

## Business grows into new Greendale facility

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As their new building nears completion in Greendale, the owners of Bed Techs soon will have three empty buildings on their hands.

They know what they want to do with the empty buildings, two just outside Aurora on U.S. 50 and the third in Ripley County at U.S. 50 and Ind. 129.

"We want to help someone grow, and get going in the right direction," said Bed Techs co-founder Michael Wilson.

In 13 years, Bed Techs has grown from former Hill-Rom employees seeing and filling a niche into the new 95,000-plus square foot facility in Greendale.

Chief Financial Officer Drew Jandes said Bed Techs founders saw the need for reconditioning beds and parts when Hill-Rom closed down the refurbished division of its business.

The refurbished division had grown exponentially, and the company realized it was cutting into the sale of new beds. Hill-Rom offers trade-ins, but Wilson and Tim Brandes knew there was still a market for the refurbished beds. That market is not only in the U.S., but in Central and South America, as well as parts of Asia, Africa and Europe.

"We would do a trade show, and sell out our inventory, including the 'floor' models," said Wilson, adding he and the team put together a half-and-half bed, with one side old parts, paint etc., and the other side completely refurbished.

"I had a vendor from South America who had to buy it for his showroom because he thought it was so cool," said Wilson.

At first Bed Techs lacked a real showroom, and then did have a makeshift showroom and photography area when it expanded into the former Ohio Valley Kitchens building on Randall Avenue. The new facility with everything under one roof, however, gives Bed Tech ample room for a true showroom as well other conveniences.

Having one facility means parts and beds won't have to be transported between locations, it also will give Bed Tech employees a better place to work, with state-of-the-art lighting and specially designed areas for painting and shipping.

Ryan Strotman with Maxwell Construction, hired to build and design the new factory, points out there are also state-of-the-art paint booths and ventilation system, as well as separate places for air compressors and paint storage.

The shipping area features a special dock just for UPS and Fed-Ex trucks, said Strotman.

Right now, said Jandes, the new facility possesses more offices than employees, with plenty of space to grow. Nonetheless, Bed Techs, when doing the site and design work, made sure there was room for a 39,000-square-foot addition.

Working with the City of Greendale, Dearborn County Economic Development Initiative and the Indiana Economic Development Corporation has been a "wonderful experience," and the new facility wouldn't have happened without their help, said Wilson, adding extra thanks to

Greendale for all their help in obtaining a \$1.5 million grant from the City of Lawrenceburg.

When the new facility opens, it will have 50 to 70 employees, and according to terms of the grant, it must have over 100 employees within three years, said Jandes.

Jandes has files of resumes built up, but people with engineering and electronics experience, especially with circuit boards, are encouraged to send in resumes, said Wilson.



When it comes to growth and giving another company a leg up, one of those is a buyer of Bed Tech refurbished equipment.

Green River Medical, based in Virginia, is looking to expand. Owners Rocky Short and Augustus Kefalas sell surplus used medical equipment to about 200 hospitals primarily in Central and South America but some in Africa and Europe.

They've been looking at expanding, and opening a division in Indiana is enticing because there's easy access to the Interstate and to the airport, said Short.

They toured Bed Techs current buildings, and if they located in one of them they would employ seven to 10 people, said Kefalas.

"We would move in a manager, but everyone else would be local," he said.

Meanwhile, any business looking to expand and interested in one of the soon-to-be former Bed Techs buildings should contact Kelli Boiman, business development manager with the Dearborn County EDI, 1-812-537-0814.

