



District 12 Statistics
The Honorable Patrick Tiberi (R)

Success Story
H & W Trucking

454 Jobs Created/Retained

26 Businesses Started

\$1,117,418 Capital Infused

4,049 Hours Counseled

500 Clients Counseled

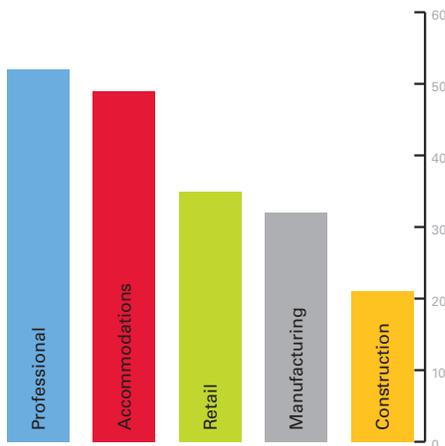
Barcy Vidt’s business, H & W Trucking, doesn’t fit the usual description of a trucking company. The company doesn’t have any trucks and they don’t actually do trucking at all. Instead, they are the intermediary between large corporations and smaller trucking and shipping companies throughout the U.S., Canada and Mexico. If a trucking company has a contract to deliver products from city A to city B, it is the job of one of H & W’s nine offices to find a contract for the return trip. By ensuring these trucks don’t make the return trip empty, H & W increases efficiency and minimizes waste. For help reaching out to the local oil and gas industry, Vidt came to the Small Business Development Center (SBDC) at Zane State College and met with SBDC consultant Greg Hamilton.

Hamilton helped Vidt make changes to the website to improve its position in search rankings, making it easier for others to find H & W Trucking online. They also improved Vidt’s LinkedIn profile and discussed how Facebook, Twitter and blogs could also be used to find customers and market the business.

The information she gained from various targeted SBDC seminars, coupled with Hamilton’s guidance and knowledge of the industry, have helped Vidt better position H & W Trucking to work with the local oil and gas industry.

“It costs a lot of money to have an IT person or marketing person come consult, so when that’s offered up it’s really beneficial,” said Vidt.

Top 5 Businesses Started and Existing



Small Business Development Centers

John R. Kasich, Governor
David Goodman, Director
 Development Services Agency



www.ohiosbdc.org