 PT	30

NAICS Group: Industrial Building Construction (NAICS Code 23621)

<p>Building Systems, Inc. 16820-A Blake Road Hagerstown, MD 21740 301-582-0100 Fax: 301-582-1010 1983</p>	<p><i>George A. Stone, President*</i> <i>Clair P. Kercheval, Controller</i> <i>Helen E. Stone, Secretary & Treasurer</i> General contractor for buildings and bridges; Concrete, carpentry, and remodeling for commercial, industrial, and institutional projects</p>	27	-	27
--	---	----	---	----

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
David R. Rider Contractor, Inc. 120 North Jonathan Street Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 1287 Hagerstown, MD 21741-1287 301-791-6231 Fax: 301-797-4683 1976	<i>David R. Rider, President</i> <i>Stacie Montgomery, Office Manager*</i> General contractor	7	-	7
Excel Contractors, Inc. 10033 Governor Lane Boulevard Williamsport, MD 21795 301-797-7060 Fax: 301-797-7225 www.excel-contractors.com bbolyard@excel-contractors.com 1998	<i>Bradley A. Bolyard, Vice President & CEO</i> General building contractor; Construction management; Design/build contractor; Pre-construction services	20	1 PT	21
McCleary & Earley, Inc. 2 West Potomac Parkway Williamsport, MD 21795 301-739-7200 Fax: 301-223-5127 1957	<i>Richard E. McCleary, President</i> <i>Donald E. West, Vice President</i> <i>Tracy M. Schindel, Corporate Secretary*</i> General contractor specializing in design/build and lease projects; Commercial, multi-family, and light industrial	35	-	35
Myers Building Systems, Inc. 14627 National Pike Clear Spring, MD 21722 301-582-4200 Fax: 301-582-0053 www.myersbuildingsystems.com 1985	<i>LeRoy Myers, Jr., President & Owner</i> <i>Lawrence Hanft, Controller</i> General contractor specializing in pre-engineered steel buildings for car dealerships, churches, commercial, and industrial purposes	20	-	20
NAICS Group: Commercial and Institutional Building Construction (NAICS Code 23622)				
Callas Contractors, Inc. 10549 Downsville Pike Hagerstown, MD 21740 301-739-8400 Fax: 301-739-7947 www.callascontractors.com info@callascontractors.com 1958	<i>Timothy R. Campbell, President & CEO</i> <i>Nick Hill, Vice President</i> <i>Larry Myers, Chief Estimator</i> <i>Lisa Beach, Comptroller</i> General construction of commercial, industrial, and institutional buildings; Construction of water and waste water facilities; General demolition work	75	2 PT	77
NAICS Group: Power and Communication Line and Related Structures Construction (NAICS Code 23713)				
Kenny Construction Company 12916 Conamar Drive Hagerstown, MD 21742-2773 301-745-1967 Fax: 301-745-3636 www.kennyconstruction.com redahlin@kennyconstruction.com <i>Kenny Construction Company; Northbrook, IL</i> 2008	<i>Robert Dahlin, Project Manager</i> <i>Stephen MacQueen, Business Manager</i> Services include power, major transmission and distribution projects, commercial building, construction management, transportation and road construction, tunnels, and underground construction projects	6	-	6

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Vertical Technology Services, LLC 20140 Scholar Drive, Suite 214 Hagerstown, MD 21742-6501 301-790-3381 866-790-3381 Fax: 301-790-0086 www.verticalts.com tombunk@verticalts.com 2005	<i>Thomas J. Bunk, Managing Member</i> <i>Robert M. Waterworth, Managing Member</i> <i>Mary Jo Reed, Financial Administrator & Office Manager</i> Full-service tower and communication site company; Installation, maintenance, and service to government and private sector; Supplier and installer of Skyter lighting products; Rigging services; Engineering; Inspections	17	1 PT	18
NAICS Group: Highway, Street, and Bridge Construction (NAICS Code 23731)				
C. William Hetzer, Inc. 9401 Sharpsburg Pike Hagerstown, MD 21740-1309 <i>Mailing Address:</i> P.O. Box 506 Hagerstown, MD 21741-0506 301-733-7300 Fax: 301-733-0812 www.cwilliamhetzer.com bhetzer@cwilliamhetzer.com 1941	<i>C. William Hetzer, Jr., Chairman & CEO</i> <i>Stephen W. LaRue, President</i> <i>Joseph A. Ungvarsky, Executive Vice President & CFO</i> <i>John M. Kieffer, Senior Vice President</i> <i>Cary Donley, Assistant Controller</i> Heavy construction; Hot mix asphalt production and lay down; Construction of roads, bridges, and water and sewer lines; Site work excavation and treatment plant construction and asphalt paving	200	25 PT	225
Mattern Construction Company, Inc. 14 West Main Street, Suite 2-A Middletown, MD 21769 301-371-3140 Fax: 301-371-3142 www.matternconstructionco.com matterncompanies@gmail.com 1996	<i>Kerry W. Mattern, President</i> <i>Michael S. Burns, Vice President</i> <i>Adrian Remsberg, Corporate Secretary</i> <i>Rachel Mattern, Human Resources Manager</i> Asphalt milling, patching, and resurfacing; Paving, concrete, and brick work; Landscape design and maintenance; Street painting and masonry services	35	-	35
NAICS Group: Other Heavy and Civil Engineering Construction (NAICS Code 23799)				
Amtrac Railroad Contractors of Maryland, Inc. 9436 Earley Drive Hagerstown, MD 21740 301-797-3730 Fax: 301-797-3740 1985	<i>Jacqueline L. Manzini, President</i> <i>Robert Matthews, Vice President</i> <i>George Anderson, Operations Manager</i> <i>Sheila Rowe, Administrator*</i> Railroad construction of new and existing railroad	45	-	45
HT Tennis Corporation 12932 Salem Avenue Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 569 Hagerstown, MD 21741-0569 301-739-3077 800-842-7878 Fax: 301-739-6104 www.httennis.com mail@httennis.com 1947	<i>Richard N. Funkhouser, President</i> <i>Darcy Funkhouser, Vice President</i> Construction of Har-Tru and asphalt tennis courts; Sale of products related to tennis facilities	3	9 PT	12

Number of Employees		
Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees

NAICS Group: Poured Concrete Foundation and Structure Contractors (NAICS Code 23811)

<p>Green Concrete Works 12900 Lance Circle Hagerstown, MD 21742-2936 301-791-6215 Fax: 301-791-7768 www.greenconcreteworks.com john@greenconcreteworks.com 2003</p>	<p><i>John Green, Owner & Director of Finance</i> <i>S. Corey Green, Vice President</i> <i>Michael Green, General Manager</i> Contractor of architectural concrete products specializing in stamped and decorative concrete which can be colored, imprinted, acid-stained or overlay; Products can be formed into steps, sidewalks, patios, pool decks, and driveways</p>	8	2 PT	10
--	---	---	------	----

NAICS Group: Masonry Contractors (NAICS Code 23814)

<p>A.E. Sweeney Masonry, Inc. 9933 Old National Pike Hagerstown, MD 21740 301-791-7460 Fax: 301-791-9362 aesweeney82@gmail.com 1982</p>	<p><i>Arthur E. Sweeney, President</i> <i>Christine A. Sweeney, Vice President</i> Provide brick, block, and stone masonry for industrial, commercial, and residential customers</p>	35	3 PT	38
<p>Bragunier Masonry Contractors, Inc. 12107 Boyd Road Clear Spring, MD 21722 301-842-3700 Fax: 301-842-3009 www.bragunier.com info@bragunier.com 1963</p>	<p><i>Donald L. Bragunier, President & Owner</i> <i>Charles L. Hose, Estimator & Supervisor</i> Commercial and industrial brick, block, and stone</p>	120	-	120
<p>Gruber-Latimer Restoration, LLC 2 West Potomac Parkway Williamsport, MD 21795 <i>Mailing Address:</i> P.O. Box 276 Williamsport, MD 21795-0276 301-223-8848 Fax: 301-223-8971 www.gl-restore.com jack.latimer@gl-restore.com 2001</p>	<p><i>John A. Latimer, III, President</i> <i>Susan H. Latimer, Vice President</i> <i>John A. Latimer, IV, Vice President</i> <i>Charles W. Stonebreaker, Superintendent</i> Masonry contractor; Historic restoration specialist; Stone mason</p>	12	-	12

NAICS Group: Roofing Contractors (NAICS Code 23816)

<p>Bonded Applicators of MD, Inc. 301 South Cleveland Avenue Hagerstown, MD 21740 301-733-4343 Fax: 301-733-4345 bamd@wvdsi.net 1951</p>	<p><i>Brian L. Gaver, President</i> Roofing contractor</p>	18	-	18
<p>Heidler Roofing Services, Inc. 960 Kuhn Avenue Hagerstown, MD 21740 301-766-4030 Fax: 301-766-4031 www.heidlerroofing.com r.everett@myactv.net 1959</p>	<p><i>Rodney Everett, Vice President</i> Commercial and industrial roofing contractor; Specializing in built-up, single-ply, and metal roofing systems; Provides preventative maintenance programs; GAF Master Select contractor and a Firestone Master contractor; Provides sales and service for GAF, Carlisle, Tremco, Hickman, Garland, Manville, and Firestone products and systems</p>	30	-	30

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Kline Associated Roofing Contractors, Inc. 350 East First Street Hagerstown, MD 21740 301-791-2828 Fax: 301-791-5214 klineroof@aol.com 1981	<i>Barbara E. Kline, President*</i> <i>Kenneth E. Kline, Executive Vice President</i> <i>Laura Biser, Bookkeeper</i> Commercial roofing and sheet metal contractor	15	-	15
Kline Roofing & Siding Contractors, LLC 1280-C Wesel Boulevard Hagerstown, MD 21740 301-582-0600 Fax: 301-582-0615 www.klinerroofing.com kgrant@klinerroofing.com 1969	<i>Keith D. Grant, Owner & Partner</i> <i>Paul J. Wolf, Owner & Partner</i> Provides roofing and siding services and products including windows, seamless gutters, and soffit and fascia; Services also include construction of new and rebuilt carports, decks, and enclosures; Retractable awnings	4	-	4
NAICS Group: Other Foundation, Structure, and Building Exterior Contractors (NAICS Code 23819)				
Kline Awning & Window Company 308 North Main Street Boonsboro, MD 21713 301-432-6781 Fax: 301-416-2018 www.klineawning.com kwdken@hotmail.com 1986	<i>David Kline, Owner</i> <i>Kenneth Galbus, Owner</i> Sales and installation of canvas, aluminum, and retractable awnings; Vinyl replacement windows; Gutter and downspouts; Vinyl siding, patio enclosures	6	4 PT	10
NAICS Group: Electrical Contractors (NAICS Code 23821)				
Accent Electric, Inc. 926 South Potomac Street Hagerstown, MD 21740 301-733-2099 Fax: 301-733-1805 www.accentelectricinc.net accentelectric@verizon.net 1991	<i>Richard L. Gaylor, Jr., President</i> <i>Shantelle Exline, Office Manager</i> Commercial and residential electrical services for new and existing construction; Electrical service upgrades and maintenance; Pool and hot tub, and telecommunications wiring; Licensed in 5 states; Bonded and insured	8	-	8
CBS Electric Company, Inc. 503 South Burhans Boulevard Hagerstown, MD 21740 301-733-8954 Fax: 301-733-8956 1962	<i>Carl B. Spessard, III, President</i> <i>Gladys I. Spessard, Secretary & Treasurer</i> Commercial and industrial electrical engineering and construction	14	2 PT	16
COMMLINK SYSTEMS 20021 Leitersburg Pike Hagerstown, MD 21742 <i>Mailing Address:</i> P.O. Box 2035 Hagerstown, MD 21742-2035 301-733-6000 800-825-3582 Fax: 301-739-7733 www.commlinksystems.com tmartin@commlinksystems.com 1962	<i>H. Frederick Vollmer, IV, President</i> <i>Thomas E. Martin, Controller & Manager</i> Avaya, ESI, Executone, Nortel, and Vodavi telephone systems; Sound, nurse call, and voice-mail systems; Certified computer cable installation; Certified wire and cable installation including copper, Teflon, CAT5, and fiber optics; LAN and WAN networks for data, telephone, sound, security, paging, and nurse call; New install, service, and system expansions	21	-	21

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Diamond Electric 20504 Reno Monument Road Boonsboro, MD 21713-1458 <i>Mailing Address:</i> 5628 Red Hill Road Keedysville, MD 21756 301-432-2200 800-794-2486 Fax: 301-432-4493 www.diamondhivolt.com diamondhivolt@aol.com 1972	<i>Richard J. Hartle, Sr., President</i> Electrical support services to industrial and large power users; High voltage, communication, and fiber optic construction; Overhead and underground high voltage maintenance and repair; Stock poles, transformers, high voltage cable, and fuses	10	-	10
DSL Sound, Inc. 67 West Baltimore Street, Suite 101 Hagerstown, MD 21740-2524 <i>Mailing Address:</i> P.O. Box 2527 Hagerstown, MD 21741-2527 301-797-1070 800-966-1070 Fax: 301-797-3009 www.dsksound.com bill.hetzer@dsksound.net 1977	<i>William C. Hetzer, President</i> <i>Susan Hetzer, Administrator*</i> Custom design sound systems and installations for corporate and institutional use; Live sound reinforcement for speeches, conferences, conventions, corporate events, festivals, and concerts	10	-	10
Ellsworth Electric, Inc. 88 West Lee Street Hagerstown, MD 21740-6089 301-739-8800 Fax: 301-739-3866 www.ellsworthelectric.net info@ellsworthelectric.net 1927	<i>John F. Barr, President</i> <i>Teresa Barr, Vice President</i> <i>Larry W. Rydbom, Vice President & General Manager</i> <i>Jonny Barr, Vice President, Sales and Service</i> <i>Beth Weaver, Human Resources Director</i> Electrical construction, service, and repair; Design/build services; 24-hour service	150	-	150
Funk Electrical Services, Inc. 9326 Mapleville Road Boonsboro, MD 21713 <i>Mailing Address:</i> P.O. Box 683 Hagerstown, MD 21741-683 301-739-7836 Fax: 301-797-6978 funk.electric@myactv.net 1978	<i>Larry L. Funk, CEO</i> <i>Daniel Horst, President</i> <i>Linda Washko, Vice President</i> Residential and commercial electrical and HVAC contractor	25	-	25
Gill-Simpson, Inc. 9449 Earley Drive Hagerstown, MD 21740 240-420-8317 Fax: 240-420-8509 www.gill-simpson.com rmichael@gill-simpson.com <i>Gill-Simpson, Inc.; Baltimore, MD</i> 2003	<i>Ronald N. Michael, III, Vice President</i> <i>Kevin Raymer, Western Region Manager</i> Industrial and commercial electrical construction and service work; Electrical design/build services; Fiber optic, telecommunication, industrial power, and temperature-control installation; Industrial automation, programming, and control; Medium and high voltage installations; Overhead and underground distribution work	4	40 FT IBEW	44

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Interstate Communication Services, Inc. 15121 Falling Waters Road Williamsport, MD 21795 301-582-2747 800-328-4272 Fax: 301-582-1460 www.icomsvc.com bbailey@icomsvc.com 1989	<i>J. Brent Bailey, President</i> Provides traditional and IP business telephone systems, computer and network wiring, voice mail, video surveillance, loudspeaker paging, and communication technology consulting	12	-	12
MEC, Inc. 221 McRand Court, Suite 100 Hagerstown, MD 21740 301-739-2000 Fax: 301-739-5838 www.mec-electrical.com info@mec-electrical.com 1991	<i>Clinton G. Staggers, President</i> <i>Eric A. Stouffer, Vice President</i> <i>Dawn P. Beachley, Secretary & Treasurer</i> <i>Gregory L. Mills, Director of Business Development</i> Full-service electrical contractor providing 24-hour service to residential, commercial, industrial, and retail customers; Provides commercial and institutional electrical construction services	36	-	36
MHA Audio, Inc. 16104 Business Parkway Hagerstown, MD 21740 301-733-9337 Fax: 301-733-0265 www.mhaaudio.com mike@mhaaudio.com 1983	<i>Michael J. Scarfe, President & Owner</i> <i>Leigh Scarfe, Secretary</i> Sound reinforcement and production services for concerts, festivals, corporate meetings, and special events	5	4 PT	9
Shifler Electrical Associates, Inc. 426 South Cannon Avenue Hagerstown, MD 21740 301-790-1618 Fax: 301-790-1845 www.shiflerelectric.com landerson@shiflerelectric.com 1964	<i>Carroll E. Shifler, President</i> <i>Laura E. Anderson, Vice President*</i> Commercial and residential electrical contracting and service; Heating and air conditioning installation and service; Local Carrier dealer	20	-	20
Tele-Plus Corporation 916 Eldridge Drive Hagerstown, MD 21740-6842 301-797-9500 877-797-9500 Fax: 301-797-1116 www.telepluscorp.com info@telepluscorp.com 1977	<i>Jason Ellis, CEO</i> <i>L. Stephen Cotton, Vice President, Business Development</i> <i>Andrew M. Stevens, Purchasing Manager</i> <i>Lynda S. Strait, Controller & Human Resources Manager</i> Business telecommunication systems and services; VoIP telephony, Voice-over internet; Voice mail, Call center, and Integrated Voice Response (IVR) technologies; On-premise wireless communications; Public address systems; Certified computer cabling and fiber optic cable installation; Security, CCTV, access control, and fire alarm system solutions	28	1 PT	29
Valentine Electric, Inc. 110 Western Maryland Parkway Hagerstown, MD 21740 301-797-8836 888-797-8836 Fax: 301-797-8850 www.valentineelectric.com bkochera@valentineelectric.com 1977	<i>Stan Valentine, President</i> <i>Robert Kochera, Vice President</i> Commercial and industrial electrical contractor; Low voltage wiring, traffic signals, airport lighting, site lighting, and utility work	30	-	30

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Volant Technology Services 20140 Scholar Drive, Suite 214 Hagerstown, MD 21742-6501 301-790-3381 866-790-3381 Fax: 301-790-0086 www.volantts.com info@volantts.com 2004	<i>Robert Waterworth, Managing Member</i> <i>Thomas J. Bunk, Managing Member</i> <i>Mary Jo Reed, Financial Administrator</i> <i>Marcia Geppert, Office Director*</i> Communications Engineering Furnish and Installation (EF&I) contractor specializing in wire line and wireless system and site construction; Telcordia GR-1275 and Motorola R-56 industry standards trained; Provide turn-key solutions for broadband, cellular, and broadcast providers from small component installations to full communication site construction	14	3 PT	17
NAICS Group: Plumbing, Heating, and Air-Conditioning Contractors (NAICS Code 23822)				
Beaver Mechanical Contractors, Inc. 61 West Lee Street Hagerstown, MD 21740-6092 301-790-1400 Fax: 301-739-8365 www.beavermechanical.com bmcmail@beavermechanical.com 1964	<i>James C. Bryan, CEO</i> <i>Timothy W. Bryan, President</i> <i>Barbara K. Hoover, Vice President</i> Provides plumbing, heating, and air conditioning; Process piping, boiler repairs and maintenance; Medical gas piping systems, and backflow preventer testing and inspections in residential, commercial, industrial, and institutional settings; 24-Hour service available	35	-	35
Control Systems, Inc. 934 Sweeney Drive, Suite 3 Hagerstown, MD 21740 301-791-1166 Fax: 301-791-6437 www.csihagerstown.com 1968	<i>Nicole Boudreaux, President</i> Design, service, and installation of building management systems for commercial and institutional facilities	19	7 FT AFL-CIO	26
Fridinger Ritchie Company, Inc. 132 East Washington Street Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 769 Hagerstown, MD 21741-769 301-739-6111 Fax: 301-739-6115 <i>Hardell Corporation; Hagerstown, MD</i> 1890	<i>Alfred S. Bendell, III, President</i> <i>Michael Swiger, Vice President & Operations Manager</i> <i>Bruce Shatzer, Vice President</i> Residential, commercial, and industrial plumbing services	20	-	20
Hub City Sprinklers, Inc. 931 Sweeney Drive Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 1159 Hagerstown, MD 21741-1159 301-797-5858 800-540-8752 Fax: 301-797-4724 hubcitysprinkler@aol.com 1982	<i>Edward A. Carr, Jr., President</i> <i>Theresa K. Carr, Vice President & Owner*</i> <i>Colleen M. Carr, Secretary & Treasurer</i> Installation, fabrication, design, service, and inspection of automatic fire sprinkler systems of all types	9	-	9

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
M.S. Johnston Company, Inc. 13261 Pennsylvania Avenue Hagerstown, MD 21742 301-733-1066 Fax: 301-797-9675 www.msjohnston.com mike1@msjohnston.com 1932	<i>Maurice F. Johnston, President & Owner</i> <i>Michael S. Johnston, P.E., Vice President</i> <i>Alan D. Sheeley, Controller & Office Manager*</i> Contractor and distributor of commercial refrigeration and restaurant equipment; HVAC and sheet metal contractors; Mechanical engineers; Design/build services; HVAC; Restaurant equipment service	48	-	48
Miller & Anderson, Inc. 18213 Maugans Avenue Hagerstown, MD 21740-1666 301-733-6695 Fax: 301-733-6765 www.millerandanderson.com thomer@millerandanderson.com <i>Miller & Anderson, Inc.; Clearbrook, VA</i> 1964	<i>Will Seilhamer, Senior Vice President</i> <i>Tony R. Homer, Vice President</i> <i>Carroll Stottlemyer, Service Manager</i> Mechanical contractor; HVAC, plumbing and piping systems installation and service for commercial, institutional, and industrial customers	30	-	30
Mr. Water Professional Water Treatment 411 Guilford Avenue Hagerstown, MD 21740 301-416-8331 888-IFIX-H2O (434-9426) www.ifixh2o.com info@ifixh2o.com 2005	<i>Scott R. Handy, Owner</i> Provides heavy-duty residential, light commercial EcoSoft Water Treatment Systems®; Custom-built water conditioning and purification systems for iron, acid water, sulfur smell, and hard water conditions requiring softening or D.I. Units; Builds R.O. and UV systems for special applications; Provides high capacity filters for sediment and turbid water; Service most makes and models of water conditioning equipment	1	1 PT	2
Spectrum Fire Protection, Inc. 10226 Governor Lane Boulevard, Suite 4012 Williamsport, MD 21795 <i>Mailing Address:</i> P.O. Box 109 Fairplay, MD 21733-0109 301-223-0000 888-766-7598 Fax: 301-223-9765 www.spectrumfp.com mfotta@spectrumfp.com 1997	<i>M. Shaun Cool, President</i> Service, install, repair, and inspect sprinkler systems, fire extinguishers, and hood systems; 24-hour emergency, on-call service and alarm systems	30	-	30
Stoner Enterprises, Inc. t/a Culligan Water Conditioning 501 Maryland Avenue Hagerstown, MD 21740-4710 301-797-0311 Fax: 301-797-7231 www.culliganstoner.com culligan@stonerwater.com 1972	<i>Phil Stoner, Sr., President</i> <i>Phil Stoner, Jr., Vice President</i> <i>Linda Stoner, Secretary & Treasurer</i> <i>Rhonda Pepple, Controller</i> Provides commercial, industrial, and residential water treatment service; Bottled water sales and service	28	2 PT	30
Tri-State Plumbing & Heating, Inc. 115 Matthews Avenue Hagerstown, MD 21740 301-739-9308 Fax: 301-739-1972 tsphipat@aol.com 1990	<i>Douglas C. McAllister, II, President</i> <i>Michael T. McAllister, Vice President</i> <i>Patricia L. McAllister, Secretary*</i> Provides plumbing and heating services for new and remodeled homes and additions; Water heaters, water softeners, and UV lights	6	-	6

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Warrenfeltz Refrigeration, Inc. 839 South Potomac Street Hagerstown, MD 21740 301-797-7000 Fax: 301-790-2161 1969	<i>Barry I. Warrenfeltz, President</i> <i>David Warrenfeltz, Vice President</i> Local Lennox dealer; Light commercial and residential heating and air conditioning sales and service; Light commercial refrigeration	7	-	7
NAICS Group: Drywall and Insulation Contractors (NAICS Code 23831)				
Standard Acoustical Products, Inc. of Hagerstown 140 Western Maryland Parkway Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 2156 Hagerstown, MD 21740-2156 301-797-6444 Fax: 301-797-0156 www.standardact.com s.acoustical@myactv.net 1993	<i>Bruce Wolf, President</i> Commercial subcontractor for acoustical ceilings, resilient flooring, and carpet installations	6	2 PT	8
NAICS Group: Flooring Contractors (NAICS Code 23833)				
R & W Dorsey, Inc. dba Dorsey Brothers 19935 National Pike Hagerstown, MD 21740 301-790-2440 888-658-6723 Fax: 301-790-9742 www.dorseybros.com dorseybros@aol.com 1965	<i>Ralph Dorsey, CEO</i> <i>Sandy Talbert, President</i> <i>Harold Dorsey, Vice President</i> <i>Jan Dorsey, Bookkeeper</i> Floor and wall covering including countertops; Materials used include marble, carpet, vinyl, ceramic tile, and laminate; Blinds; Services include sanding and refinishing wood floors; Commercial and residential	13	2 PT	15
NAICS Group: Site Preparation Contractors (NAICS Code 23891)				
David M. Merchant, Inc. 20657 National Pike Boonsboro, MD 21713 301-791-4564 Fax: 301-791-6402 dmimi@verizon.net 1979	<i>David M. Merchant, President & Owner</i> <i>Heather Lopez, Administrative Assistant</i> Excavation contractor specializing in site work and underground utilities for commercial and residential	10	1 PT	11
NAICS Group: All Other Specialty Trade Contractors (NAICS Code 23899)				
Craig Paving, Inc. 118 Hump Road Hagerstown, MD 21740 301-739-9814 Fax: 301-739-0439 www.craigpaving.com craigpaving@aol.com 1956	<i>Ollen O. Craig, President</i> <i>Roger T. Craig, Vice President</i> <i>Evelyn R. Monnett, Assistant Secretary & Treasurer*</i> <i>Ronald Renner, Supervisor</i> Commercial and residential hot mix asphalt paving; Commercial carbide grinding; Maryland State Highway Administration, Pennsylvania and West Virginia DOT approved	87	-	87
Dove Contracting Solutions 10119 St. George Circle Hagerstown, MD 21740 240-625-7252 2009	<i>Jarvis Dove, Business Owner</i> Provides residential, commercial and post-construction cleaning services; Carpet cleaning; Commercial floor maintenance and restoration of VCT, stone, marble, and concrete flooring	3	-	3

*Designated personnel/human resources contact.

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Jeter Paving Company, Inc. 1445 Oak Ridge Place Hagerstown, MD 21740 301-797-6941 877-890-1495 Fax: 301-797-9106 www.jeterpave.com 1953	<i>Ronald C. Jeter, President</i> <i>Dale E. Jeter, Vice President*</i> <i>Kevin Jeter, Manager</i> Asphalt paving, repairs, and restoration services; Seal coating; Line painting; Custom made signs; Fine grading and sub-grade preparation	18	-	18

Manufacturing

NAICS Group: Animal Food Manufacturing (NAICS Code 31111)

Blue Seal Feeds, Inc. 11431 Hopewell Road Hagerstown, MD 21740 301-582-0400 800-845-5413 Fax: 301-582-4072 www.bluseal.com fsmith@bluseal.com <i>Blue Seal Feeds, Inc.; Londonderry, NH</i> 1997	<i>Mike Herrick, Plant Manager*</i> <i>Fred D. Smith, Office Manager</i> Animal feeds in bag and bulk; Product line includes dairy, beef, horse, sheep, goat, llama, hog, dog, and cat foods; Also rabbit, deer, wild and caged bird, poultry, fish, herbivore, exotics, and more	23	-	23
Cosmic Pet Products, Inc. 16014 Business Parkway Hagerstown, MD 21740-4207 301-797-3115 888-226-7642 Fax: 301-797-0866 www.cosmicpet.com info@cosmicpet.com / info@ourpets.com <i>OurPet's Company; Fairport Harbor, OH</i> 1973	<i>Leon L. Seidman, Executive Advisor</i> <i>David Hardesty, Operations Manager</i> Manufacturer and importer of catnip, cat toys, and cat scratchers	22	10 PT	32
Land O'Lakes Purina Feed, LLC 11671 Hopewell Road Hagerstown, MD 21740 301-582-4990 Fax: 301-582-4650 www.lolfeed.com <i>Land O'Lakes, Inc.; St. Paul, MN</i> 1996	<i>Douglas Cremin, Production Manager</i> Animal feeds manufacturer	9	2 PT	11
Martin's Elevator, Inc. 13219 Maugansville Road Hagerstown, MD 21740 301-733-2553 Fax: 301-733-2583 1963	<i>Alvin E. Martin, President</i> Ag products, grain, feed, and fertilizer	29	-	29
Paramount Feed & Supply, Inc. 19310 Longmeadow Road Hagerstown, MD 21742 301-733-8150 800-537-3946 Fax: 301-790-2468 1947	<i>Darrel R. Martin, President</i> Custom feed and fertilizer manufacturer; Seeds; Lime; Chemicals; Farm supplies	18	-	18

Number of Employees		
Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees

NAICS Group: Dairy Product (except Frozen) Manufacturing (NAICS Code 31151)

<p>Saputo Cheese USA, Inc. 14738 Warfordsburg Road Hancock, MD 21750 301-678-6325 Fax: 301-678-6615 www.saputo.com dkedzierski@saputo.com <i>Saputo, Inc; Montreal, Canada</i> 1972</p>	<p><i>David Kedzierski, Plant Manager</i> <i>Angie Bishop, Plant Accountant</i> <i>Angie Powers, HR Generalist</i> <i>Doug Benningfield, QA Supervisor</i> <i>Mike Forsyth, Maintenance Manager</i> Manufacturer of mozzarella and provolone cheeses</p>	69	1 PT	70
--	--	----	------	----

NAICS Group: Ice Cream and Frozen Dessert Manufacturing (NAICS Code 31152)

<p>Unilever Ice Cream 1100 Frederick Street Hagerstown, MD 21740 301-797-9603 Fax: 301-797-9026 www.icecreamusa.com <i>Unilever Ice Cream; Green Bay, WI;</i> <i>Unilever, Netherlands</i> 1983</p>	<p><i>Kenneth Wells, Plant Manager</i> <i>Terry Baeth, Controller</i> <i>Tim Manvilla, Human Resources Manager</i> Manufacturer of ice cream novelties</p>	32	410 FT USW	442
--	--	----	---------------	-----

NAICS Group: Bread and Bakery Product Manufacturing (NAICS Code 31181)

<p>Hadley Farms, Inc. 47 South Main Street Smithsburg, MD 21783 <i>Mailing Address:</i> P.O. Box 1000 Smithsburg, MD 21783-1000 301-824-2558 800-346-3494 Fax: 301-824-3917 www.hadleyfarms.com cathi@hadleyfarms.com 1971</p>	<p><i>Larry DeHaan, Vice President</i> <i>Randy Schmidt, Operations Manager</i> <i>Cathi DeHaan, Secretary/Treasurer</i> <i>Joyce Thompson, Human Resources Director</i> Manufacturer of baked goods such as croissants, cinnamon rolls and danishes; Wholesale, retail sale, and fundraising</p>	78	-	78
---	---	----	---	----

NAICS Group: Fiber, Yarn, and Thread Mills (NAICS Code 31311)

<p>Fil-Tec, Inc. 12129 Mapleville Road Cavetown, MD 21720 <i>Mailing Address:</i> P.O. Box B Hagerstown, MD 21741-1191 301-824-6166 Fax: 301-824-6938 www.fil-tec.com fil-tec@fil-tec.com 1978</p>	<p><i>Vincent E. "Ted" Schoeck, Jr., President</i> <i>Andrew Dubnik, Vice President, Manufacturing</i> <i>Amir Yaraghi, Vice President, Manufacturing</i> <i>Denise Baker, Vice President, Finance</i> <i>Kim Winebrenner, Vice President, Administration*</i> Manufacturer of technical fibers used in fiber optic and power cables, filtration, industrial fabrics, embroidery and quilting, high temperature seals and candle wicks</p>	110	-	110
---	--	-----	---	-----

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
NAICS Group: Broadwoven Fabric Mills (NAICS Code 31321)				
Berwick Offray, LLC 857 Willow Circle Hagerstown, MD 21740 301-739-6314 800-344-5533 Fax: 301-739-1708 www.offray.com CSS Industries, Inc.; Philadelphia, PA 1922	<i>Richard P. Lee, Plant Manager</i> <i>James Powell, Human Resources Manager</i> Woven ribbons, tapes, and trims; Craft, floral, and gift ribbons	58	139 FT UNITE HERE, Local 844	197
NAICS Group: Other Cut and Sew Apparel Manufacturing (NAICS Code 31529)				
New Horizon Sportswear 113 Summit Avenue Hagerstown, MD 21740 301-739-1288 Fax: 301-739-1645 1985	<i>Mel Helman, Owner</i> Manufacturer of custom-made sports uniforms for high school, college, little league, and church (soccer, baseball, and basketball); Embroidery; Custom screen printing	2	2 PT	4
NAICS Group: Sawmills and Wood Preservation (NAICS Code 32111)				
C.E. Shirk Lumber & Farm Products 13028 Big Pool Road Clear Spring, MD 21722 301-842-2932 Fax: 301-842-3078 1979	<i>Mildred Shirk, President</i> <i>Alton Shirk, Vice President</i> Rough and grade lumber; Hardwood; Sawing	4	-	4
TSO of Maryland 1201 Maryland Avenue Hagerstown, MD 21740 301-791-5518 Fax: 301-791-7749 www.rockytopbp.com Rocky Top Building Products; Rocky Mount, VA 1989	<i>Neil Gilbert, Plant Manager</i> <i>Deborah R. Giumarra, Office Manager*</i> Pressure treated and engineered lumber	50	3 PT	53
Utility Supply Company, Inc. 17600 Lappans Road Saint James, MD 21781 301-223-7416 Fax: 301-223-7430 1991	<i>Douglas Mills, President</i> Treated wood utility poles	5	-	5
NAICS Group: Veneer, Plywood, and Engineered Wood Product Manufacturing (NAICS Code 32121)				
Best Building Components & Maugansville Heating Oil Service 17950 Maugans Avenue Maugansville, MD 21767 Mailing Address: P.O. Box 278 Maugansville, MD 21767-0278 301-739-4220 800-992-4220 Fax: 301-739-4222 1996	<i>Phil Martin, President & General Manager</i> <i>Greg Martin, Sales Representative & Partner</i> Roof trusses; Heating oil service; 24-hour emergency service	25	-	25

*Designated personnel/human resources contact.

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
<p>Builders FirstSource 914 South Burhans Boulevard Hagerstown, MD 21740 240-527-6900 Fax: 301-797-4329 www.buildersfirstsource.com <i>Builders FirstSource; Dallas, TX 2005</i></p>	<p><i>Jeffrey Kerr, Plant Manager</i> Manufacturer of trusses and panels</p>	33	-	33
<p>CAVCO Homes, Inc. 12105 Mapleville Road Cavetown, MD 21720 <i>Mailing Address:</i> P.O. Box 75 Cavetown, MD 21720-0075 301-733-7940 800-492-5582 Fax: 301-824-3944 www.cavetown.com ctolbert@cavcohomesmd.com <i>The Cavetown Planing Mill Co., Inc.;</i> <i>Cavetown, MD 1982</i></p>	<p><i>Peggy S. Bushey, President</i> <i>Chuck Tolbert, General Manager</i> Roof and floor trusses, prefabricated wall panels, house packages, and building materials</p>	6	2 PT	8
<p>Eastcoast Hardwood Veneers, Inc. 1406 Oak Hill Avenue Hagerstown, MD 21742 <i>Mailing Address:</i> P.O. Box 1912 Hagerstown, MD 21741-1912 301-797-6350 Fax: 301-797-4938 jerath@aol.com <i>1987</i></p>	<p><i>John F. Erath, President</i> <i>Frederica B. Erath, Vice President*</i> Production and sales of wood veneer and logs</p>	3	-	3
NAICS Group: Millwork (NAICS Code 32191)				
<p>Cavetown Planing Mill Company, Inc. (The) 12032 Mapleville Road Cavetown, MD 21720 <i>Mailing Address:</i> P.O. Box 51 Cavetown, MD 21720-0051 301-733-7940 800-492-5582 Fax: 301-824-3770 www.cavetown.com pbushy@cavetown.com <i>1881</i></p>	<p><i>Peggy S. Bushey, President</i> <i>Larry Taylor, Mill Manager</i> Custom architectural millwork; Plastic laminate cabinetry; Restoration woodwork; Folding partitions and movable walls; Bleachers and gymnasium equipment</p>	24	2 PT	26
<p>Hicksville Planing Mill 14464 Hicksville Road Clear Spring, MD 21722 301-842-3474 Fax: 301-842-2484 <i>1983</i></p>	<p><i>Robert L. Miller, Owner</i> Hardwood lumber sales; Floor molding; Custom architectural millwork</p>	4	1 PT	5

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Maryland Millwork, Inc. 700 Frederick Street Hagerstown, MD 21740 301-733-4600 Fax: 301-733-4925 www.marylandmillwork.com info@marylandmillwork.com <i>LeRoy E. Myers, Inc.; Clear Spring, MD 1925</i>	<i>Mark D. Myers, President John Myers, Vice President Tim Myers, General Manager Danny Myers, Estimator Custom architectural millwork</i>	7	-	7
Master's Woodshop, Inc. (The) 743 Bowman Avenue Hagerstown, MD 21740 301-797-1100 Fax: 301-797-3565 www.themasterswoodshop.com 1986	<i>Eben L. Connor, III, President*</i> <i>David Smith, Machine Supervisor Timothy Whittington, Cabinet Supervisor & Designer Custom architectural millwork shop handling custom woodworking needs</i>	23	-	23
NAICS Group: All Other Wood Product Manufacturing (NAICS Code 32199)				
Michael Dixon Humidors dba Woodenware, Inc. 2330 Boteler Road Brownsville, MD 21715 301-432-6131 Fax: 301-432-8090 www.michaeldixonhumidors.com 1972	<i>Michael S. Dixon, President Alice Dixon, Controller Manufacture and sell cigar humidors</i>	2	-	2
NAICS Group: Paper Mills (NAICS Code 32212)				
Maryland Paper Company 16144 Elliott Parkway Williamsport, MD 21795 301-223-6550 Fax: 301-223-7730 www.marylandpaper.com ddennis@marylandpaper.com 1989	<i>Mathew D. Chakola, President & CEO George D. Delaplaine, Operations Manager Ronald Baker, Plant Manager Debi Dennis, Comptroller Dry paper felt manufacturing from recycled newspapers and cardboard containers</i>	57	-	57
National Golden Tissue, Inc. 858 Willow Circle Hagerstown, MD 21740 301-739-1001 877-739-1001 Fax: 301-739-1002 www.ngttissue.com info@ngttissue.com 2008	<i>Sam Shahrooz, CEO Manufactures paper products including hand towels, bathroom tissue, and industrial wipes for general consumers as well as for restaurants, hotels, and offices</i>	25	-	25
NAICS Group: Paperboard Container Manufacturing (NAICS Code 32221)				
Packaging Services of Maryland, Inc. 16461 Elliott Parkway Williamsport, MD 21795 301-223-6200 800-223-6255 Fax: 301-223-8247 www.psimd.com 1976	<i>Vernon E. Litzinger, President Chris Litzinger, General Manager Randall Moss, Operations Manager Michael Kidd, Controller Design and manufacture corrugated shipping containers, as well as all forms of packaging supplies</i>	140	-	140

Number of Employees

		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
NAICS Group: Printing (NAICS Code 32311)				
<p>Amcor/Stevens Flexible Packaging, Inc. 747 Bowman Avenue Hagerstown, MD 21740 301-745-5000 Fax: 301-745-5005 www.amcor.com <i>Amcor, LTD; Melbourne, Australia 1994</i></p>	<p><i>David Bradley, President Mike Mallon, General Manager Flexo printing and laminations</i></p>	95	-	95
<p>Copyquik Printing & Graphics 710 Oak Hill Avenue Hagerstown, MD 21740-3834 301-791-7400 800-296-3296 Fax: 301-733-4752 www.copyquik.com info@copyquik.com <i>1981</i></p>	<p><i>Barry D. Martin, General Manager Gary D. Shank, Division Manager Edward R. Martin, Plant Manager Mark J. Hughes, Sales Manager Single and full-color commercial printing; Business copying; Complete bindery; Digital design, posters, and signs; Mailing services; Banners, large full-color digital signs, POP signs, and vinyl lettering; Wide format laminating, mounting on various substrates; Advertising specialties and laser engraving</i></p>	20	2 PT	22
<p>Enhanced Printing & Promotions 13126 Pennsylvania Avenue, Suite 201 Hagerstown, MD 21742 301-791-6330 866-504-1330 Fax: 301-791-6331 www.enhancedpromos.com teresa@enhancedpromos.com <i>1989</i></p>	<p><i>Keith Craver, Owner & Manager Laurinda Craver, Vice President, Corporate Branding Teresa Sales, Vice President, Operations & Customer Service Rose Johnston, Vice President, Internet Sales Danielle Flook, Accounting Administrator/Sales Support Provides full-service graphics, direct mail, business printing, uniforms, corporate apparel, embroidery and screen printing services; Promotional and logo recognition products; Employee and client gifts; Internet company stores</i></p>	4	2 PT	6
<p>Express Printing 261 Frederick Street Hagerstown, MD 21740 301-766-4826 Fax: 301-766-4827 express1printing@verizon.net <i>1997</i></p>	<p><i>Richard DiMarino, Owner Deborah DiMarino, Owner Commercial printing for corporate and small business accounts, including brochures, business forms, directories, and sales and media kits; Four-color process; Layout and design; Complete color printing; Numbering; Folding; Flat and saddle stapling; Perforating; Scoring; Copying and fax service</i></p>	4	-	4
<p>Fox Sales & Consulting, Inc. 89 West Lee Street Hagerstown, MD 21740 301-733-8505 Fax: 301-733-0826 www.foxsalesinc.com foxsalesinc@myactv.net <i>1977</i></p>	<p><i>Richard T. Sowers, President & Owner Nathanael Sowers, Printing Manager Sherri Giroux, Accounting Manager Large document reprographic services including color and black and white prints, banners, and blueprints; Printing and copying services from 8½x11 (spec-books) to 36x240 sizes; Drafting and engineering equipment and supplies; Sales and repair of optical and laser surveying instruments; Sales of drafting and engineering paper including vellum and Mylar ranging in all sizes on rolls and in sheets</i></p>	2	1 PT	3
<p>HBP, Inc. 952 Frederick Street Hagerstown, MD 21740-6821 301-733-2000 800-638-3508 Fax: 301-733-6586 www.hbp.com info@hbp.com <i>1903</i></p>	<p><i>John W. Snyder, President Lee Draper, CFO & COO Laura Powell, Controller Stuart Mullendore, Marketing & General Services Digital and conventional printing, brand and asset management; E-commerce cross-media marketing; Electronic merchandising; Variable data solutions, wide format, mailing, and fulfillment services; Graphic design; Promotional items</i></p>	110	-	110

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Hub Labels, Inc. 18223 Shawley Drive Hagerstown, MD 21740 301-790-1660 800-433-4532 Fax: 301-790-1795 www.hublabeles.com sales@hublabeles.com 1978	<i>Abbud S. Dahbura, President</i> <i>Thomas H. Dahbura, Vice President, Operations</i> <i>Anton T. Dahbura, Corporate Vice President</i> <i>Ed Jacobs, CFO</i> Pressure-sensitive labels for product identification, mailing, transportation, thermal transfer, direct thermal, coupons, piggyback, promotional, pharmacy, and other applications	115	-	115
Lehigh Phoenix 18249 Phoenix Drive Hagerstown, MD 21742 301-733-0018 800-632-4111 Fax: 301-791-9560 www.phoenixcolor.com 1992	<i>John Carbone, President</i> <i>John DePaul, President</i> <i>Peggy Marfilius, Vice President, Human Resources</i> <i>Brian Keck, Corporate Controller</i> Printing of book components	400	-	400
Tri-State Printing, Inc. 120 Bester Street Hagerstown, MD 21740 301-733-9560 Fax: 301-733-4306 www.tristateprinting.net swright@tristateprinting.net 1970	<i>Peter R. Wright, President & Owner</i> <i>Samuel P. Wright, Vice President & General Manager</i> <i>Julia I. Wright, Production Manager</i> Commercial printing and mailing services		10 FT GCIU - Local #C223	10
NAICS Group: Support Activities for Printing (NAICS Code 32312)				
Bindery Solutions, Inc. 1044 Virginia Avenue Hagerstown, MD 21740 301-790-1146 Fax: 301-790-1183 binderysolutions@myactv.net 2004	<i>Maurée Shinham, Vice President & General Manager</i> <i>Ed Ridenour, Facility Manager</i> Provides assorted finishing services to the commercial printing industry	11	10 PT	21
NAICS Group: Petrochemical Manufacturing (NAICS Code 32511)				
King Oil Company 12314 Huyett Lane Hagerstown, MD 21740-2117 301-797-0982 800-552-7432 Fax: 301-797-1963 kingoilcompany@aol.com 1981	<i>John D. King, Vice President & Secretary</i> <i>M. J. Pesin, General Manager</i> <i>Matthew L. King, Purchasing</i> <i>Dan Johnson, Sales Manager</i> Manufacturer of petroleum and PAO synthetic lubricating oils and additives; Manufacturer of more than 400 products for the agricultural, industrial, transportation, and construction industries, as well as the well-drilling, logging, mining, quarry and other natural resources industries	9	-	9
NAICS Group: Resin and Synthetic Rubber Manufacturing (NAICS Code 32521)				
EPS/CCA, Inc. 16414 Industrial Lane Williamsport, MD 21795 301-393-3555 Fax: 301-223-9109 www.epscca.com Valspar; Minneapolis, MN 1997	<i>Marc Braun, Plant Manager</i> <i>Ken Stewart, Manufacturing Manager</i> <i>Christine Hawbaker, Material Coordinator*</i> Worldwide manufacturer of custom-made resin products for the paints and coatings industry	8	19 FT UAW	27

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
NAICS Group: Fertilizer Manufacturing (NAICS Code 32531)				
SYNAGRO Hagerstown Pelletizer Plant	<i>Richard G. Schuman, Plant Manager</i>	7	-	7
1030 Frederick Street Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 549 Funkstown, MD 21734-0549 301-791-0919 Fax: 301-791-1883 www.synagro.com info@synagro.com SYNAGRO; Houston, TX 1989				
NAICS Group: Paint and Coating Manufacturing (NAICS Code 32551)				
Rust-Oleum Corporation	<i>Karl Lehtola, Manufacturing Manager</i> <i>Karen Ebersole, Human Resources Manager</i>	202	-	202
16410 Industrial Lane Williamsport, MD 21795 301-223-8500 800-355-2898 Fax: 301-223-8387 www.rustoleum.com klehtola@rustoleum.com RPM, Inc.; Medina, OH 1975				
NAICS Group: Soap and Cleaning Compound Manufacturing (NAICS Code 32561)				
P & D Creative Company, Inc.	<i>Paresh Shah, President</i> <i>D. Shah, Secretary & Treasurer</i> <i>Joseph Alberici, Marketing Director</i>	3	6 PT	9
128 West Church Street Hagerstown, MD 21742 <i>Mailing Address:</i> P.O. Box 2165 Hagerstown, MD 21742-2165 301-797-3503 888-838-4607 Fax: 301-797-7402 www.pdcreativeinc.com support@pdcreativeinc.com 1993				
NAICS Group: Plastics Pipe, Pipe Fitting, and Unlaminated Profile Shape Manufacturing (NAICS Code 32612)				
Performance Pipe	<i>Leland K. Zlomke, Plant Manager</i>	60	-	60
11711 Hopewell Road Hagerstown, MD 21740-2184 301-582-6600 Fax: 301-582-6670 www.cpchem.com/performancepipe zlomklk@cpchem.com Chevron Phillips Chemical Company; Houston, TX 1996				

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
NAICS Group: Laminated Plastics Plate, Sheet (except Packaging), and Shape Manufacturing (NAICS Code 32613)				
GBC Films Group 560 Western Maryland Parkway Hagerstown, MD 21740 301-791-5746 Fax: 301-766-9139 www.gbc.com edorsey@gbc.com <i>General Binding Corp., Northbrook, IL;</i> <i>Cosmo Films, Ltd; New Delhi, India</i> 1996	<i>Edmund Dorsey, Plant Manager*</i> Extrusion coating and slitting of thermal laminating film	46	-	46
NAICS Group: Plastics Bottle Manufacturing (NAICS Code 32616)				
Parker Plastics, Inc. 105 Enterprise Lane Hagerstown, MD 21740 301-766-9495 Fax: 301-766-9493 www.parkerplastics.net ceyler@parkerplastics.net <i>Parker Plastics, Inc.; Pleasant Prairie, WI</i> 2006	<i>Jimmy R. Brown, General Manager</i> <i>Cheryl A. Eyler, Office Manager*</i> Custom blow molder of PET, HDPE, LDPE, and PP plastic bottles and containers	53	1 PT	54
NAICS Group: Other Plastics Product Manufacturing (NAICS Code 32619)				
Caldwell Manufacturing Company 9850 Prosperity Lane Williamsport, MD 21795 <i>Mailing Address:</i> P.O. Box 437 Williamsport, MD 21795-0437 301-223-6500 Fax: 301-223-8223 www.caldwellmfgco.com morr@caldwellmfgco.com <i>Caldwell Mfg. Co.; Rochester, NY</i> 1982	<i>B. Fletcher Smith, Jr., General Manager</i> <i>Melonie Orr, Human Resources & Safety Coordinator</i> Manufacturer of window balance systems and related hardware	47	-	47
CertainTeed Corporation 10131 Governor Lane Boulevard Williamsport, MD 21795 <i>Mailing Address:</i> P.O. Box 290 Williamsport, MD 21795-0290 301-582-5518 Fax: 301-582-5501 www.certainteed.com jeffrey.l.hovey@saint-gobain.com <i>Saint Gobain Corporation;</i> <i>Valley Forge, PA, Saint Gobain, France</i> 1971	<i>Jeffrey L. Hovey, Plant Manager</i> <i>Matt Kriner, Plant Controller</i> <i>Patrick Ebbitt, Human Resources & Safety Manager</i> Manufacturer of vinyl building products including siding and accessories	36	207 FT IBB, AFL-CIO Local #D533	243

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
<p>Eaton Aeroquip, Inc. 10402 Governor Lane Boulevard Williamsport, MD 21795 301-223-8811 Fax: 301-223-8803 www.eaton.com Eaton's Aeroquip Group; Maumee, OH 1983</p>	<p><i>Richard Weisenmiller, Plant Manager</i> Manufacturer of plastic extrusions, custom profiles, and fabrications; Single, co, and tri-extrusions; Products include a wide variety of materials; ISO 14001 Environmentally Certified; ISO 9001 Certified</p>	35	-	35
<p>Hesco, Inc. 720 North Mulberry Street Hagerstown, MD 21740 Mailing Address: P.O. Box 386 Hagerstown, MD 21741-0386 301-739-5911 Fax: 301-739-4332 www.hescoincorporated.com hesco@hescoincorporated.com 1950</p>	<p><i>Max O. "Rick" Mogensen, Jr., President</i> <i>Cheryl L. Mogensen, Vice President</i> Custom plastic injection molding; Computerized and laser engraving and cutting; Laminating services; Hot stamping; Ultrasonic and spin welding</p>	6	1 PT	7
<p>Xerxes Corporation 16404 Elliott Parkway Williamsport, MD 21795 301-223-6933 Fax: 301-223-6836 www.xerxescorp.com ZCL Composites, Inc.; Edmonton, Alberta; Canada 1989</p>	<p><i>Wayne Green, Plant Manager</i> <i>Marie VanValkenburgh, Controller*</i> Fiberglass, underground storage tanks, and accessories</p>	11	67 FT UAW	78
NAICS Group: Other Rubber Product Manufacturing (NAICS Code 32629)				
<p>Larstan Industries, Inc. 9317 Earley Drive Hagerstown, MD 21740 301-739-6055 888-711-5650 Fax: 301-739-3631 brendapoole@banksbroscorp.com Banks Bros. Corp.; Bloomfield, NJ 1966</p>	<p><i>Robert Lemons, Plant Manager</i> <i>Brenda Poole, Human Resources Manager</i> Rubber; Plastics; Foam rubber parts for the automotive industry; General foam rubber parts</p>	24	-	24
NAICS Group: Clay Building Material and Refractories Manufacturing (NAICS Code 32712)				
<p>Redland Brick, Inc. 15718 Clear Spring Road Williamsport, MD 21795 Mailing Address: P.O. Box 160 Williamsport, MD 21795-160 301-223-7700 800-366-2742 Fax: 301-223-6675 www.redlandbrick.com information@redlandbrick.com The Belden Brick Company; Canton, OH 1872</p>	<p><i>Joseph L. Miles, President & CEO</i> <i>Sherry R. Harper, CFO*</i> <i>Simon J. Whalley, Director of Manufacturing</i> <i>Barry Miller, Safety, Environment & Quality Manager</i> Face brick; Pavers; Handmade brick; Special shapes</p>	40	2 PT 91 FT Teamsters Local #992	133

Number of Employees

Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
---------------------------	---	--------------------

NAICS Group: Cement Manufacturing (NAICS Code 32731)

<p>Holcim USA, Inc. 1260 Security Road Hagerstown, MD 21742 301-739-1150 Fax: 301-739-6708 www.holcim.com denzil.cotera@holcim.com <i>Holcim; Zurich, Switzerland</i> 1903</p>	<p><i>Denzil Cotera, Plant Manager</i> <i>Robert Whetstone, Plant Controller</i> <i>Mark Milani, Production Manager</i> <i>Scott Housel, Maintenance Manager</i> Portland cement manufacturer</p>	26	67 FT USW	93
---	---	----	------------------	----

NAICS Group: Ready-Mix Concrete Manufacturing (NAICS Code 32732)

<p>Potomac Construction Industries, Inc. 14971 Bottom Road Williamsport, MD 21795 <i>Mailing Address:</i> 411 Auburn Street Martinsburg, WV 25401 301-223-8448 866-923-4724 Fax: 304-263-0142 www.pci-potomac.com mike@pci-potomac.com <i>Potomac Construction Industries, Inc.;</i> <i>Martinsburg, WV</i> 2007</p>	<p><i>Justin Corbin, Plant Manager</i> Manufacture and deliver ready-mix concrete to developers, builders, contractors, general contractors, and residential homeowners</p>	6	-	6
<p>Schuster Concrete 1000 Sherman Avenue Hagerstown, MD 21740 240-420-0555 Fax: 240-420-0805 www.schusterconcrete.com <i>Schuster Concrete; Owings Mills, MD</i> 2005</p>	<p><i>Robert Doody, Plant Manager</i> Deliver ready-mix concrete for the commercial and residential industries</p>	20	-	20
<p>Thomas, Bennett & Hunter, Inc. 410 North Burhans Boulevard Hagerstown, MD 21740-3760 301-739-5944 Fax: 410-876-0733 www.tbhconcrete.com sales@tbhconcrete.com <i>Thomas, Bennett & Hunter, Inc.;</i> <i>Westminster, MD</i> 1939</p>	<p><i>Dennis Sparks, Plant Manager</i> Supplier of ready-mixed concrete to developers, builders, contractors, and homeowners</p>	23	-	23
<p>Tri-State Concrete, Inc. 10108 White Hall Road Hagerstown, MD 21740 301-797-7211 Fax: 301-797-5973 1976</p>	<p><i>Jeryl Weaver, President</i> Manufacture and deliver ready-mix concrete</p>	1	1 PT	2

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
NAICS Group: Concrete Pipe, Brick, and Block Manufacturing (NAICS Code 32733)				
Hagerstown Block Company 860 Oak Street Hagerstown, MD 21740 301-733-3510 800-582-2805 Fax: 301-733-5310 www.hagerstownblock.com info@hagerstownblock.com 1946	<i>John Cauffman, President</i> <i>Doy C. Sneckenberger, Vice President</i> <i>Bret Sprecher, Production Manager</i> <i>Thomas Roue, Controller & Treasurer</i> <i>Janet Lee Sneckenberger, Personnel Manager</i> Stone, medium-weight, lightweight, ground-face, and architectural block; Ready-mix concrete; Clay brick; Anchor Wall retaining wall systems; Paver products for walks and patios; Masonry tools and related masonry use items	38	-	38
Pavestone Company 11831 Hopewell Road Hagerstown, MD 21740 240-420-3780 866-409-7993 Fax: 240-420-3784 www.pavestone.com <i>Pavestone Company; Dallas, TX</i> 2001	<i>Scott McIntyre, Regional Operations Manager</i> <i>Bob York, Plant Manager</i> <i>Laura Schultz, Office Manager*</i> Manufacturer of concrete pavers and wall block	68	-	68
NAICS Group: Other Concrete Product Manufacturing (NAICS Code 32739)				
C.R. Semler, Inc. 11664 Mapleville Road Smithsburg, MD 21783 301-824-2780 Fax: 301-824-3520 www.crsemeler.com jkflook@crsemeler.com 1960	<i>Charles R. Semler, Sr., President</i> <i>Charles R. Semler, Jr., Vice President</i> <i>Janella K. Flook, Treasurer</i> Manufacturer of concrete products; Residential excavation	20	2 PT	22
Richards-Wilbert, Inc. 16107 National Pike Hagerstown, MD 21740-4727 <i>Mailing Address:</i> P.O. Box 226 Hagerstown, MD 21741-226 301-582-1122 800-875-4591 Fax: 301-790-0775 www.richardswilbert.com rwi.mary@myactv.net 1940	<i>J. Richard Ward, President</i> <i>David Sprankle, Plant Supervisor</i> <i>Mary Klitch, Office Manager</i> <i>Kelly Zimmerman, Marketing</i> Concrete burial vault manufacturer with delivery to funeral service sites; Funeral equipment and service provider	14	1 PT	15
NAICS Group: Plate Work and Fabricated Structural Product Manufacturing (NAICS Code 33231)				
Hagerstown Metal Fabricators, Inc. 901 Pope Avenue Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 2887 Hagerstown, MD 21741-2887 301-790-1815 866-790-1815 Fax: 301-790-2885 www.hmfinc.com info@hmfinc.com 1996	<i>Gary Kipe, President</i> Custom fabrication using steel, stainless steel, manganese steel and aluminum; Provide parts and assemblies to OEM accounts; Unique parts or production runs; Customers include transportation and mining industries, and machine tool builders; Product line includes custom fabricated aluminum tool boxes, the Hitch Box, and Bed Box	10	2 PT	12

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Pro-Fabricators, Inc. 12745 Smithsburg Pike Smithsburg, MD 21783 301-824-3172 Fax: 301-824-6075 www.pro-fabricators.com info@pro-fabricators.com 1992	<i>Terry R. Roane, President</i> <i>John Stockslager, Plant Manager</i> <i>Sterling Crampton, General Manager</i> <i>Deborah A. Roane, Secretary & Treasurer</i> Custom metal fabrication; Services dust collection systems; Plasma and laser cutting, forming, and welding	14	-	14
Talley Metal Products, Inc. 16020 Business Parkway Hagerstown, MD 21740 301-791-2500 Fax: 301-791-2540 1995	<i>John E. Talley, Jr., President</i> <i>Robert E. Thompson, Plant Manager</i> Structural steel fabricator	4	-	4
NAICS Group: Ornamental and Architectural Metal Products Manufacturing (NAICS Code 33232)				
Duvinage, LLC 60 West Oak Ridge Drive Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 828 Hagerstown, MD 21741-0828 301-733-8255 800-541-2645 Fax: 301-791-7240 www.duvinage.com sales@duvinage.com <i>Key Bridge Partners; Washington, DC</i> 1938	<i>William E. Sanders, Jr., President</i> <i>Paul Scheerer, Vice President</i> Manufacturer of steel spiral and circular stairs; Ornamental hand rails; Contract steel fabrication	46	3 PT	49
Hopewell Manufacturing, Inc. 11311 Hopewell Road Hagerstown, MD 21740 301-582-2343 877-521-2787 Fax: 301-582-4736 www.hopewellmfg.com hopewellmfg@hopewellmfg.com 1979	<i>Paul E. Kramer, Owner</i> <i>James McCleaf, Supervisor</i> <i>Jackie Woodcock, Graphic Designer</i> Interpretive design and graphics, and aluminum exhibit display structures	4	1 PT	5
Jamison Door Company 55 J.V. Jamison Drive Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 70 Hagerstown, MD 21741-0070 301-733-3100 800-532-3667 Fax: 301-791-7339 www.jamisondoor.com jtw@jamisondoor.com 1906	<i>John T. Williams, Chairman</i> <i>Greg Lloyd, CFO</i> <i>Thomas Johnson, Executive Vice President, Manufacturing</i> <i>Dwight Clark, Vice President, Sales & Marketing</i> <i>Karen Deadmon, Human Resources Manager</i> Manufacturer and sales of doors for cooler and freezer room environments and other specialty door applications	35	79 FT UBCJA - Local #340	114

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
R & L Sheet Metal Products, Inc. 920-A Eldridge Drive Hagerstown, MD 21740 301-797-5569 877-432-0827 Fax: 301-797-5640 www.rlsheetmetalproducts.com bob@rlsheetmetalproducts.com 1989	<i>Robert K. Robillard, President</i> <i>Joel Graybill, Shop Foreman</i> Custom fabrication; Commercial gutter and downspout; Custom roof flashings; Flat sheets; Trim coil	4	2 PT	6
NAICS Group: Hardware Manufacturing (NAICS Code 33251)				
Blaine Window Hardware, Inc. 17319 Blaine Drive Hagerstown, MD 21740 301-797-6500 Fax: 301-797-2510 www.blainewindow.com 1970	<i>William A. Pasquerette, Vice President & General Manager</i> <i>James Souders, Manufacturing Manager*</i> Replacement window and door hardware; Balance systems; Window operators, handles, hinges, and closet and patio door hardware; Insect screens; Toilet compartments; Custom manufacturing; Research department; Retail outlet	41	8 PT	49
NAICS Group: Spring and Wire Product Manufacturing (NAICS Code 33261)				
Maccaferri, Inc. 10303 Governor Lane Boulevard Williamsport, MD 21795 301-223-6910 Fax: 301-223-6134 www.maccaferri-usa.com <i>Officine Maccaferri, S.p.A.; Bologna, Italy</i> 1972	<i>Paolo Raponi, CEO</i> <i>Brian Bidinost, Plant Manager</i> <i>Michelle Mong, Senior Staff Accountant</i> Gabions (wire mesh baskets)	38	-	38
NAICS Group: Machine Shops (NAICS Code 33271)				
Bikle Manufacturing, Inc. 12921 Bikle Road Smithsburg, MD 21783 <i>Mailing Address:</i> P.O. Box 186 Smithsburg, MD 21783-0186 301-824-2537 800-511-5056 Fax: 301-824-6148 www.biklemfg.com biklemfg@earthlink.net 1971	<i>Richard N. Bikle, President</i> <i>Jon Palmer, General Manager</i> Machine tool rebuilding and retrofitting, precision machining, and fabrication; Custom iron working machinery; Hydraulic repair; On-site service; CNC control sales and service	15	-	15
Central Precision, Inc. 20823 San Mar Road Boonsboro, MD 21713-1841 301-797-4800 Fax: 301-733-4604 www.centralprecision.com sales@centralprecision.com 1994	<i>Dennis E. Weaver, President</i> <i>Linda Weaver, Vice President</i> <i>David L. Weaver, Vice President, Operations*</i> <i>Robert E. Unger, Quality Assurance Manager</i> <i>Christopher Hott, Production Manager</i> Provides services for the electronics, marine, aerospace, medical, transportation, and telecommunication industries; Full-service fabrication and machine shop, working with a variety of metals including aluminum, steel, stainless steel, copper and brass; ISO 9001:2000 Certified manufacturing facility	90	4 PT	94

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Custom Machine 840 Bowman Avenue Hagerstown, MD 21740 301-739-4606 Fax: 301-714-1494 www.customcncmachine.com info@customcncmachine.com 1984	<i>Peter W. O'Boyle, President</i> <i>Craig Bartles, Shop Foreman</i> <i>Dan Gorman, Quality Manager</i> Precision contract machine shop, serving the electronic, machine tool, printing, aerospace, and processing industries; CNC milling and turning; Cylindrical and surface grinding; M.I.G. and T.I.G. welding; ISO 9001:2008 Certified	18	2 PT	20
DVF Corporation 9455 Earley Drive Hagerstown, MD 21740 301-416-7497 Fax: 301-733-4872 www.dvfcorporation.com jw@dvfcorporation.com 1994	<i>James W. Wolfe, President</i> <i>Harry H. Wolfe, Vice President, Manufacturing</i> Contract engineering and manufacturing; Factory automation and material handling systems; Vision System, Optical Design; Complete machining and fabrication services; Prototype to light production; Engineering design and prototype services; Turnkey from concept through installation	8	2 PT	10
Electromet Corporation 879 Commonwealth Avenue Hagerstown, MD 21740 301-797-5900 Fax: 301-790-2937 www.electromet.com smain@electromet.com 1978	<i>David O. McCain, President</i> <i>David Wasberg, Business Development Manager</i> <i>Pamela Shatzer, Manufacturing Manager</i> <i>Shelley J. Main, Administration Manager*</i> <i>Terry L. Wood, Technical Director</i> Custom, precision sheet metal fabrication and machining for high technology and defense industries; GKI Electronic Enclosures Division, Mechanical assembly and painting; Military and AWS certified welding; ISO 9001:2000 Certified, MIL-S-901 Shock, MIL-STD-167 Vibration; Custom and COTS electronic cabinets and enclosures	92	1 PT	93
Hopewell Sheet Metal Manufacturing, Inc. 11316 Hopewell Road Hagerstown, MD 21740-2105 301-582-3270 301-582-3297 866-777-8911 Fax: 301-582-1506 www.hopewellsm.com office@hopewellsm.com 1981	<i>David L. Horn, President</i> <i>Mark E. Baker, Vice President & Plant Supervisor</i> <i>Diane J. Baker, Secretary & Treasurer</i> Custom sheet metal fabrication of copper, aluminum and cold-rolled, galvanized, and stainless steel; Ductwork for residential, commercial, and industrial applications; Computer plasma burning and coil line; Custom weld shop	27	-	27
NAICS Group: Other Industrial Machinery Manufacturing (NAICS Code 33329)				
Pangborn Corporation 13511 Label Lane, Suite 200 Hagerstown, MD 21740 301-739-3500 800-638-3000 Fax: 301-739-2279 www.pangborn.com Pangborn Corporation; Fairburn, GA 1904	<i>Lynn Keller, Manager, Process Engineering</i> Technical engineering, research and development, product services, and customer technological service functions, supporting Pangborn's manufacturing operations, blast cleaning and surface preparation systems; Equipment and services	14	-	14

Number of Employees

Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
------------------------	---	-----------------

NAICS Group: Commercial and Service Industry Machinery Manufacturing (NAICS Code 33331)

<p>Pepsi Bottling Group - Refurb Center 10417 Fergusson Lane, Suite 4000 Williamsport, MD 21795-3172 301-582-5105 800-783-0710 Fax: 301-582-1442 www.pepsi.com mike.vanhook@pepsi.com <i>The Pepsi Bottling Group; Somers, NY</i> 1995</p>	<p><i>Michael Van Hook, Refurb Manager</i> <i>Sue Wess, Customer Service Manager</i> <i>Virginia Harvey, Administrative Assistant</i> Remanufacturing of marketing equipment; Customer service and parts distribution center</p>	83	-	83
--	---	----	---	----

NAICS Group: Ventilation, Heating, Air-Conditioning, and Commercial Refrigeration Equipment Manufacturing (NAICS Code 33341)

<p>AeroSys, Inc. 929 Eldridge Drive Hagerstown, MD 21740 301-671-2361 Fax: 301-671-2365 www.aerosysinc.com asinfo@aerosysinc.com 2007</p>	<p><i>James A. Garrett, President</i> Manufacturer of through-the-wall and spot-cooled air-conditioners; EPA certified refrigerant re-claimer</p>	15	2 PT	17
---	--	----	------	----

<p>Clean Air, Inc. 10522 Governor Lane Boulevard Williamsport, MD 21795 <i>Mailing Address:</i> 10303 Governor Lane Boulevard Williamsport, MD 21795 301-223-1500 Fax: 301-223-5511 mstill@cleanair-usa.com <i>Officine Maccaferri S.p.A.; Bologna, Italy</i> 2003</p>	<p><i>Giuseppe Giannattasio, President</i> <i>Stefano Zanello, Vice President</i> <i>Dave Malott, Production Manager</i> <i>Mike Still, Sales Manager</i> Manufacturer of industrial air filtration component parts; Filter bag cages</p>	8	3 PT	11
---	---	---	------	----

NAICS Group: Metalworking Machinery Manufacturing (NAICS Code 33351)

<p>Cinetic Landis Corp. 16778 Halfway Boulevard Hagerstown, MD 21740 301-797-3400 Fax: 301-797-3159 www.fivesgroup.com/landis landis-us-info@fivesgroup.com <i>Fives Cinetic; Paris, France</i> 2008</p>	<p><i>Daniel Pheil, President & CEO</i> <i>Rodney Teach, CFO</i> <i>Matthew Shockey, Manager, Manufacturing</i> <i>Michael Rock, Director, Human Resources & CSR</i> <i>Dwight Myers, Mgr., Supply Chain & New Bus. Development</i> Manufacturer of state-of-the art precision grinding systems; Product line includes Landis cylindrical, camshaft and crankshaft orbital grinders; Landis Cincinnati center-less grinders; Landis Giustina disc grinders; Gardner Abrasive grinding wheels and CITCO PCD/PCBN cutting tools, diamond and CBN grinding wheels, and diamond dressing products</p>	85	20 FT	105
---	--	----	-------	-----

*Designated personnel/human resources contact.

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
<p>Rampf Molds Industries, Inc. 90 Western Maryland Parkway Hagerstown, MD 21740 301-791-6880 800-486-6537 Fax: 301-791-0327 www.rampf.com sales@rampf.com <i>Rampf Formen GmbH; Allmendingen, Germany</i> 1990</p>	<p><i>Roland Rampf, President & CEO</i> <i>Josef Ott, Vice President & Plant Manager</i> <i>Gary Cramer, Controller</i> <i>Sara McCall, Human Resources Manager</i> Manufacturer of molds for machine-made concrete products such as pavers, patio and landscape products, retaining wall stones, curbstones, masonry products, and specialty products</p>	65	-	65
<p>SAMP/USA, Inc. 10522 Governor Lane Boulevard Williamsport, MD 21795 301-223-8584 Fax: 301-223-8542 www.sampinc.com info@sampinc.com <i>Sampsistemi, S.p.A.; Bologna, Italy</i> 1976</p>	<p><i>Dominique Perroud, Vice President & Managing Director</i> <i>Stefano Zanello, Vice President, Finance</i> <i>Patricia Walter, Comptroller*</i> Wire drawing, annealing, spooling machines, and related equipment, such as bunchers and extrusion lines</p>	11	-	11
NAICS Group: Material Handling Equipment Manufacturing (NAICS Code 33392)				
<p>JLG Industries, Inc. 13224 Fountainhead Plaza Hagerstown, MD 21742 240-420-2661 877-JLG-Lift (554-5438) Fax: 240-420-8716 www.jlg.com <i>Oshkosh Corporation; Oshkosh, WI</i> 2000</p>	<p><i>Wilson R. Jones, President</i> <i>Tracey McKenzie, Vice President, Human Resources</i> Finance, marketing, and sales functions in support of the production of mobile aerial work platforms, telehandlers, drop deck trailers, and telescopic hydraulic excavators under the trademarks of JLG, Lull, SkyTrak, Gradall, and Triple-L</p>	300	-	300
NAICS Group: Navigational, Measuring, Electromedical, and Control Instruments Manufacturing (NAICS Code 33451)				
<p>Frazier Precision Instrument 925 Sweeney Drive Hagerstown, MD 21740 301-790-2585 www.frazierinstrument.com info@frazierinstrument.com 1990</p>	<p><i>John T. Scrivener, President</i> <i>Thomas Scrivener, Manager</i> <i>Elaine Scrivener, Secretary</i> Manufacturer of test instruments; Custom design and prototype production; Custom machine shop; Design and manufacture instruments measuring air permeability of fabrics, nonwovens, and filters as well as abrasion resistance and compressibility</p>	5	-	5
<p>Reisner Products, Inc. 358 West Church Street Hagerstown, MD 21740 301-797-4315 Fax: 301-797-4929 cryskeen@aol.com 1975</p>	<p><i>Crystal Keeney, President</i> <i>Steven Keeney, Vice President*</i> Government manufacturer of radar plotting boards, antennas, lead-droppers, and containers</p>	4	1 PT	5

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Zeltex, Inc. 130 Western Maryland Parkway Hagerstown, MD 21740 301-791-7080 800-732-1950 Fax: 301-733-9398 www.zeltex.com zeltex@zeltex.com 1992	<i>Todd Rosenthal, President*</i> Near-infrared analyzers for protein, moisture, and oil analysis in grain, cheese, and food products; Analysis of octane in gasoline	16	1 PT	17
NAICS Group: Electrical Equipment Manufacturing (NAICS Code 33531)				
South Atlantic Controls, Inc. 10226 Governor Lane Boulevard, Suite 4001 Williamsport, MD 21795 <i>Mailing Address:</i> P.O. Box 280 Williamsport, MD 21795-0280 301-223-9166 Fax: 301-223-5945 www.sacontrols.com 1983	<i>Craig L. Shupp, President</i> <i>Glenn Reimel, Purchasing Agent</i> <i>Susan Shupp, Office Manager</i> PLC-based electrical controls; PDC software development; Panel fabrication and control system installation	10	-	10
Tristate Electronic Mfg., Inc. 91 Western Maryland Parkway, Suite 5 Hagerstown, MD 21740 301-739-9404 Fax: 301-739-5056 www.tristateelectronicmfg.com sales@tristateelectronicmfg.com 1985	<i>Ryan K. Null, President</i> <i>Carolyn Lane, Production Manager</i> <i>Becky Muritz, Office Manager*</i> Contract electronics manufacturer; PCB assembly, coating, test services, layout, and final box build	20	1 PT	21
NAICS Group: Automobile and Light Duty Motor Vehicle Manufacturing (NAICS Code 33611)				
Customizers, Inc./Creative Accents 14133 Pennsylvania Avenue Hagerstown, MD 21742-2397 301-797-7727 Fax: 301-797-5738 www.customizersconversions.com customizers@myactv.net 1978	<i>Kelly F. Eakle, Owner</i> Direct manufacturer of custom van, truck, and SUV conversions for General Motors; Retail, after-market auto accessories and installations; Graphics, lettering, and commercial signs; Separate division servicing the physically challenged community including wheelchair and scooter lifts, and hand controls in motor vehicles; Manufacturer of Safety Van to safely transport up to 15 passengers	10	-	10
NAICS Group: Heavy Duty Truck Manufacturing (NAICS Code 33612)				
Volvo Powertrain North America 13302 Pennsylvania Avenue Hagerstown, MD 21742 301-790-5400 www.volvo.com <i>AB Volvo; Gothenburg, Sweden</i> 1961	<i>Thomas Hard, VP Business Office & Site Leader</i> Design and manufacture diesel engines and transmissions for heavy-duty trucks	642	523 FT UAW	1165

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
NAICS Group: Motor Vehicle Gasoline Engine and Engine Parts Manufacturing (NAICS Code 33631)				
HK Engine Components, LLC 9411 Earley Drive Hagerstown, MD 21740 240-313-3601 Fax: 301-766-4229 www.hkec.com hkecsales@hkec.com <i>MISCOR Group Ltd.; Massillon, OH</i> 1995	<i>J. Cullen Burdette, Vice President</i> <i>Matt Thomas, Production Manager</i> <i>Christy Dawson, Customer Service Representative</i> Manufacturer of replacement diesel engine parts for large marine, locomotive, and stationary power generation equipment; AAR M-1003 Certified	31	-	31
Rayloc 100 Rayloc Drive Hancock, MD 21750 301-678-5555 Fax: 301-678-7370 www.rayloc.com 1972	<i>James H. Kirkland, General Manager</i> <i>Nathan Lester, Operations Manager</i> <i>Wayne Younker, Human Resources Manager</i> Remanufacturer of automotive parts	27	-	27
NAICS Group: Other Motor Vehicle Parts Manufacturing (NAICS Code 33639)				
Transwheel Corporation 10417 Fergusson Lane, Suite 2000 Williamsport, MD 21795 301-223-4855 800-943-3577 Fax: 301-223-4860 www.transwheel.com jdobrzanski@transwheel.com <i>Transwheel Corp.; Huntington, IN</i> 1997	<i>Jane Dobrzanski, Plant Manager</i> Refinishing and distribution of original equipment OEM aluminum wheels for the automotive industry	45	1 PT	46
NAICS Group: Wood Kitchen Cabinet and Countertop Manufacturing (NAICS Code 33711)				
Hagerstown Kitchens, Inc. 13324 Pennsylvania Avenue Hagerstown, MD 21742 <i>Mailing Address:</i> P.O. Box 1415 Hagerstown, MD 21741-1415 301-739-7228 Fax: 301-791-1767 www.hagerstownkitchens.com info@hagerstownkitchens.com 1969	<i>Andrew Lobley, President, COO</i> <i>David Lobley, Vice President, Sales & Marketing</i> <i>Randy Saylor, Vice President, Customer Service</i> <i>Penny Richardson, Controller</i> <i>Mike Kendall, Plant Manager</i> Custom all-wood cabinetry for every room in the home; Factory direct pricing available; All cabinetry is locally built	55	-	55
NAICS Group: Household and Institutional Furniture Manufacturing (NAICS Code 33712)				
Beachley Furniture Company, Inc. 227 North Prospect Street Hagerstown, MD 21740 301-733-1910 Fax: 301-733-5354 www.beachley.com davidb@beachley.com 1887	<i>David C. Beachley, President</i> <i>Mike Zimmerman, Director of Operations</i> <i>Jason Snyder, Director of Finance</i> Upholstered furniture manufacturer for residential and commercial markets; Small and large scale reupholsters; Builds banquettes and booths for residential and commercial markets; Specialty products and Private Label manufacturer	25	-	25

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
West Manufacturing Co., Inc. 910 Eldridge Drive Hagerstown, MD 21740 301-797-4479 Fax: 301-797-4666 www.westmfgco.com westmfg@aol.com 1966	<i>David T. West, III, President</i> <i>Bettie Moore, Accounting & Payroll Manager</i> <i>Lauren Melody, Purchasing, Sales Office*</i> Manufacturer of government and military seat cushions; Cut and sew; 3 Industrial seats (off road equipment); Engineering and design; Metal fabrication	9	1 PT	10
NAICS Group: Mattress Manufacturing (NAICS Code 33791)				
Sealy Mattress Company 16114 Elliott Parkway Williamsport, MD 21795 301-223-9700 800-852-8571 Fax: 301-223-5157 www.sealy.com <i>Sealy, Inc.; Trinity, NC</i> 1990	<i>J.R. Johnson, Jr., Director of Operations</i> <i>Lee Ridenour, Controller</i> <i>Olga Miranda, Human Resources</i> Manufacturer of mattresses and box springs	19	86 FT UIWNA , AFL-CIO	105
NAICS Group: Medical Equipment and Supplies Manufacturing (NAICS Code 33911)				
Action Products, Inc. 954 Sweeney Drive Hagerstown, MD 21740 301-797-1414 800-228-7763 Fax: 301-733-2073 www.actionproducts.com service@actionproducts.com 1978	<i>Troy McKnight, CEO</i> <i>Mistie Witt, President, Medical Products Group</i> <i>Chris McElroy, Senior Vice President</i> <i>D. Michelle Laing, Vice President, Operations</i> Manufacturer of Akton® Viscoelastic Polymer, an ultra-soft synthetic rubber which provides better comfort and protection for consumers	100	-	100
Biaera Technologies 277 Eastern Boulevard, Suite 3 Hagerstown, MD 21740 301-695-0022 www.biaera.com hartings@biaera.com 2010	<i>Justin M. Hartings, Ph.D, President & CEO</i> Delivers turnkey bioaerosol inhalation systems to federal, university, and private sector research laboratories; Offers a full complement of aerobiology-related equipment and program building services	1	-	1
Crist Instrument Company, Inc. 111 West First Street Hagerstown, MD 21740 301-393-8615 Fax: 301-393-8618 www.cristinstrument.com joan@cristinstrument.com 1999	<i>Joan Burkholder, CEO</i> <i>Charles "Chuck" Crist, Executive Vice President</i> <i>Robert Lambright, COO</i> <i>Terri Crist, CFO</i> <i>Patrick Crist, Marketing & Sales Manager</i> Custom design and manufacturer of medical research and other equipment, specializing in MRI and neurological compatible devices, e.g., primate chairs and catch poles, small animal and miniature microdrives; Custom electronic devices and swivels, reward systems, optical devices, implant devices, stereo-taxic frames, and isolation booths; Use of materials such as titanium, stainless steel, aluminum, and a variety of plastics including polycarbonate, acrylic, ultem, and peek	15	-	15

Number of Employees

Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
------------------------	---	-----------------

NAICS Group: Sign Manufacturing (NAICS Code 33995)

<p>GS Images, a Division of Advertising, Inc. 355 South Potomac Street Hagerstown, MD 21740-6032 <i>Mailing Address:</i> P.O. Box 1288 Hagerstown, MD 21741-1288 301-791-6920 800-223-6920 Fax: 301-733-5379 www.gsimages.com dwright@gsimages.com <i>Advertising, Inc.; Hagerstown, MD 1976</i></p>	<p><i>Douglas S. Wright, Jr., President</i> Signs, displays, and exhibits, including interior and exterior building signs, site signs, posters, banners, point of purchase and trade show displays; Vehicle lettering and graphics; 60" wide, full-color printing with full-service lamination and mounting; Complete design, fabrication, and installation</p>	4	-	4
<p>Kenney Signs, Inc. 11307 Hopewell Road Hagerstown, MD 21740 301-582-0007 800-358-8004 Fax: 301-582-4742 www.kensign.com jason@kensign.com <i>Kenney Signs, Inc.; Frostburg, MD 1994</i></p>	<p><i>Jason P. Kenney, General Manager</i> Full-service sign company; Design, manufacture, and install signage such as neon, illuminated letters, electronic message displays, metal, wood, and plastic; Vehicle lettering; Banners; Flags and poles</p>	15	2 FT IBEW - Local #307	17
<p>Sign Here 345 East Antietam Street, Suite A Hagerstown, MD 21740 301-791-7654 800-442-7654 Fax: 301-791-9148 thesignpro@signhere.net <i>Century Graphics Group, LLC; Hagerstown, MD 1994</i></p>	<p><i>Dean E. Martin, Manager</i> Commercial signage and display graphics; Real estate and job site signage; Architectural sign systems; Banners and flags; Industrial decals; Vehicle graphics; Digital imaging and lamination</p>	10	2 PT	12
<p>Tim Fraker Signs 977 Mt. Aetna Road Hagerstown, MD 21740 301-733-8000 Fax: 301-733-8017 www.timfrakersigns.com timfrakersigns@myactv.net 1987</p>	<p><i>Timothy W. Fraker, Owner</i> <i>Lee McIntyre, Graphic Artist</i> <i>Rose Teach, Office Manager</i> Complete commercial sign shop; Digital vehicle graphics, banners, vinyl lettering, hand-painted signs, sand-blasted, carved and gold-leaf signs, and architectural signage; Graphic design specialists</p>	4	-	4
<p>W. J. Strickler Signs, Inc. 16803-S Notley Road Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 175 New Oxford, PA 17350-0175 301-790-3555 800-222-0387 Fax: 717-624-7151 www.stricklersigns.com info@stricklersigns.com <i>W. J. Strickler Signs, Inc.; New Oxford, PA 1980</i></p>	<p><i>Bryan D. Strickler, President</i> Full-service commercial and electric sign company; Illuminated awnings; Fabricated letters and logos; Neon fabrication; Vinyl lettering and application; Graphic design; Offering sign manufacturing, installation, service, and full permitting and variance services</p>	2	-	2

*Designated personnel/human resources contact.

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
NAICS Group: All Other Miscellaneous Manufacturing (NAICS Code 33999)				
Eastern Organ Pipes, Inc. 403 North Prospect Street Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 2388 Hagerstown, MD 21741-2388 301-797-7922 Fax: 301-797-7978 www.eopipes.com info@eopipes.com 1993	<i>Frederick W. Morrison, President & Co-Owner</i> <i>Delphin L. Frushour, Treasurer & Co-Owner</i> <i>Alvin F. Rogers, Co-Owner</i> Manufacture and repair metal flue and reed pipes for pipe organs; Sell related pipe-making supplies	9	1 PT	10
GESAC, Inc. 125 Orchard Drive Boonsboro, MD 21713 301-432-5884 Fax: 301-432-6199 www.gesacinc.com gesac_inc@verizon.net 1986	<i>N. Rangarajan, President</i> Mechanical design; Precision machining and assembly; Testing; Ergonomics; Software development; Vinyl molding with inserts and blown foam, Urethane molding with inserts; mold design for cold and hot molding	6	1 PT	7
Hagerstown Organ Company, Inc. 901 Pope Avenue, Suite 14 Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 945 Hagerstown, MD 21741-0945 301-797-4300 Fax: 301-739-4833 1992	<i>Craig Doyle, President</i> New and rebuilt pipe organs; Solid state upgrading; Service and additions	1	2 PT	3
Trivo Company, Inc. 515 South Burhans Boulevard Hagerstown, MD 21740 301-797-3279 1969	<i>Joseph E. Clipp, President*</i> <i>Homer H. Lewis, Jr., Vice President</i> Manufacture and repair pipes for pipe organs	4	1 PT	5

Wholesale Trade

NAICS Group: Lumber, Plywood, Millwork, and Wood Panel Merchant Wholesalers (NAICS Code 42331)

ABC Supply Company, Inc. 801 Pope Avenue Hagerstown, MD 21740 301-797-5600 800-255-4211 Fax: 301-797-5603 www.abcsupply.com <i>ABC Supply, Co.; Beloit, WI</i> 1984	<i>Gary L. Wigfield, Jr., Branch Manager</i> Exterior building products supply company; Windows, siding, roofing shingles and tools, and insulation; Commercial and residential	9	-	9
--	--	---	---	---

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Master Supply Company 87 West Lee Street Hagerstown, MD 21740 301-797-7227 800-926-2783 Fax: 301-790-2702 msc@verizon.net 1969	<i>Stephen T. Florek, Jr., Owner</i> Exterior building products including vinyl sidings, windows, and doors; Metal roofing and sidings; Railings, fences, and gutters	11	-	11
Potomac Dealers Supply, Inc. 625 North Prospect Street Hagerstown, MD 21740-3732 301-733-1595 800-346-5982 Fax: 301-739-4029 potomacdealer@myactv.net 1953	<i>Alan R. Bauroth, President & Treasurer</i> <i>John C. Martin, Vice President</i> <i>Brenda L. Martin, Accountant</i> Wholesale distributor of lumber, plywood, roofing, and other related materials	5	-	5
Roof Center, Inc. (The) 9912-A Governor Lane Boulevard Williamsport, MD 21795 301-223-4255 866-633-9329 Fax: 301-223-5279 www.roofcenter.com steven@roofcenter.com <i>Beacon Roofing Supply, Inc.; Boston, MA</i> 2006	<i>Steve Nickey, Branch Manager</i> Wholesale provider of roofing shingles including asphalt, cedar, synthetic, and slate; Commercial roofing including single-ply EPDM, TPO, APP, and modified bitumen; Windows, doors, and siding	8	-	8
NAICS Group: Brick, Stone, and Related Construction Material Merchant Wholesalers (NAICS Code 42332)				
Eldorado Stone 11710 Hopewell Road Hagerstown, MD 21740 301-582-9423 Fax: 301-582-6464 www.eldoradostone.com <i>Headwaters, Inc.; South Jordan, UT</i> 2006	<i>Amy Ott, Facility Manager</i> <i>Cheryl Brisson, Director of Human Resources</i> Distribution center for Eldorado Stone's manufactured architectural stone veneer products	15	-	15
Steffey & Findlay, Inc. 177 South Burhans Boulevard Hagerstown, MD 21740 301-733-1600 Fax: 301-733-1650 1873	<i>Philip K. Adams, President</i> Wholesale and retail sales of brick, masonry products, and fuel oil	12	-	12
NAICS Group: Other Construction Material Merchant Wholesalers (NAICS Code 42339)				
Ferguson 955-A Sweeney Drive Hagerstown, MD 21740 301-745-5405 888-745-5404 Fax: 301-745-5204 www.ferguson.com jake.bise@ferguson.com <i>Ferguson Enterprise; Elkridge, MD</i> 1997	<i>Jake Bise, Branch Manager</i> Wholesaler of plumbing, industrial, and utilities products; Authorized dealer of Kohler products and Rheem water heaters	8	-	8

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Hardware Discounters, Inc. 18057 West Oak Ridge Drive Hagerstown, MD 21740-2373 <i>Mailing Address:</i> P.O. Box 2561 Hagerstown, MD 21741-2561 301-797-0160 800-535-6617 Fax: 301-797-0161 www.hardwarediscounters.com mark@hardwarediscounters.com 1990	<i>Michael G. Day, President & Owner</i> <i>Mark A. Sites, VP & Executive Director, Operations</i> <i>Constance Timbrook, Bookkeeper</i> Restroom partition layouts supplier; Partition hardware and full-line restroom accessories supplier; Entry door hardware; Panic and exit door devices; Stair treads; Marker, chalk, and bulletin boards; Office and classroom furniture, caster, chair, and table leg glides; Window replacement hardware; ADA grab bars; Wall and corner guards	6	-	6
Lyon-Conklin & Co, Inc. A Ferguson Enterprise 955-B Sweeney Drive Hagerstown, MD 21740 301-745-5530 888-321-5966 Fax: 301-745-5411 john.munson@ferguson.com <i>Lyon-Conklin & Co, Inc.</i> <i>A Ferguson Enterprise; Elkridge, MD</i> 1997	<i>John C. Munson, Jr., Manager</i> Wholesale distributor of HVAC and sheet metal products	8	-	8
Noland Company 1350 Wesel Boulevard Hagerstown, MD 21740 301-739-6600 800-638-3354 Fax: 301-733-5892 www.noland.com <i>Noland Co.; Newport News, VA</i> 1930	<i>Paul D. Banister, Branch Manager</i> Wholesaler of plumbing, heating, and electrical supplies; Industrial and HVAC equipment and supplies	8	-	8
Norandex Building Materials Distribution 10312 Partnership Court Williamsport, MD 21795 301-223-1514 800-962-6965 Fax: 301-223-1519 www.norandexreynolds.com <i>Norandex Building Materials Distribution;</i> <i>Macedonia, OH</i> 1997	<i>Cynthia Summers, Branch Manager</i> <i>Michael Carter, Branch Operations Manager</i> Distributor of vinyl siding, windows, and doors; Exterior building products	6	-	6
Northeastern Supply 1100-A Business Center Drive Hagerstown, MD 21740 301-739-7474 800-333-7474 Fax: 301-733-3753 www.northeastern.com <i>Northeastern Supply; Baltimore, MD</i> 2001	<i>Robert Wehn, Branch Manager</i> Wholesale distributor of plumbing, heating, and water systems	8	-	8

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Sellmore Industries of MD, Inc. 651 North Prospect Street Hagerstown, MD 21740 301-790-2099 800-466-2099 Fax: 301-790-2295 www.sellmoreind.com msmith@sellmoreind.com Sellmore Industries, Inc.; Buffalo, NY 1971	<i>Carl Gallahan, General Manager</i> <i>Matthew Smith, Administrative Manager</i> Wholesale building supplier of replacement and new construction windows, doors, roofing, siding, and gutters	6	-	6
NAICS Group: Office Equipment Merchant Wholesalers (NAICS Code 42342)				
Davidson Company 1930 Dual Highway Hagerstown, MD 21740 301-733-4831 800-296-4831 Fax: 301-733-7063 davco1930@aol.com Kubinski Business Machines; Erie, PA 1990	<i>Howard Kubinski, President</i> Restaurant and retail point-of-sale and time management systems; Cash registers; Time clocks; Supplies; Computers and networks; Parking gates and badge entry systems	3	-	3
NAICS Group: Electrical Apparatus and Equipment, Wiring Supplies, and Related Equipment Merchant Wholesalers (NAICS Code 42361)				
Capital Tristate 12117 Insurance Way Hagerstown, MD 21740 301-733-1212 800-638-3552 Fax: 301-790-2423 www.capitaltristate.com Capital Tristate; Upper Marlboro, MD 1927	<i>Scott McDowell, Regional Vice President</i> Wholesale distribution of electrical and electronic supplies	44	-	44
City Electric Supply, Ltd. 10210 Governor Lane Boulevard, Suite 2001 Williamsport, MD 21795 301-223-1214 Fax: 301-223-1217 www.e-ces.net hagerstown0402@ces-us.net 2003	<i>Greg Farmer, Branch Manager</i> Distributor of electrical supplies; Residential and commercial industrial material; Lighting for commercial, industrial and residential; Contractor and public sales	4	-	4
First Action Security Team, Inc. 18702 Crestwood Drive Hagerstown, MD 21742 Mailing Address: P.O. Box 2070 Hagerstown, MD 21742-2070 301-797-2124 800-342-4243 Fax: 301-797-7162 www.firstactionteam.com jimsnead@firstactionteam.com 1975	<i>Wayne E. Alter, III, President & CEO</i> <i>James H. Snead, CFO</i> Wholesale distributor to the security business, representing manufacturers while servicing, supporting, and maintaining a network of independent low-voltage dealers; Providing services to independent alarm dealers including product distribution, technical support, and training	12	-	12

Number of Employees

Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
---------------------------	---	--------------------

NAICS Group: Refrigeration Equipment and Supplies Merchant Wholesalers (NAICS Code 42374)

<p>United Refrigeration 944 Sweeney Drive Hagerstown, MD 21740 301-733-4646 800-390-4833 Fax: 301-790-2930 www.uri.com branch20@uri.com <i>United Refrigeration; Philadelphia, PA 1957</i></p>	<p><i>Dennis Fulk, Branch Manager</i> Wholesale distributor of heating, air conditioning, and refrigeration equipment and supplies</p>	7	-	7
---	--	---	---	---

NAICS Group: Industrial Machinery and Equipment Merchant Wholesalers (NAICS Code 42383)

<p>Applied Industrial Technologies 931-A Sweeney Drive Hagerstown, MD 21740 301-733-6800 800-733-6802 Fax: 301-733-2375 www.applied.com sc0656@ait-applied.com <i>Applied Industrial Technologies; Cleveland, OH 1955</i></p>	<p><i>Rod Miller, General Manager*</i> Wholesale distributor of industrial products, such as bearings, power transmissions, electric motors and hydraulic/pneumatic products</p>	5	-	5
--	--	---	---	---

<p>Foltz Mfg. & Industrial Supply Company, Inc. 63 East Washington Street Hagerstown, MD 21740-5676 301-739-1076 800-544-1133 Fax: 301-791-1250 www.foltzco.com foltz@myactv.net <i>1877</i></p>	<p><i>Henry C. Foltz, President & CEO</i> <i>Carroll Hartman, Operations Manager</i> Wholesale distributor of industrial supplies such as steel beams and flats, pipe and pipe fittings, valves, fasteners grades 2, 5 and 8, hand and power tools, stationary wood and metal machines, cutting tools, precision measuring tools, and machine shop facilities</p>	10	1 PT	11
---	---	----	------	----

NAICS Group: Recyclable Material Merchant Wholesalers (NAICS Code 42393)

<p>Conservit, Inc. 18656 Leslie Drive Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 1517 Hagerstown, MD 21740-1517 301-791-0100 Fax: 301-739-8548 www.conservit.net kggriffin@conservit.biz <i>1974</i></p>	<p><i>Jack E. Metzner, President & CEO</i> <i>William P. Wright, Vice President, Operations</i> <i>Bret Wollaston, Vice President, Business Development*</i> <i>Karen E. Griffin, Vice President, Marketing</i> Scrap metal recycler and processor of aluminum cans, brass, copper, household appliances, automobiles, roofing tin, and steel</p>	50	-	50
--	---	----	---	----

*Designated personnel/human resources contact.

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Freedom Electronics Recycling, Inc. 10307 Partnership Court Williamsport, MD 21795-3117 <i>Mailing Address:</i> 7711 Dam No. 4 Road Williamsport, MD 21795 301-223-4123 Fax: 301-223-4150 www.freedomrecycling.com rschulman@freedomrecycling.com 2002	<i>Deborah M. Schulman, President</i> <i>Richard A. Schulman, VP & General Manager</i> Processor of obsolete electronics including computers, monitors, printers, fax machines, telecom, servers, racks, etc.; Services include logistics, property control, resale, refurbishment, data and hardware destruction in a secure, enclosed environment	3	4 PT	7
Maryland Metals, Inc. 304 West Church Street Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 31 Hagerstown, MD 21741-0031 301-739-5525 Fax: 301-739-4903 www.marylandmetalsinc.com steel@marylandmetalsinc.com 1937	<i>Robert M. Kerstein, President & Treasurer</i> <i>John S. "Buck" McCoy, VP, Steel Products Division</i> <i>Charles W. Stockslager, Jr., Secretary & Assistant Treasurer</i> <i>Christopher R. Stockslager, CFO</i> <i>John E. Baranowske, General Manager</i> Ferrous and non-ferrous scrap processing and recycling; Steel warehousing and fabrication; Tire and load-binding chains and nylon tie-downs; Industrial container service for scrap metals	10	17 FT Teamsters Local #992-	27
NAICS Group: Other Miscellaneous Durable Goods Merchant Wholesalers (NAICS Code 42399)				
Sam's Club 1700 Wesel Boulevard Hagerstown, MD 21740 301-714-0096 Fax: 301-714-0294 www.samsclub.com <i>WalMart; Bentonville, AR</i> 1991	<i>Rich Hyland, General Manager</i> <i>Nancy Lemler, Operations Manager</i> <i>Staci Boward, Personnel Director</i> Member benefits for residential or business needs at wholesale prices	93	78 PT	171
NAICS Group: Stationery and Office Supplies Merchant Wholesalers (NAICS Code 42412)				
New Business Forms P.O. Box 2149 Hagerstown, MD 21742-2149 301-797-4550 Fax: 301-797-7788 newbusinessforms@msn.com 1998	<i>Victoria Schindel, Proprietor</i> Wholesaler of custom and stock business forms, checks, and business cards; Laser Jet and Ink Jet toner cartridges; Office furniture; Facility and office supplies; Products also include laser, copier, and fine papers	2	-	2
NAICS Group: Industrial and Personal Service Paper Merchant Wholesalers (NAICS Code 42413)				
Weiss Bros. of Hagerstown, Inc. t/a Weiss Bros. Paper 18038 Oak Ridge Drive Hagerstown, MD 21740 301-739-3069 800-878-9347 Fax: 301-739-3157 www.weissbros.com sales@weissbros.com 1938	<i>Richard Weiss, President</i> <i>Michael Weiss, Vice President</i> <i>Glen Singer, Controller</i> <i>Ronald Kerns, Operations Manager</i> <i>Steven Johnson, Sales Manager</i> Industrial packaging and equipment; Janitorial supplies and equipment; Food service paper and plastic products; Safety supplies and computer and copy paper	40	2 PT	42

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
NAICS Group: Meat and Meat Product Merchant Wholesalers (NAICS Code 42447)				
Hoffman's Quality Meats & Catering 13225 Cearfoss Pike Hagerstown, MD 21740 301-739-2332 Fax: 301-733-5549 dluhouse@myactv.net 1923	<i>Donald L. Hoffman, President</i> Wholesale sales to food and grocery stores, institutions, and restaurants; Retail sales of pork, beef, veal, lamb, and country sausages; Catering includes private parties, reunions, wedding and wedding receptions, corporate events, and picnics; Storage facilities are also available	15	9 PT	24
NAICS Group: Fresh Fruit and Vegetable Merchant Wholesalers (NAICS Code 42448)				
Greensburg Farm Wholesale Produce 313 East Wilson Boulevard Hagerstown, MD 21740 301-745-5592 Fax: 301-745-4992 2004	<i>Raymond Stagner, Sr., Owner</i> <i>Patrick Stagner, Sales & Buying</i> Provides wholesale produce and vegetables to restaurants, delis, stores, hospitals, prisons, schools, and area fruit markets	7	-	7
NAICS Group: Other Grocery and Related Products Merchant Wholesalers (NAICS Code 42449)				
Butter Krust Baking Co. (The) 15926 Lockwood Road Williamsport, MD 21795 301-790-3222 800-544-8251 Fax: 301-790-1466 <i>Butter Krust Baking Co.; Sunbury, PA</i> 1979	<i>William Spielman, Branch Manager</i> Wholesale bakery products	58	15 PT	73
Food Resources, Inc. 220 McRand Court Hagerstown, MD 21740 301-733-4002 Fax: 301-791-3313 www.foodresources.org foodresources@myactv.net 1987	<i>Ruth Anne Callaham, Executive Director</i> <i>Lynn W. Jackson, Director of Operations</i> Non-profit food warehouse from which charities can obtain food for their feeding programs for low-income citizens; Large quantities of donated products, perishable, non-perishable, dry goods, and frozen products are accepted	2	3 PT	5
NAICS Group: Beer and Ale Merchant Wholesalers (NAICS Code 42481)				
B.P. Lesky Distributing Co., Inc. 120 Western Maryland Parkway Hagerstown, MD 21740-5175 301-733-0787 Fax: 301-733-8182 bpldist@myactv.net 1947	<i>Bernard P. Lesky, President & Owner</i> <i>Matthew W. Lesky, Vice President</i> <i>Michelle S. Wink, Office Manager*</i> Wholesale beverage distributor of Boston Beer Company, Clipper City, Coors Brewing Company, D.G. Yuengling & Son, Lancaster Brewing, and Spaten; Berkeley Springs Water	18	2 PT	20
Wantz Distributors, Inc. 11743 Hopewell Road Hagerstown, MD 21740 301-733-3131 866-559-2337 Fax: 301-797-7634 www.abwholesaler.com/wantzdistributors budman@nfis.com 1933	<i>Eric D. Riser, President</i> <i>Austin Maguire, Vice President & General Manager</i> <i>Steve Borland, Operations Manager</i> <i>Beverly Needy, Business Manager</i> <i>Chris Lentz, Sales Manager</i> Wholesale beer distributor of Anheuser-Busch products	45	3 PT	48

Number of Employees		
Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees

Retail Trade

NAICS Group: Motorcycle, Boat, and Other Motor Vehicle Dealers (NAICS Code 44122)

<p>Baltimore Mack Trucks Hagerstown Division 12821-A Salem Avenue Hagerstown, MD 21740 301-733-1707 800-296-1707 Fax: 301-739-5016 www.macktrucks.com\baltimoremack ddownin@baltimoremack.com <i>Baltimore Mack Trucks, Inc.; Linthicum, MD 2005</i></p>	<p><i>Dona Downin, Service Manager</i> <i>Michael Cawunder, Parts Manager</i> <i>Charlie Williams, Machine Shop Manager</i> Sales, service, and parts for Mack Trucks and Mitsubishi; Full-service machine shop, heavy duty truck stop including MD State inspections; Axle certifications and emissions testing</p>	14	-	14
<p>Central Maryland International Truck, LLC 12835 Salem Avenue Hagerstown, MD 21740 301-790-2200 800-474-6371 Fax: 301-797-8706 www.beltwayint.com jmoore@cmtruck.com <i>Beltway International Trucks; Baltimore, MD 1993</i></p>	<p><i>Jay Moore, Parts Manager</i> Sales of International brand trucks; Service and parts for all makes; Maryland truck inspection station</p>	16	2 PT	18
<p>Central Truck & Trailer Parts, LLC 91 Western Maryland Parkway Hagerstown, MD 21740 301-797-1995 800-296-3995 Fax: 301-797-3767 1993</p>	<p><i>Clifford E. Martin, Member</i> <i>Kevin R. Martin, Member</i> Distributor of medium and heavy duty truck parts; Highway truck and trailer parts</p>	10	4 PT	14
<p>Freightliner of Hagerstown, Inc. 11611 Hopewell Road Hagerstown, MD 21740 301-582-2111 888-200-2229 Fax: 301-582-4324 www.pennfreightliner.com lhufford@pennfreightliner.com <i>Transtec, Inc.; Harrisburg, PA 2001</i></p>	<p><i>Neal L. Hufford, President</i> Truck, trailer, and related equipment; Sales, service, and leasing</p>	50	1 PT	51
<p>ITE Fire Apparatus 12821 Salem Avenue Hagerstown, MD 21740 301-393-4999 Fax: 301-745-4536 www.itefire.com <i>Interstate Truck Equipment, Inc.; Chambersburg, PA 1961</i></p>	<p><i>Susan Furry, President*</i> Sales and service for all types of fire trucks and emergency vehicles</p>	6	-	6

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Pen-Mar Trailer Sales, Inc. 20354 Leitersburg Pike Hagerstown, MD 21742 301-739-0880 800-833-9316 Fax: 301-739-0881 www.penmarsales.com penmar.sales@myactv.net 1966	<i>Edward E. Slick, Jr., President</i> <i>Andrew South, Shop Manager</i> <i>Bonnie J. Slick, Office Manager*</i> Retail sales of LEER truck caps and Tonneau covers; Complete line of truck and SUV accessories; Enclosed and open utility trailers, hitches, and wiring	3	-	3
Truck Enterprises Hagerstown, Inc. 18216 Maugans Avenue Hagerstown, MD 21740 301-739-5577 800-301-8785 Fax: 301-739-1422 www.truckenterprises.com ksmith@truckenterprises.com <i>Truck Enterprises, Inc.; Harrisonburg, VA</i> 1995	<i>Alan R. Kohler, General Manager</i> <i>Kimberly M. Smith, CPA, Financial Services Manager</i> <i>Benjamin R. Seville, Service Manager</i> <i>Benjamin E. Wetzell, Parts Manager</i> <i>Keith A. Sheeley, Sales Manager</i> Sales of Volvo and Kenworth heavy-duty and medium-duty trucks, all makes of used medium- and heavy-duty trucks; Parts and service for medium- and heavy-duty trucks; Finance and insurance; Maryland State inspection station	40	2 PT	42
NAICS Group: Automotive Parts and Accessories Stores (NAICS Code 44131)				
Battery One, Inc. 1101-C Virginia Avenue Hagerstown, MD 21740 301-797-0028 800-273-0339 Fax: 301-797-0141 www.batteryoneinc.com jeskaba@yahoo.com 1983	<i>Eric Kagle, Vice President</i> <i>Dean Davis, Sales Manager</i> <i>Darren Rader, Store Manager</i> <i>Jessica Bachtell, Controller*</i> Retail and wholesale batteries supplying the trucking, construction and home use industries; Retail sales of batteries for vehicles, phones, watches, two-way radios, computers and camcorders; Distributor of Luber-Finer air, fuel, oil, hydraulic, gas, and water filters	12	1 PT	13
FleetPride, Inc. 16803 Notley Road Hagerstown, MD 21742-2333 301-582-2182 800-440-2218 Fax: 301-582-2953 www.fleetpride.com curtis.ewing@fleetpride.com <i>FleetPride, Inc.; The Woodlands, TX</i> 1987	<i>Curtis R. Ewing, Jr., Manager</i> Retail sales of medium and heavy duty truck parts including brakes, clutch, and drive-shaft repair; Hydraulic hose assembly; Flywheel machining; Exhaust products; Air compressors and valves; Tarps and cargo straps; Wheel bearings and seals; Starters; Alternators; Water pumps; Speedometer and PTO cables	4	-	4
Interstate Batteries 16635 Industrial Lane Williamsport, MD 21795 301-223-1330 800-231-8201 Fax: 301-223-1331 www.interstatebatteries.com interstateorders@myactv.net 1984	<i>Brandon Shank, President</i> <i>Jeff Schnurr, General Manager</i> <i>Kelly Shank, Project Manager</i> Retail and wholesale of automotive, commercial, lawn and garden, marine, and specialty batteries; Local distributor of Interstate batteries; Supplies all accessories, charging, and cabling needs	10	2 PT	12

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
NAICS Group: Tire Dealers (NAICS Code 44132)				
Donald B. Rice Tire Company, Inc. 16105 Business Parkway Hagerstown, MD 21740 240-420-0009 Fax: 240-420-0047 www.ricetire.com <i>Donald B. Rice Tire Company; Frederick, MD 2005</i>	<i>Tom Hutzell, Store Manager</i> Sales of commercial and over-the-road tires; Provides front-end alignments and suspension work for commercial and light duty trucks; Supplier of specialty tires	8	-	8
NAICS Group: Floor Covering Stores (NAICS Code 44221)				
Abbey Carpet & Floors 13018 Pennsylvania Avenue Hagerstown, MD 21742-2739 301-791-7130 800-878-7130 Fax: 301-416-7304 www.hagerstown.abbeycarpet.com abbeycarpet76@aol.com <i>Abbey Carpet and Floor; Bonita Springs, FL 1981</i>	<i>Ralph Abelow, Owner</i> <i>Kim Miner, Vice President</i> Sales and installation of carpet, hardwood, laminate, ceramic and vinyl tile, and vinyl sheet goods; Hardwood sanding and finishing and re-finishing; Specializing in commercial and residential floor covering; Offers business-to-business discounts	10	-	10
Manny's Oriental Rugs & Gallery 1741 Dual Highway Hagerstown, MD 21740 301-797-7434 800-833-6777 Fax: 301-797-1355 1978	<i>Mansoor E. Shaool, Owner</i> <i>Ric Calef, General Manager</i> Handmade oriental rugs	3	1 PT	4
NAICS Group: Home Centers (NAICS Code 44411)				
Catania USA 535 Northern Avenue Hagerstown, MD 21742 301-733-3231 888-228-2872 Fax: 301-797-8041 www.catania-usa.com info@catania-usa.com 2003	<i>Ash Azadi, Managing Partner</i> <i>Lisa Staley, General Manager</i> Kitchen and bath remodeling, and commercial cabinetry; Granite, quartz, Corian, and Formica countertops, ceramic and glass tile, laminate, and wood floors; Plumbing and lighting fixtures; Design service and installation	7	-	7
Cavetown ACE Home Center (The) 12035 Mapleville Road Cavetown, MD 21720 <i>Mailing Address:</i> P.O. Box 51 Cavetown, MD 21720-0051 301-733-7940 800-492-5582 Fax: 301-824-3770 www.cavetown.com pbushey@cavetown.com <i>The Cavetown Planing Mill Co., Inc.;</i> <i>Cavetown, MD 1881</i>	<i>Peggy S. Bushey, President</i> <i>JoAnn Francis, Store Manager</i> Building materials, lumber, millwork, windows, doors, electrical and plumbing supplies, hardware and power tools	11	5 PT	16

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
<p>Home Depot (The) 17810 Garland Groh Boulevard Hagerstown, MD 21740 301-791-2886 Fax: 240-420-4416 www.homedepot.com <i>Home Depot USA; Atlanta, GA</i> 2000</p>	<p><i>John Roberts, Store Manager</i> <i>Helen Czajka, Operations Manager</i> <i>Lori Roche, Specialty Manager</i> <i>James Baldwin, Merchandising Assistant Manager</i> Home improvement wholesaler and retailer</p>	55	47 PT	102
<p>InnerSpace Floor to Ceiling 17627 Virginia Avenue Hagerstown, MD 21740 301-733-8933 800-528-2079 Fax: 301-714-0619 www.innerspaceflooring.com asinger@innerspaceflooring.com 1989</p>	<p><i>Rosie Singer, President</i> <i>Jason Singer, Vice President</i> <i>Candace Fluharty, Controller</i> <i>Andrew Singer, Secretary</i> Kitchen, bath, and commercial cabinetry; Formica, Corian, and granite countertops; Ceramic, vinyl, and wood floors; Mohawk carpet; Commercial and corporate floor covering division features carpet and high tech, low maintenance flooring; Truck-mounted carpet and hard surface cleaning</p>	18	-	18
<p>Lowe's Home Improvement 12809 Shank Farm Way Hagerstown, MD 21742 240-313-7129 Fax: 240-313-7130 www.lowes.com <i>Lowe's Home Centers, Inc.;</i> <i>North Wilkesboro, NC</i> 2007</p>	<p><i>Curt Byrum, Store Manager</i> Building materials; Home improvement warehouse</p>	80	28 PT	108
<p>Lowe's of Hagerstown 1500 Wesel Boulevard Hagerstown, MD 21740 301-766-7200 Fax: 301-766-7219 www.lowes.com <i>Lowe's Home Centers, Inc.;</i> <i>North Wilkesboro, NC</i> 1962</p>	<p><i>William Cosner, Store Manager</i> <i>Jane Jasper, Human Resources Manager</i> Building materials; Plumbing, electrical, appliances, cabinets, tools, hardware, millwork paint, home decor flooring, garden center; Delivery and installation service available; Home improvement warehouse</p>	87	36 PT	123
NAICS Group: Other Building Material Dealers (NAICS Code 44419)				
<p>Air-Tech Products, Inc. 881 Pennsylvania Avenue Hagerstown, MD 21742 <i>Mailing Address:</i> P.O. Box 3544 Hagerstown, MD 21742-3544 301-733-9287 800-310-8950 Fax: 301-739-5739 tolbert11@earthlink.com 1985</p>	<p><i>Samuel Tolbert, President</i> Air filtration products and services; Paint and spray booth sales and service</p>	4	2 PT	6

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Allegany Door & Hardware, Inc. 1210 Security Road Hagerstown, MD 21742 <i>Mailing Address:</i> P.O. Box 1915 Hagerstown, MD 21742-1915 301-739-8900 800-506-4277 Fax: 301-790-3009 www.alleganydoor.com pamstamper@alleganydoor.com 1986	<i>Pamela K. Stamper, President</i> <i>Monica Pokrywka, Vice President</i> <i>Bethany Stamper, Accountant</i> Supplier of commercial-grade hollow metal doors and frames, wood doors, and door hardware	13	-	13
Allegheny Electronics of Maryland 1301 Potomac Avenue Hagerstown, MD 21742 301-739-6460 800-296-6460 Fax: 301-739-5311 www.alleghenyelectronics.com sales@alleghenyelectronics.com <i>State Electronics; Morgantown, WV</i> 1955	<i>David Flowers, Manager</i> <i>Robert Grove, Outside Sales</i> <i>Eddie Shrader, Inside Sales</i> <i>Donald Smith, Inside Sales</i> Industrial electronics; Belden wire and cable; Micro-switch relays; Electronic components; Premise wiring; Cat5 equipment; Video and audio tape, batteries, television cable equipment, test equipment, tools, and electronic parts and accessories	3	1 PT	4
Allegheny Glass & Mirror Service, Inc. 650 Frederick Street Hagerstown, MD 21740 301-714-2152 Fax: 301-582-5662 agmsdavid650@aol.com 1998	<i>David E. Stryker, President</i> <i>Mike Border, Vice President</i> <i>Jessica McKenzie, Office Manager</i> Retail and wholesale glass and aluminum products; Storefront installation	7	1 PT	8
Flameless Heating Supply, Inc. 18043 Oak Ridge Drive Hagerstown, MD 21740-2373 301-739-9290 800-899-9290 Fax: 301-739-9311 rbowers999@aol.com 1961	<i>Lynn R. Bowers, President & General Manager*</i> <i>Robert L. Bowers, Treasurer & CFO</i> <i>Virginia H. Bowers, Secretary</i> Supplier of heating, air conditioning, and electrical supplies	14	3 PT	17
HPG Windows and Doors 18136 Oak Ridge Drive Hagerstown, MD 21740 301-739-4300 800-354-7081 Fax: 301-739-0726 www.hpg-ohd.com info@hpg-ohd.com 1924	<i>Tim Palkovitz, President</i> <i>David Tosten, General Sales Manager</i> <i>Dave Kendrick, Operations Manager</i> <i>Mike Drankiewicz, Controller</i> Storefront construction; Glass products, installation, and replacement services; Aluminum, aluminum clad, wood, and vinyl windows; Historic renovation; Hollow metal and wood doors; Builders hardware; Commercial/residential Overhead door and Genie operator installation, repair, and service; Dock equipment, shelters, seals, and levelers; Automatic entrances; 24-hour emergency service; "UL" Fire Rating Certification; FSC Chain of Custody Certification; Lead Paint Certified Renovator	52	-	52

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
<p>McCormick Insulation Supply, Inc. 790 Frederick Street Hagerstown, MD 21740 301-790-2447 Fax: 301-790-3810 www.mccormickinsulation.com b.starliper@mccormickinsulation.com <i>McCormick Insulation Supply, Inc.;</i> <i>Owings Mills, MD</i> <i>1982</i></p>	<p><i>Brian D. Starliper, Branch Manager</i> Complete line of insulation products for industrial, commercial, and residential applications</p>	3	-	3
<p>Rexel Electrical & Datacom Products 1100-C Business Center Drive Hagerstown, MD 21740 301-791-1300 800-298-8520 Fax: 301-733-2562 www.rexelusa.com <i>Rexel, Inc.;</i> <i>Dallas, TX</i> <i>1980</i></p>	<p><i>Scott Warner, Store Manager</i> Sale of electrical supplies and data-com products to commercial, residential, and industrial accounts</p>	7	1 PT	8
NAICS Group: Nursery, Garden Center, and Farm Supply Stores (NAICS Code 44422)				
<p>Lovell's Nursery, Inc. 19777 Leitersburg Pike Hagerstown, MD 21740 301-733-8733 Fax: 301-733-8720 <i>1973</i></p>	<p><i>Kurt R. Lovell, President</i> <i>John P. Lovell, Vice President</i> <i>Carol B. Lovell, Secretary, Treasurer*</i> Full-service retail garden center; Greenhouses, design/build, and landscape and hardscape installation</p>	11	12 PT	23
<p>Ott's Horticulture Center 21223 Twin Springs Drive Chewsville, MD 21721 <i>Mailing Address:</i> P.O. Box 168 Chewsville, MD 21721-0168 301-791-0222 <i>1980</i></p>	<p><i>J. Richard Ott, President</i> <i>Karen L. Baer, Comptroller & Secretary</i> Full-line garden center; Landscape design and construction</p>	4	4 PT	8
<p>Snavely's Garden Corner, Inc. 19719 Leitersburg Pike Hagerstown, MD 21742-9301 301-739-3622 Fax: 301-739-7678 www.snavelys.net snavely2@myactv.net <i>1987</i></p>	<p><i>J. Christian Snavely, President</i> <i>Jon R. Snavely, Vice President</i> Full-line retail garden center with a large selection of plant materials and gardening supplies; Christmas Tree Shop including a variety of artificial trees, wreaths, garland and ornaments</p>	12	10 PT	22
NAICS Group: Office Supplies and Stationery Stores (NAICS Code 45321)				
<p>Automated Office Equipment, Inc. 10307 Partnership Court, Suite 100 Williamsport, MD 21795 301-223-7100 800-296-7102 Fax: 301-223-7101 www.aoeinc.com info@aoeinc.com <i>1990</i></p>	<p><i>Mark Bennett, President & Service Manager</i> <i>Chris Bennett, Treasurer & Sales Manager</i> Sales, service, and supplies for copiers, printers, fax machines, shredders, panaboards, engineering copiers and business computers and networks; Sale of office furniture; Service provided on most printers and fax machines including HP, Lexmark and Okidata; Print shop for wide format drawings and basic color printers; Paper and toner supplies</p>	9	-	9

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Document Solutions, Inc. 10228 Governor Lane Boulevard, Suite 3008 Williamsport, MD 21795-4064 301-791-7999 800-726-7999 Fax: 301-745-8828 www.digitalsi.com jasonh@digitalsi.com <i>Document Solutions, Inc.; Cumberland, MD</i> 1995	<i>Gregory L. Hare, President</i> <i>Jason Hare, Vice President, Sales</i> <i>Janice Hare, Office Manager*</i> Sales and service of Konica and Minolta full-color, and black and white multi-function office equipment that allows you to copy, fax, print, and scan to PDF	37	-	37
Impact Office Products 11905 Wheatfield Drive Hagerstown, MD 21740 301-714-1000 800-362-3232 Fax: 301-714-1002 www.officeessentialsonline.com officeproducts4u@aol.com 1991	<i>Ronald VanReenen, President</i> <i>Michael A. Longanecker, Accounting Manager*</i> Office furniture, space planning, and systems furniture; Office and janitorial supplies; Digital copiers, fax machines, copier supplies, printing, signage, office equipment repairs, and printers	20	1 PT	21
Laber's Office Furniture 125 East Baltimore Street Hagerstown, MD 21740 301-797-0666 Fax: 301-797-0226 www.labersfurniture.com labersfurniture@verizon.net <i>Ridgecrest Investments, Inc.; Frederick, MD</i> 1973	<i>Mark Raidt, Co-Owner</i> <i>Kim Raidt, Co-Owner</i> Sales of new and used office furniture and supplies; Offering factory seconds and scratch and dent items direct from the manufacturer; Provides a large selection of discounted desks, chairs, file cabinets, bookcases, conference tables, and more; Free delivery and set-up	5	-	5
Office Suppliers, Inc. 13621 Crayton Boulevard Hagerstown, MD 21742 <i>Mailing Address:</i> P.O. Box 1916 Hagerstown, MD 21742-1916 301-797-3120 800-225-2723 Fax: 301-797-1504 www.osimd.com tghattas1@osimd.com 1972	<i>Asad M. Ghattas, President</i> <i>Todd Ghattas, General Manager</i> <i>John Sites, Operations Manager</i> <i>Steven Young, Comptroller*</i> Full-service office furniture, equipment, and supplies dealership; Providing Panasonic Technology; Full range of copiers, scanners and fax machines; More than 25,000 office, janitorial, and information technology supplies	50	3 PT	53
Pony Mailbox, LLC 345 East Antietam Street Hagerstown, MD 21740 301-714-0470 Fax: 301-714-0472 1993	<i>John Courtney, Owner</i> <i>Sherrill Courtney, Secretary & Treasurer</i> Packaging and shipping services; Mailbox rental; Copying and fax service; Notary; Laminating; Mailing; Movie rentals; Soda vending		2 PT	2
Staples, Inc. 1631 Wesel Boulevard Hagerstown, MD 21740 301-714-0370 Fax: 301-714-0568 www.staples.com hrservice@staples.com <i>Staples, Inc.; Framingham, MA</i> 1994	<i>Tanya Martin, Store Manager</i> Office supply store; Product line includes computers, business machines, office supplies, and furniture; Full-service copy center includes high-speed and color copies, faxing, binding, custom printing, laminating, stamps, and signs	6	14 PT	20

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
WPS, Inc. 14500 Byers Road Hagerstown, MD 21742 301-797-1399 800-456-1977 Fax: 301-797-9029 www.wpssolutions.com info@wpssolutions.com 1973	<i>Marcella Ann Dellaposta, President & Treasurer</i> <i>Joseph Dellaposta, VP, Operations & Sales</i> <i>Beth Elbin, VP, Secretary & Human Resources Director</i> Authorized Savin digital MFP, copier, printer, scanner, fax, wide-format, and color imaging dealer; Providing for lease, rental, purchase, service and supply of office equipment for document management	44	-	44
NAICS Group: All Other Miscellaneous Store Retailers (NAICS Code 45399)				
Fire-X Sales & Service Corp. 1011 McCauley Court Hagerstown, MD 21740 301-714-1200 Fax: 301-714-2166 cwollard@fire-x.com 1987	<i>Carroll W. Wollard, II, President</i> <i>Diane T. Wollard, Vice President</i> <i>Deborah R. Elwood, Personnel Director</i> Sales and service of Ansul fire suppression equipment; Design and engineering of special hazard fire suppression systems to protect restaurants, computer facilities, power plants, manufacturing processes, mines, and large off-road vehicles	22	4 PT	26
Flowline Components, Inc. 221 McRand Court Hagerstown, MD 21740 301-766-9665 Fax: 301-766-7112 www.flowline.net gmartin@flowline.net <i>OEM/Flowline Services; Baltimore, MD</i> 2007	<i>Gary Martin, Branch Manager</i> Retail sales of hydraulic adapters, air adapters and tubing; Vendor inventory management; John Guess water transfer products; Ball and gate valves; Clamps; Manufacturer of hydraulic hoses	2	1 PT	3
NAICS Group: Electronic Shopping and Mail-Order Houses (NAICS Code 45411)				
Wetsuit Wearhouse, Inc. 126 East Avenue, 1st Floor Hagerstown, MD 21740 301-733-0256 866-906-7848 www.wetsuitwearhouse.com service@wetsuitwearhouse.com 2006	<i>Chris Moleskie, President & CEO</i> Specialty mail order retailer of wetsuits, dry-suits, and Neoprene accessories	4	-	4
NAICS Group: Fuel Dealers (NAICS Code 45431)				
A.C. & T. Company, Inc. 11535 Hopewell Road Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 4217 Hagerstown, MD 21741-4217 301-582-2700 800-458-3835 Fax: 301-582-2719 www.acandt.com mfulton@acandt.com 1959	<i>Adna B. Fulton, President</i> <i>Brad Fulton, Vice President</i> <i>Mark Fulton, Vice President</i> <i>Steve Fulton, Vice President</i> <i>William Wamsley, Controller</i> Diversified petroleum distributor; Full-service propane, fuel oil, and kerosene dealer; HVACR; Convenience stores; Car washes; Septic and commercial pumping; Hazmat response; Portable toilets; Mobile storage	280	70 PT	350

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Amerigas Propane, Inc. 20348 Leitersburg Pike Hagerstown, MD 21742 301-733-0400 Fax: 301-733-4662 www.amerigas.com glenn.king@amerigas.com UGI Corp.; Valley Forge, PA 1959	<i>Glenn King, Account Manager</i> <i>George Rossick, Sales & Service Manager</i> Propane delivery, products, and service; Appliance sales and related services	4	1 PT	5
Dressel Welding Supply, Inc. 924 Sweeney Drive Hagerstown, MD 21740 301-733-3155 Fax: 301-733-4992 pskehan@dressel1.com Dressel Welding Supply; York, PA 1963	<i>Peter Skehan, General Manager</i> <i>Douglas Showe, Inside Technical Sales</i> Providing technical knowledge, support, and service; Industrial gases; Sales, rental, and repair of welding equipment; Safety equipment; Medical gases and supplies, including specialty gases and related equipment; Welding wire/filler metals; Propane; Helium; Power tools; Welding Robot; Laser, plasma, and oxy fuel-cutting systems; Iron workers' oxygen and nitrogen; Micro-bulk delivery and storage systems	5	1 PT	6
Ewing Oil Company, Inc. 11949 Robinwood Drive Hagerstown, MD 21742 301-790-7474 800-452-7004 Fax: 301-790-7499 1965	<i>Howard B. Bowen, President & CEO</i> <i>Steven G. Hull, Vice President & COO</i> <i>Michael R. Brockway, Vice President & CFO</i> Gasoline distribution to the mid-Atlantic states; Burger King retailer	60	37 PT	97
GTS - Welco 400 West Memorial Boulevard Hagerstown, MD 21740 301-733-9033 866-948-7427 Fax: 301-733-7838 www.gts-welco.com Praxair Technology, Inc.; Danbury, CT 1992	<i>Debra Siebert, Regional Manager</i> Industrial, medical, and lab gases; Liquid oxygen, nitrogen, and argon; Welding; Balloon filling; Abrasives; Safety equipment	26	-	26
Shawley's LP Gas Company, Inc. 18034 Shawley Drive Hagerstown, MD 21740 301-797-4887 Fax: 301-739-5464 1972	<i>E. Kay Dunn, President*</i> <i>William G. Shawley, Sr., Vice President</i> <i>Vanessa E. Duttlinger, Controller & Secretary</i> Propane gas, fuel oil, and kerosene provider; Heating and air conditioning sales and service; Commercial and residential installation of tanks and equipment; Sales and installation of gas logs, fireplaces, water heaters, and softeners	25	-	25
Thompson's Gas & Electric Service, Inc 6708 Old National Pike Boonsboro, MD 21713 Mailing Address: P.O. Box 158 Boonsboro, MD 21713-0158 301-432-6611 800-768-6612 Fax: 301-432-7147 www.thompsonsgas.com info@thompsonsgas.com 1946	<i>J. Randall Thompson, President & CEO</i> <i>G. Jeffery Kerns, Vice President & CFO</i> Propane gas; Major appliances; Gas hearth products; Technical appliance repair; Heating and air conditioning	160	-	160

Number of Employees		
Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees

Transportation and Warehousing

NAICS Group: Scheduled Air Transportation (NAICS Code 48111)

<p>Cape Air 18434 Showalter Road Hagerstown, MD 21742 866-227-3247 (Reservations) www.flycapeair.com anorton@flycapeair.com <i>Cape Air; Hyannis, MA 2009</i></p>	<p><i>Andy Norton, Station Manager</i> Scheduled air passenger service from Hagerstown (HGR) to Baltimore (BWI); 3-5 flights daily, seven days a week</p>	3	2 PT	5
--	---	---	------	---

NAICS Group: Rail Transportation (NAICS Code 48211)

<p>CSX Transportation 300 South Burhans Boulevard Hagerstown, MD 21740 301-766-0545 (Office) Fax: 301-766-0511 www.csx.com <i>CSX Transportation; Jacksonville, FL 1878</i></p>	<p><i>Thomas Barron, Trainmaster</i> Class "1" railroad</p>	4	55 FT BMW, TCU, UTU	59
--	---	---	----------------------------	----

<p>Norfolk Southern Railway 1265 Maryland Avenue Hagerstown, MD 21740 301-791-8961 Fax: 301-791-8963 www.nscorp.com <i>Norfolk Southern Corp.; Norfolk, VA 1935</i></p>	<p><i>Jeremy Bush, Trainmaster</i> Merchandise and bulk rail transportation</p>	42	2 PT	44
--	---	----	------	----

NAICS Group: General Freight Trucking, Local (NAICS Code 48411)

<p>Accela Worldwide Solutions 300 West Franklin Street Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 2037 Hagerstown, MD 21742-2037 301-739-6107 800-970-5768 Fax: 301-739-6512 www.goaccela.com ngrove@goaccela.com <i>1985</i></p>	<p><i>Daniel J. Spreng, President</i> <i>Randy Barnes, Operations Team Member</i> <i>Melissa Warner, Human Resources Team Member</i> <i>Joshua Spreng, Sales Team Member</i> <i>Nicholas Grove, Asset Improvement Team Member</i> Truckload transportation, brokerage, warehousing, and distribution of dry, cooler, and frozen goods; Logistical and consultation services</p>	18	4 PT	22
---	---	----	------	----

<p>Cassidy Trucking, Inc. 441 South Potomac Street Hagerstown, MD 21740 301-733-7900 Fax: 301-733-0160 <i>1987</i></p>	<p><i>Elaine L. Cassidy, President</i> <i>George J. Kreit, General Manager</i> Trucking services including dump, bulk, vans, and flats; Pneumatic and asphalt tanks; Vac pneumatic; Lowboys</p>	17	-	17
---	---	----	---	----

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
FedEx Ground 11825 Newgate Boulevard Hagerstown, MD 21740 301-223-2000 Fax: 301-223-2040 www.fedex.com sandra.waggoner@fedex.com 2005	<i>Marc Williams, Senior Manager</i> <i>Sandra Waggoner, Senior Office Administrator</i> General express ground freight delivery services	159	575 PT	734
JSX South, LLC 16125 Business Parkway Hagerstown, MD 21740-4208 301-733-9100 800-690-2237 Fax: 301-733-9101 jmjones@jsxpress.com 2008	<i>James M. Jones, President</i> <i>Tommy Mann, Vice President, Operations</i> <i>Julie Feltner, General Manager</i> Transportation agency providing transportation and warehouse brokerage services; Warehousing; Motor carrier services also provided through JSX North, LLC	13	4 PT	17
Schildtknecht Trucking, Inc. 15154 Bloyers Avenue Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 308 Clear Spring, MD 21722-0308 301-582-0044 Fax: 301-582-9333 schildtknechtinc@myactv.net 1984	<i>Donald B. Schildtknecht, Jr., President</i> Specializing in tri-axle dump truck hauling services and sales of stone, shale, sand, top soil, fill dirt and other construction materials; Serving the commercial, industrial, and residential industries	24	1 PT	25
Turner Transportation Group, Inc. 1062 Florida Avenue Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 979 Hagerstown, MD 21741-0979 301-739-3005 800-428-4813 Fax: 301-739-6023 ajttg@aol.com 1991	<i>George F. Turner, Sr., President</i> <i>Arjean S. Ritter, Executive Vice President</i> <i>Dennis W. Gish, Air Freight Operations Manager</i> <i>P. Rob Embly, OTR Operations Manager</i> Expedited freight, van, truck, and tractor and trailer services; Air freight services; Over-the-road service using 48 and 53 foot trailers	40	2 PT	42
USA Cartage, Inc. 9921 Governor Lane Boulevard Williamsport, MD 21795 301-223-7112 800-422-3298 Fax: 301-223-8204 www.usacartage.com 1986	<i>Ralph Richmond, President</i> Local and regional trucking	125	-	125
Winebrenner Transfer, Inc. 19102 Woodhaven Drive Hagerstown, MD 21742-2456 301-797-7353 800-782-4028 Fax: 301-797-7603 winetrans@aol.com 1977	<i>Inez D. Winebrenner, President</i> <i>Randy J. Winebrenner, Vice President & Treasurer*</i> Local and long distance freight service; Flatbeds and vans available	13	-	13

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
NAICS Group: General Freight Trucking, Long-Distance (NAICS Code 48412)				
ABF Freight System, Inc. 16125-B Business Parkway Hagerstown, MD 21740 301-714-4907 800-843-3657 Fax: 301-714-0250 www.abf.com tmcgowan@abf.com <i>Arkansas Best Corporation; Fort Smith, AR 1985</i>	<i>Terry McGowan, Branch Manager</i> LTL freight carrier, specializing in time critical service-oriented logistics services including warehousing, turn-key inside delivery with light assembly; Specialized equipment; International and domestic ground, air, and ocean freight movement	4	13 FT Teamsters Local #992	17
Central Transport International, Inc. 14713 Crown Lane Hagerstown, MD 21740 301-733-4300 800-523-6882 Fax: 301-733-1026 www.centraltransportint.com <i>Central Transport, Inc.; Warren, MI 1989</i>	<i>Brian Wirth, Terminal Manager</i> Common LTL carrier	9	-	9
FedEx Freight 16114 Transportation Circle Hagerstown, MD 21742 301-739-0512 877-743-4440 Fax: 301-739-5622 www.fedex.com darrin.nardi@fedex.com <i>FDX; Memphis, AR 1999</i>	<i>Darrin Nardi, Service Center Manager</i> <i>Pamela Leak, Account Manager</i> <i>David Pappa, Account Manager</i> Scheduled, for-hire carrier of Less-Than-Truckload (LTL); Shipments of general commodities	195	30 PT	225
Martin Storage Company, Inc. 701 Pennsylvania Avenue Hagerstown, MD 21742 <i>Mailing Address:</i> P.O. Box 86 Hagerstown, MD 21741-0086 301-739-6200 800-433-6221 Fax: 301-797-3226 martinstorage@prodigy.net <i>1912</i>	<i>Robert F. Dooley, President</i> <i>Janet L. Goller, Office Manager</i> Local, long distance, and international moving, packing, crating, and storage; Agent for Allied Van Lines, Inc.; Specialized distribution services for commercial and retail businesses	12	-	12
R+L Carriers, Inc. 14527 Industry Drive Hagerstown, MD 21742 240-420-2812 877-731-7346 Fax: 240-420-6109 www.gorlc.com tmhag@rlcarriers.com <i>R+L Carriers, Inc.; Wilmington, OH 2000</i>	<i>Charles Stefaniak, Service Center Manager</i> LTL motor freight carrier	34	4 PT	38

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Roadway Express / Yellow Transportation 311 East Oak Ridge Drive Hagerstown, MD 21740 301-797-5922 800-638-3554 Fax: 301-797-0706 www.roadway.com Roadway; Akron, OH 1971	<i>Steve Brigido, Service Center Manager</i> <i>Greg Budner, Operations Manager</i> <i>Tony Papouschek, Office Manager</i> Common carrier; Trucking	19	158 FT Teamsters Local #992-	177
UPS Freight 10146 Governor Lane Boulevard Williamsport, MD 21795 301-223-6100 800-638-5873 Fax: 301-223-5068 www.upsfreight.com hagerstownmd@upsfreight.com UPS, Inc.; Atlanta, GA 1968	<i>David Rogers, Service Center Manager</i> LTL common carrier with nationwide coverage and a strong multi-regional presence	9	2 PT 36 FT Teamsters	47
NAICS Group: Limousine Service (NAICS Code 48532)				
Northstar Limousine, LLC 16607 National Pike Hagerstown, MD 21740 301-733-8233 866-262-3890 Fax: 301-797-5774 www.northstarlimousine.com northstarlimo@msn.com 1994	<i>Robert Lee Thomas, Jr., Owner</i> Provides executive limousine and town-car services	1	3 PT	4
NAICS Group: Airport Operations (NAICS Code 48811)				
Rider Jet Center 18539 Henson Boulevard Hagerstown, MD 21742 301-791-9119 866-326-4447 Fax: 301-791-9512 www.riderjetcenter.com kevin@riderjetcenter.com 2003	<i>David R. Rider, Owner</i> <i>Benjamin Rider, Vice President, Operations</i> <i>Kevin Benner, General Manager</i> <i>John Hartman, Line Manager</i> General aviation services, and support for private and commercial aircraft; Flight school	10	5 PT	15
NAICS Group: Other Support Activities for Air Transportation (NAICS Code 48819)				
Agusta Westland, Inc. 18450 Showalter Road Hagerstown, MD 21742 703-880-2270 Fax: 240-420-0095 www.agustawestland.com mnassar@agustawestlandinc.com Finmeccanica, S.p.A.; Rome, Italy 2008	<i>A. Nick Nassar, Director</i> <i>Kevin Mulcahy, Program Manager</i> <i>Dave Corbiser, Production Manager</i> <i>Rick Reese, Material Manager</i> <i>Steve Bratcher, Manager Representative, Quality</i> Helicopter maintenance, repair, and overhaul	44	-	44

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
DST, LLC 18223 Air Park Road Hagerstown, MD 21742 301-797-8897 dsmith@dstllc.net 2003	<i>Dana G. Smith, President</i> Provides aerial reconnaissance services and support, including program management, technical services, aircraft leasing, integration, and testing	10	-	10
Hagerstown Aircraft Services, Inc. 14235 Oak Springs Road Hagerstown, MD 21742 301-733-7604 800-314-4350 Fax: 301-739-0527 www.hgrair.com tracey@hgrair.com 1997	<i>Tracey L. Potter, President</i> <i>Mike Grady, General Manager</i> <i>Gina Mills, Office Manager*</i> Aircraft structural repair, routine maintenance, painting and interiors; Engine repair and overhaul; Avionics sales and service; Authorized Cessna, Mooney, and Diamond aircraft service and parts center; Certified FAA repair station	23	1 PT	24
Lockheed Martin 12916 Conamar Drive, Suite 203 Hagerstown, MD 21740 240-420-0922 Fax: 240-420-0925 www.lockheedmartin.com <i>Lockheed Martin; Bethesda, MD</i> 2009	<i>Ken Majchrzak, Program Manager</i> Provides diversified, technical, and operational support services within the aviation industry	6	-	6
Royal Aircraft Services, LLC 18335 Airpark Road Hagerstown, MD 21742 301-791-3642 866-791-3642 Fax: 301-791-7368 www.royalaircraft.com quotes@royalaircraft.com 1986	<i>Austin Heffernan, Owner & General Manager</i> <i>Pamela Heffernan, Owner & Office Manager</i> Aircraft repair facility; Structural sheet metal and composite, and airframe repairs; Rebuild and maintain engines; Paint shop for exterior and interior refurbishments; Modifications; Inspections; FAA certified, Cirrus Service Center	20	-	20
Sierra Nevada Corporation 18635 Jarkey Drive Hagerstown, MD 21742 301-665-1294 Fax: 301-665-1273 www.sncorp.com <i>Sierra Nevada Corporation; Sparks, NV</i> 1993	<i>William Shaver, Executive Vice President</i> <i>Hal Lucas, GM & Director of Integrated Aircraft Services</i> <i>Daryl Fry, Human Resources Manager</i> Aircraft maintenance and inspection; Engineering, design, development, analysis and documentation; Configuration, aircraft modification, program management, and technical management; Mechanical and structural manufacturing	417	-	417
Telford Aviation, Inc. 18450 Showalter Road, Suite 201 Hagerstown, MD 21742 301-797-6005 Fax: 301-797-6007 www.telfordgroup.biz marvin.harrell@telfordgroup.biz <i>The Telford Group; Bangor, ME</i> 2009	<i>Marvin Harrell, CLS Program Manager</i> Provides diversified, technical, and operational support services within the aviation industry; Services include heavy maintenance services for regional, corporate and private aircraft; Aircraft engineering and leasing, and aircraft parts sales and leasing	6	-	6

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
NAICS Group: Motor Vehicle Towing (NAICS Code 48841)				
D & D Truck Repair & Towing, Inc. 16803-D Notley Road Hagerstown, MD 21740 301-582-2304 Fax: 301-582-3781 ddtow@aol.com 1992	<i>David Kline, President</i> <i>Diane Kline, Vice President</i> <i>Donald Kline, Shop Foreman</i> <i>Jamie Stine, Office Manager</i> Towing and truck repair; 24-hour small and large emergency towing and recovery service; Heavy and medium duty truck and trailer repairs and service; DOT inspections; Provides air conditioning, brakes, engine, transmission, and rears service and repair	7	3 PT	10
NAICS Group: Other Support Activities for Road Transportation (NAICS Code 48849)				
Outdoor Contractors, Inc. 12019 Kemps Mill Road Williamsport, MD 21795-3143 301-582-4999 Fax: 301-223-4302 www.outdoorcontractors.com outdoorcontracts@aol.com 1994	<i>Nancy C. Rowland, President & CEO</i> <i>Kaitlyn M. Rowland, Vice President</i> <i>Jennifer L. Buhrman, Secretary</i> Provides commercial sweeping and trucking services for highways, road, and parking lots; Excavation, landscaping, and snow removal services provided; Industrial, and masonry supplies are available	7	-	7
NAICS Group: Couriers (NAICS Code 49211)				
Federal Express 1409 Oakmont Drive Hagerstown, MD 800-Go-FedEx (463-3339) Fax: 301-791-4953 FDX; Memphis, TN 1982	<i>Zack Stone, Station Manager</i> Time-sensitive package delivery and pick up services	115	16 PT	131
United Parcel Service (UPS) 217 East Oak Ridge Drive Hagerstown, MD 21740 800-Pick-UPS (742-5877) www.ups.com United Parcel Service, Inc.; Atlanta, GA 1964	<i>Rod Weagley, Business Manager</i> Worldwide package distribution	50	106 PT 118 FT Teamsters Local #992	274
NAICS Group: Local Messengers and Local Delivery (NAICS Code 49221)				
Hub City Express, Inc. 9710 Garis Shop Road Hagerstown, MD 21740 Mailing Address: P.O. Box 307 Funkstown, MD 21734-0307 301-797-0085 Fax: 301-739-2523 1979	<i>Mary Jane Koontz, President</i> <i>Ronald E. Koontz, Vice President</i> <i>Kimberly Stouffer, HR Director</i> Provides daily, weekly, monthly or one-time only delivery services as well as piggy-back service to the Frederick area; Services also include bank and airport delivery and pickup services, U.S. mail express, and same-day deliveries	2	2 PT	4

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
NAICS Group: General Warehousing and Storage (NAICS Code 49311)				
Central Coca-Cola Bottling Company, Inc.	<i>David Dailey, Sales Center Manager</i>	104	2 PT	106
100 Western Maryland Parkway Hagerstown, MD 21740 301-739-3700 800-647-2653 Fax: 301-791-5817 <i>Central Coca-Cola Bottling Co.;</i> <i>Richmond, VA</i> <i>1915</i>	<i>Brian Bowers, Senior Key Account Manager</i> <i>Darlene Maupin, Office Manager*</i> Distributor of Coca-Cola and allied products			
Home Depot Direct (The)	<i>Michael Knox, Regional Manager</i>	194	-	194
16500 Hunters Green Parkway Hagerstown, MD 21740 301-582-3980 Fax: 301-582-3121 www.homedepot.com <i>The Home Depot; Atlanta, GA</i> <i>2004</i>	<i>Shawn Lumpkin, Human Resources Manager</i> Expedited distributor for wholesalers and retailers			
item International America, LLC	<i>Matthias Urwalek, Vice President</i>	6	-	6
12105 Insurance Way Hagerstown, MD 21740 301-665-9772 Fax: 301-665-9775 www.item.info usa@item.info <i>item Industrietechnik GmbH; Solingen,</i> <i>Germany</i> <i>2006</i>	Wholesale distributor of extruded aluminum profiles and accessories for industrial engineering, factory automation and machine construction			
Kane Logistics, Inc.	<i>Curtis Weaver, Facility Manager</i>	63	2 PT	65
14557 Industry Drive Hagerstown, MD 21742 <i>Mailing Address:</i> P.O. Box 931 Scranton, PA 18501-0931 301-791-9190 888-356-5263 Fax: 301-791-5935 www.kaneisable.com jlloomis@kaneisable.com <i>Kane Is Able; Scranton, PA</i> <i>1994</i>	Transportation and distribution services, operating as Sam's Distribution Center for Sam's Clubs			
Kellogg Snacks	<i>Todd Hopkins, Manager</i>	50	-	50
11841 Newgate Boulevard Hagerstown, MD 21740 301-223-1161 www.kelloggs.com todd.hopkins@kellogg.com <i>Kellogg Company; Battle Creek, MI</i> <i>2008</i>	Distribution center for Kellogg Snacks' snack division			

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
<p>Lenox Distribution Center 16507 Hunters Green Parkway Hagerstown, MD 21740 240-366-2000 Fax: 240-366-2020 www.lenox.com Lenox Group, Inc.; Bristol, PA 1974</p>	<p><i>Gregory Petro, VP of Distribution</i> <i>Denise McLucas, Human Resources Manager</i> Lenox fine china, crystal, and metal products; Kirk Stieff pewter and silver; Dansk products</p>	120	-	120
<p>Lowe's Distribution 990 Wesel Boulevard Hagerstown, MD 21740 240-313-7880 Fax: 240-313-7881 www.lowes.com pennie.l.guske@lowes.com Lowe's Companies, Inc.; North Wilkesboro, NC 1994</p>	<p><i>Pennie Guske, Location Manager</i> <i>Staci Hux, Human Resources</i> Building material distributor for Lowe's Home Stores</p>	43	1 PT	44
<p>Pepsi Bottling Group 16421 Elliott Parkway Williamsport, MD 21795 301-582-5050 800-444-9858 Fax: 301-582-5055 www.pbg.com The Pepsi Bottling Group; Somers, NY 1976</p>	<p><i>Tonya Youngblood, Administrator*</i> <i>Wayne Reed, Regional Sales Director</i> Distributor of Pepsi and allied products; Wholesale vending installation and repair; Fountain installation and repair</p>	100	90 FT Teamsters Local #992	190
<p>PetSmart FDC 18 16522-A Hunters Green Parkway Hagerstown, MD 21740 301-302-8900 Fax: 301-582-9497 www.petsmart.com sreinke@dc18.petsmart.com PetSmart SSG; Phoenix, AZ 2000</p>	<p><i>Steve Reinke, General Manager</i> <i>Cheryl Pagel, Human Resources Manager</i> Distributor of pet specialty products to PetSmart retail stores</p>	99	-	99
<p>Radio Shack Distribution Center 100 Tandy Drive Hagerstown, MD 21740 240-313-3640 Fax: 240-313-3680 www.radioshack.com Radio Shack Corporation; Fort Worth, TX 1986</p>	<p><i>David Hartle, Director, Distribution Center</i> <i>Patti Coffey, Assistant Director</i> Consumer electronics distribution</p>	140	-	140
<p>Staples Distribution Center 11540 Hopewell Road Hagerstown, MD 21740-2108 301-582-3410 Fax: 301-582-6304 www.staples.com Staples, Inc.; Framingham, MA 1997</p>	<p><i>George Butler, Director of Distribution</i> <i>Kelly Gibson, Regional Human Resources Manager</i> Distribution center of office supplies and equipment</p>	562	5 PT	567

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
T.A. Baer Logistics, LLC 16125-D Business Parkway Hagerstown, MD 21740 301-491-2360 tsbaer@md.net 1995	<i>Todd Baer, President</i> <i>Rick Bennett, General Manager</i> Provides warehouse services, including transportation and staffing; Building leasing	2	1 PT	3
Tractor Supply Company 11935 Hopewell Road Hagerstown, MD 21740 240-527-6000 Fax: 240-527-6099 www.tractorsupply.com dwaddleton@tractorsupply.com <i>Tractor Supply Company; Brentwood, TN</i> 2004	<i>Donna Waddleton, General Manager</i> <i>Mary Beth Lowry, Human Resources Manager</i> Distribution center supplying farm and rural lifestyle products to the Tractor Supply Company retail chain	214	-	214
Wolters Kluwer Health 16522 Hunters Green Parkway Hagerstown, MD 21740 301-223-2300 800-638-3030 Fax: 301-223-2400 www.lww.com <i>Wolters Kluwer; Amsterdam, Netherlands</i> 1920	<i>Maureen S. Connors, Vice President</i> <i>Stuart Parks, Warehouse Director</i> Order processing services and distribution center for medical and nursing books; Subscription services for medical journals; CDs	109	-	109
NAICS Group: Refrigerated Warehousing and Storage (NAICS Code 49312)				
DOT Foods, Inc. 16301 Elliott Parkway Williamsport, MD 21795 240-313-3800 800-366-5670 Fax: 301-416-3207 www.dotfoods.com <i>DOT Foods, Inc.; Mt. Sterling, IL</i> 1994	<i>Brian Duffield, General Manager</i> <i>Michael Stevenson, Transportation Manager</i> <i>Wendy Young, Administration Manager*</i> Distributor of dry, refrigerated, and frozen foods; Provide short and long-term, temperature-controlled storage on a contract basis	236	46 PT	282
Save-A-Lot Foods 9822 Prosperity Lane Williamsport, MD 21795 301-223-6623 Fax: 301-223-6824 www.save-a-lot.com <i>Supervalu, Inc.; Minneapolis, MN</i> 1989	<i>Fred Malinosky, Distribution Center Manager</i> Wholesale distribution of grocery, dairy, frozen, meat, produce, and milk products	186	10 PT	196

Information

NAICS Group: Newspaper Publishers (NAICS Code 51111)

Hancock News, Inc. (The) 263 North Pennsylvania Avenue Hancock, MD 21750 301-678-6255 Fax: 301-678-5520 <i>The Morgan Messenger;</i> <i>Berkeley Springs, WV</i> 1914	<i>James Buzzerd, Owner</i> Weekly newspaper; Job printing		3 PT	3
---	---	--	------	---

*Designated personnel/human resources contact.

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Herald-Mail Company (The) 100 Summit Avenue Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 439 Hagerstown, MD 21741-0439 301-733-5131 800-626-6397 Fax: 301-714-0245 www.herald-mail.com news@herald-mail.com <i>Schurz Communications, Inc.;</i> <i>South Bend, IN</i> <i>1828</i>	<i>John W. League, President</i> <i>David Elliott, Human Resources Director</i> <i>Kim Reno, Controller</i> Publisher of The Herald-Mail newspaper, Herald-Mail.com, The Herald-Mail Express, Washington County Living, numerous other niche publications and websites; Website development; Event marketing	110	81 PT	191
Picket News, Inc. 25 East Antietam Street Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 71 Hagerstown, MD 21741-0071 301-766-7097 Fax: 301-766-7099 www.picketnews.com editor@picketnews.com <i>1996</i>	<i>John W. Courtney, Publisher</i> <i>Jennifer Leese, Editor</i> <i>Jay Bidle, Advertising Director</i> <i>Sherrill Courtney, Finance Director</i> Publisher of the weekly Picket News and the quarterly Picket Tourism Guide; Provides media design, discount printing, and copying services	2	2 PT	4
NAICS Group: Periodical Publishers (NAICS Code 51112)				
Maryland Cracker Barrel, Inc. 7749 Fairplay Road Boonsboro, MD 21713-2322 301-582-3885 Fax: 301-582-3885 mdcb@myactv.net <i>1971</i>	<i>Frank Woodring, Editor & Publisher</i> Publisher of a bi-monthly magazine focusing on the history of Washington County; Features early and current history; Publication includes photographs depicting Washington County's past	2	-	2
Review & Herald Publishing Association 55 West Oak Ridge Drive Hagerstown, MD 21740 301-393-3000 Fax: 301-714-1743 www.rhpa.org mthomas@rhpa.org <i>General Conference of Seventh-Day Adventists; Silver Spring, MD</i> <i>1983</i>	<i>Mark B. Thomas, President</i> <i>Dwain Esmond, Vice President, Editorial Services</i> <i>Dwight Hall, Vice President, Marketing/Operations</i> <i>Graham Barham, Vice President, Finance</i> <i>John Gay, Vice President, Graphics</i> Religious books and periodicals; Educational, character building, and health-related materials; Printer and publisher	132	8 PT	140
RidgeRunner Publishing, LLC 10 Public Square, 4th Floor Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 2415 Hagerstown, MD 21741-2415 240-313-3940 Fax: 240-313-3943 www.hagerstownmagazine.com info@ridgerunnerpublishing.com <i>2006</i>	<i>Kate Rader, Owner & Publisher</i> <i>Stacey Campbell, Managing Editor</i> <i>Matthew Prince, Controller</i> Full-service publishing company specializing in content and creative development, design, layout and production of custom publications; Offers niche advertising and marketing opportunities for regional publications including Hagerstown Magazine and Smart Company Magazine in print and online	7	4 PT	11

Number of Employees		
Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees

NAICS Group: Book Publishers (NAICS Code 51113)

<p>National Book Network 18212 Shawley Drive Hagerstown, MD 21740 301-745-6653 Fax: 301-745-6659 www.nbnbooks.com <i>The Rowman & Littlefield Publishing Group;</i> <i>Lanham, MD</i> <i>2008</i></p>	<p><i>Ron Carraway, Warehouse Manager</i> <i>Al Patterson, Vice President, Distribution & Transportation</i> Independent publishing and distribution</p>	35	-	35
--	--	----	---	----

NAICS Group: Directory and Mailing List Publishers (NAICS Code 51114)

<p>Ogden Directories, Inc. 645 East First Street Hagerstown, MD 21740 301-766-4331 800-230-3963 Fax: 240-420-6505 www.eztousebigbook.com jkruger@odiyellowpages.com <i>Ogden Newspapers, Inc.; Wheeling, WV</i> <i>1997</i></p>	<p><i>Julie Kruger, Sales Manager</i> Publisher of the Washington County "EZ to Use Big Book;" Distribution to homes and businesses; Provides listings and information for residences, businesses, and government services</p>	11	-	11
--	--	----	---	----

NAICS Group: Motion Picture and Video Production (NAICS Code 51211)

<p>After Five Productions 11804 Greencastle Pike Hagerstown, MD 21740 301-733-6620 866-280-7888 Fax: 301-733-6624 www.afterfiveproductions.com jmiller@afterfiveproductions.com <i>2002</i></p>	<p><i>James E. Miller, President</i> <i>Dawn R. Hoover-Miller, Treasurer</i> Provides video production and event support services</p>	3	2 PT	5
--	---	---	------	---

NAICS Group: Radio Broadcasting (NAICS Code 51511)

<p>Hagerstown Broadcasting Company, Inc., t/a WJEJ Radio 1135 Haven Road Hagerstown, MD 21742 301-739-2323 800-265-0057 Fax: 301-797-7408 www.wjejradi.com wjej@myactv.net <i>1932</i></p>	<p><i>John T. Staub, President, Owner & GM</i> <i>Louis J. Scally, Program Director & Chief Engineer*</i> <i>Paula J. Eisenhower, Finance Director</i> <i>Joanna C. Staub, Assistant Manager</i> WJEJ-AM 1240 radio station</p>	8	2 PT	10
---	---	---	------	----

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
WCRH Radio 12146 Cedar Ridge Road Williamsport, MD 21795 <i>Mailing Address:</i> P.O. Box 439 Williamsport, MD 21795-0439 301-582-0285 Fax: 301-582-2707 www.wcrh.org jbean@wcrh.org Cedar Ridge Children's Home & School; Williamsport, MD 1976	<i>David M. Swacina, Administrator</i> <i>Jeffrey Bean, Broadcasting Services Director</i> <i>Paula Shatzer, Chief Financial Officer</i> <i>Randy Schroyer, Facilities Supervisor</i> <i>Dan Vannoy, Human Resources Manager</i> WCRH 90.5 FM; 24-hour, non-commercial radio station	7	-	7
WHAG-AM/WDLF-FM 1250 Maryland Avenue Hagerstown, MD 21740 301-797-7300 Fax: 301-797-2659 <i>Dame Broadcasting, Inc.; Mechanicsburg,</i> <i>PA</i> 1968	<i>Richard Bateman, General Manager</i> <i>Barbara Turkenton, Business Manager*</i> WDLF 96.7 FM and WHAG 1410 AM radio service	22	-	22
NAICS Group: Television Broadcasting (NAICS Code 51512)				
WHAG 13 East Washington Street Hagerstown, MD 21740 301-797-4400 800-842-1837 Fax: 301-733-1735 www.your4state.com hbreslin@whag.com <i>Nexstar Broadcasting Group, Inc.; Irving,</i> <i>TX</i> 1970	<i>Hugh Breslin, VP & General Manager</i> Provides NBC and local programming including local news, weather, and sports coverage; Your4State.com web site includes real estate, classifieds, and job listings along with top news stories with videos	56	14 PT	70
NAICS Group: Cable and Other Subscription Programming (NAICS Code 51521)				
Antietam Cable Television, Inc. 1000 Willow Circle Hagerstown, MD 21740 301-797-5000 Fax: 301-797-4829 www.antietamcable.com <i>Schurz Communications, Inc.;</i> <i>Mishawaka, IN</i> 1968	<i>Brian A. Lynch, President & General Manager</i> <i>Gary W. Davis, Vice President, Engineering</i> <i>Cynthia Garland, Director of Marketing</i> <i>Cara Baumeister, Director of Business Operations</i> <i>Nicole Serra, Human Resources Generalist</i> Provides digital cable television, broadband internet, and digital telephone services to residential and commercial customers, as well as providing local advertising services	77	6 PT	83

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
NAICS Group: Wired Telecommunications Carriers (NAICS Code 51711)				
Verizon Maryland, Inc. 1710 Underpass Way, 4th Floor Hagerstown, MD 21740-6568 <i>Mailing Address:</i> 1 East Pratt Street, 10th Floor Baltimore, MD 21202 410-393-4389 Fax: 410-393-7129 www.verizon.com/md briana.gowing@verizon.com <i>Verizon Communications, Inc.; New York, NY 1883</i>	<i>William R. Roberts, President Briana Gowing, Assistant Vice President, External Affairs</i> Delivering broadband and other wire line and wireless communication innovations to consumer, business, government, and wholesale customers	24	71 FT CWA - Local #2105	95
NAICS Group: Wireless Telecommunications Carriers (except Satellite) (NAICS Code 51721)				
Eduro Networks, Inc. 18450 Showalter Road Hagerstown, MD 21742 240-529-2000 www.eduronetworks.com sales@eduronetworks.com 2009	<i>Tom Poss, CEO Ken Ober, Director of Sales</i> Fixed wireless broadband internet provider; Hosted PBX and VOIP phone service; Managed firewall and unified threat management; Managed video conferencing solutions and services	15	-	15
NAICS Group: Satellite Telecommunications (NAICS Code 51741)				
Americom Government Services, Inc. 1101 Opal Court, Suite 215 Hagerstown, MD 21740 301-797-5042 Fax: 301-797-5447 www.americom-gs.com edward.mikus@americom-gs.com 1999	<i>Edward Mikus, Manager, Implementation Matthew Toney, Program Manager</i> Telecommunications service provider and system integrator, providing systems globally for the transmission of data, voice, and video using satellite communications	3	-	3
Mountainside Teleport Corporation 17625 Technology Boulevard Hagerstown, MD 21740-1732 240-420-8999 Fax: 240-420-8991 www.intelsat.com mountainside@intelsat.com <i>Intelsat Global Services Corp.; Washington, DC 2003</i>	<i>Joseph Gorzelnik, Senior Manager</i> Providing telephony, corporate network, video, and internet solutions around the globe via 51 geosynchronous satellites in prime orbital locations; Providing customers with real time, advanced communications	38	-	38
NAICS Group: Libraries and Archives (NAICS Code 51912)				
Washington County Free Library 100 South Potomac Street Hagerstown, MD 21740 301-739-3250 Fax: 301-739-7603 www.washcolibrary.org cs01@washcolibrary.org 1898	<i>Mary C. Baykan, Director Kathleen O'Connell, Assistant Director Charlotte Seibert, Manager, Business & Finance Ken Hose, Facilities Manager*</i> Provides free public access to library materials and internet access including onsite wireless internet; Supports learning efforts; Provides research and information guidance to local government and small business	43	50 PT	93

Number of Employees		
Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees

Finance and Insurance

NAICS Group: Commercial Banking (NAICS Code 52211)

<p>Bulldog Federal Credit Union 580 Northern Avenue Hagerstown, MD 21742 301-797-6318 Fax: 240-420-2000 www.bdfcu.com 1968</p>	<p><i>David A. Barrett, President*</i> <i>Lynn Stuart, CFO</i> <i>Jennifer H. Boward, Member Services Manager</i> Full-service, not-for-profit financial co-operative, operated by and for its members; ATMs, no-fee checking, and personal and commercial loans</p>	54	6 PT	60
<p>Capital One Bank 33 West Franklin Street Hagerstown, MD 21740 301-797-3301 Fax: 301-733-3830 www.capitalone.com <i>Capital One Bank; McLean, VA</i> 1973</p>	<p><i>Kristine Vallette, Senior Branch Manager, Downtown</i> <i>Denise McCoy, Senior Branch Manager, Center at Antietam</i> <i>Dennis Showman, Branch Manager, Stonehouse Square</i> Full-service bank; Deposit and business accounts; Home equity and mortgage loans; Certificates of Deposit; Financial services; Online banking and ATM machines</p>	16	5 PT	21
<p>Centra Bank 13126 Pennsylvania Avenue, Suite 101 Hagerstown, MD 21742 301-739-1930 Fax: 301-739-1145 www.centrabank.com thenry@centrabank.com <i>United Bankshares, Inc.; Washington, DC;</i> <i>Charleston, WV</i> 2007</p>	<p><i>Timothy G. Henry, CEO</i> <i>Mark Harrell, President & COO</i> Locally managed full-service community bank providing commercial and consumer lending; Commercial, investment and residential mortgages, deposit products and full online and cash management services</p>	18	1 PT	19
<p>Columbia Bank (The) 83 West Washington Street Hagerstown, MD 21740 301-739-0850 800-772-0159 Fax: 301-791-8487 www.thecolumbiabank.com <i>Fulton Financial Corporation; Lancaster, PA</i> 1933</p>	<p><i>Louis J. Giustini, President</i> <i>Stephen L. Hummel, Senior VP, BSA, AML Security Officer</i> <i>Judith D. Greenwald, Senior VP, Business Development Officer</i> <i>Susan M. Mades, Regional Branch Administrator</i> <i>Kristyn Berger, Employment Officer</i> Full-service commercial bank, offering financial services for consumers and businesses</p>	94	10 PT	104
<p>M & T Bank 32 North Potomac Street Hagerstown, MD 21740 301-797-3901 Fax: 301-393-3497 www.mtb.com bpingrey@mtb.com <i>M & T Bank; Buffalo, NY</i> 2000</p>	<p><i>Bradley Pingrey, Vice President</i> <i>Christopher Bolton, Vice President, Business Banking</i> <i>Melissa Fry, Regional Human Resources Director</i> Commercial and retail banking; Investment and trust services</p>	82	16 PT	98

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
My Bank! First United Bank and Trust 130 South Edgewood Drive Hagerstown, MD 21740 301-791-3999 888-692-2654 Fax: 301-791-9621 www.mybank4.com pyoung@mybank4.com <i>First United Corp.; Oakland, MD 1990</i>	<i>Patricia E. Young, Market President</i> <i>Richard Kidd, Vice President, Commercial</i> <i>Jennifer Jones, Trust & Investment Advisor</i> Full-service banking and financial services company including trust and wealth management and First United Insurance Group	21	3 PT	24
Orrstown Bank 1020 Professional Court Hagerstown, MD 21740 301-714-1650 888-677-7869 Fax: 301-714-0613 www.orrstown.com bselders@orrstown.com <i>Orrstown Financial Services, Inc.; Shippensburg, PA 2006</i>	<i>J.D. Pearl, Branch Executive Officer</i> <i>Brian K. Selders, Vice President, RSLO</i> <i>Michael C. Line, AVP Business Development Officer</i> <i>Ed L. Hose, Business Banking Officer</i> <i>Jessica R. Middour, Business Banking Officer</i> Provides a full-range of consumer and business financial services	11	-	11
PNC Bank 12916 Conamar Drive, Suite 100 Hagerstown, MD 21742 301-745-5820 888-762-2265 Fax: 301-739-3846 www.pnc.com <i>PNC Financial Services Group, Inc.; Pittsburgh, PA 1902</i>	<i>Gordon Cooley, Market President</i> <i>Gina M. Cumberland, Regional Manager</i> <i>Stacie Wright, Sales, Service & Support Manager</i> <i>Susan Himes, Business Banker</i> <i>Stacy Campbell, Business Banker</i> Full-service commercial bank, offering financial and wealth management services for consumers and businesses	72	12 PT	84
Sovereign Bank 100 West Washington Street Hagerstown, MD 21740 240-420-8900 Fax: 301-739-0299 www.sovereignbank.com <i>Banco Santander SA; Madrid, Spain 1934</i>	<i>Jennifer Davis, Branch Manager</i> Full-service financial institution providing commercial, retail, and trust products and services	32	3 PT	35
Susquehanna Bank 1800 Dual Highway Hagerstown, MD 21740 301-791-0000 800-311-3182 Fax: 301-714-7820 www.susquehanna.net <i>Susquehanna Bancshares, Inc.; Lititz, PA 1925</i>	<i>James G. Pierre', President & CEO</i> <i>Michael E. Hough, MD Division President</i> <i>Bonnie Courtney, VP, Regional Human Resources Manager</i> Full-service bank offering a wide variety of loan and deposit products; Offering on-line banking for both individuals and businesses, including Internet Banker with Bill Payment	130	8 PT	138

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
<p>Tower Bank 18233 Maugans Avenue Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 8 Greencastle, PA 17225-0008 240-420-8535 (Maugans Avenue) 301-393-8535 (Eastern Boulevard) 866-597-2137 Fax: 240-420-8538 www.fnbgc.com tburger@fnbgc.com <i>Tower Bank; Greencastle, PA 2002</i></p>	<p><i>Candace Bageant, Office Manager, Maugans Avenue Linda Warren, Loan Officer, Maugans Avenue Carmen Fox, Office Manager, Eastern Boulevard Madonna Beverlin, Loan Officer, Eastern Boulevard Angela Hager, Office Manager, Hancock</i> Full-service community bank since 1864; Providing businesses and consumers with a variety of financial products and services; In-house residential mortgages, consumer, and commercial loans</p>	23	-	23
NAICS Group: Sales Financing (NAICS Code 52222)				
<p>Perry Funding, LLC 651 Potomac Avenue Hagerstown, MD 21740-3837 301-791-0707 Fax: 301-791-5717 www.perryfunding.net jay@perryfunding.net 2010</p>	<p><i>John "Jay" P. McDowell, Operations Manager & CEO Gail G. McDowell, Finance Director Alvin Massey, Leasing Consultant</i> Provides equipment lease financing, working capital, accounts receivable financing, and niche commercial financing; Refinance of business and commercial real estate and consulting services</p>	3	1 PT	4
NAICS Group: Financial Transactions Processing, Reserve, and Clearinghouse Activities (NAICS Code 52232)				
<p>Citi 14700 Citicorp Drive Hagerstown, MD 21742 301-790-4200 Fax: 301-714-5411 www.citi.com <i>Citigroup; New York, NY 1985</i></p>	<p><i>Debra A. Gorbosky, Site President David Crotty, Human Resources Site Lead Cassandra H. Latimer, Public Affairs & Community Sr. Mgr. Frank Boward, VP, Citi Realty Services</i> Operations and technology support for Citigroup's consumer businesses</p>	2067	-	2067
<p>Equity Commerce, LP 18223 Shawley Drive, Suite 200 Hagerstown, MD 21740 301-790-3444 866-790-3995 Fax: 877-260-9736 www.equitycommerce.com jbrown@equitycommerce.com 2005</p>	<p><i>Jeffery W. Brown, President Erica Aranha, Director, ISO Support Danielle Holtzman, Controller</i> Provides payment processing services for retail, service, restaurant, and Internet merchants; Additional services include merchant advances, terminal and software sales, ATM placement, check processing, and PIN-based debit processing; Provides complete merchant support</p>	5	1 PT	6
<p>First Data 1 Western Maryland Parkway Hagerstown, MD 21740 301-745-7000 Fax: 301-745-7100 www.firstdata.com diane.baker@firstdata.com <i>First Data Corporation; Denver, CO 1992</i></p>	<p><i>Kelley Everetts, Sr. Vice President & Site Manager Robert Hawfield, Vice President, FD Properties Karen Beck, Vice President, Human Resources</i> Transaction processing services and back office support for merchant, credit, and debit card acquiring banks; Provider of merchant processing services for all types of consumer and business payments</p>	2163	7 PT	2170

Number of Employees

Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
---------------------------	---	--------------------

NAICS Group: Other Activities Related to Credit Intermediation (NAICS Code 52239)

<p>Susquehanna Loan Servicing Center 13511 Label Lane Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 639 Maugansville, MD 21767-0639 240-420-6340 888-238-8949 Fax: 240-313-1511 www.susquehanna.net leslie.miller@susquehanna.net <i>Susquehanna Bancshares, Inc.; Lititz, PA</i> 2000</p>	<p><i>Deborah L. Block, VP & Director, Loan Operations</i> <i>David W. Becker, Sr. VP & Director, Cons. Lending Services</i> <i>Bonnie S. Courtney, VP & Regional Human Resources</i> <i>Manager</i> Loan servicing center centralizing all loan operations for a large multi-state bank</p>	150	3 PT	153
---	--	-----	------	-----

NAICS Group: Investment Advice (NAICS Code 52393)

<p>Edward Jones 33 West Franklin Street, Suite 101 Hagerstown, MD 21740 301-733-0625 866-733-2625 Fax: 866-559-4511 www.edwardjones.com shelby.penn@edwardjones.com <i>Edward Jones; St. Louis, MO</i> 2004</p>	<p><i>Shelby Penn, Financial Advisor</i> <i>Jill Wilkinson, Branch Office Administrator</i> Provides investment advice and financial services including insurance and business retirement plans</p>	2	1 PT	3
<p>Edward Jones Investments 12818-E Shank Farm Way Hagerstown, MD 21742 301-733-3348 Fax: 877-548-3528 www.edwardjones.com benito.vattelana@edwardjones.com <i>Edward Jones; St. Louis, MO</i> 2007</p>	<p><i>Benito Vattelana, AAMS, Financial Advisor</i> <i>Valerie Walters, Branch Office Administrator</i> Full-service investment firm for personal and business retirement planning, education savings, estate considerations, insurance, and savings solutions</p>	2	1 PT	3
<p>Hendershot Financial Group 11400 Robinwood Drive, Suite 209 Hagerstown, MD 21742 240-675-4149 800-255-8921 Fax: 301-987-7107 www.hfgweb.com cperini@lincolninvestment.com <i>Hendershot Financial Group; Gaithersburg, MD</i> 2010</p>	<p><i>Cynthia Perini, SVP, Branch Mgr., Financial Advisor</i> <i>Marion Hardin, Financial Manager</i> Establishes comprehensive 403(b), 403(b)7, 457, 401(k), employer benefits, SEP, Roth, traditional IRAs, educational savings plans, life insurance, estate planning, etc. for individuals and businesses; Investment products include mutual funds, variable and fixed annuities, insurance products, asset allocation modeling and advisory services and securities offered through Lincoln Investment Planning</p>	2	1 PT	3
<p>Merrill Lynch & Company, Inc. 19236 Meadow View Drive Hagerstown, MD 21742 301-791-5000 888-242-1272 Fax: 866-706-6503 www.mymerrill.com suzanne_hayes@ml.com <i>Merrill Lynch; New York, NY</i> 2007</p>	<p><i>Suzanne D. Hayes, Associate Resident Director</i> <i>David M. Giro, Financial Advisor</i> <i>Debra Roth, Client Associate/BSA</i> <i>Susan Witmer, Client Associate</i> Wealth management, capital, and advisory services company; Investment bank, global trader, and underwriter of securities and derivatives across a broad range of asset classes; Provides services world-wide as a strategic advisor to corporations and governments; Provides human resource services including payroll</p>	3	1 PT	4

*Designated personnel/human resources contact.

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
RBC Wealth Management 113 South Potomac Street Hagerstown, MD 21740 301-733-7111 800-344-4413 Fax: 301-791-5763 www.rbcwmconnect.com brendan.fitzsimmons@rbc.com 1970	<i>Brendan D. Fitzsimmons, Branch Director</i> <i>Jennifer R. Brandenburg, Branch Service Manager</i> Offers a full-line of financial investment services, including brokerage and insurance services, specializing in local bank stocks	8	-	8
Security Trust Company 223 North Prospect Street, Suite 202 Hagerstown, MD 21740-3773 301-665-2830 866-682-3683 Fax: 301-665-2859 www.securitytrustcompany.com info@securitytrustcompany.com <i>Ridgecrest Investments, Inc.; Frederick, MD</i> 2006	<i>Mick Hersh, COO</i> <i>John Laughlin, President</i> Provides self-directed retirement plan administration and guidance for plans such as IRAs, ROTHs, SEPs, and 401(k)s; Assists investors in diversifying retirement assets through non-traditional investments such as real estate, promissory notes, tax liens, private equity, precious metals, and brokerage investments	7	3 PT	10
NAICS Group: Insurance Agencies and Brokerages (NAICS Code 52421)				
Brethren Mutual Insurance Company (The) 149 North Edgewood Drive Hagerstown, MD 21740 301-739-0950 800-621-4264 Fax: 301-739-6300 www.bmic.com 1897	<i>Michael W. Brashears, Chairman & CEO</i> <i>Charles H. Flickinger, President & COO</i> <i>Tammy L. Aaron, Vice President, Finance & Treasurer</i> <i>Wanda L. Dorsey, Personnel Director</i> Personal, auto, homeowners, dwelling, fire, commercial, and farm-owner's insurance	142	3 PT	145
Erie Insurance 18544 Breeze Hill Drive Hagerstown, MD 21742-2642 <i>Mailing Address:</i> P.O. Box 4158 Hagerstown, MD 21741-4158 301-797-5185 800-533-5602 Fax: 301-714-9218 www.erieinsurance.com <i>Erie Insurance Group; Erie, PA</i> 1971	<i>Bruce E. Peterson, AIC, VP & Claims Manager</i> Servicing auto, personal, and commercial claims	28	-	28
Gaye McGovern Insurance Agency, Inc./State Farm Insurance Companies 11373 Robinwood Drive Hagerstown, MD 21742 301-790-1462 Fax: 301-790-0513 www.gayemcgovern.com gaye.mcgovern.bus1@statefarm.com <i>State Farm Insurance Companies;</i> <i>Bloomington, IL</i> 1987	<i>Gaye McGovern, President</i> Multiple-line insurance agency offering personal lines and commercial auto and fire insurance, and life and health insurance through State Farm Insurance companies; Various products and financial services are available through State Farm Mutual Funds and State Farm Bank	5	2 PT	7

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Insurance Brokers of Maryland - Hagerstown 13126 Pennsylvania Avenue Hagerstown, MD 21742 <i>Mailing Address:</i> P.O. Box 3767 Hagerstown, MD 21742-3767 301-790-0652 888-204-1951 Fax: 301-790-0962 www.insurancebrokersofmd.com info@insurancebrokersofmd.com 2006	<i>Dennis Corapi, Partner</i> Regional insurance agency providing a full range of insurance products for business and individuals; Products include business, health, life, home, and auto	5	-	5
J. Edward Cochran & Company, Inc. 28 North Jonathan Street Hagerstown, MD 21740 301-739-6400 Fax: 301-739-7495 www.jecinsurance.com dchlebowski@jecinsurance.com 1918	<i>Edward W. Cochran, Jr., President</i> <i>Doris Lehman, Executive Vice President</i> <i>Donald Chlebowski, Vice President*</i> <i>Julie Yoder, Commercial Lines Manager</i> <i>Paula Rhoderick, Personal Lines Manager</i> Independent insurance agents/brokers, specializing in all types commercial risks and high value homes	16	-	16
Keller-Stonebraker Insurance, Inc. 1120-C Professional Court Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 609 Hagerstown, MD 21741-0609 301-733-2530 800-733-2530 Fax: 301-791-1478 www.kellerstonebraker.com john@ksiinc.com 1901	<i>John L. Schnebly, CEO</i> <i>Kent R. Reynolds, Vice President, Operations</i> <i>Marcia K. Baker, Vice President, Underwriting</i> <i>Mike Cumberland, Vice President, Benefit Sales</i> <i>Deborah C. Hebb, Vice President, Benefit Sales</i> Regional insurance agency offering insurance and risk management services to individuals and commercial clients; Products include auto and homeowner policies for consumers, property, casualty, and group benefit products for commercial clients	50	-	50
Northwestern Mutual Financial Network 20 West Washington Street, Suite 301 Hagerstown, MD 21740 301-733-5433 800-833-5433 Fax: 301-739-8612 www.nmfn.com ed.lough@nmfn.com <i>Northwestern Mutual Financial Network;</i> <i>Milwaukee, WI</i> 1991	<i>Edward H. Lough, Financial Representative & Partner</i> <i>Alan J. Levin, Financial Representative & Partner</i> <i>Brandy Kendall, Office Manager</i> Products and services include personal, business, estate and pension markets including permanent and term life insurance, disability income insurance, long-term care insurance, annuities, trust services, mutual funds, and advisory services	3	-	3
Ron Myers Insurance 12 West Chestnut Street Funkstown, MD 21734 <i>Mailing Address:</i> P.O. Box 396 Funkstown, MD 21734-0396 301-745-6341 Fax: 301-745-4018 www.ronmyers.mymedicalquotes.com ronmyersinsurance@verizon.net 1980	<i>Ron Myers, Owner & Broker</i> <i>Karol Myers, CFO & Office Manager</i> Offers life, health, Medicare supplement, long-term care and retirement insurance for individuals, families, and groups	2	2 PT	4

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Wright-Gardner Insurance, Inc. 100 West Antietam Street Hagerstown, MD 21740 301-733-1234 800-733-1236 Fax: 301-733-5821 www.wrightgardner.com cwright@wrightgardner.com 1914	<i>F. Christian Wright, IV, President</i> <i>Donald R. Harsh, III, Executive Vice President</i> <i>Laura A. Allis, CFO</i> Provides a full range of protection for business and personal needs; Offering a variety of insurance and financial services including business, home, auto, life, health, and disability insurance; Financial planning, business continuation, and surety bonds	30	1 PT	31
NAICS Group: Pension Funds (NAICS Code 52511)				
Tiger's Eye Benefits Consulting 147 West Washington Street Hagerstown, MD 21740 301-733-4669 Fax: 301-733-5863 www.tigerseyebenefits.com tedr@tigerseyebenefits.com 1994	<i>Theodore G. Reeder, III, CPA, President</i> Provides administration and consultation services to employers maintaining qualified retirement plans; Administers pension, profit sharing, and 401(k) plans; Coordinates services between investment professionals and their clientele	7	4 PT	11
Real Estate and Rental and Leasing				
NAICS Group: Lessors of Nonresidential Buildings (except Miniwarehouses) (NAICS Code 53112)				
Demcore Development, LLC 6 West Washington Street, Suite 200 Hagerstown, MD 21740 301-745-3633 Fax: 301-745-3173 www.demcore.net mike@demcore.net 2002	<i>R. Michael Deming, Managing Member</i> Real estate development and leasing of non-residential buildings	7	2 PT	9
Warehouse and Terminal Properties, LLC 16125 Business Parkway Hagerstown, MD 21740 301-491-2360 Fax: 310-797-6621 tsbaer@md.net 1993	<i>Todd A. Baer, President</i> Develop, construct, and lease warehouse, transportation terminals, and office space, including commercial and industrial-use land	2	-	2
NAICS Group: Real Estate Property Managers (NAICS Code 53131)				
UGO Property Management 818 Bowman Avenue, Suite B Hagerstown, MD 21740 301-714-1448 Fax: 301-733-1644 www.ugomgmt.com a.azadi@ugomgmt.com 2004	<i>Morris Azadi, Owner & CEO</i> <i>Ash Azadi, Owner & Manager</i> <i>Simin Azadi, Finance Director</i> <i>Christina Landers, Leasing Agent</i> Provides property management services for properties under development; Provides rental properties, including commercial office space and residential homes	9	-	9

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
NAICS Group: General Rental Centers (NAICS Code 53231)				
Rentals Unlimited, Inc. 1458 South Potomac Street Hagerstown, MD 21740 240-420-0200 800-638-2926 Fax: 240-420-0300 www.rentalsunlimited.com <i>Rentals Unlimited, Inc.; Clarksburg, MD 2000</i>	<i>Dale Rohrer, Store Manager</i> Equipment and truck rentals; Propane sales	8	3 PT	11
Ted's Rent-It Center 17827 Virginia Avenue Hagerstown, MD 21740 301-739-0599 Fax: 301-733-3124 1979	<i>Ted Shank, President</i> Equipment rental	17	-	17
NAICS Group: Construction, Transportation, Mining, and Forestry Machinery and Equipment Rental and Leasing (NAICS Code 53241)				
Digging & Rigging, Inc. 11424 Stotler Road Hagerstown, MD 21740-6913 240-313-3950 800-837-4470 Fax: 240-313-3948 www.digrig.com hagerstownsales@digrig.com <i>Digging & Rigging; Clarksburg, MD 2001</i>	<i>Susan Gregory, President</i> <i>John Gregory, Vice President</i> <i>Sandy Christy, Office Manager</i> Crane rental from 15 tons to 650 tons; Rigging, heavy hauling and storage services; Serving commercial, industrial, and residential construction contractors	29	2 PT	31
Eastern Lift Truck 18122-A West Oak Ridge Drive Hagerstown, MD 21740 240-420-8060 800-842-5438 Fax: 240-420-8694 www.easternlifttruck.com hagerstown@easternlifttruck.com <i>Eastern Lift Truck; Maple Shade, NJ 1989</i>	<i>Jeffrey Beard, Branch Manager*</i> <i>Jeffrey Delauder, Parts Manager</i> Full-service forklift dealership; Sales, service, and parts; Material handling needs	17	-	17
Jarnel Crane Rental 221 Rowland Avenue Hagerstown, MD 21740-6424 301-733-1150 Fax: 301-733-0919 www.jarnelcranental.com hvn21740@aol.com 1990	<i>Victoria Nelson, President*</i> <i>David Nelson, Vice President</i> Regional mobile hydraulic crane rentals with certified operators; CCO Crane Operators Certification classes and instruction, training, and testing; All types of crane inspections and certification	2	1 PT	3

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
McCall Handling Company 10314 Partnership Court Williamsport, MD 21795 301-223-1555 800-270-7011 Fax: 301-223-6275 www.mccallhandling.com craign@mccallhandling.com <i>McCall Handling Co.; Baltimore, MD 1991</i>	<i>Joe Karasek, Branch Manager</i> New and used forklift sales; Service and parts for all brands of forklifts; Dealer of Hyster and Big Joe, Cascade, Intrupa, and Unsource; All material handling supplies; Dock plates; Handtrucks; Racking; Storage systems; All forms of industrial supplies	7	-	7
Valley Supply & Equipment Company, Inc. 20332 Leitersburg Pike Hagerstown, MD 21742 301-733-7414 Fax: 240-420-5999 www.valleysupplyequipment.com cblackburn@valleysupplyequipment.com 1982	<i>Howard J. Klein, President</i> Sales, service, and rental of construction equipment and supplies	22	-	22

Professional, Scientific, and Technical Services

NAICS Group: Accounting, Tax Preparation, Bookkeeping, and Payroll Services (NAICS Code 54121)

Albright Crumbacker Moul & Itell, LLC 1110 Professional Court, Suite 300 Hagerstown, MD 21740 301-739-5300 Fax: 301-739-5332 www.albrightcpa.com info@albrightcpa.com 1975	<i>John P. Itell, CPA/ABV, CVA, Managing Partner</i> Progressive tax, accounting, auditing and business management firm; Business and individual tax preparation and planning, including multi-state merger, acquisition and business valuation services; Small business services including bookkeeping, payroll, and computer software/hardware support	35	-	35
Draper & McGinley, P.A. 1190 Mt. Aetna Road Hagerstown, MD 21740 301-797-2202 Fax: 301-797-6437 www.drapermcginleypa.com mike@drapermcginleypa.com <i>Draper & McGinley, P.A.; Frederick, MD 1998</i>	<i>Michael McGinley, CPA, Principal</i> <i>Mike McGinley, Jr., CPA/ABV, Manager</i> <i>Robin Strubel, Office Manager</i> Full-service firm offering business and individual tax services; Small business bookkeeping; Financial statement attestation; Fee-based personal financial planning, estate planning, and business valuation services	2	3 PT	5
Gorfine, Schiller & Gardyn, P.A. 240 South Potomac Street Hagerstown, MD 21740 301-739-9000 Fax: 301-739-8345 www.gsg-cpa.com jcaniford@gsg-cpa.com <i>Gorfine, Schiller & Gardyn, P.A.;</i> <i>Owings Mills, MD 2004</i>	<i>Jullie A. Caniford, CPA, Senior Manager</i> Full-service CPA and business consultant firm; Provides audit, accounting, and tax services as well as estate planning, business valuations, forensic and fraud auditing, litigation support, asset management and other specialty services	3	1 PT	4

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Saunders Tax and Accounting, Inc. 17339 Virginia Avenue Hagerstown, MD 21740 301-582-1291 Fax: 301-582-1330 www.saunderstax.com mailbox@saunderstax.com 1984	<i>John Saunders, II, President</i> <i>Beverly Stitely, Managing Partner</i> Full-service tax firm open year-round; Full range of accounting practices, offering bookkeeping, payroll and accounting services; Specializing in small businesses	6	2 PT	8
Smith Elliott Kearns & Company, LLC 480 North Potomac Street Hagerstown, MD 21740-3897 <i>Mailing Address:</i> P.O. Box 947 Hagerstown, MD 21741-0947 301-733-5020 800-841-9463 Fax: 301-733-1864 www.sek.com info@sek.com 1963	<i>William F. Fritts, II, CPA, Managing Member, Hagerstown</i> <i>Michael Manspeaker, Member, Accounting & Auditing</i> <i>David Oswald, Member, Estate Planning. & Admin.</i> <i>Kimberly J. Wines, SPHR, Firm Administrator*</i> <i>Ginger M. Lewis, Director of Marketing</i> Auditing and financial reporting; Mergers, acquisitions, and business valuation; Tax compliance, advocacy, and planning; Multi-state taxation; Business and personal financial planning; Retirement plan administration; Payroll and accounting services	55	-	55
NAICS Group: Architectural Services (NAICS Code 54131)				
BMGM Architects, p.c. 18129 Oak Ridge Drive Hagerstown, MD 21740 301-797-9520 Fax: 301-797-9521 www.bmgmarchitects.com info@bmgmarchitects.com 1983	<i>David L. Moats, AIA, Principal Architect</i> <i>Michael L. Gehr, AIA, Principal Architect</i> <i>America Brosius, Accounts Manager</i> Full-service architecture firm, including planning, design, programming, feasibility studies, construction observation, and contract administration for commercial, institutional, educational, religious, retail, and residential projects; 3D computer modeling	7	1 PT	8
Bushey Feight Morin Architects, Inc. 473 North Potomac Street Hagerstown, MD 21740 301-733-5600 Fax: 301-733-5612 www.bfmarchitects.com bfeight@bfmarchitects.com 1968	<i>Brent A. Feight, AIA, Principal & President</i> <i>Norman E. Morin, AIA, Principal & Vice President</i> <i>Pamela J. Tetlow, Vice President</i> Full-service architectural firm serving the tri-state area; Services include programming, architectural, interior and design/build services and construction administration; Portfolio includes projects involving educational, judicial, commercial, medical, institutional and manufacturing	14	2 PT	16
Cushwa & Stouffer Architects, LLC 1 West Franklin Street, Suite 201 Hagerstown, MD 21740 301-739-7995 Fax: 301-739-0765 www.cushwastouffer.com info@cushwastouffer.com 1979	<i>Kurt H. Cushwa, Architect, Senior Partner</i> <i>Robert Stouffer, Architect, Partner</i> Full-service architectural firm with special emphasis on church, hotel, accessibility, and historic renovation and restoration projects	2	-	2

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
NAICS Group: Engineering Services (NAICS Code 54133)				
ARRO Consulting, Inc. 1101 Opal Court, Suite 312 Hagerstown, MD 21740 301-791-1100 Fax: 301-791-5020 www.thearrogroup.com richard.parks@thearrogroup.com <i>The ARRO Group, Inc.; Lititz, PA</i> 1994	<i>Richard D. Parks, P.E., Senior Vice President</i> Environmental and civil engineering design and construction management services; Industrial wastewater and pretreatment design and operations	6	-	6
Associated Engineering Sciences, Inc. 34 West Franklin Street Hagerstown, MD 21740 301-797-9160 800-749-2224 Fax: 301-797-9163 www.aesi-mdusa.com aesi@aesi-mdusa.com 1971	<i>Wilford Z. Sheng, P.E., President*</i> <i>Linda N. Bishop, Office Manager</i> Land planning, rezoning, and surveying; Civil and structural engineering and inspection; Construction stakeout, permitting and observation; Feasibility studies; Forest conservation; Landscape architecture design; Residential development services	8	-	8
Davis, Renn & Associates, Inc. 16808 Blake Road Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 246 Hagerstown, MD 21741-0246 301-739-5660 Fax: 301-582-4336 dra@nfis.com 1909	<i>Malcolm D. Davis, P.E., President</i> <i>Edward R. Renn, Vice President</i> <i>Michael Renn, Vice President</i> Professional engineers, surveyors, planners, landscape architects, and environmental engineers; Road, water, and sewer infrastructure design; Construction stakeout; Forest conservation/delineation plans and permitting; Wetlands delineation; Mitigation and permitting; Rezoning, zoning appeals, and testimony	39	-	39
DJR Associates, Inc. 504 Greenhow Street Cascade, MD 21719 <i>Mailing Address:</i> P.O. Box 754 Cascade, MD 21719-0754 301-733-2247 Fax: 301-241-5029 www.djrassoc.com mtaylor@djassoc.com 2008	<i>Dennis J. Rudden, President & CEO</i> Engineering services firm for the Department of the Navy and Missile Defense Agency	4	-	4
ECS Mid-Atlantic, LLC 1023 Maryland Avenue Hagerstown, MD 21740 301-393-9414 Fax: 301-393-9415 www.ecslimited.com soneal@ecslimited.com <i>ECS Group; Chantilly, VA</i> 2008	<i>Shaun O'Neal, Marketing Director</i> <i>Sal Fiorentino, Senior Vice President</i> <i>Jeff McGregor, Geotechnical Manager</i> <i>Paul Pinkerton, Geophysical Manager</i> <i>Duane Schestag, Construction Services Manager</i> Provides geotechnical engineering services, environmental consulting, construction material testing, and facilities consulting services	8	-	8

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Emerging Science & Technologies, Inc. 125 Orchard Drive, Suite A Boonsboro, MD 21713 301-432-7641 www.esandt.com info@esandt.com 2005	<i>Joseph Foley, President</i> <i>Wesley Estes, CEO</i> <i>Melissa Alban, Business Manager</i> Provides systems, mechanical, electrical and software engineering services and products; Provides rapid prototyping, test, documentation, and support for detection, robotics and bomb mitigation technologies for the commercial, military, and homeland defense markets	4	3 PT	7
Fox & Associates, Inc. 981 Mt. Aetna Road Hagerstown, MD 21740-6802 301-733-8503 Fax: 301-733-1853 www.foxassociatesinc.com foxassoc@foxassociatesinc.com 1966	<i>Willis E. Weikert, Exec. VP & Director of Finance & Admin.</i> <i>Russell E. Townsley, P.L.S., Principal Project Manager</i> <i>Michael H. Shifler, P.E., VP & Director of Engineering</i> <i>Richard B. Brill, Senior Project Engineer</i> Civil engineering; Commercial and industrial site planning and design; Road, sewer, water and storm water design; Land surveying; Construction stakeout; Subdivision design and permitting; Landscape architecture; Wetlands and forest delineation and permitting; Planning and zoning assistance	24	1 PT	25
Frederick, Seibert & Associates, Inc. 128 South Potomac Street Hagerstown, MD 21740 301-791-3650 Fax: 301-739-4956 www.fsa-md.com info@fsa-md.com 1941	<i>Frederic M. Frederick, P.E., R.L.S., President</i> <i>Stephen G. Zoretich, R.L.A., Vice President</i> Civil engineering, land surveying and planning; Landscape architecture; Field surveys; Construction stakeout; Roadway and highway design; Engineering feasibility studies; Municipal engineering; Wetlands delineation/mitigation; Forest conservation/delineation plans; Flood elevation certifications; House location surveys; Zoning appeals/testimony; Water and sewer utility design; Geographic Information Systems; Subdivision Planning and engineering; Stream restoration; Plan processing through the agency review process	25	2 PT	27
Henry Bonebrake & Associates 10019 Pleasant View Drive Hagerstown, MD 21740 301-582-3401 Fax: 301-582-3402 hba@myactv.net 1991	<i>Henry S. Bonebrake, P.E., President & Owner</i> Consulting, mechanical, and electrical engineering firm; Design, investigation, and remediation; Healthcare, educational, multi-family, commercial, and industrial projects	2	1 PT	3
L.S. Grim Consulting Engineers 19922 Jefferson Boulevard Hagerstown, MD 21742 301-797-1702 888-797-4746 Fax: 301-797-4931 www.lsgrim.com thaupt@lsgrim.com 1989	<i>Leslie S. Grim, P.E., President & Principal</i> Full-service engineering design firm for mechanical, electrical, and plumbing systems, providing design solutions for a wide range of projects; Construction and project management services, owner representation, and third-party inspections	4	3 PT	7
Leaf Engineering Associates 11131 Nursery Road Hagerstown, MD 21740 240-217-4640 leaves5@aol.com 1987	<i>Frank A. Leaf, Owner</i> <i>Paula H. Leaf, Co-Owner & General Manager</i> Electrical engineering, consulting, designing, and drafting; Electrical systems; Industrial control systems	2	-	2

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
<p>Triad Engineering, Inc. 1075-D Sherman Avenue Hagerstown, MD 21740 301-797-6400 Fax: 301-797-2424 www.triadeng.com hagerstown@triadeng.com <i>Triad Engineering; St. Albans, WV 1996</i></p>	<p><i>Bradley A. Reynolds, P.E., Vice President</i> <i>Brooke R. Wenger, Marketing Coordinator</i> Full-service civil engineering; Site design; Land planning and surveying; Sewer and water design; Geotechnical engineering; Soil borings; Wetland delineation; Forest conservation plans; Agency permitting; Environmental site assessments and investigations; Groundwater remediation; Construction inspection and testing; Soil and concrete laboratory testing</p>	35	-	35
<p>WSP Mountain 16609 Shepherdstown Pike Sharpsburg, MD 21782 301-432-1925 Fax: 301-432-1925 www.mtent.com <i>WSP USA; New York, NY 2002</i></p>	<p><i>John G. Shaw, CEO</i> <i>Xi Yu, Vice President, Engineering</i> <i>Chuck Hongell, Vice President, Sales</i> <i>Penni Denton, Controller</i> <i>Greg Jerret, Operations Manager</i> Construction engineering documents for the steel and concrete industries; BIM 3D management; Structural steel connection engineering</p>	27	-	27
NAICS Group: Geophysical Surveying and Mapping Services (NAICS Code 54136)				
<p>Fugro EarthData International 18227 Airpark Road Hagerstown, MD 21742 301-733-1176 Fax: 301-733-4906 www.fugroearthdata.com <i>Fugro; Leidschendam, Netherlands 1995</i></p>	<p><i>Mike Rusenko, Business Operations Manager</i> <i>Becky Hill, Administrative Assistant*</i> An airborne data collection, mapping, and geographic information systems (GIS) services company that provides customized products and services to support a wide range of land use and natural resource management activities</p>	24	1 PT	25
NAICS Group: Testing Laboratories (NAICS Code 54138)				
<p>Cumberland Valley Analytical Services, Inc. 14515 Industry Drive Hagerstown, MD 21742 <i>Mailing Address:</i> P.O. Box 669 Maugansville, MD 21767-0669 301-790-1980 800-282-7522 Fax: 301-790-1981 www.foragelab.com mail@foragelab.com 1993</p>	<p><i>Ralph Ward, CEO</i> Provides a broad range of feed and forage analytical test regimens including a set of general test protocols and a number of special analysis procedures; National Forage Test Association certified and a participant in the Association of American Feed Control Officials' Check Sample Program</p>	55	5 PT	60
NAICS Group: Graphic Design Services (NAICS Code 54143)				
<p>High Rock Studios 10 Public Square Hagerstown, MD 21740 301-791-1221 Fax: 443-583-0253 www.highrockstudios.com rich@highrockstudios.com 2005</p>	<p><i>Richard Daughtridge, Founder & President</i> <i>Dave Schleigh, Founder & Creative Director</i> <i>Ann Marie Brigido, Office Manager*</i> <i>Ken Garber, Sales Manager</i> Web, print, graphic design and video production services; Logo development; State-of-the-art web technologies and marketing consulting</p>	18	2 PT	20

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Icon Graphics 1 West Franklin Street, Suite 200 Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 1516 Hagerstown, MD 21741-1516 301-791-2080 Fax: 888-824-8779 www.icongraphics.com keith@icongraphics.com 1992	<i>Keith Baumbach, President, Art Director & Graphic Designer</i> Full-service design firm, specializing in advertising, corporate identity, programming, web development, and search engine marketing	2	-	2
NAICS Group: Computer Systems Design and Related Services (NAICS Code 54151)				
B & D Consulting, Inc. 20140 Scholar Drive, Suite 310 Hagerstown, MD 21742 301-766-9400 888-280-3263 www.b-dconsulting.com jeff.bearden@b-dconsulting.com 2004	<i>Jeffery Bearden, President & CEO</i> <i>Herbert Thompson, COO</i> <i>Kathy Gustafson, Chief Business Operations</i> Provides information technology services including network and system engineering, cyber security, information assurance, business intelligence, data imaging, entry and collection, statistical model development and programming, and event and conference planning	25	1 PT	26
d'Vinci Interactive, Inc. 28 South Potomac Street, 4th Floor Hagerstown, MD 21740 301-797-2386 800-30-Media (6-3342) www.dvinci.com dvinci@dvinci.com 1994	<i>Vincent Hellane, President</i> Custom eLearning and Web application design and development; Training and consulting on Adobe Flash, ColdFusion, Dreamweaver, Captivate, as well as PHP and CSS	11	1 PT	12
DatAchieve Digital 4 West Washington Street, Suite 300 Hagerstown, MD 21740 301-791-2622 800-706-1191 Fax: 301-791-5232 www.dataachieve.com info@dataachieve.com 2002	<i>Norma Kolson, Owner</i> <i>David Layton, Owner</i> Provides web, print and logo design services; Web application, hosting, and maintenance; Mobile design and development; Provides social networking marketing, as well as various other marketing and advertising services	3	1 PT	4
DH WEB, Inc. 11377 Robinwood Drive, Suite D Hagerstown, MD 21742 301-733-7672 877-567-6599 Fax: 240-527-2050 www.dhwebsites.com info@dhwebsites.com 1999	<i>David Hall, Co-Owner</i> <i>David Henneberger, Co-Owner</i> Full-service web development firm; Provides design service, web applications, e-commerce, web hosting, and web site maintenance; Provides a business-to-business service	5	2 PT	7
DocuTrac, Inc. 20140 Scholar Drive, Suite 218 Hagerstown, MD 21742 301-766-9397 800-850-8510 Fax: 301-766-4097 www.quicdoc.com info@quicdoc.com 1993	<i>Dr. Arnie Schuster, President</i> <i>Sandra Huber Schuster, Vice President</i> Software development corporation for the behavioral health and human services industries providing software for electronic medical records management including electronic prescribing and software for practice management which allows for electronic claims submission, credit card processing, scheduling, and automated appointment confirmation	13	2 PT	15

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Global Data Consultants, LLC 13511 Label Lane, 2nd Floor Hagerstown, MD 21740 301-766-0690 866-966-4562 www.globaldataconsultants.com johnberry@gdc LLC.net <i>Global Data Consultants, LLC;</i> <i>Chambersburg, PA</i> <i>2004</i>	<i>John M. Berry, Sales Account Mgr. - Southern Region</i> <i>Gregory D. Courtney, Principal & CEO</i> <i>Michael R. Coons, Vice President of Sales & Marketing</i> Managed information technology services; Network infrastructure; Application development and system integration; Provides service desk support and provides recruiting and staffing for the information technology field	13	-	13
Innovative, Inc. 222 East Oak Ridge Drive, Suite 2500 Hagerstown, MD 21740 301-739-7414 Fax: 240-597-8703 www.innovativeinc.net support@innovativeinc.net <i>2000</i>	<i>Jason Rappaport, President</i> <i>James Wolfensberger, Executive Vice President</i> <i>Jeremy Downie, Account Manager, Sales & Engineering</i> <i>Tyler Snyder, Senior Systems Engineering</i> Sales and service of computer systems and peripherals; Network installation and support; Information technology project management; Business and home user sales and service; Partners with HP; Microsoft certified; Cisco registered; Watchguard, Symantec and APPRiver reseller	11	2 PT	13
Innovexx, Inc. 324 East Antietam Street, Suite 303 Hagerstown, MD 21740-5702 301-791-4960 Fax: 240-420-8522 www.innovexx.net support@innovexx.net <i>2001</i>	<i>Aryeh L. Herrera, President</i> <i>Al J. Stewart, Chief Engineer</i> <i>Denton Powell, Technical Engineer</i> Information technology firm offering computer networking and information technology consulting, specializing in building and maintaining network and computing infrastructures	4	-	4
NETCONN Solutions 108 Western Maryland Parkway Hagerstown, MD 21740 301-739-9110 Fax: 301-791-5731 www.netcsc.com solutions@netcsc.com <i>1997</i>	<i>Judy York, President & CEO</i> <i>Randy Brenize, COO</i> <i>Will Crampton, CFO & Human Resources Manager</i> <i>Shawn Pifer, Facilities Manager</i> Information security, disaster recovery, data center solutions, computer systems integration, network design, and installation	77	-	77
New Frontiers Solutions 49 Summit Avenue Hagerstown, MD 21740 301-797-3800 Fax: 301-791-6793 www.nfis.com cwiley@nfis.com <i>1983</i>	<i>Clint Wiley, President</i> Provides phone and internet services, as well as VOIP and phone systems; Partnerships with hardware and software vendors such as HP, Microsoft, Cisco, Symantec, and more; Specializing in networking, security solutions, Managed Services (proactive and predictable network maintenance), sales, and service	12	1 PT	13
On Going Operations, LLC 18450 Showalter Road, Suite 101 Hagerstown, MD 21740 866-298-4355 Fax: 240-527-6801 www.ongoingoperations.com support@ongoingoperations.com <i>2006</i>	<i>Kirk Drake, President & CEO</i> Provides unique ways to solve business continuity and disaster recovery problems for credit unions while increasing efficiency, productivity and enhancing member services; Also assists businesses plan, prepare, and protect their data, business processes, and customers	10	-	10

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
NAICS Group: Management Consulting Services (NAICS Code 54161)				
ekm Inspirations 14 North Potomac Street, Suite 200A Hagerstown, MD 21740 301-766-2032 Fax: 301-745-5700 www.ekminspirations.com norine@ekminspirations.com 1999	<i>Norine Dagliano, Owner</i> Professional outplacement and career transition services; Resume writing; Job search training and coaching	1	-	1
Marketing Logistics International, Inc. 20346 Ayoub Lane Hagerstown, MD 21742-4003 301-791-0290 Fax: 301-791-5923 jmnye@aol.com 1976	<i>J. Michael Nye, President & CEO</i> Management consultants to the material handling, technology and import/export industries; Producer of test decks for the U.S. Postal Service and the material handling industry	3	30 PT	33
Marketing Strategists 11426 Englewood Road Hagerstown, MD 21740 301-797-8189 2000	<i>Lester L. Burger, Jr., President & Owner</i> Strategic and target planning; Budgeting; Media assistance, newspaper, direct mail, radio, television, brochures, billboards, etc.; Develop advertising copy for print media	1	-	1
Technical Innovation Center 20140 Scholar Drive, TIC Suite 321 Hagerstown, MD 21742 <i>Mailing Address:</i> 11400 Robinwood Drive Hagerstown, MD 21742 301-790-2800, Ext. 399 Fax: 301 797-4808 www.technicalinnovationcenter.com pcmarschner@hagerstowncc.edu <i>Hagerstown Community College;</i> <i>Hagerstown, MD</i> 1994	<i>Chris Marschner, Incubator Manager</i> Business incubator providing assistance to technology start-up and expanding companies in need of short-term office suites, wet labs, or open manufacturing space with flexible lease terms or full-service rental agreements; Consulting assistance, access to state technology development, and Hagerstown Community College resources are also available	2	-	2
NAICS Group: Environmental Consulting Services (NAICS Code 54162)				
Clarke Michael, Inc. Environmental Consulting 13437 Wellspring Drive Hagerstown, MD 21740 240-675-7468 cmecinc@myactv.net 1995	<i>Russell C. Urich, III, President</i> Disposal of non-hazardous waste; Phase I and Phase II site surveys; Radon, asbestos, mold and indoor air quality testing and mitigation; Full laboratory testing of petroleum contaminated soils and waters; CMI passive soil vapor technology	4	-	4
NAICS Group: Other Scientific and Technical Consulting Services (NAICS Code 54169)				
Manning Broadcasting, Inc. 13243 Fountain Head Road Hagerstown, MD 21742-2612 301-791-0271 Fax: 301-791-0622 gene@genemanning.com 1982	<i>Eugene J. Manning, President & General Manager</i> <i>J. Frederick Manning, CPA, Vice President</i> Broadcast consulting	2	-	2

Number of Employees

Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
---------------------------	---	--------------------

NAICS Group: Research and Development in the Physical, Engineering, and Life Sciences (NAICS Code 54171)

<p>Ambay Immune Sensors and Controls 20140 Scholar Drive, Room 110, Lab B Hagerstown, MD 21742 410-271-6151 Fax: 301-797-4808 ambay_isc@comcast.net 2008</p>	<p><i>Meena Chandok, President & CEO</i> Evaluates the response and effect of drugs and inhibitors on immune function; Cytokinin production monitoring; Assay development; Protein purification and characterization; PCR and RT-PCR; Western blot, Ellispot, flow cytometry, and analysis; Signal transduction delineation process</p>	1	-	1
<p>Luminescent MD, LLC 20140 Scholar Drive, Room 221, Lab D Hagerstown, MD 21742 301-393-9091 Fax: 301-393-9092 www.luminescentmd.com cyoo@luminescentmd.com 2008</p>	<p><i>Ji Hoon Lee, CEO</i> <i>Choo Young Yoo, General Manager</i> Develops in-vitro diagnostic kits for early diagnosis and monitoring of diseases such as cancer, cardiac ailments, diabetes, and infectious diseases; Diagnostic kits will be applicable in several segments of in vitro diagnostics such as clinical chemistry, immuno assay, nucleic acid assays, flow cytometry, etc.</p>	2	-	2
<p>Protein RST 20140 Scholar Drive, Room 111 Hagerstown, MD 21742 301-733-5545 2008</p>	<p><i>Fusheng Guo, Owner</i> Develops and provides research grade proteins for bio-research institutes with purified recombinant proteins and services of DNA cloning, protein expression, protein purification, characterization and crystallization, among many others; Assists the structural biologists and biochemists by preparing the proteins suitable for crystallization, NMR studies and biochemical characterizations; Selenylmethionine-incorporated proteins prepared using an E. coli expression system</p>	1	-	1
<p>Tox Path Specialists, LLC 20140 Scholar Drive Hagerstown, MD 21742 301-766-7117 dhodge@toxpath.net <i>Tox Path Specialist, LLC; Walkersville, MD</i> 2008</p>	<p><i>David A. Hodge, Director, Laboratory Services</i> Provide neuropathology services to the research industries</p>	1	2 PT	3

NAICS Group: Advertising Agencies (NAICS Code 54181)

<p>Power Marketing & Advertising, LLC 1850 Dual Highway, Suite 110 Hagerstown, MD 21740 301-416-7861 800-932-0494 Fax: 301-665-9389 www.power-marketing.com bflook@power-marketing.com <i>Real Estate Innovations Group, Inc.;</i> <i>Hagerstown, MD</i> 1992</p>	<p><i>Brian L. Flook, President</i> <i>Stacy Miller, Account Executive</i> Full-service marketing firm specializing in website design and creation, branding, search engine optimization (SEO), Traditional and new Internet marketing techniques, including real estate marketing)</p>	6	-	6
--	---	---	---	---

NAICS Group: Display Advertising (NAICS Code 54185)

<p>Advertising, Inc. 355 South Potomac Street Hagerstown, MD 21740-6032 301-733-9300 800-223-6920 Fax: 301-733-5379 1929</p>	<p><i>Douglas S. Wright, Jr., President</i> <i>Douglas S. Wright, Sr., Vice President</i> <i>William F. Reynolds, Jr., Secretary & Treasurer</i> Outdoor advertising plant with billboard locations in Washington County, MD, Franklin County, PA, and Frederick County, VA</p>	7	-	7
---	---	---	---	---

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Signera 19215 Rock Maple Drive Hagerstown, MD 21742 301-714-0110 Fax: 301-714-2962 www.signera.net info@signera.net Viaav, LLC; Hagerstown, MD 2006	<i>David Fields, President</i> <i>Matt Kipe, Director, Engineering</i> Delivers adaptable digital content driven information to enhance communications in any electronic format; Information may be displayed on electronic digital signs for public spaces, web pages or other media; Active modules feature drag and drop design tools	2	1 PT	3
NAICS Group: Other Services Related to Advertising (NAICS Code 54189)				
Accent Imaging 18501 Maugans Avenue Hagerstown, MD 21742-2376 301-739-0771 866-739-0771 Fax: 301-739-2305 www.accentimaging.net sales@accentimaging.net 1970	<i>Charles Lee, President</i> <i>Jason Belden, General Manager</i> Awards; Plaques; Trophies; Ribbons; Medals; Name Badges	2	1 PT	3
Aladdin Awards, Inc. 1075-C Sherman Avenue Hagerstown, MD 21740 301-739-1466 Fax: 301-739-9130 aladdinawards@msn.com 1976	<i>Sharon E. Neff, President</i> <i>Russ Neff, CCBW, Manager</i> Corporate awards and gifts; Trophies, plaques, and medals; Laser engraving; Computer, pantograph, and sublimation; Personalized mugs, plates, pens, and knives; Clocks, prints, and engravables; Patrick's carved wood signs	3	2 PT	5
BJ's Custom Creations 900 Sweeney Drive Hagerstown, MD 21740 301-733-9500 Fax: 301-733-9501 www.bjsembroidery.com jeff@bjsembroidery.com 1995	<i>Jeffrey Hull, President</i> <i>Terry Hull, Vice President</i> <i>Donna Hull, Treasurer</i> <i>Beth Hull, Secretary</i> Provides embroidery and screen printing services, specialty advertising items, and handmade wooden collectibles	36	3 PT	39
Creative Impressions at Copyquik 710 Oak Hill Avenue Hagerstown, MD 21740 301-791-7400 Fax: 301-733-4752 www.copyquik.com gary@copyquik.com 1981	<i>Gary Shank, Division Manager</i> Supplier of promotional ad specialties; Manufacturer and engraver of corporate awards and plaques; Laser engraving services; Engraved signs and name badges; Die-cast bronze outdoor memorial panels	15	-	15
Jeff Martin Specialty Advertising 10903 Hopewell Road Hagerstown, MD 21740-2100 301-582-4488 800-551-1196 Fax: 301-223-8288 www.jmsadv.com jmsadv@myactv.net 1980	<i>Jeffrey Martin, Owner</i> <i>Michelle Long, Sales Manager</i> <i>Amy Breakall, Office Manager</i> Promotional advertising company with more than 500,000 different imprinted and embroidered promotional products	3	6 PT	9

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
K & R Engraving 17603 Virginia Avenue Hagerstown, MD 21740 301-790-9751 Fax: 301-790-9752 1985	<i>Kathryn A. Myers, Owner</i> Awards; Engraving; Trophies; Signs; Nameplates; ADA compliant signs; Rubber stamps; Glassware etching and engraving; Advertising specialties	1	2 PT	3
Laird Bush Specialty Advertising 10 Milestone Terrace Williamsport, MD 21795 <i>Mailing Address:</i> P.O. Box 155 Chewsville, MD 21722-0155 301-791-5820 800-777-5820 Fax: 301-733-7622 www.mylbsa.com lbsa@myactv.net <i>ARJB Enterprises, Inc.; Williamsport, MD</i> 1988	<i>John R. Binau, President</i> <i>Rochelle N. Martin, Office Manager</i> Imprinted and embroidered clothing; Imprinted business gifts; Promotional merchandise for trade and home shows; Recognition awards	2	-	2
NAICS Group: Photographic Services (NAICS Code 54192)				
Myerly & Lowe Photography 19711 Leitersburg Pike Hagerstown, MD 21742-3157 301-733-3048 www.myerlylowe.com photobabes@myactv.net 1960	<i>Kimberly Lowe-Lee, Partner</i> <i>Janet Marquiss, Partner</i> <i>Patrick Detwiler, Facilities Manager</i> <i>Tina Fleetwood, Office Manager</i> Portrait specialist; Provides complete indoor and outdoor studios with on-site or on-location capabilities; Special occasion photographer; Senior portrait photographer; Professional Photographers of America member	7	7 PT	14
Photography by Dale, LLC 9506 Homer Drive Hagerstown, MD 21740 301-733-2320 www.photographybydale.com marypat@photographybydale.com 1978	<i>Mary Pat Kelley, Owner</i> Full-service commercial and industrial photography; Complete studio and on-location capability; Aerial photography; Portrait specialist	1	3 PT	4
Youngblood Photographic Artist 52 Broadway Hagerstown, MD 21740 301-739-7250 Fax: 301-393-3800 www.youngbloodstudios.com info@youngbloodstudios.com 1993	<i>Mark Youngblood, Owner</i> <i>Angie Youngblood, Owner</i> High-end digital, large format capabilities; Studio or location; Specializing in commercial and industrial advertising; Publications and annual reports; Fine art portraits; Aerial; PPA Certified Professional Photographer	2	-	2
NAICS Group: Translation and Interpretation Services (NAICS Code 54193)				
International Corporate Training & Marketing (ICTM) 20140 Scholar Drive, Suite 321 Hagerstown, MD 21742 240-420-0803 Fax: 240-329-4879 www.ictmllc.com sila@ictmllc.com 2003	<i>Sila Alegret-Bartel, President</i> Provides translation and interpretation services in 13 languages, diversity training; Professional bilingual training and Hispanic marketing	1	1 PT	2

Number of Employees		
Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees

NAICS Group: All Other Professional, Scientific, and Technical Services (NAICS Code 54199)

Harry Kahn Associates, Inc. 13126 Pennsylvania Avenue Hagerstown, MD 21742 301-797-3390 Fax: 301-797-3392 1972	<i>William F. Mumma, Jr., CEO</i> <i>Phillip V. Perry, COO</i> Technical documentation services	13	-	13
--	---	----	---	----

Management of Companies and Enterprises

NAICS Group: Management of Companies and Enterprises (NAICS Code 55111)

Bowman Group, LLP (The) 10228 Governor Lane Boulevard, Suite 3002 Williamsport, MD 21795 301-223-6900 800-326-3274 Fax: 301-223-5028 www.bowmangroupllp.com cjoiner@dmbowman.com 1959	<i>Donald M. Bowman, Partner</i> <i>Todd A. Bowman, Partner</i> <i>Cindy J. Joiner, Chief Financial Officer</i> Directs and manages the assets of D.M. Bowman, Inc., Bowman Development Corporation, Bowman Sales and Equipment, Bowman Truck Leasing, Bowman Logistics, and Bowman Hospitality and Convenience; Providing services to the public in the transportation, real estate and equipment leasing, and hospitality sectors	598	91 PT	689
---	--	-----	-------	-----

Administrative and Support and Waste Management and Remediation Services

NAICS Group: Employment Placement Agencies (NAICS Code 56131)

Aerotek 201 South Cleveland Avenue, Suite 100 Hagerstown, MD 21740 301-393-3330 800-305-7760 Fax: 301-766-4351 www.aerotek.com rchristian@aerotek.com <i>Allegis Group; Baltimore, MD</i> 1986	<i>Ric Christian, Senior Account Manager</i> National and local staffing company specializing in permanent or contract placement in office, technical, manufacturing, industrial, and professional settings; Other divisions include call center, environmental, engineering, energy, aviation, scientific, and medical; Extensive prescreening, testing, training, resume composition, and computer training	12	-	12
Corporate Resources, Inc. 603 Oak Hill Avenue Hagerstown, MD 21742 <i>Mailing Address:</i> 142 East Irvin Avenue Hagerstown, MD 21742 301-797-3434 Fax: 301-797-3331 jgochal@aol.com 1990	<i>Jane Stevens Gocha, President & Owner</i> <i>Stephen Anders, Recruiting Manager</i> National and local executive search and placement firm	4	-	4
Donna Kaye Personnel, Inc. dba Spherion 530 Washington Avenue Hagerstown, MD 21740 301-739-6900 Fax: 301-739-3138 www.spherion.com garyhayes@spherion.com 1976	<i>Gary Hayes, President</i> <i>Sue Schuck, Manager</i> Permanent placement and temporary staffing; Executive recruitment; Technical, administrative, sales, clerical, and light industrial; Outplacement and training	5	1 PT	6

*Designated personnel/human resources contact.

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Manpower Staffing Services 106 Western Maryland Parkway Hagerstown, MD 21740 301-739-4567 800-567-0773 Fax: 301-739-4576 www.us.manpower.com/hagerstown-md robert.jeffers@na.manpower.com <i>Manpower International; Milwaukee, WI 1981</i>	<i>Robert C. Jeffers, President & Owner Kimberly Flannery, Branch Manager</i> Full-service staffing firm; Long and short-term office, industrial, technical and professional employment; Temp-to- hire and permanent placement programs; On-line employee training programs; Payroll and employee testing and assessment services	11	-	11
Randstad USA 120 East Oak Ridge Drive, Suite 700 Hagerstown, MD 21740 301-797-2380 Fax: 301-797-6495 www.us.randstad.com michelle.taylor@us.randstad.com <i>Randstad Holding; Atlanta, GA 1991</i>	<i>Andy Redmond, Senior Agent</i> Employment services provider for all aspects of employment including office, executive office, and industrial staffing, providing temporary, temporary-to-permanent and permanent placement; Also provides other human resources services such as payroll	2	-	2
NAICS Group: Telephone Call Centers (NAICS Code 56142)				
Antietam Call Center 239 North Potomac Street Hagerstown, MD 21740 301-739-0187 800-637-3879 Fax: 301-733-2731 www.antietamcallcenter.com bbosch@antietamcallcenter.com 1946	<i>William B. Bosch, President Amy Martin, Office Manager</i> Order taking and fulfillment; Inbound telemarketing, telephone answering and paging, and data entry services	17	2 PT	19
NAICS Group: Other Business Support Services (NAICS Code 56149)				
Merkle Response Management Group 100 Jamison Court Hagerstown, MD 21740 301-790-3100 Fax: 301-790-3102 www.merkleresponseservices.com kmyers@merkleinc.com <i>Merkle, Inc.; Lanham, MD 1987</i>	<i>William O. Sayre, President Wayne Oliver, Vice President, Operations Kim Myers, Director, Human Resources</i> Mail processing facility; Provides call center, data entry, and fulfillment services for the non-profit, commercial, and government direct mail industries	341	200 PT	541
NAICS Group: Investigation, Guard, and Armored Car Services (NAICS Code 56161)				
L.E. Barnhart Security & Investigations, Inc. 11706 White Hall Road Smithsburg, MD 21783 301-791-6211 Fax: 301-791-6244 lebarnhart@aol.com 1984	<i>Lonnie Barnhart, Owner</i> Provide uniformed security guard services for private and commercial businesses	20	1 PT	21

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
NAICS Group: Security Systems Services (NAICS Code 56162)				
Atlantic Security Systems, Inc. 19741 Leitersburg Pike Hagerstown, MD 21742 301-797-7700 800-237-3609 Fax: 301-797-0420 www.atlanticsecurity.net gjones@atlanticsecurity.net 1984	<i>Richard B. Toms, President</i> <i>Gary E. Jones, General Manager*</i> Security systems; Burglar alarms; Access control systems; Video systems	23	2 PT	25
Dynamark Monitoring, LLC 525 Northern Avenue Hagerstown, MD 21742 <i>Mailing Address:</i> P.O. Box 2070 Hagerstown, MD 21742-2070 301-797-2124 Fax: 301-797-7162 treyalter@dynacorpinc.com 2010	<i>Wayne E. "Trey" Alter, III, CEO</i> <i>Keith Godsey, General Manager</i> <i>James H. Snead, Treasurer</i> 24 Hour central station monitoring center	5	1 PT	6
Executive Security, Inc. 20021 Leitersburg Pike Hagerstown, MD 21742 301-739-7707 800-825-3582 Fax: 301-739-7733 1991	<i>H. Frederick Vollmer, IV, President</i> <i>Thomas E. Martin, Controller & Office Manager</i> Commercial intrusion, fire, medical alert, card access, and CCTV systems; Protection One monitoring	5	-	5
Glessner Alarm & Communications 1216 Sherman Avenue Hagerstown, MD 21740 301-797-1280 800-664-8273 Fax: 301-416-7174 www.glessner.net info@glessner.net <i>Glessner Protective Services, Inc.;</i> <i>Hagerstown, MD</i> 1972	<i>Neal R. Glessner, President</i> <i>Eric S. Lego, CFO</i> Install and service commercial telephone and voice mail systems; Certified data/fiber optic cabling; Installation of paging and sound systems, burglar and fire alarms, camera surveillance, and door access control; Monitoring services; Authorized First Alert dealer	34	-	34
SDS Integrated Solutions, Division of SkyHop.com, Inc. P.O. Box 2033 Hagerstown, MD 21742-2033 301-791-1236 Fax: 301-791-1524 www.skyhop.com mail@sdsintegrators.com 2003	<i>Mark D'Allura, President</i> <i>Paige D'Allura, Secretary/Owner</i> Provider of integrated security systems including design, installation, maintenance and monitoring throughout the DC metropolitan and tri-state areas; Provides security solutions for a wide range of customers supported by sales and technical service; Access control systems; Closed circuit television (CCTV); Intercommunications, intrusion detection, and burglar alarm systems; Command centers	6	-	6

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
NAICS Group: Janitorial Services (NAICS Code 56172)				
Royal Flush Cleaning 9238 Garis Shop Road Hagerstown, MD 21740 240-751-7355 Fax: 301-302-7730 www.royalflushcleaning.com sandy@royalflushcleaning.com 2010	<i>Patricia Carter, Vice President</i> Provides commercial and residential janitorial and cleaning services including window and carpet cleaning	1	6 PT	7
NAICS Group: Landscaping Services (NAICS Code 56173)				
Antietam Tree & Turf 405 North Burhans Boulevard Hagerstown, MD 21740-3792 301-791-3500 800-368-2380 Fax: 301-791-3756 www.antietamtree.com roger@antietamtree.com 1967	<i>J. Roger Finn, President</i> <i>J. Randall Finn, Vice President</i> Total tree care including pruning, removal, and plant healthcare; Landscape services include planting, edging and mulching; Irrigation installation; Lawn care services including weed control, feeding and insect and disease control	25	-	25
NAICS Group: Carpet and Upholstery Cleaning Services (NAICS Code 56174)				
Servpro of Washington County, Inc. 8014 Mapleville Road Boonsboro, MD 21713 301-797-0677 Fax: 301-797-0075 www.servpro.com 1983	<i>Jeffrey Cullison, President</i> <i>Rhonda Cullison, Vice President*</i> Commercial and residential carpet, upholstery, and drapery cleaning; Complete fire and water mitigation and restoration services; Mold remediation services	9	2 PT	11
NAICS Group: Waste Collection (NAICS Code 56211)				
Allied Waste Industries, Inc. 11710 Greencastle Pike Hagerstown, MD 21740 301-223-7272 800-952-9888 Fax: 301-223-8875 www.disposal.com <i>Allied Waste Industries, Inc.; Phoenix, AZ</i> 1989	<i>David Langas, General Manager</i> <i>Phil Whittaker, Operations Manager</i> <i>Scott Plank, Controller</i> Removal of solid waste; Collection and processing of recyclables for market	55	-	55
NAICS Group: Remediation Services (NAICS Code 56291)				
1-800 Water Damage P.O. Box 22 Fairplay, MD 21733-0022 240-329-9200 800-928-3732 Fax: 240-329-9198 www.1800waterdamage.com lynn.deibert@1800waterdamage.com <i>1-800 Water Damage; Seattle, WA</i> 2009	<i>Lynn Deibert, President</i> Provides residential and commercial water damage remediation services; Specializing in applied structural drying for water damaged facilities; Dry in-place by using state-of-the-art technology focusing on restoration not replacement; Institute of Inspection, Cleaning and Restoration Certification (IICRC) certified	2	1 PT	3

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Clean Earth of Maryland, Inc. 1469 Oak Ridge Place Hagerstown, MD 21740 301-791-6220 Fax: 301-791-6044 www.cleanearthinc.com robertsn@cleanearthinc.com 1992	<i>Nancy Roberts, Vice President, Finance & Compliance</i> <i>Nelson Reeder, Materials Manager</i> Aggregate recycling; Soil remediation; Roll-off containers	17	-	17
Gerald Taylor Company, Inc. 12 West Potomac Parkway Williamsport, MD 21795 301-582-2800 Fax: 301-223-5956 1969	<i>Gerald R. Taylor, President</i> <i>Kevin Lindcamp, VP & Director of Operations</i> Industrial cleaning services, specializing in the removal of process waters, heavy sludges, oil/water separators, dust, and dry materials; Perform confined space operations and various waste operations	14	2 PT	16

Educational Services

NAICS Group: Elementary and Secondary Schools (NAICS Code 61111)

Washington County Public Schools 820 Commonwealth Avenue Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 730 Hagerstown, MD 21741-0730 301-766-2800 Fax: 301-766-2857 www.wcps.k12.md.us feedback@wcboe.k12.md.us 1865	<i>Stan Schaub, Interim Superintendent</i> <i>Boyd Michael, III, Deputy Superintendent</i> <i>Christian South, Chief Financial Officer</i> <i>Richard Wright, Communications Officer</i> <i>Donna Newcomer, Executive Director, Human Resources</i> Educational program provider for more than 21,000 students, pre-kindergarten through twelfth grade; Includes 7 high schools, 7 middle schools, 1 middle-senior high school, and 26 elementary school facilities; Specialized options include magnet school programs in arts and technology, signature programs, alternative educational programs, and a number of career and technology education programs	175	1709 FT	2958
---	---	-----	---------	------

WCTA, ESP
Local #11074 PT

NAICS Group: Junior Colleges (NAICS Code 61121)

Hagerstown Community College 11400 Robinwood Drive Hagerstown, MD 21742 301-790-2800 Fax: 301-393-3682 www.hagerstowncc.edu hccinfo@hagerstowncc.edu 1946	<i>Guy Altieri, President</i> <i>Anna Barker, Vice President, Administration & Finance</i> <i>Judith Oleks, Vice President, Academic Affairs</i> <i>Robert Spong, Facilities Management & Planning</i> Two-year public college offering more than 120 programs of study for university transfer, career preparation, or personal development; Offers non-credit continuing education courses and customized training programs; Provides adult education program	262	433 PT	695
---	---	-----	--------	-----

NAICS Group: Colleges, Universities, and Professional Schools (NAICS Code 61131)

Frostburg State University at USMH 32 West Washington Street Hagerstown, MD 21740 240-527-2708 Fax: 240-527-2782 www.frostburg.edu/centers gaustin@frostburg.edu <i>Frostburg State University; Frostburg, MD</i> 1988	<i>Gary Austin, Coordinator, Advising Activities</i> <i>John Stoothoff, Coordinator, Educational Programs</i> <i>Martha Mattare, Coordinator, Business Programs</i> <i>Christopher Masciocchi, Coordinator, Psychology Programs</i> Junior, senior, and graduate-level courses; Bachelor degrees in business administration, liberal studies, criminal justice, sociology, psychology and early childhood education; Graduate degrees available include MBA, MEd, and M-Arts in elementary and secondary teaching	14	6 PT	20
---	---	----	------	----

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Kaplan University, Hagerstown Campus 18618 Crestwood Drive Hagerstown, MD 21742 301-739-2670 800-422-2670 Fax: 301-791-7661 www.hagerstown.kaplanuniversity.edu cmotz@kaplan.edu <i>Kaplan Higher Education; Chicago, IL 1938</i>	<i>W. Christopher Motz, President</i> <i>Samuel T. Crockett, Academic Dean</i> <i>Barbara Keesecker, Business Manager</i> Associate degrees and certificates in areas of allied health, business, information technology, paralegal, criminal justice, and graphic design; Bachelor degrees in business information technology, health care administration, and human services; customized contract training for businesses	72	41 PT	113
University System of Maryland at Hagerstown 32 West Washington Street Hagerstown, MD 21740 240-527-2060 www.hagerstown.usmd.edu eharman@hagerstown.usmd.edu 2005	<i>C. David Warner, III, Ed.D., Executive Director</i> <i>Eric Harman, Director of Advancement & Outreach</i> Regional higher education center of the University System of Maryland offering bachelor and master degrees from Maryland State universities, including Frostburg State University, Salisbury University, Towson University, University of Maryland College Park, and University of Maryland University College	9	9 PT	18
NAICS Group: Technical and Trade Schools (NAICS Code 61151)				
Barr Construction Institute 530 North Locust Street Hagerstown, MD 21740 301-739-1190 Fax: 301-739-1026 www.abccvc.com joan@abccvc.com 1964	<i>Joan L. Warner, President & CEO*</i> <i>Scott N. Draper, CPA, Chapter Accountant</i> National Construction Trades Association providing training and education in construction trades, craft, maintenance and management; Provides apprenticeship programs; Training programs include the electrical, carpentry, plumbing, HVAC, sheet metal, masonry, painting, and industrial maintenance trades	6	11 PT	17
Pittsburgh Institute of Aeronautics 18450 Showalter Road Hagerstown, MD 21742-1383 412-346-2100 Fax: 412-466-0513 www.pia.edu mwilliams@pia.edu <i>Pittsburgh Institute of Aeronautics; Pittsburgh, PA 2011</i>	<i>Melvin Williams, Campus Director</i> Aviation maintenance school; Offers Federal Aviation Administration (FAA) approved diploma programs; Successful completion of the 16-month program results in eligibility to test for the FAA's Airframe & Powerplant (A&P) certification	2	-	2

Health Care and Social Assistance

NAICS Group: Medical and Diagnostic Laboratories (NAICS Code 62151)

Medical Services, Inc. 1075-E Sherman Avenue Hagerstown, MD 21740-7122 301-791-1112 800-695-5996 Fax: 301-416-8237 www.medicalservicesinc.com info@medicalservicesinc.com 1984	<i>James J. Evans, President, CEO, & Founder</i> Specializes in workplace substance abuse testing (drug and alcohol) for pre-employment, random, post-incident, reasonable suspicion, and return to duty; DOT approved; Private DNA paternity testing for individuals (court ready); All services available in-office or on-site	5	4 PT	9
---	---	---	------	---

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
NAICS Group: Ambulance Services (NAICS Code 62191)				
Air Methods Maryland 18539 Henson Boulevard Hagerstown, MD 21742 302-363-6800 <i>Air Methods Corporation; Englewood, CO</i> 2009	<i>Howard Grant, Business Manager</i> Provides medical air transportation for emergency calls in conjunction with the state police, various EMS agencies, and local hospitals	13	-	13
NAICS Group: General Medical and Surgical Hospitals (NAICS Code 62211)				
Meritus Health, Inc. 11116 Medical Campus Road Hagerstown, MD 21742 301-790-8000 Fax: 301-790-9480 www.meritushealth.com 1904	<i>Joseph P. Ross, FACHE, President & CEO</i> <i>Raymond A. Grahe, Vice President, Finance</i> <i>Kelly Corbi, Vice President, Human Resources</i> <i>Randall Sharshan, Facilities Executive</i> Hospital and outpatient medical services	1973	887 PT	2860
NAICS Group: Psychiatric and Substance Abuse Hospitals (NAICS Code 62221)				
Brook Lane Health Services 13218 Brook Lane Drive Hagerstown, MD 21742 <i>Mailing Address:</i> P.O. Box 1945 Hagerstown, MD 21742-1945 301-733-0330 800-342-2992 Fax: 301-733-4038 www.brooklane.org curt.miller@brooklane.org 1949	<i>R. Lynn Rushing, CEO</i> <i>Floyd Klauka, CFO</i> <i>David Gonzalez, MD, Medical Director</i> <i>Charles Kauffman, Jr., Controller</i> <i>Patricia Bourdeau, Director, Human Resources</i> Provides mental health services for all ages; Short-term hospitalization and outpatient treatment in Hagerstown and Frederick, MD; Provides adolescent and children services including partial hospitalization, Stone Bridge Transitional Care Home, and special education services provided at Laurel Hall School; Partial hospitalization for senior adults is also available	260	90 PT	350
NAICS Group: Vocational Rehabilitation Services (NAICS Code 62431)				
Horizon Goodwill Industries 14515 Pennsylvania Avenue Hagerstown, MD 21742-1670 301-733-7330 800-435-2480 Fax: 301-739-7144 www.horizongoodwill.org corporate@goodwill-hgi.org <i>Goodwill Industries International; Bethesda, MD</i> 1955	<i>Craig M. MacLean, Executive Director & CEO</i> <i>Amy K. Oliver, Director, Administrative Services & CFO</i> Contract services including packaging, sub-assembly, mailing, custodial, and employment labor force services to businesses; Vocational training services for persons with disabling and/or disadvantaging conditions in preparation for return or entry into the labor force	229	-	229
Western Maryland Consortium 33 West Washington Street, 4th Floor Hagerstown, MD 21740 <i>Mailing Address:</i> P.O. Box 980 Hagerstown, MD 21741-0980 301-791-3164 Fax: 301-790-3502 www.westernmarylandconsortium.org pthomas@westernmarylandconsortium.org 1974	<i>Peter P. Thomas, Executive Director</i> Provision of workforce development services for employers and jobseekers in Washington, Allegany, and Garrett counties; Administers various programs to assist unemployed and underemployed individuals including job search, education, and/or skills training; Business services include assistance with training needs, filling job openings, and helping with the cost of training for new and existing workers	18	-	18

Number of Employees		
Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees

Accommodation and Food Services

NAICS Group: Food Service Contractors (NAICS Code 72231)

<p>Hagerstown Canteen Services, Inc. 10500 Governor Lane Boulevard Williamsport, MD 21795 301-223-8000 800-966-7495 Fax: 301-223-7348 www.hagerstowncanteen.com ckingjr@hagerstowncanteen.com 1936</p>	<p><i>Charles G. King, Jr., President</i> <i>Jameson Cool, Operations Manager</i> <i>Bryan Stouffer, Facilities Manager</i> <i>Jim Cefaly, Sales Manager</i> <i>Trudy McDonald, Human Resources Director</i> Providing vending, food, and office coffee services, including catering for office and industrial sites</p>	<p>31</p>	<p>1 PT 48 FT</p> <p>Teamsters Local #3111</p>	<p>81</p>
---	---	-----------	--	-----------

Other Services (except Public Administration)

NAICS Group: Automotive Mechanical and Electrical Repair and Maintenance (NAICS Code 81111)

<p>Auto Electric, Inc. 500 Maryland Avenue Hagerstown, MD 21740 301-739-5500 800-255-0988 Fax: 301-790-4996 jbarr@myactv.net 1927</p>	<p><i>Jair E. Barr, President</i> <i>Sandy Sipos, General Manager</i> Parts warehouse, sales and service for the agriculture, automotive, industrial, and mining industries; AC Delco and Motorcraft parts, automotive accessories, and batteries; Rebuild alternators and starters; Small gas engine sales and service for Briggs, Kohler, Honda, Tecumseh, Wisconsin, Onan; Includes mowers, generators, welders, pumps, chain saws, snow blowers and Meyer snow plow parts</p>	<p>6</p>	<p>-</p>	<p>6</p>
<p>Emergency Vehicle Specialist 16121 Business Parkway Hagerstown, MD 21740 301-739-7973 Fax: 301-739-7975 www.evspecialist.com kimble.trucking@myactv.net 1985</p>	<p><i>Jim Kimble, President</i> <i>Danny Bowers, Vice President</i> <i>Jimmy Kimble, Service Manager</i> Provides 24 hour emergency road service; Engine, transmission, differential, and suspension repairs; Customized service and repairs for all sizes of vehicles from executive cars to large diesel-powered trucks; Onsite third-party aerial certification testing and repairs; Pump maintenance and rebuilds; Accident repairs, insurance estimates, and towing services; Gas, diesel, and hydraulic generator installation and repair services provided</p>	<p>10</p>	<p>-</p>	<p>10</p>

NAICS Group: Automotive Body, Paint, Interior, and Glass Repair (NAICS Code 81112)

<p>Hub City Auto Body & Painting, Inc. 757 Frederick Street Hagerstown, MD 21740 301-797-8884 Fax: 301-797-1852 www.hubcityautobody.com debmil@myactv.net 1979</p>	<p><i>Joseph J. Consoletti, President</i> <i>Debra A. Miller, Vice President</i> <i>Carol A. Consoletti, Secretary & Treasurer</i> <i>Robert Starkey, Shop Supervisor</i> Automobile collision repair and painting</p>	<p>5</p>	<p>-</p>	<p>5</p>
--	--	----------	----------	----------

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
NAICS Group: Electronic and Precision Equipment Repair and Maintenance (NAICS Code 81121)				
Apparatus Repair & Engineering, Inc. 90 West Lee Street Hagerstown, MD 21740-6089 301-739-8285 800-592-3100 Fax: 301-739-3804 www.apprep.com apprep@apprep.com 1992	<i>Denver J. Weigel, CEO</i> <i>Kevin J. Miller, President</i> <i>Josie R. Weigel, Treasurer</i> <i>Tammy Z. Miller, Secretary</i> <i>Cindy Dunahugh, Office Manager</i> Sales, service, installation, and repair of electric motors, pumps, hoists, generators, welders, and associated equipment; Design, program, and fabricate automated electric control systems; Industrial automation with PLC and VFD technology; Laser alignment, vibration analysis, dynamic balancing, preventative maintenance, and root cause failure analysis	17	4 PT	21
Noventri Digital Signage 20940 Twin Springs Drive Smithsburg, MD 21783-1510 301-790-0103 800-359-1858 Fax: 301-790-0173 www.noventri.com sales@noventri.com <i>Specialized Communications Corporation;</i> <i>Smithsburg, MD</i> 1985	<i>David Linetsky, President</i> <i>Andrew Hoffman, Vice President</i> <i>Beth Linetsky, Senior Financial Manager*</i> <i>Keith Wagaman, Service Manager</i> <i>Robb Mullen, Sales Manager</i> Factory-authorized service center and dealer for Panasonic, Sony, JVC, and other pro video equipment; Digital signage solutions provider, integrator, player manufacturer, and content creation services	29	1 PT	30
NAICS Group: Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance (NAICS Code 81131)				
Hobart Corporation 10 West Potomac Parkway Williamsport, MD 21795 301-733-6560 888-4-Hobart (446-2278) Fax: 301-223-7850 www.hobartcorp.com walt.hoevenaars@hobartservice.com <i>Illinois Tool Works, Inc.; Glenview, IL</i> 1968	<i>Walt Hoevenaars, Manager</i> <i>David Shaw, Service Advisor</i> <i>Angonette Brunner, Accounts Receivable*</i> <i>Mike Anderson, Parts Department</i> Sales and service of commercial food equipment and refrigeration systems for the food service and retail markets; Products include Hobart, Vulcan Hart, Baxter, Bakers Aid, Adamatic, Stero, Wolf, Foster, Traulsen, Wittco, and Somat	10	-	10
L&L Hydraulics, Inc. 1050 Kuhn Avenue Hagerstown, MD 21740 301-791-5986 Fax: 301-791-0060 www.llydraulics.com llhydraulics@myactv.net 1991	<i>David A. Lushbaugh, President</i> <i>Michael S. Lushbaugh, Executive Vice President*</i> Sales and service of hydraulic and pneumatic cylinders, pumps, motors, valves, hoses, and other related products; Machine shop service	8	-	8
Refrigeration Services, Inc. 20307 Jefferson Boulevard Hagerstown, MD 21742 301-791-2418 800-333-6870 Fax: 301-791-6870 rsihag@myactv.net 1982	<i>Patrick J. Amatucci, President & CEO</i> <i>Angie Keyes, CFO*</i> <i>Donnie Snowden, Service Manager</i> Installation of new supermarkets; Sales and service of new and used equipment	10	-	10

Number of Employees		
Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees

Public Administration

NAICS Group: Executive Offices (NAICS Code 92111)

Federal Government (in Washington County), MD	<i>Barack H. Obama, President</i> <i>Joe Biden, Vice President</i> The Department of Agriculture, Drug Enforcement Administration, Department of the Interior, Department of Labor, Social Security Administration, United States Census Bureau, and Veteran's Affairs Office are among the federal agencies located in Washington County	637	-	637
---	---	-----	---	-----

NAICS Group: Legislative Bodies (NAICS Code 92112)

State of Maryland (in Washington County), MD	<i>Martin O'Malley, Governor</i> <i>Anthony G. Brown, Lieutenant Governor</i> These agencies are among the State agencies located in Washington County: Maryland Correctional Institute, Maryland Correctional Training Center, Roxbury Correctional Institute, District Court, Department of the Environment, Department of Health and Mental Hygiene, Maryland State Police, the Department of Natural Resources, the Motor Vehicle Administration, and the Department of Social Services	2304	-	2304
--	---	------	---	------

NAICS Group: Executive and Legislative Offices, Combined (NAICS Code 92114)

City of Hagerstown 1 East Franklin Street Hagerstown, MD 21740 301-790-3200 Fax: 301-790-3424 www.hagerstownmd.org cityhall@hagerstownmd.org 1769	<i>Bruce J. Zimmerman, City Administrator</i> <i>Donna Frazier, Director of Human Resources</i> Municipal government; The City of Hagerstown is the county seat for Washington County	151	40 PT 328 FT AFSCME, IAFF, IBEW	519
Town of Boonsboro 21 North Main Street Boonsboro, MD 21713 301-432-5141 Fax: 301-432-4050 www.boonsboromd.govoffice2.com bns.townhall@myactv.net 1831	<i>Charles F. Kauffman, Jr., Mayor</i> <i>Debra Smith, Town Manager</i> <i>Megan Clark, Planning Director</i> <i>Robert Mose, Public Works Superintendent</i> Municipal government; An incorporated town of Washington County	15	2 PT	17
Town of Clear Spring 146 Cumberland Street Clear Spring, MD 21722 Mailing Address: P.O. Box 104 Clear Spring, MD 21722-0104 301-842-2252 Fax: 301-842-2920 townofclearspring@verizon.net 1837	<i>Paul D. Hose, Jr., Mayor</i> <i>Juanita Grimm, Town Clerk</i> Municipal government; An incorporated town of Washington County	1	-	1

		Number of Employees		
		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Town of Funkstown 30 East Baltimore Street Funkstown, MD 21734 <i>Mailing Address:</i> P.O. Box 235 Funkstown, MD 21734-0235 301-791-0948 Fax: 301-791-2941 bhaynes@myactv.net 1840	<i>Paul N. Crampton, Jr., Mayor</i> <i>Brenda Haynes, Clerk-Treasurer</i> Municipal government; An incorporated town of Washington County	4	-	4
Town of Hancock 126 West High Street Hancock, MD 21750 301-678-5622 Fax: 301-678-5832 hanmd@verizon.net 1853	<i>Daniel A. Murphy, Mayor</i> <i>David Smith, Town Manager</i> Municipal government; An incorporated town of Washington County	12	4 PT	16
Town of Keedysville 19 South Main Street Keedysville, MD 21756 <i>Mailing Address:</i> P.O. Box 359 Keedysville, MD 21756-0359 301-432-5795 Fax: 301-432-4520 www.keedysvillemd.com town council@keedysvillemd.com 1872	<i>Matt Hull, Mayor</i> <i>Barry Levey, Assistant Mayor</i> <i>Richard Bishop, Town Administrator</i> Municipal government; An incorporated town of Washington County		1 PT	1
Town of Sharpsburg P.O. Box 368 Sharpsburg, MD 21782-0368 301-432-6927 Fax: 301-432-8990 1832	<i>Hal R. Spielman, Mayor</i> <i>Anna Louise Jamison, Town Clerk</i> Municipal government; An incorporated town of Washington County	2	1 PT	3
Town of Smithsburg 21 West Water Street Smithsburg, MD 21783 <i>Mailing Address:</i> P. O. Box 237 Smithsburg, MD 21783-0237 301-824-7234 Fax: 301-824-6219 www.wc.link.org/smithsburg townofsmithsburg@myactv.net 1813	<i>Mildred L. Myers, Mayor</i> <i>Betsy Martin, Clerk, Treasurer, & Manager</i> Municipal government; An incorporated town of Washington County	10	1 PT	11
Town of Williamsport 2 North Conococheague Street Williamsport, MD 21795 <i>Mailing Address:</i> P.O. Box 307 Williamsport, MD 21795-0307 301-223-7711 Fax: 301-223-5306 www.williamsportmd.gov dlstotelmyer@williamsportmd.org 1823	<i>James G. McCleaf, II, Mayor</i> <i>Donnie Stotelmyer, Town Clerk</i> Municipal government; An incorporated town of Washington County	8	3 PT	11

Number of Employees

		Non-Union & Management	Part Time Jobs and/or Union Affiliation	Total Employees
Washington County Government 100 West Washington Street Hagerstown, MD 21740 240-313-2210 Fax: 240-313-2213 www.washco-md.net 1776	<i>Gregory B. Murray, County Administrator</i> <i>G. William Sonnik, III, Director of Human Resources</i> Providing and coordinating efficient and effective public services	618	380 PT 151 FT MPEC - Local #67, AFSCME, AFL-CIO - Local #2677	1149

NAICS Group: Administration of Urban Planning and Community and Rural Development (NAICS Code 92512)

PenMar Development Corporation 14320 Barrick Avenue Cascade, MD 21719-0699 <i>Mailing Address:</i> P.O. Box 699 Cascade, MD 21719-0699 301-241-4050 Fax: 240-313-4941 www.penmar.org dnipps@penmar.org 1997	<i>Dori J. Nipps, Executive Director</i> Provides oversight to the redevelopment and revitalization of Fort Ritchie Army Garrison	1 PT	1
--	--	------	---

Government Support Services

Washington County

Assessment Office 3 Public Square Hagerstown, MD 21740	301-791-3050 Adam Lewis Supervisor
Clerk of the Circuit Court Washington County Court House 95 West Washington Street Hagerstown, MD 21740	301-733-8660 Dennis Weaver
County Administrator 100 West Washington Street, Room 226 Hagerstown, MD 21740-4735	240-313-2216 Gregory Murray Administrator
Dept. of Engineering & Construction 80 West Baltimore Street Hagerstown, MD 21740-6003	240-313-2418 Rob Slocum Deputy Director
Dept. of Plan Review & Permitting 80 West Baltimore Street Hagerstown, MD 21740-6003	240-313-2410 Jennifer Smith Director
Department of Planning and Zoning 80 West Baltimore Street Hagerstown, MD 21740-6003	240-313-2330 TBD Director
Department of Purchasing 100 West Washington Street, Room 320 Hagerstown, MD 21740-4748	240-313-2330 Karen Luther Purchasing Agent
Division of Environmental Mgmt. 16232 Elliott Parkway Williamsport, MD 21795-4083	240-313-2600 Julie Pippel Director
Division of Public Works 100 West Washington Street, Room 238 Hagerstown, MD 21740-4735	240-313-2257 Joseph Kroboth Director
Economic Development Commission 100 West Washington Street, Room 103 Hagerstown, MD 21740-4710	240-313-2280 Timothy Troxell Executive Director
Hagerstown Regional Airport 18434 Showalter Road Hagerstown, MD 21742-1381	240-313-2777 Philip Ridenour Manager
Highway Department 601 Northern Avenue Hagerstown, MD 21742-2795	240-313-2720 Edwin Plank Director
Treasurer's Office Washington County Court House Annex 35 West Washington Street, Room 102 Hagerstown, MD 21740-4868	240-313-2110 Todd Hershey Treasurer

City of Hagerstown

Except Where Noted, Address Inquiries To: City Hall, 1 East Franklin Street, Hagerstown, MD 21740	
Phone: (Department phone extensions below)	301-790-3200 -or- 301-739-8577
City Administrator Bruce Zimmerman, City Administrator Extension 114	
Community & Economic Development John Lestitian, Director Extension 195	
Business & Community Relations Division Jonathan Kerns, Community Dev. Mgr. Extension 134 Deborah Everhart, Economic Dev. Dir. Extension 141 Karen Giffin, Community Affairs Mgr. Extension 116	
Planning & Code Administration Division Ron Bowers, Inspections Manager Extension 123 Gary Lambert, Program Manager Extension 101 Kathleen Maher, Director of Planning Extension 140	
Finance Department Michelle Burkner, Acting Director Extension 152	
Parks & Engineering Rodney Tissue, City Engineer Extension 128 Jim Bender, Assistant City Engineer Extension 124 Junior Mason, Parks & Recreation Supt. Extension 171	
Public Works Department Eric Deike, Director Extension 176	
Utilities Department 425 East Baltimore Street, Hagerstown, MD 21740 Michael Spiker, Director Extension 143 Nancy Hausrauth, Water Operations Mgr. Extension 654 Donnie Barton, Wastewater Operations Mgr. Extension 677	
Additional Resources:	
Chamber of Commerce	301-739-2015
Convention & Visitors Bureau	301-791-3246
S.C.O.R.E. (Business Counseling)	301-739-2015
Small Business Devel. Center (SBDC)	301-797-0327

Alphabetical Business Index

Abbey Carpet & Floors.....	43	Builders FirstSource.....	16
ABC Supply Company, Inc.....	34	Building Systems, Inc.	3
ABF Freight System, Inc.	52	Bulldog Federal Credit Union.....	63
A.C. & T. Company, Inc.	48	Bushey Feight Morin Architects, Inc.	72
Accela Worldwide Solutions.....	50	Butter Krust Baking Co. (The).....	40
Accent Electric, Inc.....	7	C. William Hetzer, Inc.	5
Accent Imaging.....	80	Caldwell Manufacturing Company.....	21
Action Products, Inc.....	32	Callas Contractors, Inc.....	4
Advertising, Inc.....	79	Cape Air.....	50
A.E. Sweeney Masonry, Inc.....	6	Capital One Bank.....	63
AeroSys, Inc.....	28	Capital Tristate.....	37
Aerotek.....	82	Catania USA.....	43
After Five Productions.....	60	Cassidy Trucking, Inc.	50
Agusta Westland, Inc.	53	CAVCO Homes, Inc.....	16
Air Methods Maryland.....	88	Cavetown ACE Home Center (The).....	43
Air-Tech Products, Inc.	44	Cavetown Planing Mill Company, Inc. (The).....	16
Aladdin Awards, Inc.....	80	CBS Electric Company, Inc.	7
Albright Crumbacker Moul & Itell, LLC.....	71	C.E. Shirk Lumber & Farm Products.....	15
Allegheny Door & Hardware, Inc.....	45	Centra Bank.....	63
Allegheny Electronics of Maryland.....	45	Central Coca-Cola Bottling Company, Inc.	56
Allegheny Glass & Mirror Service, Inc.	45	Central Maryland International Truck, LLC.....	41
Allenberg's Mountain Spring Orchard.....	1	Central Precision, Inc.....	26
Allied Waste Industries, Inc.	85	Central Transport International, Inc.	52
Ambay Immune Sensors and Controls.....	79	Central Truck & Trailer Parts, LLC.....	41
Amtcor/Stevens Flexible Packaging, Inc.	18	CertainTeed Corporation.....	21
Americom Government Services, Inc.	62	Cinetic Landis Corp.	28
Amerigas Propane, Inc.....	49	Citi.....	65
Amtrac Railroad Contractors of Maryland, Inc.	5	City Electric Supply, Ltd.....	37
Antietam Cable Television, Inc.....	61	City of Hagerstown.....	91
Antietam Call Center.....	83	Clarke Michael, Inc. - Environmental Consulting.....	78
Antietam Tree & Turf.....	85	Clean Air, Inc.	28
Apparatus Repair & Engineering, Inc.....	90	Clean Earth of Maryland, Inc.....	86
Applied Industrial Technologies.....	38	Columbia Bank (The).....	63
ARRO Consulting, Inc.....	73	Columbia Gas of Maryland, Inc.....	2
Associated Engineering Sciences, Inc.	73	COMMLINK SYSTEMS.....	7
Atlantic Security Systems, Inc.....	84	Conservit, Inc.....	38
Auto Electric, Inc.....	89	Control Systems, Inc.....	10
Automated Office Equipment, Inc.	46	Copyquik Printing & Graphics.....	18
B & D Consulting, Inc.	76	Corey's Construction, LLC.....	3
Baltimore Mack Trucks - Hagerstown Division.....	41	Corporate Resources, Inc.....	82
Barr Construction Institute.....	87	Cosmic Pet Products, Inc.	13
Battery One, Inc.....	42	C.R. Semler, Inc.....	24
Beachley Furniture Company, Inc.	31	Craig Paving, Inc.	12
Beaver Mechanical Contractors, Inc.....	10	Creative Impressions at Copyquik.....	80
Berwick Offray, LLC.....	15	Crist Instrument Company, Inc.	32
Best Building Components & Maugansville Heating Oil Svc... 15		CSX Transportation.....	50
Biaera Technologies.....	32	Cumberland Valley Analytical Services, Inc.....	75
Bikle Manufacturing, Inc.....	26	Cushwa & Stouffer Architects, LLC.....	72
Bindery Solutions, Inc.	19	Custom Machine.....	27
BJ's Custom Creations.....	80	Customizers, Inc./Creative Accents.....	30
Blaine Window Hardware, Inc.....	26	D & D Truck Repair & Towing, Inc.	55
Blue Seal Feeds, Inc.....	13	DatAchieve Digital.....	76
BMGM Architects, p.c.....	72	David M. Merchant, Inc.....	12
Bonded Applicators of MD, Inc.....	6	David R. Rider Contractor, Inc.	4
Bowman Group, LLP (The).....	82	Davidson Company.....	37
B.P. Lesky Distributing Co., Inc.	40	Davis, Renn & Associates, Inc.....	73
Bragunier Masonry Contractors, Inc.....	6	Demcore Development, LLC.....	69
Brethren Mutual Insurance Company (The).....	67	DH WEB, Inc.....	76
Brook Lane Health Services.....	88	Diamond Electric.....	8

Digging & Rigging, Inc.	70	Funk Electrical Services, Inc.	8
DJR Associates, Inc.	73	Gaye McGovern Insurance Agency, Inc./State Farm Ins. Cos.	67
Document Solutions, Inc.	47	GBC Films Group	21
DocuTrac, Inc.	76	Gemcraft Homes - Western Division	3
Donald B. Rice Tire Company, Inc.	43	Gerald Taylor Company, Inc.	86
Donna Kaye Personnel, Inc./dba Spherion	82	GESAC, Inc.	34
DOT Foods, Inc.	58	Gill-Simpson, Inc.	8
Dove Contracting Solutions	12	Glessner Alarm & Communications	84
Draper & McGinley, P.A.	71	Global Data Consultants, LLC	77
Dressel Welding Supply, Inc.	49	Gorfine, Schiller & Gardyn, P.A.	71
DSL Sound, Inc.	8	Green Concrete Works	6
DST, LLC	54	Greensburg Farm Wholesale Produce	40
Duvinage, LLC	25	Gruber-Latimer Restoration, LLC	6
DVF Corporation	27	GS Images, a Division of Advertising, Inc.	33
d' Vinci Interactive, Inc.	76	GTS - Welco	49
DynaCorp, Inc.	3	Hadley Farms, Inc.	14
Dynamark Monitoring, LLC	84	Hagerstown Aircraft Services, Inc.	54
Eastcoast Hardwood Veneers, Inc.	16	Hagerstown Block Company	24
Eastern Lift Truck	70	Hagerstown Broadcasting Company, Inc. t/a WJEJ Radio	60
Eastern Organ Pipes, Inc.	34	Hagerstown Canteen Services, Inc.	89
Eaton Aeroquip, Inc.	22	Hagerstown Community College	86
ECS Mid-Atlantic, LLC	73	Hagerstown Kitchens, Inc.	31
Edward Jones	66	Hagerstown Metal Fabricators, Inc.	24
Edward Jones Investments	66	Hagerstown Organ Company, Inc.	34
Eduro Networks, Inc.	62	Hancock News, Inc. (The)	58
ekm Inspirations	78	Harding Orchards	1
Eldorado Stone	35	Hardware Discounters, Inc.	36
Electromet Corporation	27	Harry Kahn Associates, Inc.	82
Ellsworth Electric, Inc.	8	HBP, Inc.	18
Emergency Vehicle Specialist	89	Heidler Roofing Services, Inc.	6
Emerging Science & Technologies, Inc.	74	Hendershot Financial Group	66
Enhanced Printing & Promotions	18	Henry Bonebrake & Associates	74
EPS/CCA, Inc.	19	Herald-Mail Company, Inc. (The)	59
Equity Commerce, LP	65	Hesco, Inc.	22
Erie Insurance	67	Hicksville Planing Mill	16
Ewing Oil Company, Inc.	49	High Rock Studios	75
Excel Contractors, Inc.	4	HK Engine Components, LLC	31
Executive Security, Inc.	84	Hobart Corporation	90
Express Printing	18	Hoffman's Quality Meats & Catering	40
Federal Express	55	Holcim USA, Inc.	23
Federal Government	91	Home Depot (The)	44
FedEx Freight	52	Home Depot Direct (The)	56
FedEx Ground	51	Hopewell Manufacturing, Inc.	25
Ferguson	35	Hopewell Sheet Metal Manufacturing, Inc.	27
Fil-Tec, Inc.	14	Horizon Goodwill Industries	88
Fire-X Sales & Service Corp.	48	HPG Windows and Doors	45
First Action Security Team, Inc.	37	HT Tennis Corporation	5
First Data	65	Hub City Auto Body & Painting, Inc.	89
Flameless Heating Supply, Inc.	45	Hub City Express, Inc.	55
FleetPride, Inc.	42	Hub City Sprinklers, Inc.	10
Flowline Components, Inc.	48	Hub Labels, Inc.	19
Foltz Mfg. & Industrial Supply Company, Inc.	38	Icon Graphics	76
Food Resources, Inc.	40	Impact Office Products	47
Fox & Associates, Inc.	74	InnerSpace Floor to Ceiling	44
Fox Sales & Consulting, Inc.	18	Innovative, Inc.	77
Frazier Precision Instrument	29	Innovexx, Inc.	77
Frederick, Seibert & Associates, Inc.	74	Insurance Brokers of Maryland - Hagerstown	68
Freedom Electronics Recycling, Inc.	39	International Corporate Training & Marketing (ICTM)	81
Freightliner of Hagerstown, Inc.	41	Interstate Batteries	42
Fridinger Ritchie Company, Inc.	10	Interstate Communication Services, Inc.	9
Frostburg State University at USMH	86	ITE Fire Apparatus	41
Fugro EarthData International	75	item International America, LLC	56

J. Edward Cochran & Company, Inc.	68	MHA Audio, Inc.....	9
Jamison Door Company.....	25	Michael Dixon Humidors/dba Woodenware, Inc.....	17
Jarnel Crane Rental.....	70	Miller & Anderson, Inc.	11
Jeff Martin Specialty Advertising.....	80	Misty Meadow Farm.....	1
Jeter Paving Company, Inc.	13	Mountain Valley Orchard.....	1
JLG Industries, Inc.....	29	Mountainside Teleport Corporation.....	62
JSX South, LLC.....	51	Mr. Water Professional Water Treatment.....	11
K & R Engraving.....	81	M.S. Johnston Company, Inc.	11
Kane Logistics, Inc.	56	My Bank! First United Bank and Trust.....	64
Kaplan University, Hagerstown Campus.....	87	Myerly & Lowe Photography.....	81
Keller-Stonebraker Insurance, Inc.	68	Myers Building Systems, Inc.....	4
Kellogg Snacks.....	56	National Book Network.....	60
Kenney Signs, Inc.	33	National Golden Tissue, Inc.....	17
Kenny Construction Company.....	4	NETCONN Solutions.....	77
King Oil Company.....	19	New Business Forms.....	39
K.L. Grimm Enterprises, Inc.....	1	New Frontier Solutions.....	77
Kline Associated Roofing Contractors, Inc.....	7	New Horizon Sportswear.....	15
Kline Awning & Window Company.....	7	Noland Company.....	36
Kline Roofing & Siding Contractors, LLC.....	7	Norandex Building Materials Distribution.....	36
Laber's Office Furniture.....	47	Norfolk Southern Railway.....	50
LaFarge North America.....	2	Northeastern Supply.....	36
Laird Bush Specialty Advertising.....	81	Northstar Limousine, LLC.....	53
Land O'Lakes Purina Feed, LLC.....	13	Northwestern Mutual Financial Network.....	68
L&L Hydraulics, Inc.....	90	Noventri Digital Signage.....	90
Larstan Industries, Inc.....	22	Office Suppliers, Inc.	47
L.E. Barnhart Security & Investigations, Inc.....	83	Ogden Directories, Inc.	60
Leaf Engineering Associates.....	74	On Going Operations, LLC.....	77
Lehigh Phoenix.....	19	1-800 Water Damage.....	85
Lenox Distribution Center.....	57	Orrstown Bank.....	64
Lockheed Martin.....	54	Ott's Horticulture Center.....	46
Lovell's Nursery, Inc.....	46	Outdoor Contractors.....	55
Lowe's Distribution.....	57	P & D Creative Company, Inc.....	20
Lowe's Home Improvement.....	44	Packaging Services of Maryland, Inc.	17
Lowe's of Hagerstown.....	44	Pangborn Corporation.....	27
L.S. Grim Consulting Engineers.....	74	Paramount Feed & Supply, Inc.	13
Luminescent MD, LLC.....	79	Parker Plastics, Inc.....	21
Lyon-Conklin & Co., Inc. - A Ferguson Enterprise.....	36	Paul Crampton Contractors, Inc.....	3
M & T Bank.....	63	Pavestone Company.....	24
Maccaferri, Inc.....	26	PenMar Development Corporation.....	93
Manning Broadcasting, Inc.....	78	Pen-Mar Trailer Sales, Inc.	42
Manny's Oriental Rugs & Gallery.....	43	Pepsi Bottling Group.....	57
Manpower Staffing Services.....	83	Pepsi Bottling Group - Refurb Center.....	28
Marketing Logistics International, Inc.....	78	Performance Pipe.....	20
Marketing Strategists.....	78	Perry Funding, LLC.....	65
Martin Marietta Aggregates.....	2	PetSmart FDC 18.....	57
Martin Storage Company, Inc.....	52	Photography by Dale, LLC.....	81
Martin's Elevator, Inc.	13	Picket News, Inc.	59
Maryland Cracker Barrel, Inc.	59	Pittsburgh Institute of Aeronautics.....	87
Maryland Metals, Inc.....	39	PNC Bank.....	64
Maryland Millwork, Inc.....	17	Pony Mailbox, LLC.....	47
Maryland Paper Company.....	17	Potomac Construction Industries, Inc.....	23
Master Supply Company.....	35	Potomac Dealers Supply, Inc.	35
Master's Woodshop, Inc. (The).....	17	Potomac Edison, a FirstEnergy Company.....	2
Mattern Construction Company, Inc.....	5	Power Marketing & Advertising, Inc.....	79
McCall Handling Company.....	71	Pro-Fabricators, Inc.....	25
McCleary & Earley, Inc.	4	Protein RST.....	79
McCormick Insulation Supply, Inc.....	46	R & L Sheet Metal Products, Inc.....	26
MEC, Inc.....	9	R & W Dorsey, Inc./dba Dorsey Brothers.....	12
Medical Services, Inc.....	87	Radio Shack Distribution Center.....	57
Meritus Health, Inc.	88	Rampf Molds Industries, Inc.....	29
Merkle Response Services, Inc.....	83	Randstad USA.....	83
Merrill Lynch & Company, Inc.....	66	Rayloc.....	31

RBC Wealth Management	67	Town of Boonsboro.....	91
Redland Brick, Inc.	22	Town of Clear Spring.....	91
Refrigeration Services, Inc.....	90	Town of Funkstown	92
Reisner Products, Inc.....	29	Town of Hancock.....	92
Rentals Unlimited, Inc.	70	Town of Keedysville.....	92
Review & Herald Publishing Association.....	59	Town of Sharpsburg.....	92
Rexel Electrical & Datacom Products	46	Town of Smithsburg.....	92
Richards-Wilbert, Inc.....	24	Town of Williamsport	92
Rider Jet Center.....	53	Tox Path Specialists, LLC.....	79
RidgeRunner Publishing, LLC.....	59	Tractor Supply Company	58
Rinehart Orchards, Inc.	1	Transwheel Corporation.....	31
Roadway Express / Yellow Transportation	53	Triad Engineering, Inc.	75
Ron Myers Insurance	68	Tri-State Concrete, Inc.	23
Roof Center, Inc. (The).....	35	Tristate Electronic Mfg., Inc.	30
Royal Aircraft Services, LLC	54	Tri-State Plumbing & Heating, Inc.	11
Royal Flush Cleaning.....	85	Tri-State Printing, Inc.	19
R+L Carriers, Inc.	52	Trivo Company, Inc.	34
Rust-Oleum Corporation.....	20	Truck Enterprises Hagerstown, Inc.....	42
SAMP/USA, Inc.	29	TSO of Maryland	15
Sam's Club	39	Turner Transportation Group, Inc.	51
Saputo Cheese USA, Inc.....	14	UGO Property Management	69
Saunders Tax and Accounting.....	72	Unilever Ice Cream	14
Save-A-Lot Foods.....	58	United Parcel Service (UPS).....	55
Schildknecht Trucking, Inc.	51	United Refrigeration	38
Schuster Concrete	23	University System of Maryland at Hagerstown.....	87
SDS Integrated Solutions, Division of SkyHop.com, Inc.....	84	UPS Freight.....	53
Sealy Mattress Company	32	USA Cartage, Inc.	51
Security Trust Company	67	Utility Supply Company, Inc.	15
Sellmore Industries of MD, Inc.	37	Valentine Electric, Inc.....	9
Servpro of Washington County, Inc.	85	Valley Supply & Equipment Company, Inc.	71
Shawley's LP Gas Company, Inc.	49	Verizon Maryland, Inc.	62
Shifler Electrical Associates, Inc.....	9	Vertical Technology Services, LLC.....	5
Sierra Nevada Corporation	54	Volant Technology Services.....	10
Sign Here	33	Volvo Powertrain North America.....	30
Signera	80	Wantz Distributors, Inc.	40
Smith Elliott Kearns & Company, LLC.....	72	Warehouse and Terminal Properties, LLC.....	69
Snavely's Garden Corner, Inc.....	46	Warrenfeltz Refrigeration, Inc.	12
South Atlantic Controls, Inc.....	30	Washington County Free Library.....	62
Soveriegn Bank.....	64	Washington County Government.....	93
Spectrum Fire Protection, Inc.	11	Washington County Public Schools.....	86
Spirit Services, Inc.	2	WCRH Radio.....	61
Standard Acoustical Products, Inc. of Hagerstown.....	12	Weiss Bros. of Hagerstown, Inc./ t/a Weiss Bros. Paper.....	39
Staples Distribution Center	57	West Manufacturing Co., Inc.	32
Staples, Inc.....	47	Western Maryland Consortium	88
State of Maryland.....	91	Wetsuit Wearhouse, Inc.....	48
Steffey & Findlay, Inc.	35	WHAG	61
Stoner Enterprises, Inc. t/a Culligan Water Conditioning.....	11	WHAG-AM/WDLF-FM	61
Susquehanna Bank	64	Winebrenner Transfer, Inc.....	51
Susquehanna Loan Servicing Center	66	W.J. Strickler Signs, Inc.....	33
SYNAGRO Hagerstown Pelletizer Plant.....	20	Wolters Kluwer Health.....	58
T.A. Baer Logistics, LLC.....	58	WPS, Inc.	48
Talley Metal Products, Inc.	25	Wright-Gardner Insurance, Inc.	69
Technical Innovation Center	78	WSP Mountain	75
Ted's Rent-It Centers	70	Xerxes Corporation.....	22
Tele-Plus Corporation	9	Youngblood Photographic Artist.....	81
Telford Aviation	54	Zeltex, Inc.	30
Thomas, Bennett & Hunter, Inc.	23		
Thompson's Gas & Electric Service, Inc.	49		
Tiger's Eye Benefits Consulting.....	69		
Tim Fraker Signs.....	33		
Tower Bank.....	65		

2012 Business & Industry Directory

New Business Entry Form (Free Listing)

Hagerstown-Washington County Economic Development Commission

Please Print or Type

Company Name: _____

Street Address: _____ (in Washington County, MD only)

Town: _____ State: Maryland 9-Digit Zip Code: _____ - _____

Mailing Address (if different): _____ (wherever mail is received)

Town: _____ State: _____ 9-Digit Zip Code: _____ - _____

Local Telephone Number: _____ Toll Free (800/888) Phone Number: _____

Facsimile Number: _____

Website Address: _____ E-mail Address: _____

List up to 5 top representatives, e.g., CEO, CFO, Plant Manager, Human Resources Director, etc., at this Washington County, MD location only. Do NOT list those whose offices are generally outside this location.

Name _____ Job Title _____

Name _____ Job Title _____

Name _____ Job Title _____

Name _____ Job Title _____

Name _____ Job Title _____

Total Number of Employees in Washington County only: Full time _____ Part time _____
(25 hours or less per week)

Of these, total Number of Union Employees: Full time _____ Part time _____ (25 hours or less per week)
(Number of union employees should be included as part of total employees indicated above)

Union Name/Affiliation (please write full name): _____

Actual Year the business was established in Washington County, MD (not in other locations): _____ (ex: 1960)

Please circle ONE category that best describes your business type (based on the North American Industry Classification System codes):

- | | |
|---|--|
| 1) Accommodation and Food Services | 10) Mining |
| 2) Admin. & Support & Waste Mgmt. & Remediation Svcs. | 11) Other Services (except Public Administration) |
| 3) Agriculture, Forestry, Fishing and Hunting | 12) Professional, Scientific, and Technical Services |
| 4) Construction | 13) Public Administration |
| 5) Educational Services | 14) Real Estate and Rental and Leasing |
| 6) Finance and Insurance | 15) Retail Trade |
| 7) Health Care and Social Assistance | 16) Transportation and Warehousing |
| 8) Information | 17) Utilities |
| 9) Manufacturing | 18) Wholesale Trade |

Description of Company Products/Services (as you would like it to appear. Description should not exceed space provided):

PRODUCTS/SERVICES (We reserve the right to edit or make corrections as necessary.):

Parent Company or Headquarters Name (if applicable): _____

City, State, and Country of Parent Company or Headquarters (if applicable): _____

CONFIDENTIAL information for Economic Development Commission staff only. The following information is NOT FOR PUBLICATION:

Building Size: _____ square feet Land acreage: _____ acres

Does your company own or lease its Washington County facility? Please check one: Own Lease

If leasing the local facility, what is the date of the lease expiration? _____

Person Completing this Form (in case we have questions):

Name _____ Job Title _____

**Please mail completed form to:
Attention: Linda Spence
Hagerstown-Washington County Economic Development Commission
100 West Washington Street, Room 103, Hagerstown, MD 21740-4710
or fax it to the EDC at 240-313-2281**

If you have any questions, please call 240-313-2280



WASHINGTON COUNTY, MARYLAND

» CROSSROADS of

- » *Transportation*
- » *Industry*
- » *Technology*
- » *Education*
- » *Quality of Life*
- » *History*


HAGERSTOWN
WASHINGTON COUNTY, MD
 Economic Development Commission

- » **Contact Information:**
 100 West Washington Street, Room 103
 Hagerstown, MD 21740-4710
- » **Ph. 240-313-2280**
 Fx. 240-313-2281
- » **www.hagerstownedc.org**
 edcinfo@hagerstownedc.org