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JANET ADAMS ■ BUSINESS FIRST

Westerville's Shannon Hamons helped entice American Family Insurance to move its local offices from Columbus.

RULES FOR THE GAME

Officials trying to set guidelines for cooperation as more cities lure companies to move

BY BRIAN R. BALL ■ BUSINESS FIRST
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The wave of jobs moving between Columbus and its suburban cities has prompted an effort to create regional ground rules for how far economic-development officials can go in luring away companies already situated in the region.

CODE OF CONDUCT: A city-led task force has put together a seven-point plan to govern how communities go about attracting area companies to relocate. **SEE PAGE A36.**

But whether cooperation replaces economic-development combat may depend on how quickly the economy helps pave the way for Central Ohio municipalities to take jobs away from other regions.

A recent string of high-profile business moves has created a chorus of complaints from **SEE RULES, PAGE A36**



Survey: If you build it, we might come

BY KEVIN KEMPER ■ BUSINESS FIRST
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Amid a recent management shakeup, it is a good time for the Central Ohio Transit Authority to push for development of a regional light rail system, say Greater Columbus business executives.

But while a Business First survey indicates COTA might succeed in getting backing for a rail system



BUSINESS WATCH

A quarterly survey of area CEOs and top executives

from the business community, it shouldn't expect their unconditional support for increased taxes to pay for the system.

Indeed, the quarterly Business Watch survey of area executives found that while Central Ohio executives are generally supportive of major community projects, including light rail and a downtown baseball park, they are large- **SEE SURVEY, PAGE A20**

The List: Heating and cooling firms. **A12;** Office parks. **B4**

Shop Talk: TechColumbus leader candidates. **A3**

OSU plans more fund-raising

Campaign goal may exceed \$1B

BY JEFF BELL ■ BUSINESS FIRST
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The Ohio State University Medical Center will serve as the cornerstone for a new university fund-raising campaign that is in its initial stages.

The medical center alone may try to raise as much as \$500 million as part of the broader campaign, said James Schroeder, Ohio State's vice president of development and its chief fund-raiser.

"It will be the lead element (in the campaign)," Schroeder told OSU trustees during a briefing Sept. 22.

Gifts to the medical center would go toward a university-wide goal that could exceed the \$1.23 billion raised during OSU's Affirm Thy Friendship campaign that ended in 2000, Schroeder said.

Details of the university fund-raising plan will be firmed up over the next 18 to 24 months, he said. That would result in a public launch in early 2007.

Support for research

Such campaigns usually don't go public until about 40 percent of a goal has been met, Schroeder said. That money is secured during **SEE OSU, PAGE A35**



Grant to help fuel more MS drug trials

BY MARTHA LEONARD ■ BUSINESS FIRST
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Four scientists who co-founded a Columbus biotech company are hoping a treatment they've developed will become widely available to fight multiple sclerosis.

OncImmune Ltd. has landed an \$860,000 federal grant to propel more development and commercialization of a molecular drug therapy for MS patients.

OncImmune's principal founder, Yang Liu, director of the Ohio State University Medical Center's cancer immunology division, said the company's four founders – all affiliated with OSU and the University of Michigan – have been developing drug therapies to treat multiple sclerosis and brain cancer for the past 10 years.

"There is currently no truly effective treatment for MS, especially **SEE GRANT, PAGE A37**



JANET ADAMS ■ BUSINESS FIRST

OncImmune's Li-Hui Xu says the firm has begun testing its multiple sclerosis therapy on mice.

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THE LIST

Greater Columbus heating and cooling companies

RANKED BY NUMBER OF HEATING & COOLING EMPLOYEES

	COMPANY NAME ADDRESS CITY, ZIP CODE PHONE • FAX • WEB SITE	GREATER COLUMBUS HEATING & COOLING EMPLOYEES ¹	EMPLOYEES: PLUMBING/ OTHER	2003 GREATER COLUMBUS REVENUE/ BREAKOUT ²	COUNTIES SERVED ³	BUSINESS PERCENT: RESIDENTIAL/ NON- RESIDENTIAL	TYPE OF COMPANY/ EQUIPMENT BRANDS OFFERED	FOUNDED LOCALLY/ OWNER	TOP LOCAL OFFICER
1a	Bruner Corp. 3637 Lacon Road Hilliard 43026 614-334-9000 • 614-334-9001 • brunercorp.com	135	58/ 0	\$35 million/ H-70%, P-30%	Fr, D, Fa, L, M, P, U, O	NA/ 100%	S, Se, V various brands	1958/ F. Randolph Sleeper, Mark Wenger	F. Randolph Sleeper, CEO
1b	Limbach Co. 851 Williams Ave. Columbus 43212 614-299-2175 • 614-421-2210 • limbachfacilityservices.com	135	15/ 0	\$25 million/ H-45%, P-10%, M-45%, O-1%	Fr, D, Fa, L, M, P, U, O	NA/ 100%	S, Se, V/ Trane, Carrier, others	1956/ corporation	Bill Meadows, vice president
3	Trane 2300 CityGate Drive, Ste. 100 Columbus 43219 614-473-3500 • 614-473-3501 • trane.com	132	0/ 0	\$35 million/ H-100%	Fr, D, Fa, L, M, P, U, O	10%/ 90%	S, Se/ Trane, Evapco, Systecon, Multistack	1950/ corporation	Alan L. Fullerton, district manager
4	Kirk Williams Co. 2734 Home Road Grove City 43123 614-875-9023 • 614-875-9214 • kirkwilliamsco.com	118	8/ 0	\$25 million/ H-80%, P-10%, M-10%	Fr, D, Fa, L, M, P, U, O	NA/ 100%	S, Se, V/ Trane, Carrier, York, McQuay	1949/ James K. Williams Jr.	James K. Williams Jr., president
5	Sauer Inc. 1801 Lone Eagle St. Columbus 43228 614-853-2500 • 614-853-6131 • sauer-inc.com	115	30/ 0	\$36.8 million/ H-60%, P-20%, M-20%	Fr, D, Fa, L, M, P, U	NA/ 100%	Sa, Se, V/ various brands	1966/ William N. Steitz, Charles D. Steitz, Timothy M. Steitz	Charles D. Steitz, vice president
6	Atlas Butler Heating & Cooling 619 Reynolds Ave. Columbus 43201 800-387-6223 • 614-294-1625 • atlasbutler.com	101	0/ 0	\$10.92 million/ H-79%, M-21%	Fr, D, Fa, L, M, P, U	79%/ 21%	S, Se, V/ Atlas Butler, York, Bryant	1921/ Mark Sweepston, George Hoskins	Mark Sweepston, president
7	TP Mechanical Contractors 2130 Franklin Road Columbus 43209 614-253-8556 • 614-253-8559 • tpmecanical.com	78	75/ 33 ⁵	\$26 million/ H-60%, P-30%, O-10%	Fr, D, Fa, L, M, P, U	NA/ 100%	S, Se, V/ various brands	1959/ multiple	William R. Chandlee, vice president and COO
8	Air Force One Inc. 5810 Shier Hills Road Dublin 43016 888-776-8822 • 614-889-5844 • airforceone.com	72	4/ 0	\$8.7 million/ H-50%, P-5%, M-30%, O-15%	Fr, D, Fa, L, M, P, U, O	NA/ 100%	S, Se, V/ Liebert, Carrier, Novat, York, Trane	1984/ William H. Guy, W. Gregory Guy	William H. Guy, CEO
9	Favret Co. 1296 Dublin Road Columbus 43215 614-488-5211 • 614-487-4538 • favret.com	65	0/ 0	\$6 million/ H-100%	Fr, D, Fa, L, P, U	80%/ 20%	S, Se, V/ Carrier	1924/ William Favret, Mark Favret, Phil Favret	William E. Favret, CEO
10	Columbus/Worthington Air/ Columbus Mechanical 4340 Lyman Drive Hilliard 43026 614-771-7001 • 614-771-5388 • NA	52	0/ 0	\$7.5 million/ H-80%, M-20%	Fr, D	60%/ 40%	S, Se, V/ Trane, Bryant	1936/ Fort Pitt Group	Jeffrey Ford, general manager
11	Engineering Excellence Inc. 6663 Huntley Road, Ste. K Columbus 43229 614-885-9800 • 614-885-6662 • engineeringexcellence.com	50	0/ 0	\$3.5 million/ H-50%, M-50%	Fr, D, Fa, L, M, P, U, O	1%/ 99%	S, Se, V/ various brands	1995/ Thomas A. Winstel, Thomas J. Winstel	Rick Thomas, general manager- service
12	Metro Heating & Air Conditioning 4731 Northwest Parkway Hilliard 43026 614-777-1237 • 614-777-9276 • metroheatingandair.com	47	0/ 0	\$5.7 million/ H-100%	Fr, D, Fa, L, M, P, U	10%/ 90%	S, Se, V/ Trane, Lennox, Bryant	1990/ F. Joseph Tate	F. Joseph Tate, president
13	Comfortrol Inc./Swiss Air 3135 E. 17th Ave. Columbus 43219 614-337-0111 • 614-337-0065 • comfortrol.com	40	0/ 0	\$6.1 million/ H-100%	Fr, D, Fa, L, M, P, U	30%/ 70%	S, Se, V/ Carrier, Bryant, Trane, Tempstar, Lennox	1966/ Michael A. Kimmel	Michael A. Kimmel, president
14	Quality Air Heating & Air Conditioning Co. 2782 Westerville Road Columbus 43224 614-262-1818 • 614-262-0934 • qualityairandheat.com	38	0/ 0	\$3.2 million/ H-100%	Fr, D, Fa, L, M, P, U	40%/ 60%	S, Se, V/ Carrier, Lennox, Bryant	1983/ Thomas M. Kusan, Steve Hollem	Thomas M. Kusan, president
15	HEAT Total Facility Solutions/Aleron Inc.⁸ 733 Lakeview Plaza Blvd., Ste. B Worthington 43085 614-436-5155 • 614-436-5200 • heatfs.com	36	8 8	\$9 million/ H-25%, M-25%, O-50%	Fr, D, Fa, L, M, P, U, O	NA/ 100%	S, Se, V/ Automated Logic Controls	1999/ Ron E. Thomas, Jon M. Miller	Ron E. Thomas, president, Jon M. Miller, president ⁹
16	Precision Air Heating & Air Conditioning 771 Dearborn Park Lane, Ste. H Worthington 43085 614-846-4835 • 614-846-5242 • NA	32	0/ 0	\$3.1 million/ H-100%	Fr, D	89%/ 11%	S, Se, V/ Trane, Tempstar, Ruud	1996/ Harold McEowen	Harold McEowen, president
17	Arrow Heating & Cooling 793 Harmon Ave. Columbus 43223 614-229-4328 • 614-229-3877 • arrowhvac.com	28	0/ 0	\$4 million/ H-100%	Fr, D, Fa, L	95%/ 5%	S, Se, V/ Bryant	1980/ John R. Todd	John R. Todd, president
18a	Aire-Flo Corp. 2587 N. High St. Columbus 43202 614-267-5401 • 614-267-1357 • aire-flo.com	24	0/ 0	\$2.6 million/ H-100%	Fr, D, Fa, L, M, P, U	80%/ 20%	S, Se, V/ Carrier	1951/ Frank S. Alexander, Steven C. Alexander	Frank S. Alexander, CEO
18b	Waibel Heating Co. 4025 Lakeview Crossing Groveport 43125 614-836-7164 • 614-836-7568 • waibelheating.com	24	0/ 0	\$2.5 million/ H-100%	Fr, D, Fa, L, P	90%/ 10%	S, Se, V/ Trane, Rheem	1957/ John T. Waibel	John T. Waibel, president
20	Sears Heating Co. 3981 Cleveland Ave. Columbus 43224 614-475-1800 • 614-475-7780 • searsheating.com	22	0/ 0	\$2.68 million/ H-100%	Fr, D	95%/ 5%	S, Se, V/ Rheem, Bryant, Armstrong	1950/ Terence W. Meier, Paul J. Schwerling	Terence W. Meier, president
21a	Buckeye Heating & Cooling 184 E. Fifth Ave. Columbus 43201 614-294-4966 • 614-294-4967 • NA	17	0/ 0	\$1.5 million/ H-100%	Fr, D, Fa, L, M, P, U, O	98%/ 2%	S, Se, V/ Trane, Rheem, Carrier	1948/ Bradley A. Wentz, Brad Shisler, Diana Platt ¹⁰	Bradley A. Wentz, president
21b	West Jefferson Plumbing & Heating 174 E. Main St. West Jefferson 43162 614-879-9606 • 614-879-9337 • westjeffhvac.com	17	14/ 0	\$3.59 million/ H-55%, P-45%	Fr, D, M, U	90%/ 10%	S, Se, V/ Lennox	1976/ Ivan Mast Jr.	Ivan Mast Jr., president
23a	Amerifast Heating & Air Conditioning Inc. 1788 E. Main St. Columbus 43205 614-252-4328 • 614-252-1853 • NA	15	1/ 1	\$1.2 million/ H-60%, P-5%, M-30%, O-5%	Fr, D, Fa, L, M, P, U, O	20%/ 80%	S, Se, V/ York, Janitrol, Trane	1978/ corporation	Richard Christensen, president
23b	Command Heating Inc. 1671 Gateway Circle Grove City 43123 614-871-3180 • 614-871-3197 • NA	15	0/ 0	\$1.2 million/ H-100%	Fr, D, Fa, L, M, P, U	10%/ 90%	S, Se, V/ York, Comfortmaker, Lennox	1995/ Paul McKnight	Jeff McKnight, vice president
25	Care Heating & Cooling Inc. 397 Venture Drive, Ste. B Lewis Center 43035 614-841-1555 • 614-841-1560 • careheatingcooling.com	14	0/ 0	WND/ H-100%	Fr, D, Fa, L, M, J ¹¹	90%/ 10%	S, Se, V/ Lennox, York	1993/ Michael Wiens	Michael Wiens, president

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RANKED BY 2003 LOCAL REVENUE

COMPANY	2003 LOCAL REVENUE
1. Sauer Inc.	\$36.8 million
2a. Bruner Corp.	\$35 million
2b. Trane	\$35 million
4. TP Mechanical Contractors	\$26 million
5a. Kirk Williams Co.	\$25 million
5b. Limbach Co.	\$25 million

Note: This variation of the list shows companies ranked by 2003 Greater Columbus revenue from all sources, including plumbing.
Source: Business First research.

NOTES

- Source: Company representatives. NA-not applicable, INA-information not available, WND-would not disclose.
- Includes heating and cooling and mechanical contracting employees. Some companies have additional plumbing employees not included in this column.
 - Percentage of 2003 Greater Columbus revenue from: H-heating and cooling, P-plumbing, M-mechanical contracting, O-other.
 - Fr-Franklin, D-Delaware, Fa-Fairfield, L-Licking, M-Madison, P-Pickaway, U-Union.
 - 4-S-sales, Se-service, I-installation.
 - 6-Fire protection.
 - 7-Charles Favret and Matt Favret.
 - 8-HEAT Total Facility Services provides equipment installation services. Aleron Inc., 614-436-5100, provides temperature control services.
 - 9-Aleron Inc.
 - 10-John Smeltzky.

LISTS ON DISK

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UPCOMING LISTS

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