# Work Hard. Dream Big.

From a young age, Dustin Schlachter learned that success meant working hard and dreaming big. Like most kids, he could often be found riding his bike around town. The only difference was that his bike was pulling a trailer with a lawnmower. From this first entrepreneurial endeavor, Dustin learned what it meant to be DRIVEN. Today, that bicycle serves as a reminder that internal fortitude, hard work and strong faith will take you far in business and life.

# DRIVEN » DEDICATION » RESPECT » INTEGRITY » VISION » EXCELLENCE » NOBILITY

These guiding principles, along with our faith, are how we do business. This also drives us to do more in the communities we call home. Our goal as family-owned companies is to give 10% of our profits back to our local communities. Not only do we want our business to grow, we want to invest in the opportunities available for people in our communities to grow and thrive.

#### 1999

S&S Directional Boring was established, with the first office located in the living room of the Schlachter family home. Before the year was over, four new employees were added to the team and the office moved into a spare bedroom.

### 2001

After three years of working on directional boring projects for small, fiber optic cables, S&S began transitioning to directional boring for larger water and wastewater applications. This was revolutionary for an industry that traditionally depended on costly, labor-intensive open-cut methods.

### 2004

S&S moved into the company's first official office on County Road 17 in Bryan. Built to accommodate the growing company, the office building was approximately 600 square feet.

### 2006

This was a pivotal time for the family-owned company, as the demand for directional boring in the area was diminishing. They leveraged their experience and connections in the water and wastewater industry to explore the option of installing lining systems designed to protect and repair structures that are exposed to highly corrosive environments.

# 2007

Advanced Rehabilitation Technology was established the same year construction was completed on the expanded office space at S&S. An additional storage warehouse was also built to accommodate the growing fleet of trucks and equipment owned by the two companies.

### 2008

S&S negotiated a directional boring contract that spanned from Middle Bass Island to South Bass Island in Lake Erie. The almost \$1 million project was ultimately awarded by a coin flip.

### 2008

An untapped market promised rapid growth for ART and it's four inaugural employees. Unfortunately, the crash of the economy caused work to dry up in the water and wastewater industry. With the future uncertain, a meeting with a banker and a \$1 air freshener changed the company's future.

Blue Creek Wind Farm, an onshore wind farm located in Van Wert and Paulding Counties, worked with S&S for directional boring to support the 152 Gamesa G90 wind turbine generators installed on 27,000 acres of privately owned land.

ART expanded its services and began offering CCTV inspection of sewer lines. Although sewer line inspections were common at the time, no other local business was offering this in-demand service.

ART was presented with the 2015 Ohio Chamber of Commerce Excellence in Entrepreneurship Award. The Bryan Area Chamber of Commerce nominated them for this award, which is designed to recognize companies that demonstrate innovation and entrepreneurial spirit.

Shop location added in Maryland to better serve the rapidly growing demand for high-quality flexible liner systems. This addition increased ART's service area from Ohio, Michigan, and Pennsylvania, to now include Maryland, New York, New Jersey, Delaware, West Virginia and Virginia.

# 2018

OBIC, the third branch within the family-owned companies, was established. While ART is an installer of spray-applied lining systems that protect and repair water and wastewater systems, OBIC would manufacture and distribute the polyurea and polyurethane products.

OBIC's reputation as a trustworthy company offering an exceptional product grew rapidly. OBIC's installer network quickly expanded across the United States, and, before the end of 2018, the company became global with its first international shipment.

#### 2019

OBIC showed the diversity of its products when they were used to restore Cincinnati's Union Terminal Fountain. The massive 5,000 square-foot "magical whispering fountain" is a National Historic Landmark that made its grand debut in 1933.

#### 2020

ART and S&S were awarded Large Business of the Year by the Bryan Area Chamber of Commerce.

Rapid growth meant that the companies were outgrowing their limited office and warehouse space. In 2020, S&S, ART and OBIC moved to their new home on Winzeler Drive in Bryan. The new facility offers plenty of room for future growth with 24,000 square feet. An additional 24,000 square feet of the new building serves as an incubator for new businesses in the community.





