

INSIDE

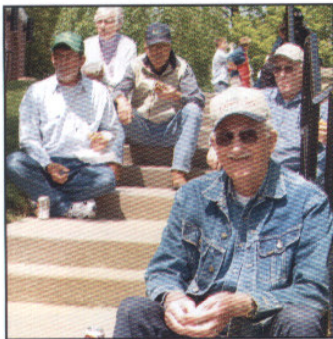
FEATURED COLUMNISTS



US Senator
Mitch McConnell

America Benefits from Increased Domestic Energy Production

AGRICULTURE



Region Home to States Largest Cattleman's Association
Having Pride in What We Do!

*A division of Jobe Publishing, Inc
South Central Kentucky*

PRST STD MAIL -- U.S. POSTAGE PAID
CAVE CITY, KENTUCKY 42127 -- PERMIT # 10
CHANGE Service Requested

Three South Central Ky Companies Setting Pace

Big Meadow Oil, Hitcents Inc., and Walbert Trucking recognized as 'Pacesetters' and high performing companies

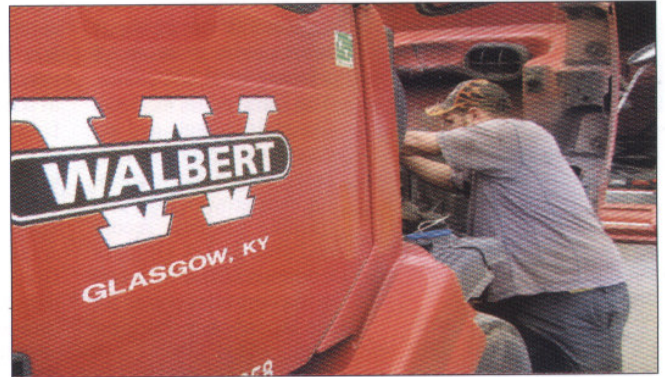
Jeff Jobe, Ernie Wagner and Shirley Mayrand
JOBE News Services

When it comes to knowing your company is being recognized as a strong high performing growth and doing it right kind of business there are not too many better ways of determining this than to ask the University of Kentucky Office of Commercialization and Economic Development; the United States Small Business Administration; the Kentucky Cabinet for Economic Development; or the Louisville branch of the Federal Reserve Bank of St. Louis; and if all agree you are certainly a contender.

They take their time and track several factors and the goal is to identify high-performing companies who they believe are moving into their second-stage of growth.

This year they chose Twelve Kentucky companies and of them we are pleased to announce that 3 are from right here in our coverage area of the Barren River Area Development District.

We certainly want to honor each and share the news of them being named however more in line with our hometown business type coverage we want to share who they are,



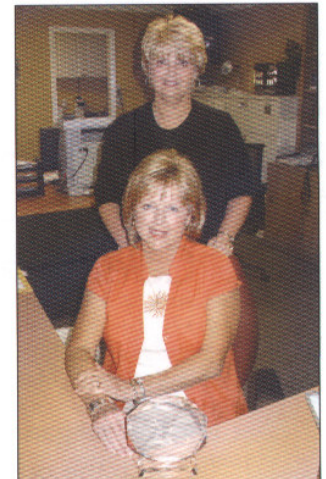
Walbert Trucking, Greg Ard is shop manager for Walbert Trucking and he is shown servicing one of the trucks in thier fleet.

we at Jobe Publishing we know them and want you to as well.

Out of all those submitted, a panel of judges selected these winners because nominations showed they are changing the economic landscape of Kentucky by introducing innovative products; increasing sales and/or production; boosting employment; and, serving the communities of the Commonwealth. Each of the winning businesses demonstrated the intent and capacity to grow based on employee and sales growth, entrepreneurial leadership, sustainable competitive advantage and additional factors that showcase the company's success.

Big Meadow Oil Co., Inc.

Big Meadow Oil owners Sheila Pruitt and Betty Gentry seem to make winning the recognition and respect of the business community easy but they've worked hard and long to achieve their goals. Starting out with just a desire to have their own business back in 1981, they took the bull by the horns and plunged ahead, purchasing land on Big Meadow Road and putting up a small livestock supply store with a



Big Meadow Oil Company, Inc., Sheila Pruitt and Betty Gentry have shown a desire to have your own business and willing to work for it can pay off.

single gas pump out front for their farming customers.

The original plan was for Sheila and Betty to take turns 'minding the store' but they quickly became too busy to take any time off. Within the first two years they knew they needed professional help. While business was good,

> See PACE SETTERS continued on page Pg. 6

> See PACE SETTERS
continued from page Pg. 1

While business was good, profits were not what they expected. The Small Business Administration (SBA) came to the rescue in the form of Rick Horn, director of the WKU Small Business Development Center.

“Rick went over our books and told us that our fuel sales were making most of our profit. He suggested we become a fuel distributor.”

The ladies sold their farm supply business to someone else and went into the fuel market exclusively. When the farm supply business folded two years later they turned that building into their offices.

In 1989 they became Disadvantaged Business Enterprise (DBE) certified in Kentucky, Tennessee and Illinois making them eligible to get state contracts. It changed everything and they founded the Kentucky Association of Disadvantaged Business Enterprise in order to help other companies become DBE certified as well.

Sheila and Betty jumped into the business world on little more than blind faith, but they didn't depend on luck or faith to get by. They have worked closely with Rick Horn and the SBA for twenty-five years. They also went back to school. In 2004 they both graduated from the University of Kentucky College of Business and Economics.

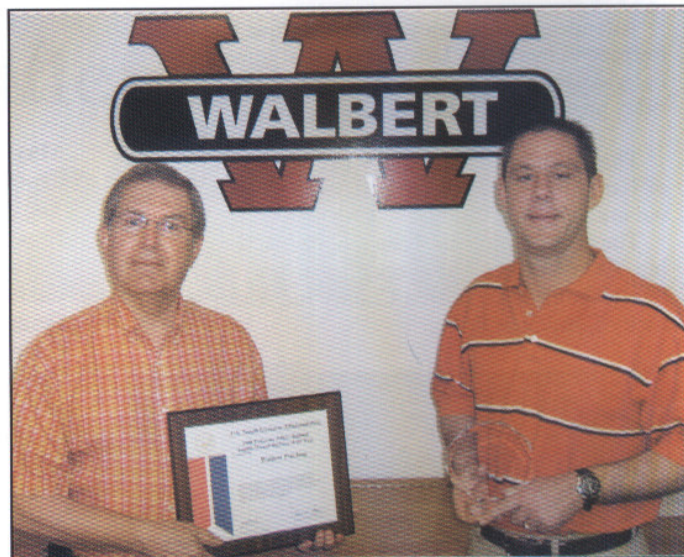
Walbert Trucking, Inc.

Walbert Trucking Inc. of Glasgow, a family owned business, operated by Tom and Jon Walbert, has been in business for over 75 years. They were honored with two awards last Wednesday in Frankfort at the Thomas D. Clark Center for Kentucky History. The first award was presented by the United States Small Business Administration for the Small Business Award for the “Kentucky Jeffrey Buttlard Family-Owned Business of the Year Award” for 2008.

Walbert Trucking Inc. was also selected by a panel of judges and was recognized as one of the 2008 Kentucky Pacesetters. Their business joins an elite group of Kentucky businesses that are recognized as high-performing businesses that are changing the economic landscape of Kentucky by introducing innovative products, increasing sales and/or production, boosting employment; and serving the communities of the Commonwealth.

The “Pacesetter Business Recognition Program” and the “Kentucky Celebrates Small Business” event were a collaboration effort between the Kentucky Small Business Development Center and the United States Small Business Administration and the Kentucky Cabinet for Economic Development and the Federal Reserve Bank of St. Louis-Louisville Branch.

Walbert Trucking, Inc., began in



Tom and Jon Walbert

1931 when William Earl Walbert purchased a 1928 Chevrolet truck from his brother, Carl Walbert. At that time, Carl and Ed Cox, jointly owned and operated a trucking authority between Louisville and Nashville called Walbert and Cox. Carl later made a career of Walbert Oil Service and Earl, Carl's brother, began hauling logs to a sawmill that was owned by his father, James D. Walbert. His first truck had a kerosene headlight, an all wood cab and solid rubber tires. As Earl added more trucks to his business, his customer base began to grow.

One service allowed over the years to the public was that W.E. Walbert Trucking would provide a trailer any time that a platform was needed for speaking or celebrations, Earl would

take a flat trailer to the location and level it for chairs to be placed upon. After the activity, the trailer would be moved back to the truck terminal. Many local club members and businessmen can remember sitting on the improvised truck-stage with senators, governors, and other visiting celebrities. When Earl Walbert died in 1970, his son, Tom acquired the business and has continued many of these services to the Barren County area.

In the past, Walbert Trucks delivered hundreds of loads of livestock from the Kentucky-Tennessee area to 48 states and Mexico. Today, Walbert Trucks, operated as Walbert Trucking, Inc. are easily recognized in the Midwest, but they no longer haul livestock. Besides trans-

"Kick the Habit"

LASER SOLUTIONS
IBB Approved Center

830 Fairview Ave. • Bowling Green • 270.782.5055 • 1.800.207.6320
Mon.-Thurs 10 am-6 pm Fri. 9 am-1 pm
www.lasersolutionsinky.com

COL. KENNY R. ISENBERG
Broker Associate / Auctioneer

(800) 808-0054 OFFICE
(270) 528-7892 CELL, 524-2080 HOME
(270) 651-5784 FAX

LEGACY REAL ESTATE
204 CAVALRY DRIVE
GLASGOW, KY 42141
E-MAIL: kenny@glasgow-ky.com
WEBSITE: www.kenny.coldwellbankerBG.com

Each Office is Independently Owned and Operated

porting freight locally and cross country, Walbert Trucking plays a major role in intermodal services having exchange agreements with the major railroads. They also have less than truck-load capabilities. They have storage vans that are available on a rental basis to the public.

Supported by a full time staff of mechanics, dispatchers, and office personnel, and by fully utilizing the capabilities of the internet, Walbert now has customers in every state in the Midwest and they are recognized as a leader in the transportation industry.

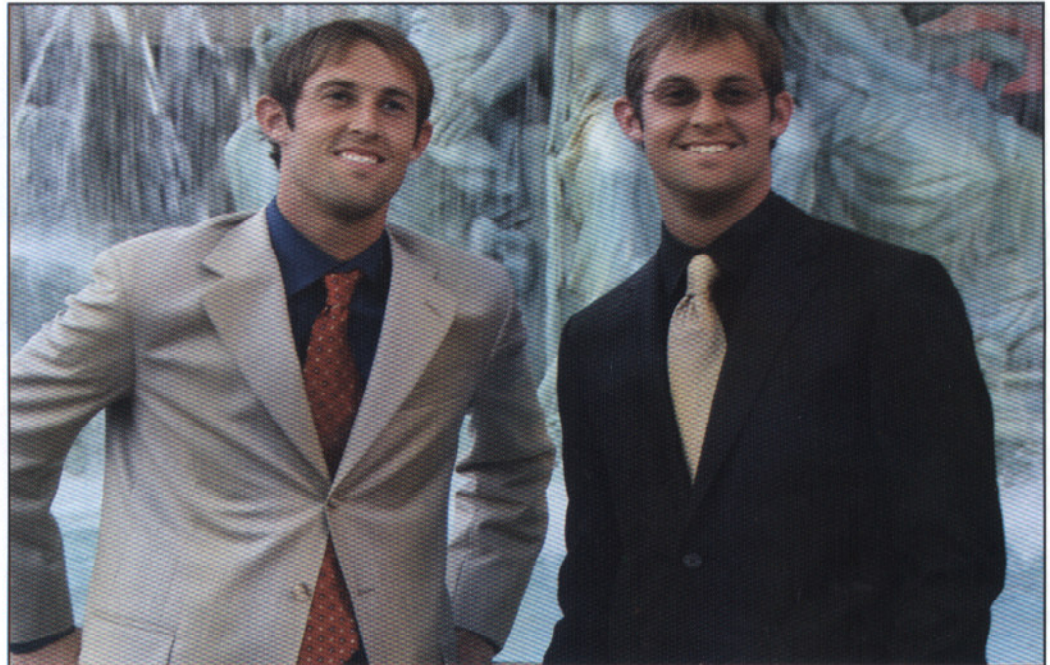
In August of 2007, Walbert Trucking Inc. purchased and consolidated all operations into a new corporate office located at 101 Pin Oak Lane. Walbert Trucking is currently installing Qualcomm units in all of its trucks to improve efficiency and customer service procedures. According to Jon Walbert, "This is a satellite based unit installed in each truck that allows us to track and trace our equipment. It also allows our dispatch to communicate with the drivers. This is commonly known as cab communications and satellite tracking. The success of Walbert Trucking is due to lots of hard work by our employees. We would not be here today if it was not for the hard work from the past that has laid the ground work for the future."

Today, Tom Walbert's son, Jon Walbert, is the next generation Walbert to be involved with operations bearing the Walbert name. Tom and Jon, both, expressed great honor and appreciation for receiving these awards. They continue to operate Walbert Trucking, Inc. with family pride, honor and traditions, while, simultaneously, offering the best transportation for all of their customers.

Hitcents, Inc.

The final Pacesetter winner is Hitcents Inc, of Bowling Green.

Hitcents founders, twin brothers Chris and Clinton Mills,



Hitcents founders Chris and Clinton Mills.

started their technology careers early in life. As children in Arlington, Texas, Chris and Clinton had a knack for taking apart their toys and analyzing them. They had more of a desire to see how things worked than to actually play with them.

In 1994 while in the fifth grade, they received their first computer. The twins began to learn the internal workings as well as the programming side of a basic computer. They started programming in GW Basic - a command line programming language.

Chris and Clinton moved from Arlington to Bowling Green, Kentucky in 1995 when their father was transferred by his employer, General Motors. Chris and Clinton happened to move in next door to an electrical engineer who helped guide their constant pursuit to learn more about technology.

In 1996, and in seventh grade, they went to work at a company designing Visual Basic programs to monitor machinery with optic eye systems and conveyor belts. That year they also

created their first webpage working with PERL, a backend web programming language that is still one of the languages Hitcents enlists today.

As high school sophomores, in 1999, Chris and Clinton started Hitcents, which at the time was a company focused in internet advertising. When the company first began, Hitcents paid clients on a cents-per-hit basis, hence the company name. Chris and Clinton were honored by the U.S. Small Business Administration as Kentucky's 2001 Young Entrepreneurs of the Year, an award given annually to a business founder under the age of 36.

Hitcents was acquired by Houchens Industries in 2003. Since its inception, Hitcents has grown from two founders to over 50 employees and occupies office space in Western Kentucky University's Center for Research and Development.

Today, Chris and Clinton manage company operations while waiting to execute their next big idea. They continuously seize opportunities to initiate and implement new business models with existing and new clients in their relentless desire to be a leader in the always dynamic technology industry.



SUNRISE SURPLUS

Located at 518 Mill St. across from the old Depot in Munfordville
270-528-7764

Laminate Flooring

As Low As
75¢
per sq. ft.

Over 22 Styles
Over 12,000 Sq. Ft.
In Stock

NEW SHIPMENTS
ARRIVING WEEKLY!

Box Springs
& Mattress
Sets

As Low As
\$199.99

Available in Full
and Queen Sizes



Cordless
Drills
GALORE!

Open Monday-Tuesday-Wednesday-Friday-Saturday 8:00-5:00; Closed Thursday & Sunday

Chris and Clinton believe in working hands-on with all employees and can still be found programming code themselves. Step into the Hitcents office and you might find them leaning over any employee's desk offering advice on the most effective programming language to solve a particular issue.

Hitcents is well known locally for their website development services. The scope of the business includes solutions for website development, technology, online marketing, kiosk development, creative design, software development and much more. Their software development has spawned three subsidiaries of Hitcents: EyeOn Automation, Utopia Self-Scan, and Omniprise ERP. See the Solutions information on this website for more information on each business model.

The Mills brothers stay connected with their seven department managers. They understand the responsibilities of each employee and remain apprised on the status of all projects large and small. Chris and Clinton are motivated by helping clients realize their dreams. Hitcents is reinvented with every new client, as they offer truly versatile customization and original services to fulfill each client's needs.

Hitcents continuously strives for superior customer service. Every client is unique and Hitcents does not simply provide "one-size-fits-all" products. Their success comes from creating innovative and insightful custom solutions for every client.

Having 3 Pacesetters in our region says much for the business climate of South Central Kentucky.



The Glasgow Business & Professional Women's Club met at their regular monthly meeting in April with a program presented by the South/Southeast Regional Director Shelia Spradlin and the local Foundation Committee. Pictured L-R are: Martha Carr McCoy, President; Shelia Spradlin, Regional Director; Helen Simpson, Foundation Committee Chair; and Committee member Debra McCandless, Pat Kelley, Rutha Tenry, and Maurae Foster. For more information on the BPW Foundation Scholarships, visit the web at either bpwusa.org or bpw-ky.org.

Glasgow Business and Professional Women's Club installs new members



"The Glasgow Business and Professional Women's Club installed 2 new members during their April meeting. On the far left is new member Dr. Kathy Bruner, Pathologist with T.J. Samson Hospital, and in the center is Tina Gettry of Get Ducks in a Row. On the far right is Becky Barrick of Awards, Inc., Glasgow B&PW membership chair and Vice-President, is performing the installation ceremony.

The Glasgow B&PW meet the first Tuesday of the month at the Lera B. Mitchell Clubhouse on South Green Street at 6 p.m. For more information on attending a B&PW meeting contact Becky at 651-7255.