



Lehigh Valley Industrial Park

A 2002 Perspective

Parks I – VI

By
Grover H. Stainbrook, Jr.
and Polly Beste



Lehigh Valley Industrial Park: A 2002 Perspective

Parks I-VI

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Cover photos by TIm Gilman

Lehigh Valley Industrial Park (LVIP) is a community-owned, non-profit economic development corporation that was formed in 1959. It is governed by a volunteer Board of Directors composed of business executives, public officials and educational leaders, and it has four goals: creating jobs, diversifying industry, increasing the tax base and remaining financially sound.

Partnerships

When I think about Lehigh Valley Industrial Park and how it has grown since its inception in 1959, the word that first comes to mind is *partnerships*. So many partnerships made it happen, have kept it going and are responsible for its huge success over these 40-plus years.

From partnerships between the Bethlehem Chamber of Commerce Board of the 1960s and the City of Bethlehem, Pennsylvania Power & Light (PPL), UGI and Verizon (Bell Atlantic); between the LVIP Board and the Pennsylvania Department of Community and Economic Development, Pennsylvania Industrial Development Authority (PIDA), Economic Development Administration (EDA), Bethlehem Steel Corporation, Lehigh Valley Economic Development Corporation (LVEDC), PennDOT and Lehigh and Northampton counties; between LVIP and the planning and zoning boards of the many municipalities in which the parks lie — so many people and organizations have worked so hard to make LVIP what it is today: a brilliant example of what can happen when there are

We owe *al lof*
our partners a
great deal of
gratitude.

solid public/private partnerships formed for the good of a region.

But let us not overlook the more than 300 companies that located within the parks. They became partners, too. They took advantage of the benefits we had to offer and worked with us toward our mutual success. Their managements agreed to abide by our covenants and became partners in our business community, and we all have prospered as a result.

The founding fathers of LVIP and the 140 board members who have, over the years, stayed committed to their mission to “secure new business and industries in the Lehigh Valley area — provide suitable sites and increase employment” have indeed left us an outstanding legacy. Today over 17,000 people work in LVIP’s six parks, providing our local municipalities with approximately \$10 million in property and payroll taxes alone. And LVIP will continue to grow.

This book is about the partnerships that helped to get us to where we are today, and set the stage for where we will go tomorrow.

The whole Lehigh Valley region owes *al lof* of our partners a great deal of gratitude.

Robert A. Spillman
LVIP Board President (1996-2001)
August 2002



They Were Visionaries



Frank L. Marcon



E.F. Fehnel



Clayton W. Bernhardt



Clifton W. Mowrer



R.E. Taylor



Harry Margolis



H.M. Schelden

What they
did caused a
critically
needed sea
change in the
region —
they created
Lehigh Valley
Industrial
Park, Inc.

In order to gain a full understanding of the extraordinary accomplishments of Lehigh Valley Industrial Park (LVIP), one must look back at the Lehigh Valley, and especially at the City of Bethlehem, during the late 1950s.

The Census of 1960 reported that 75,408 people lived in Bethlehem, with a total of 428,938 living in Lehigh and Northampton counties. Unemployment was at 4.3% in Bethlehem, about 4.4% in the region. Bethlehem Steel Corporation employed about 23,000 people in Bethlehem. That same year, the steel company opened Homer Research Laboratories on top of South Mountain and manufactured and installed a 73-ton steel assembly that would support the Throgs Neck Bridge, which connected the Bronx and Queens in New York.

But between 1945 and 1959, the United Steelworkers of America (USWA) staged five major strikes against all U.S. integrated steel-makers, including Bethlehem Steel Corporation. In Bethlehem, a handful of visionary businessmen took a birds-eye view of the regional economy and realized that too much was riding on the continued success of Bethlehem Steel. When steel strikes occurred, virtually every business — retail, wholesale and healthcare — in the region was affected. These men, the primary movers and shakers of the Bethlehem Chamber of Commerce, knew that they had to do something to diversify the regional economy. What they did caused a critically needed sea change in the region — they created Lehigh Valley Industrial Park, Inc.

Just a month and a half after LVIP was founded, the USWA went out on an historical 116-day strike — it lasted from June 15 to November 7, 1959. Ninety percent of the nation's steel production stopped. At issue was whether the steel industry could arbitrarily eliminate past working practices and unilaterally change working conditions. Eventually, President Dwight D. Eisenhower invoked the Taft-Hartley Act and 519,000 steelworkers went back to work.

This strike paralyzed many other related industries across the country, and it is believed that the cumulative effects of all the steel strikes up to that point were responsible for the increase in steel imports and the development of mini-mills — both of which eventually wreaked utter havoc in the U.S. steel industry. When the 116-day strike hit Bethlehem it of course had a huge impact on the whole region, but the visionaries had already taken the steps necessary to secure the economic future of the area. The major strike merely underscored the wisdom of their thinking and planning, and brought many more into the fold.

Today, according to officials in Harrisburg, Lehigh Valley Industrial Park is a model for other industrial parks and private/public partnerships across the Commonwealth. The Lehigh Valley, now supported by many more service businesses than manufacturing ones, enjoys a diverse, healthy economic landscape, even after Bethlehem Steel discontinued steelmaking in the region. LVIP continues to grow and to fulfill its mission, thanks to the foresight and fortitude of its founding fathers.

Lehigh Valley
Industrial Park
is a model for
other industrial
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private/public
partnerships
across the
Commonwealth.



The Birth of a Park





MAKING IT OFFICIAL

The formal announcement of the formation of LVIP appeared on Monday, May 4, 1959 in the Bethlehem Globe-Times. This article appeared in the next day's issue.

“To secure new business and industries in the Lehigh Valley area — provide suitable sites and increase employment.”

— LVIP mission

It all began in early 1959 when Bethlehem contractor Frank L. Marcon was half-way out the door, on his way to play a round of golf in sunny Florida, when the phone rang. It was H.M. “Chalky” Schelden, Vice President of Pennsylvania Power & Light Company and Chairman of the Industrial Committee of the Bethlehem Chamber of Commerce. Marcon and Schelden shared a common vision: they knew they had to come up with a new way to attract industries, promote economic growth and create thousands of jobs for the people of the Lehigh Valley. They envisioned an area of land specifically planned and zoned to meet the needs of industry. A safe, secure area, with adequate sewer and water, good roads, rail and air connections, plenty of electrical power, and finished in a neat, attractive manner. The two men agreed that this was what they wanted, and that it was what the region badly needed.

Frank Marcon, then President of the Bethlehem Chamber of Commerce, told the Board of Directors in early 1959 that “it is imperative that we go out for greater diversification of our industry.” That plea inspired the Chamber’s economic development committee to assist in the formation of a new organization called Lehigh Valley Industrial Park, Inc.

The new organization received its charter from Northampton County Court President Judge William G. Barthold on Monday, May 4, 1959. The Bethlehem Globe-Times reported: “The non-profit corporation is chartered to do everything necessary to accomplish its purpose, which is: ‘*To secure new business and industries in the Lehigh Valley area — provide suitable sites and increase employment.*’ This could include purchasing such buildings and sites, repairing, renovating and improving them as for the use of existing industry or for new industry and business.”

The organization held its first official meeting following the court appearance at its offices at 420 Main Street in Bethlehem. Elected to the Board of Directors’ executive committee were: Frank L. Marcon, President; Clifton W. Mowrer, Vice President; Harry K. Trend, Secretary; E.F. Fehnel, Treasurer; and Clayton W. Bernhardt, Assistant Treasurer. Also elected to the Board were Harry Margolis, H.M. Schelden, Otto H. Spillman, Earl W. Ecker, R.R. Houser, James B. Robertson and R.S. Taylor, Esquire. The Bethlehem Chamber ran LVIP, and there was no separate staff until 1961.

“The most fitting symbol for the breadth and integrity of the vision that guided those community leaders (in the late 1950s-early 60s) is found in the name of the Industrial Park System itself,” said Walter Dealtrey at the Lehigh Valley Realtors’ March of Dimes breakfast in October 2001. “It could have easily been named the Bethlehem Industrial Park, and there were those who thought that should be the name. But even then, before regionalization became a byword, before we really recognized that needs and opportunities have no boundaries, the Bethlehem Chamber of Commerce reached out to the entire Valley and elected to name its new creation the Lehigh Valley Industrial Park.”

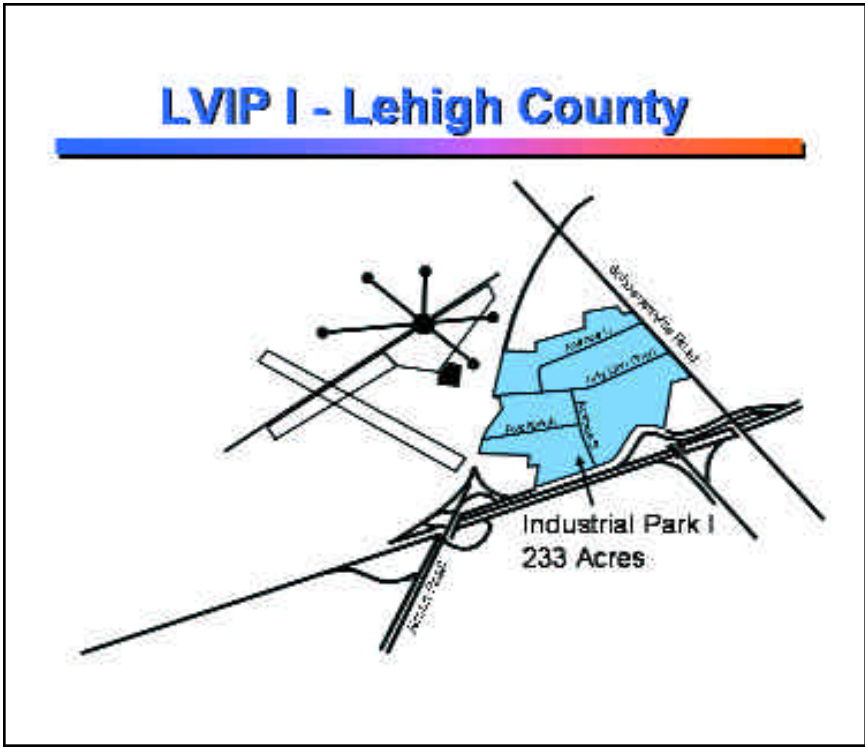
“The most fitting symbol for the breadth and integrity of the vision that guided those community leaders is found in the name of the industrial park system itself...
Lehigh Valley Industrial Park.”

— Walter Dealtrey,
former LVIP Board President



A Partnership is Formed

THE CITY OF BETHLEHEM PROVIDES HELP



Eighteen
community
leaders raised
\$250,000 in
personal notes.

With the assistance of the Bethlehem Chamber of Commerce, LVIP negotiated options on four contiguous tracts of land comprising 226 acres north of Route 22 (then called Lehigh Valley Thruway), between Schoenersville Road and Airport Road. This site was chosen because of its close proximity to Route 22, its central location in the Valley, its proximity to the (then Lehigh-Northampton) airport, and the fact that it was within the city limits of Bethlehem, which meant that sewer and water would be available. (Some of the land was originally part of Hanover Township, but that portion was annexed into the City.) The total purchase price was \$572,040 for the four parcels (representing the Kidd, Seip, Biery and Rich farms).

In order to acquire the land for the park, 18 community leaders raised \$250,000 in personal notes ranging from \$10,000 to \$25,000. Temporary loans to cover the difference were provided by the two Bethlehem banks, First National Bank and Trust Company (now Fleet Bank) and Union Bank and Trust of Eastern Pennsylvania (now First Union/Wachovia).

The City of Bethlehem then began to work with LVIP in preparing property plans and topographic maps of the parcels. At its board meeting on May 15, 1959, LVIP selected Ebasco Services, Inc. to complete the master and land-use plans for LVIP I. Sixty-six lots were developed in the 226 acres, and the initial asking price was \$7,500 an acre.

Since LVIP's incorporation, the Board of Directors considered possible options for financing the purchase of land as well as the organization's management and development

expenses, including issuing debenture bonds. At that time, there were no state or federal financing packages available; the founders understood that the community had to take a risk and make a strong investment in its own future.

Beginning in March 1960 (after the conclusion of that year's United Fund Campaign), the Board went forward to sell 10-year 5% debenture bonds to the community at large. The net result was over \$395,000, and a large percentage of that total came from Bethlehem Steel Corporation.

During the summer of 1960, LVIP worked with the City of Bethlehem to develop a new zoning code for the park that would fit the uses that were proposed for LVIP I. Up until that point, the City had no light industrial zoning code. Concurrently, members of the board and staff of LVIP and the Mayor's office drafted a reimbursement agreement between LVIP and the City for the construction of Avenue A.

At the January 11, 1961 meeting of the LVIP Board of Directors, Bethlehem Mayor Earl E.

“The founders were in the right place at the right time; they had a vision and they made it happen.”

— Gordon Mowrer,
former Bethlehem Mayor

THE INVESTORS

These are the individual citizens who put their own money into buying the land for LVIP I.

R.L. Adams	W.L. Estes
Samuel Alexy	F.C. Machin
Clayton Bernhardt	Frank L. Marcon
Benjamin & Samuel Black	Clifton Mower
Franklin Casilio	John W. & Robert S. Pharo
H.N. Crowder	Daniel B. Snyder
J.W. Dawley	Thomas O. Strohl
Earl W. Ecker	E.H. Thevernet

“When I came to town (from Philadelphia) in 1961, I guess you could say that Bethlehem was kind of a Sleepytown, USA.”

— Bob Ladner, LVIP’s first Executive Vice President

Schaefer announced that the City Council had awarded a contract for the construction of Avenue A, including curb, roadway, sanitary sewer and water. Because of the City’s foresight and support, LVIP was simply required to pay for the infrastructure as the land was sold.

At a special meeting of the board of LVIP held on August 16, 1961, the directors agreed to retain the real estate firm of Rolland, Redrock, and Randel of Philadelphia for counseling and guidance in developing and marketing the new industrial park, with a budget estimated to be \$10,000. Shortly thereafter, the directors decided to establish an office and to appoint a representative to manage and promote the park. On November 13, 1961, the board passed a resolution authorizing the corporation to employ its first Executive Vice President and Secretary, Robert A. Ladner.

With the assistance of Malcolm Bird, Bethlehem’s City Planner, Bob Ladner wrote covenants for the Park. He was also responsible for all the daily activities in the Park, including marketing and sales.

BETHLEHEM RISK CORPORATION

By early Fall of 1962, 12 of the 19 developed lots had been sold in LVIP. No developers were willing to speculate on buildings, and the area banks wouldn’t loan money for spec buildings in the fledgling industrial park. In November, members of then Bethlehem Mayor Gordon Payrow’s Industrial Growth Committee expressed interest in forming a new venture for the purpose of raising sufficient funds to erect a steel shell building in LVIP, in the hopes that this would draw companies to the park. The result was Bethlehem RISK Corporation.

“If it weren’t for Bethlehem RISK Corporation and Walt Dealtrey, LVIP would just be on City Line Road,” noted Gordon Payrow, former Mayor of Bethlehem.

Some of the individuals involved in RISK included Walter Dealtrey, Bob Miller, Jack Downing, Tom Butterfield and Bill Joachim, and they raised \$25,000 from 250 investors (one share allowed per investor) and entered into a sales agreement with LVIP to purchase Lot 43 and build a shell building there. The building was eventually leased by NCR with an option to buy after 20 years, which the company did in fact do, on the very last day. This endeavor proved so successful that RISK constructed six more shell buildings within the Park over the following ten years.

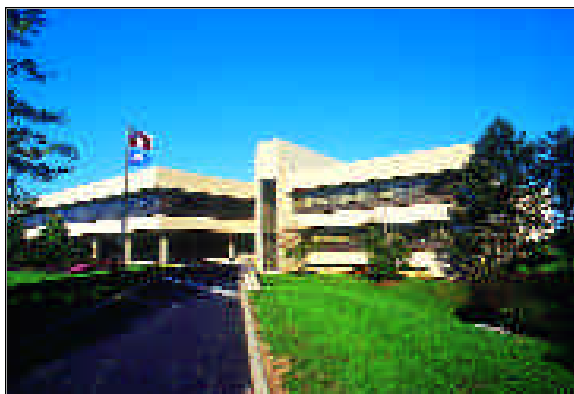
“When we had to raise an additional \$25,000 a while later, there was such a demand for shares that we had to hold a drawing! Many of RISK’s 250 shareholders wrote off their investment after a while; but when we liquidated the corporation, we returned \$600 per share,” remembered Walt Dealtrey, a RISK founder.

“It was a comedy of errors; we had a lot of laughs, and a lot of tears.”

— Bob Ladner

Designed by William C. Watson of Wallace & Watson, this is how the Fuller (now FL Smidth, Inc.) building looked right after its completion in 1976 in LVIP I.

Photo by Tim Gilman





RISK Corporation's first shell building, now home of NCR.

“Many of RISK’s 250 shareholders wrote off their investment after a while; but when we liquidated the corporation, we returned \$600 per share.”

— Walt Dealtrey

In 1965, due to the construction of the new Route 378 Spur Route, LVIP I had to record a revised subdivision plan because the new road changed the layout of the southern portion of LVIP along Route 22. The new road was actually good news; it would connect the industrial park with downtown Bethlehem. Two years later, the board hired A.W. Martin Engineering to design a sewer pumping station in the northwest corner of LVIP I to serve City Line Road and Avenue C, which was built in 1970. By the late 1960s, the price of land in LVIP had gone from \$7,500 to about \$12,500 a developed acre. By 1974, that price had risen to \$20,000 an acre.

By the Fall of 1975, Avenue C had been constructed, and, with the cooperation of Pennsylvania Power & Light Co. (now PPL), PennDOT, Bell Telephone of Pa. (now Verizon) and the City of Bethlehem, a traffic signal was installed at the intersection of City Line Road and Schoenersville Road.

It wasn’t until 1980, however, that Semmel Excavating was awarded the contract for the construction of sanitary sewer, storm drainage swale, curb and road construction for Industrial Drive. And in May of 1992, a number of companies in LVIP I raised \$60,000 toward the construction of a traffic signal at the intersection of Industrial Drive and Schoenersville Road.

Park I Company Profile

Bosch Rexroth

Alfred Krug remembers leaving his office on City Line Road in LVIP I and walking across Airport Road to meet a customer arriving on a plane at then-ABE Airport. President of Rexroth, then a subsidiary of Mannesmann of Germany, Krug oversaw the growth of this hydraulic components company for 30 years until he retired in 1998. The U.S. company started out as a distributor for the German-made components, with a dozen or so employees operating out of a warehouse in Easton. Now called Bosch Rexroth, the company employs almost 300 people, and the Bethlehem facility has been expanded to include manufacturing and assembly plants on four lots within LVIP I.

“We looked at many places when we outgrew the Easton warehouse,” Krug explained. “When we saw LVIP, it was clean, it had rules and regulations, it was an excellent area, and there was a lot right across the street from the airport. We thought at the time that one five-acre lot was almost too much land.”

“When people work in quality surroundings, they produce quality work.”

— Alfred Krug, retired
President of Rexroth

The logo for Bosch Rexroth, featuring the word "Rexroth" in a large, bold, red sans-serif font, and the words "Bosch Group" in a smaller, bold, grey sans-serif font directly below it. The entire logo is enclosed in a thin black rectangular border.

Park I Company Profile

Rexroth opened its initial 30,000-square-foot facility in LVIP I in September of 1974, but as the company grew, it added onto that building twice, then bought two lots across City Line Road and eventually bought a building behind the original facility.

“We Germans like things that are neat and clean and proper, and LVIP is that. When people work in quality surroundings, they produce quality work,” Krug added.

Rexroth’s hydraulic components — pumps, valves and cylinders — are used in everything from helicopters to submarines and are being used in three different parts of the Panama Canal transportation system.

HOME OF REXROTH

Rexroth stands at the corner of City Line Road and Airport Road.

Photo by Tim Gilman



They found
150 acres of
farmland
suitable for
an industrial
park and the
construction
of a rail spur.

In 1962 and 1963, there were many companies looking for sites with rail service, so the LVIP board and staff started looking for additional land that could be served by rail. North of the airport and East Race Street, they found 150 acres of farmland suitable for an industrial park and the construction of a rail spur that would connect to a line from Bath.

At a special board meeting held on October 21, 1963, LVIP ratified the decision to purchase the land for LVIP II at a price not to exceed \$2,500 an acre. PPL granted LVIP an interest-free loan to purchase the land, and settlement took place on January 10, 1964, in the PPL Auditorium.

The 150 acres were subdivided into 11 lots and in December of 1964 the covenants for LVIP II were approved. The firm of Schrader & Seyfried was awarded the contract to construct a 20-inch water main from the City of Bethlehem to serve LVIP II, and the railroad tracks were completed in March of 1965.

It wasn't until 1968, however, that a solution was found for sanitary sewer facilities for LVIP II. Bob Ladner was able to finalize a five-party agreement for an internal sewer system with Hanover Township (Lehigh County), the City of Bethlehem, the Lehigh Northampton Airport Authority and the Catasauqua Sewer Authority. In 1976, this line was extended by 600 feet, and the Airport Authority was also permitted to tap into the line so that buildings on the north side of the airport could receive service.

Approximately one-half of the original companies that bought sites in LVIP II utilized the rail service, and although it was expensive to keep the rail spur maintained in good condition, LVIP felt that the ability to attract and

retain manufacturing companies made the expense worthwhile. Major renovations were made to the rail spur in 1980.

However, in the mid-80s problems began to arise with irregular rail service and increased costs. More and more shipments were being made by truck, and by the mid-90s the rail service from Bath to LVIP II was discontinued and the rail was removed.

A solution was found for sanitary sewer facilities by making a five-party agreement.

LVIP II LAND PRICES PER ACRE

The chart at right shows how the sale price of land escalated after 1964. The original 150 acres cost LVIP \$2,500 an acre to acquire.

1964	\$ 6,000
1965	\$ 7,500
1968	\$ 7,700
1970	\$ 9,500
1973	\$12,000
1976	\$19,000

Park II Company Profile

“LVIP is a quality place; it’s well managed, and taken care of.”

-- Paula Bomboy

Bomboy Inc.

The history of Bomboy is a classic entrepreneurial success story. A man works for a large corporation, becomes unhappy and leaves to start his own business in his basement. After a lot of hard work, the man builds the company and becomes successful.

Unfortunately, Craig Bomboy died suddenly before he could really enjoy his success. But his wife Paula continues his tradition of high quality and integrity, and manages 22 employees in the company’s laminate cabinet and computer desk manufacturing facility on Race Street in LVIP II.

“We went from the bottom floor of our townhouse, to a garage in Northampton, to a burned-out mill in Catsauqua,” Bomboy explained. “When we outgrew that space, we decided we wanted to build our own facility in an industrial park. Parks have covenants to protect value, are usually strategically located for transportation, and are safe environments. We looked up in the Poconos and all around, and decided to build on the last lot available in LVIP II.”



Park II Company Profile

That was back in 1988. The Bomboys never looked back.

“LVIP is a quality place,” Paula Bomboy continued. “It’s well managed, and taken care of. We have seen so many places that have fallen apart over the years. Not here.”

1967 PLANNING SESSION

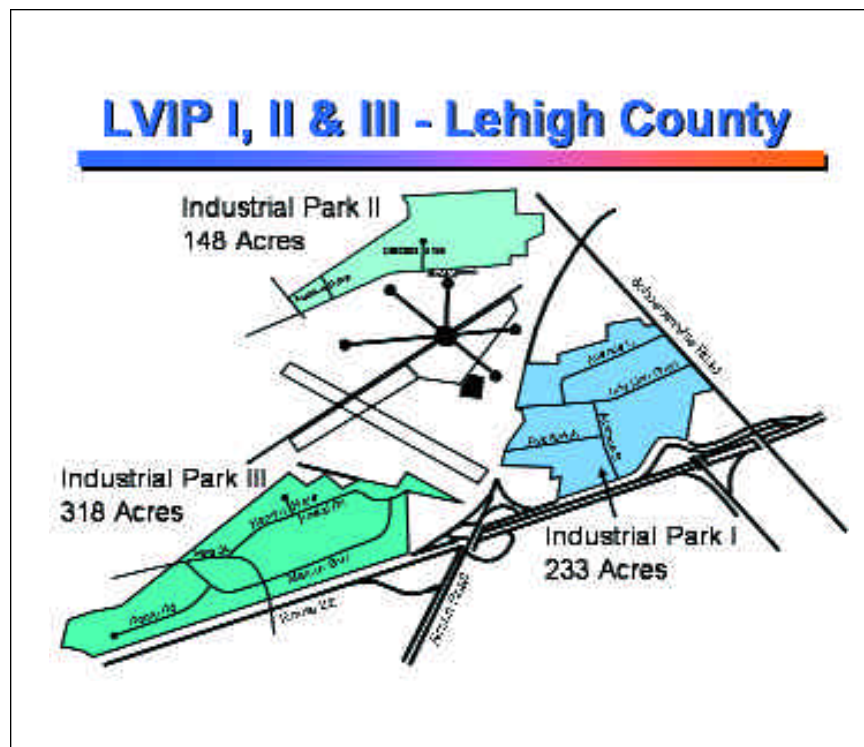
Back row (l to r): William Wallace and Bob Ladner.
Front row (l to r): Clayton Bernhardt and Walt Dealtrey





Moving Southwest

STEEL COMPANY LAND BOUGHT FOR PARK





HOME OF B.BRAUN

The entrance to the B.Braun complex at the corner of Marcon Boulevard and Irving Street.

Photo by Tim Gilman

Bethlehem
Steel owned
the land —
318 acres ...
across Airport
Road.

By the late 1960s and early 1970s, sales in Parks I and II had gone well enough to convince LVIP to move forward with another park. Frank C. Rabold, who would serve as an LVIP board member for a total of 21 years, and who was the head of the real estate department for Bethlehem Steel, suggested that LVIP consider buying 318 acres of Bethlehem Steel land for its next park. The land lay to the south and west of the airport, across Airport Road from the first park. The negotiated purchase price was \$5,400 an acre, and Bethlehem Steel financed the majority of the purchase with a low-interest loan that was to be repaid as lots were sold.

LVIP also applied for a loan from the Pennsylvania Industrial Development Authority (PIDA) to help pay for the remainder of the purchase price and a portion of the first phase development financing. At LVIP's May 7, 1973 board meeting, it was announced that LVIP had received a loan from PIDA in the amount of \$571,851 at a rate of seven-eighths of a percent, to be paid over 10 years.

Paul Wescoe was Executive Vice President of LVIP from February of 1968 until the Spring of 1974 when he went on a medical leave. Larry Sheridan, who worked in the Real Estate Department at Bethlehem Steel along with

Frank Rabold, took over the job during Wescoe's absence. Sheridan's primary job was to work on the development of LVIP III, which he did from April to October of 1974, and then oversaw its development from Bethlehem Steel. Because of the terms of the financing, each LVIP III sale had to go through the legal department at Bethlehem Steel.

One of the first things Sheridan had to do was to negotiate access to the Catasauqua Sewer Plant. This was done by having the then-Lehigh-Northampton Airport, Buckeye Pipeline Company and the Catasauqua Sewer Authority agree to a joint easement for a sanitary sewer force main to be run across airport property. The Pennsylvania Department of Commerce, through the Bureau of Economic Assistance, approved a \$90,000 grant to be used toward the construction of the sewer facilities for LVIP III in November of 1975.

"Frank Rabold, my boss at the Steel company, was a big supporter of LVIP," said Sheridan. "He felt it was important to have other industries to fill the gap so we weren't a one-horse town. Bethlehem Steel did a tremendous amount to help LVIP succeed, and not just in the loan terms."

When Larry Sheridan's six months were completed, Matt Shook of the Pennsylvania Department of Commerce took over the job for six months; he was followed by Jim Davis, who worked from 1976 to 1986 as Executive Vice President of the Bethlehem Chamber of Commerce and Executive Director of LVIP. Grover Stainbrook began as LVIP's Administrative Assistant in 1976.

The contract for the construction of Phase 1 of LVIP III was awarded to James Morressey, Inc. on September 10, 1979, in the amount of

"Bethlehem Steel did a tremendous amount to help LVIP succeed."

– Larry Sheridan, former LVIP interim Executive V.P. and Steel Company Real Estate representative



PARK III OFFICE BUILDING

This multi-tenant office complex at 2001 Irving Street was built by Valley Forge Equities.

Photo by Tim Gilman

\$1,745,822.85. This amount covered the construction of storm sewers, sanitary sewer and force mains, pump station, telemetering station, water mains, curb and roadway, and encompassed work on part of Postal Road and Marcon Boulevard up to Irving Street. After construction was completed well ahead of schedule in September of 1980, lots began to sell.

It wasn't until the Spring of 1981, however, that LVIP applied for and received a \$50,000 Site Development Grant from the Department of Commerce for Phase 2 of LVIP III. It also received another \$50,000 grant from the Department of Commerce for site development work for Phase 2, a \$525,000 grant from the Economic Development Administration and a \$315,000 loan from Pennsylvania Industrial Development Authority (PIDA). In 1983, LVIP awarded the contract for the construction of sanitary sewer, storm sewer, water mains, earth work, curb and roadway to Allen A. Myers, Inc. This work was completed in July of 1984.

In September of 1985, LVIP awarded Semmel Excavating the contract for the construction of infrastructure work for Phase 3 of LVIP III, which included the remainder of Marcon Boulevard and Roble Road.

Developer Profile

Liberty Property Trust

Back in the late 1970's Bill Rouse looked up from his headquarters in the Philadelphia area and saw a brave new land to the north in Lehigh Valley Industrial Park. Until then, no private developer had stepped forward and taken the risk of building office space anywhere in the park system — not until after Bethlehem RISK Corporation showed them it was safe, according to Walt Dealtrey, owner of Service Tire Truck Centers and president of LVIP from 1985 to 1996.

“Bethlehem RISK proved to developers that LVIP was a good place to be a developer,” Dealtrey noted. “After we built the spec buildings, the management of the park realized that not everyone wanted a 50,000-square-foot building. At first they thought they only wanted to deal with end-users. Bill Rouse of Willard Rouse & Associates was the first private developer from outside of the Lehigh Valley.”

After 20 years, the company — which is now publicly held and is called Liberty Property Trust — owns more square footage than any other company in the park system. The company's Lehigh Valley region, which includes numerous buildings in LVIP, Lehigh Valley Corporate Center and some warehouses in Lehigh County, is Liberty Property Trust's second largest region in the U.S. with over 10 million square feet of buildings, and it has con

“For us, LVIP
is the best of
both worlds.”

— Rob Fenza, COO of
Liberty Property Trust

Developer Profile

sistently had the highest occupancy rate — averaging about 98.8%. Liberty Property Trust has buildings in Parks I, III and IV. At one time it also owned a building in Park II, but that has been sold.

“LVIP was done right from the beginning, and has stayed right all along,” said Rob Fenza, Liberty Property Trust’s COO. “They made great lots to start with; engineered and sized so they are efficient, affordable and the right size for the market. They also have always had a commitment to working with only high-quality development investors who would be consistent and uphold their reputation with the municipalities.”

Fenza also credits LVIP’s board and staff for their understanding of developers’ issues and timetables, and for creating neighborhood communities, not just cold industrial parks.

“For us, LVIP is the best of both worlds,” Fenza added. “It’s great for businesses like ours and it’s great for the end-users or lessees. It’s a high-quality park system with flexible zoning and protective covenants, and it has a great location next to Routes 22 and 33, as well as the airport. It couldn’t be better.”



Park III Company Profile

B. Braun

B.Braun's move into LVIP was a long and gradual one — and not by accident, by design. Founded in 1957 by George K. Burke, Sr. as Burron Medical to manufacture disposable medical products like IV sets and catheters, the company has always been a major employer in the region. A devastating fire at its downtown Bethlehem site and then steady market growth caused Burron to seek warehousing space outside of the city. By the early 1980s, the company had been bought by B.Braun Melsungen AG, and it was moving goods back and forth from its downtown site to two locations on Avenue A and Avenue C in LVIP I for production, shipping and warehousing.

“We were a family business,” explained George K. Burke, Jr., President of B.Braun's Medical Division from 1997 to 2000. “We offered a great place to work for hundreds of people from Allentown, Bethlehem and Easton. We were growing very fast and we developed a master plan for expansion in LVIP III. It was convenient for all of our employees, it had the space we needed, and it was close to the airport.”

Grover Stainbrook, retired Executive Vice President of LVIP, recalls the first meeting he had with B.Braun's management.

“They said they wanted 30 acres in LVIP III,” Stainbrook said. “We were concerned about one company taking up that much land. What if they didn't make it? But they showed us

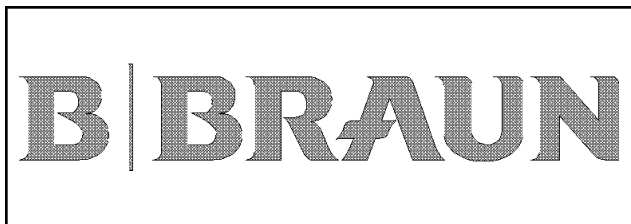
“It was
convenient
for all of our
employees, it
had the space
we needed,
and it was
close to
the airport.”

– George Burke, Jr., former
President of B.Braun

Park III Company Profile

their master plan, their phased growth and expansion; they did their homework and they convinced our board that they could do it.”

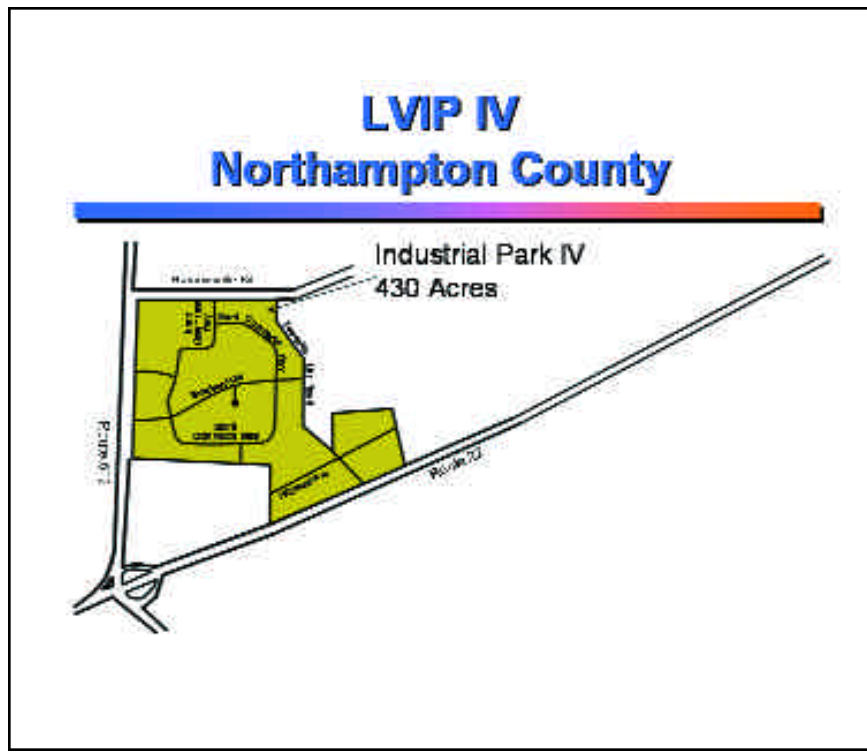
Now, more than 20 years later, B.Braun’s over 300,000-square-foot facility in LVIP III includes a full cafeteria, locker rooms, offices, warehouse and production space, and plenty of parking for the average of 1,000 people employed there over a year’s time. The master plan was completed, and the 30 acres were easily filled.





A Giant Leap

LVIP IV BECOMES SYSTEM'S LARGEST PARK



“It wasn’t until
Walt Dealtrey
became
President of
the Board that
we were able
to make any
headway.”

— Grover Stainbrook, retired
LVIP Executive Vice President

When only 10 percent of the land in LVIP III was left unsold (by the early 1980s), the Development Committee of the Board of Directors began looking for parcels of land of between 150 and 400 acres for potential purchase. The most attractive parcel found consisted of 427.1 acres, and was located north of Route 22 and east of Route 512 in Hanover and Bethlehem Townships. It was owned by Hanover Development Company, a subsidiary of PPL, which had bought it for use by some of its own potential clients, and the company didn’t really want to sell it.

“We tried for three years to buy that parcel,” remembers Grover Stainbrook. “It wasn’t until Walt Dealtrey became President of the Board that we were able to make any headway. After several meetings, he convinced Bob Campbell, PPL’s CEO, to sell the tract of land to LVIP.”

An option to purchase the property was executed, with several conditions related to water and sewer availability from the two townships, reasonable development costs, an EDA grant, an acceptable environmental impact statement and a change in the Hanover Township Zoning Code.

Grover Stainbrook had become Executive Vice President of LVIP in 1986, having served under Jim Davis for 10 years. This potential land purchase, with all of its conditions, was a huge and complex challenge for Stainbrook and his staff, and that was just for the land itself. The Board and staff of LVIP knew that Route 512 (Center Street) was not wide enough to handle the extra traffic that an even-partially full LVIP IV would create. Somehow the State and PennDOT had to be convinced to make improvements to Route 512, the primary access to the potential park.



DURING THE MAKE-OVER

Adding lanes to Route 512 was, at times, a very painful process.

The potential land for Park IV lay to the north of the Monocacy Creek, which is protected by the Monocacy Creek Watershed Association, and Stainbrook and his staff were concerned that any storm sewer runoff from the park would have a negative impact on the creek.

“We retained an expert from the University of Delaware to analyze the impact our proposed development would have on the stream and the trout,” Grover Stainbrook explained. “What he was able to show us — and to Gertrude Fox, President of the Watershed Association — was that even in the worst conditions, the runoff would cause only a one-degree change in water temperature, and since we would build four retention ponds in the park, it would reduce the flooding downstream. So the fish and the stream would not be negatively affected.”

IMPROVEMENTS TO ROUTE 512

In order to keep the project moving in a timely fashion, since the PennDOT Partnership Program was a new concept, the LVIP Board asked the Executive Committee and the staff to coordinate what became called the Route 512 Improvement Project. A traffic study was done by Orth-Rogers of Philadelphia, which recommended widening Route 512 to four lanes, with six lanes at intersections, building a new ramp onto Route 22, and placing signals at seven intersections.

The potential land for Park IV lay to the north of the Monocacy Creek, which is protected by the Monocacy Creek Watershed Association.

The Secretary of Transportation was flown around the project site in an Alvin H. Butz Company helicopter.

The total cost of the improvement project was estimated at \$14.2 million dollars.

The staff and members of the Executive Committee made two presentations to the State Transportation Commission to try to get an endorsement of the project and receive approvals for the State to fund 50% of the cost. In the meantime, LVIP met with Northampton County Council President Gerald Siegfried and then-County Executive Eugene Hartzell to request funding from the County. Northampton County pledged \$2.5 million toward the project, contingent upon the project receiving State support.

Later that same year, political and community leaders met with Pa. Secretary of Transportation Howard Yerusolim in Harrisburg in order to emphasize the importance of the improvement project in terms of job creation and tax revenue generation. A few months later, the Secretary came to Bethlehem and he was flown around the site in an Alvin H. Butz Company helicopter so that he could get a good perspective on the need for the project.

Donna Taggart, Director of Administration for LVIP, was given the responsibility of coordinating the Route 512 project among the contractors, consultants, PennDOT, Hanover Township (Northampton County) and LVIP. Taggart led the effort to convince adjoining property owners to deed over road frontage to the township, in some cases up to 40 feet in depth. When all the parcels were assembled, the appraised value of the properties together comprised a \$650,000 credit toward LVIP's 50% share of the cost of the project by Hanover Township. Weekly meetings were held to keep the project on track.

In the meantime, bids were put out for the development of Park IV. Richard Bollinger was hired as the Park system's first Director of

Marketing in April of 1987, and in June Pennsylvania Governor Bob Casey came to the LVIP Groundbreaking and announced the State's financial support of the Route 512 Improvement Project.

With the funding in place for the improvements to Route 512, LVIP exercised its option to purchase the 427.1 acres from Hanover Development Company, and LVIP IV was designed with 63 lots.

In September of 1987, Eastern Consolidated Utilities was awarded the contract for the construction of storm and sanitary sewers, a pump station and force main, water mains, curb and roadway for Phases 1 and 2 in LVIP, which included all of the land south of Brodhead Road. There was so much interest in the lots that Phases 1 and 2 were done at the same time. The first to build in LVIP IV were J. G. Petrucci Company (a multi-tenant building) and Grober, Inc. The lots sold very quickly to other buyers such as the U.S. Postal Service, UPS, First Valley Bank, St. Luke's Hospital, Guardian Life Insurance, Heller Seasonings and many others.

Because of intense interest in the new park, the LVIP board authorized Eastern Consolidated

There was so much interest in the lots in LVIP IV that Phases 1 and 2 were done at the same time.

LVIP IV GROUND-BREAKING

Governor Bob Casey spoke to over 300 people at the groundbreaking of LVIP IV at the Holiday Inn, Route 512. To his right is Walt Dealtry, then President of LVIP.





CELEBRATION

Many people contributed to the successful completion of the Route 512 Improvement project, including (l to r): Walter Bortree (PennDOT District Engineer), Michael Kaiser (LVJPC Executive Director), Jerry Seigfried (Northampton Co. Council President), Walt Dealtrey (LVIP President), Steven Salveson (Chairman of Hanover Twp./Northampton Co. Board of Supervisors)

Photo by Tim Gilman

Industries to begin construction of Phase 3 in the Spring of 1988, Phase 4a in February of 1988 and Phase 4B in July of 1990, thus completing all of Park IV many years ahead of schedule.

Construction began on the Route 512 Improvement Project in the Spring of 1992 and was completed in September of 1993. LVIP held a special ribbon cutting ceremony on October 7, 1993. The cost of the project was covered as follows:

Northampton County	\$ 2,500,000
Hanover Township	700,000
LVIP	650,000
Local cash & Right of Way	650,000
Commonwealth of Pa.	1,900,000
Federal	<u>5,700,000</u>
Total Project	\$12,100,000

In autumn of 1994, LANTA (Lehigh and Northampton Transit Authority) began bus service to LVIP IV.

Developer Profile

J.G. Petrucci Co.

Jim Petrucci looks at LVIP as the place where his company gained credibility. In 1988, this young man from New Jersey discovered in LVIP what he couldn't find anywhere else in the New Jersey/New York metro area: ready land just waiting for buildings to be built.

"LVIP provided me with the single most important factor for J.G. Petrucci's success," Petrucci said. "We had no land inventory, nor the financing to develop raw land. LVIP took away all of the discomfort, expense and development issues for people like us. There is nothing like LVIP anywhere else in the major metro market."

Petrucci is one of the leading design-and-build firms in the park system. He started with a flex building in LVIP IV and then built one for Piller Corp., which is now owned by DBS International.

"When you're in LVIP, you're in good hands," Petrucci added. "The real estate headache part is done and everything is predictable; the price of land is not negotiable, and they're with you all the way. They're consistent with their mission, and they've discovered the best way to work is to partner with companies like mine. It makes life easy for us."

"There is nothing like LVIP anywhere else in the major metro market."

— Jim Petrucci, President of J.G. Petrucci Co.



Park IV Company Profile

“Why would we think of going anywhere else?”

— Dorst CEO Len Wolberg

Dorst America

Len Wolberg wasn't at the helm of Dorst America when it opened its doors in LVIP I in 1988, but he firmly believes that it was “the best decision that management in Germany made.” Originally on Avenue C in a 13,000-square-foot building that it leased from Liberty Property Trust, Dorst and its 25 employees now occupy their own 25,000-square foot building in LVIP IV.

According to CEO Wolberg, who has been with the company since 1990, occupying space in LVIP makes work enjoyable. “We outgrew our space and were almost finished with our lease in LVIP I. So we took the last lot available in LVIP IV,” he said. “There are no traffic problems here (in LVIP), good covenants and a nice environment. Why would we think of going anywhere else?” He went on to explain that the German company had picked the Lehigh Valley region for its North American sales and service headquarters because of its Germanic flavor, its labor force and its proximity to many customers. LVIP had reasonably sized lots, good covenants and close proximity to the airport.

The parent company is one of the world's largest manufacturers of equipment for the powdered metallurgy and plastics industries.

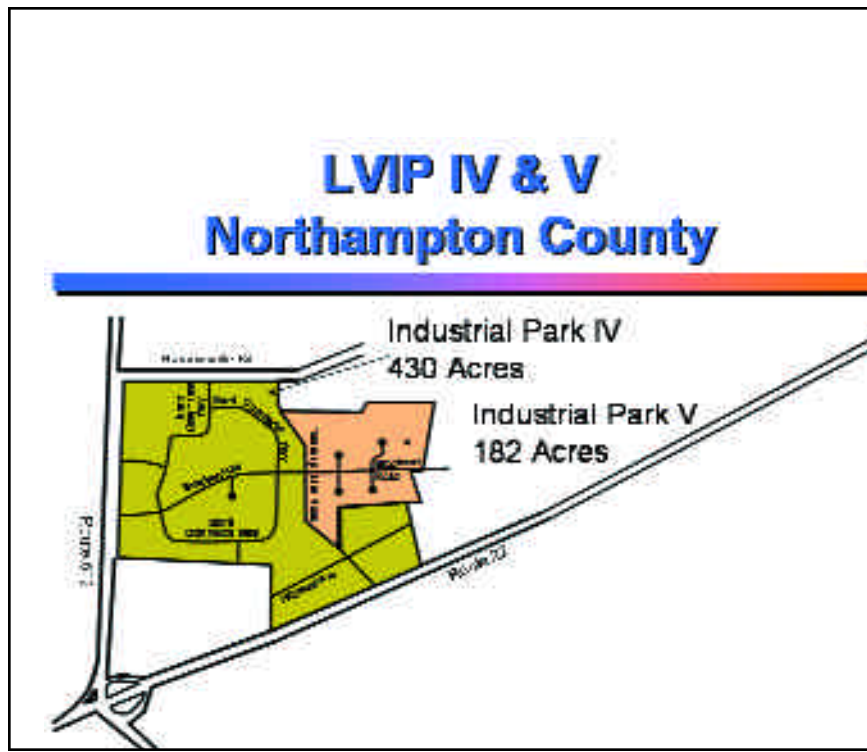
With sales of almost \$100 million, Dorst relies on Wolberg and his staff to provide sales, parts, training, service and customer service to its customers in Canada, the United States and Mexico.





Moving East

PARK V JUST OPENS UP NEXT TO PARK IV





COLOR IT BINNEY

This newest facility of Binney & Smith, manufacturer of Crayola Crayons and other art production products, is located on Miller Circle North in LVIP V.

Photo by Tim Gilman

Forty
original lots
were
consolidated
into 11
parcels.

Beginning in 1989, the Executive Committee of LVIP held meetings with Fred Jaindl to talk about purchasing the land he owned just to the east of LVIP IV in Bethlehem Township. The parcel consisted of 126.7 acres of farmland, but it wasn't until September of 1992 that LVIP was able to negotiate a final purchase price. The Board approved a mortgage from three local banks to finance the purchase of Jaindl's land as well as two other tracts.

The infrastructure of Park V was completed in November of 1995 with the help of a grant from the Economic Development Administration (EDA), a Pennsylvania Industrial Development Authority (PIDA) loan, a grant from the Department of Environmental Resources (for landscaping and street trees) and a Business Infrastructure Loan. Forty original lots were consolidated into 11 parcels, including 73.4 acres which were purchased and used as two sites by Kraft (which are operated by Ameri-Cold Logistics).

In addition to Kraft, LVIP was able to attract two other large users to Park V: Circuit City (on a 41.7-acre lot) and Binney & Smith (on a 15.3-acre lot).

Park V Company Profile

Kraft

A strategic realignment of Kraft's distribution network in 1998 resulted in the consolidation of several smaller distribution centers in the Northeast into a complex with separate large refrigerated and dry grocery products facilities within LVIP V. These two new facilities serve the company's Northeast U.S. market, which reaches from Albany, Boston, Syracuse and New York City, all the way to Philadelphia, Charlotte and Cleveland.

According to Alyssa Burns, Manager of Corporate Affairs at Kraft, LVIP and the Bethlehem area were chosen for the new site for several reasons.

"There were many factors that went into the decision process," she said. "They include proximity to our customer base, transportation corridors, tariff rates, land availability and real estate investment costs."



Park V Company Profile

Kraft's Dry Mixing Center, a 530,000-square-foot building, sits on 43 acres, and its 255,000-square-foot refrigerated facility sits on 22 acres, both located just west of the intersection of Brodhead Road and Route 191, just north of Route 22. In fact, Bethlehem Township required that the company pay for a portion of the cost of installing a traffic signal at the intersection of Brodhead Road and Route 191 in order to accommodate the expected 300+ trucks-per-day traffic.

Both facilities are operated by AmeriCold Logistics, with a total employment of about 270 people. Burns added that Kraft management likes LVIP specifically "because of its proximity to the major transportation corridors of Routes 22 and 33, and the quality of construction and aesthetics of the park lend themselves to the quality image that Kraft products provide and represent in the marketplace."

AMERICOLD-REFRIGERATED FACILITY

This Kraft facility, operated by AmeriCold Logistics is located on Miller Circle North in LVIP V.

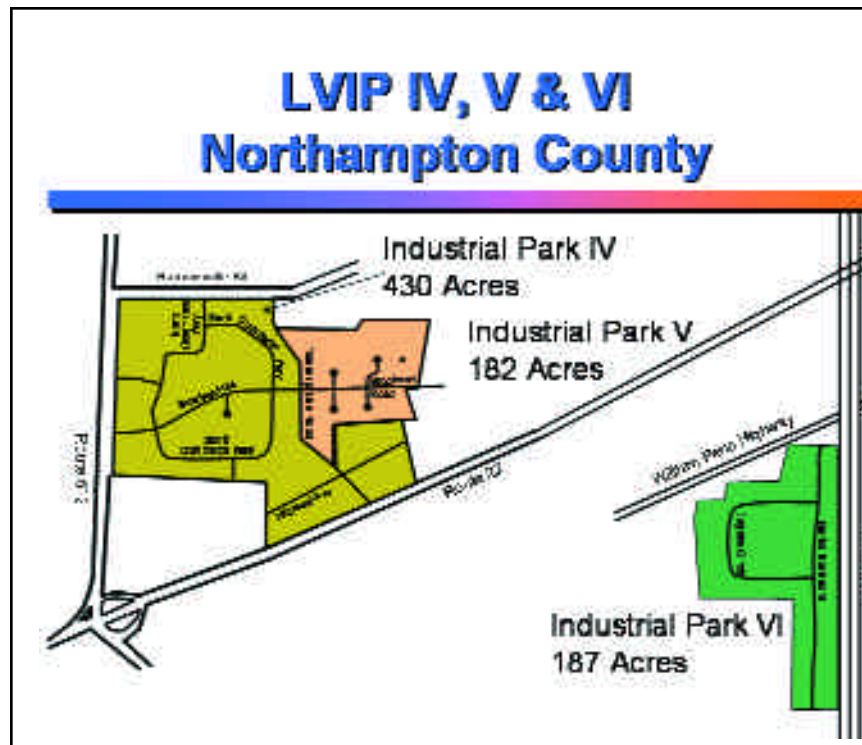
Photo by Tim Gilman





Changing Lanes

PARK VI LOCATED ALONG ROUTE 33



Eight parcels
became the
target —
adding up
to 187 acres...
in Bethlehem
Township.

Starting in 1996, LVIP's Site Selection Committee, chaired by William Watson, began looking for potential sites for a new park. In May of 1997, the Committee recommended that the board begin negotiations with landowners around the proposed Route 33 Corridor between Freemansburg Avenue and William Penn Highway. Completion of the planned extension of Route 33 would connect Route 22 with I-78 and have interchanges at William Penn Highway and Freemansburg Road. The proposed location for LVIP VI would have access to both. In June of 1996, Will Smiles was hired by LVIP as a Site Selection Consultant to assist in the analysis, acquisition and development of LVIP VI.

Eight parcels became the target — adding up to 187 acres along the eastern edge of Bethlehem Township. The parcels were owned by the Emrick, Baglyos, Rehrig and Hejda families and by a real estate partnership, PPL, PennDOT and the Bethlehem Area School District.

The biggest hitch in the development of Park VI related to Bethlehem Township's change in the zoning of the park (from agriculture to office and light industrial). Any light industrial (LI) company would not be permitted to begin operating until the extension of Route 33 was completed. By September of 1999, five lots in the park had been sold and building plans were approved, but all were contingent on the Route 33 extension being completed before the end of December, 2001. The construction of the infrastructure of Park VI then coincided with the construction of Route 33. The Route 33 contractor finished close to the scheduled date and the first building in the park was built by Alvin H. Butz Co. for G.S.E. Realty.

(Continued on page 52)

Park VI Company Profile

Flexicon Corporation

When Flexicon President David Gill decided to consolidate the company's New Jersey manufacturing operations into one location that could handle future expansion, he had trouble finding a site that wasn't in the middle of a cornfield. The company was previously divided between plants in Harmony Township, N. J., and Easton, Pa., and prior to that it had outgrown its footprints several times since it was started in 1974.

"We needed to find a place where once and for all we could have everything under one roof with room to expand in the future," Gill said. "It took us five years, but we found it in LVIP VI — just 16 miles away from where we were, and closer to where most of our 98 employees live anyway. The industrial park provides the quality image we wanted, and it's a far safer investment than a cornfield."

Flexicon engineers and manufactures industrial process systems for bulk solids — from flour to cereal to chemicals and pharmaceuticals. The 90,000-square-foot facility houses the company's world headquarters and the manufacturing space was purpose-built for the efficient flow of the manufacturing process, as well as a state-of-the-art laboratory where full-sized systems and equipment are tested.

Gill also bought three lots, so there is room to add an additional 100,000 square feet if needed.

"The industrial park provides the quality image we wanted."

— David Gill,
Flexicon President

The Flexicon logo is displayed in a red, bold, sans-serif font. The word "flexicon" is written in lowercase letters, with a registered trademark symbol (®) at the end. The logo is contained within a thin black rectangular border.



**AT THE PARK VI
GROUND-
BREAKING**

Left to right: Northampton County Executive Glenn Reibman, LVIP staff members Grover Stainbrook and Will Smiles with LVIP Board President Bob Spillman.

In November
of 1999,
LVIP
celebrated
40 years
of success.

(Continued from page 45)

Finally, the Pennsylvania Department of Transportation held a ribbon cutting for the extension of Route 33 in January of 2002, only a few weeks after the initial deadline.

When complete, LVIP VI will house a three-story office building, a university satellite campus, a national hotel, a healthcare outpatient services facility and many light industrial manufacturing plants, along with an adjacent Park and Ride lot for commuters to New Jersey and New York.

**FORTY YEARS OF SUCCESS
CELEBRATED**

In November of 1999, LVIP celebrated 40 years of economic development success at a luncheon held at the Hotel Bethlehem. Special guests at the event included Secretary of Commerce and Economic Development Sam McCullough, a long-time supporter of LVIP and its mission.

Grover H. Stainbrook, Jr., who had been Executive Vice President of LVIP since 1986, retired on August 31, 2001, and was succeeded by Kerry A. Wrobel.

Chapter Eight



Outside the Box

LVIP INVESTS IN THE COMMUNITY



Photo by Tim Gilman

LVIP has played an active role in the Economic Development Council of the Lehigh Valley.

LVIP's Board of Directors has always understood that its mission applied to more than activities within its wholly owned industrial parks. The founding fathers — and those who followed them — saw wise economic development as a tool for improving the future of the entire region. The staff, therefore, have played an active role in the Economic Development Council of the Lehigh Valley for many years, which led to further partnerships outside of the LVIP park system. The Council is made up of private and public economic development staff, universities and colleges, training and recruiting organizations and representatives of county and city economic development organizations.

GOING HIGH TECH

In the Spring of 1993, LVIP participated in the development of the Bethlehem Technology Center. This building, located on the South Side of Bethlehem, was a joint venture with the Northampton County New Jobs Corporation, Ben Franklin Technology Partners of Northeastern Pennsylvania (formerly Northeast Tier Ben Franklin Technology Center) and Bethlehem Economic Development Corporation.

Two years prior, STC Technologies, a tenant of the Ben Franklin Business Incubator Center (located on Lehigh University's Mountaintop Campus), expressed an interest in space that would be closer to the University's main campus. Other incubator clients expressed similar interest as well, but there was no suitable space for high-technology needs.

In response to this interest, the joint venture was formed to design and build a 44,000-square-foot, multi-tenant building on former

Bethlehem Steel property along the river on the City's South Side. Bethlehem Technology Center I was completed in 1994 and is now fully occupied.

The facility's current key tenant is IQE (formerly QED), a manufacturer of epitaxial wafers. These wafers are derived from compound semiconductors and are part of devices used in cell phones, satellites, global positioning systems, wireless communications and fiber-optics.

Chapter Nine



Governance

VOLUNTEERS MAKE IT HAPPEN



LVIP's Marketing Committee members (front row, l to r): Kerry Wrobel, LVIP Executive Vice President; Megan Shovlin, LVIP's Director of Administration, Janet Stainbrook, Reverend Bernard O'Connor; OSFS; (back row, l to r) Martha Phelps, Bob Schoenen, John Hayes and Ray Holton. (Not pictured: Committee Chairman John Eureycko)

BOARD OF DIRECTORS

The Board of Directors of LVIP is comprised of a broad base of 24 community leaders. It is charged with the responsibility of making corporate decisions that are in the best interest of LVIP, Inc. and the community as a whole. All members of the Board are required to participate in committees that make recommendations to the Board of Directors for action. These committees include Executive, Marketing, Finance, Nominating, Brownfield Development and Building.

Over its history, LVIP has had 140 dedicated community leaders on its Board, making decisions about everything from landscaping covenants to how new parks were financed. The list of these Board Members appears on the next few pages.

STAFF

LVIP's professional staff is experienced in assisting companies of all sizes in obtaining detailed local information, planning their projects and helping them process projects through local municipalities and financial institutions. Consultation and assistance are provided on an ongoing basis to prospective and current LVIP tenants.

COVENANTS

All LVIP parks have recorded covenants that govern such things as building facades, signage, landscaping and uses. The enforcement of these covenants has guaranteed consistent quality construction and appearance throughout the park system.

Over its
history,
LVIP has
had 140
dedicated
community
leaders on
its Board.

Name	Years Served	Name	Years Served
Albarell, Michael	1997-	Ecker, Earl E.	1959-67, 69-73
Allan, Gordon J.	1966-69	Eureyecko, John	1998-
Andreacio, John	1998-99	Evans, Gary	2001-
Armfield, Jan	1994-99, 2000-	Framer, Thomas J.	1979-84
Atkinson, Randall	1983-92	Fazil, Arif	1998-
Bachl, Frederick	1985-91, 99-	Feather, Jeffrey P.	1995-
Baker, Roscoe C.	1976-81	Fehnel, Edward F.	1959-83
Bamberger, Tomas J.	1996-	Franz, Paul J.	1979-80
Baum, Anne	2000-	Frey, Truman L.	1968-70
Beattie, Eric	1998-2002	Fritzinger, George H.	1963-70
Bernhardt, Clayton W.	1959-68	Gates, Elmer D.	1985-87, 91-98
Bielefeld, F.H.	1987-95	Gausling, Michael	2001-
Biscopink, Jerry	1985-88	Gilchrist, Martin C.	1987-
Black, Samuel	1962-69, 71-76	Gonsalves, Alvin	1981-84
Blew, Wilbur J.	1988-96	Gross, Rhonda I.	1995-99
Bolton, Michael G.	1984-91	Haggerty, Raymond C.	1978-80
Boyajian, Don	1999-2003	Hall, George R.	1979-84, 87-94
Burke, George, Sr.	1972-77	Hauser, Roderick	1959-62
Burke, George, Jr.	1993-96	Hayes, John	2001-
Burns, James A.	1999-2002	Heske, John A.	1965-70, 73-79
Campbell, Charles W.	1994-2002	Hoffert, Walt	1999-
Coles, William	1998-2000	Holton, Ray	2002-
Cook, Andrew C.	1992-97	Howell, John R.	1977-85, 86-94
Cooper, John	1961-63	Hughes, David W.	1995-
Cort, Fred	1996-98	Iannelli, Tony	1997-
Cunningham, Luke	1984-92	Jenkins, George R.	1965-70
Cunningham, Don	1999-	Jones, Reese D.	1968-75
Curie, Candace	1994-2001	Kelsey, Jarel	1983-86
D'Huy, Gerald	1995-99	Kennedy, David B.	1997-2001
Daday, Robert P.	1981-85, 86-94, 95-99, 02-	Kennedy, Susan	1996-2000
Dealtrey, Walter J.	1974-	Kilroy, Bruce G.	1987-94
Dillman, Alan C.	1978-84, 86-90		
Donchez, Leonard S.	1971-79, 80-84		

Name	Years Served	Name	Years Served
King, Robert C.	1979-83	Moran, William	1961-65
Kochard, Dale	1991-98, 2002-	Mowrer, Clifton E.	1959-82
Kolevzon, Barry	1978-79	Mowrer, Gordon B.	1974-78, 79-86
Kopecek, Robert	1981-89, 91-	Nash, John F.	1972-76
Kordopatis, Nick	1981-82	Nepereny, David A.	1997-
Kornberger, Edward R.	1992-96	Nonemaker, Leon	1971-72
Kornet, John L.	1971-77	Ochs, Milton G.	1978-83
		O'Connor, Rev. Bernard	2001-
		Otto, Dieter	1985-89
Kral, Theodore P.	1976-81	Owens, Tom	1999-
Krick, Kenneth A.	1978-82	Paul, R. Chadwick, Jr.	1988-94
Krug, Alfred J.	1976-81, 85-93, 96-2000	Payrow, H. Gordon, Jr.	1960-66, 69-74
		Petrie, Frank W.	1988-94
Landis, Drew	1998-2000	Phelps, Martha A.	1983-86, 94-02
Large, James M.	1984-87	Piazza, Samuel D.	1992-96
Lewis, Richard J.	1978-82, 84-87	Plympton, Peggy	2001-
Lieberman, Marilyn A.	1998-2001	Pomerantz, Myron	1993-97
Lobach, David	1997-2001	Posivak, John S.	1966-77
Lukehart, Lewis I.	1978-83	Post, David	1989-95
Maio, Carl R.	1972-81	Rabold, Frank C.	1962-70, 77-85, 86-91
Mante, Joyce	1992-93	Reavy, Daniel J.	1997-2001
Marcon, Frank L.	1959-84	Reibman, Glenn	1998-
Margolis, Harry	1959-80	Reimer, Paul H.	1986-93
Master, Richard	2001-	Robertson, James V.	1959-65, 72-79
Mathieu, Robert	1999-	Robinson, D. Patrick	1970-78
McCarthy, J.	1983-84	Rodenbough, Dean	1994-97
McDonald, Timothy J.	1984-96	Rokke, Ervin	1998-
McHale, Paul	1999-2002	Rust, C. Keith	1981-84
Meares, Richard	2000-	Sabatine, Nick	2002-
Metz, Richard S.	1985-87	Salvesen, Stephen R.	1995-99
Miller, Harold F.	1977-85	Schelden, H.M.	1959-84
Miller, James R.	1988-96		
Minniear, Walter L.	1978-80		

Name	Years Served	Presidents	Terms
Schoenen, Robert	1999-	Frank L. Marcon	1959-1977
Schubert, Richard F.	1978-80	Harold F. Miller	1977-1982
Shaughnessy, Thomas	1984-88	Frank C. Rabold	1982-1985
Sheridan, Lawrence	1984-92	Walter J. Dealtrey	1985-1996
Shimer, Acton J.	1964-76	Robert A. Spillman	1996-2001
Silfies, Shelly B.	1988-94	Jeffrey P. Feather	2001-
Smith, Ken	1990-98		
Snyder, Lee	1998-		
Snyder, Robert P.	1972-77, 79-87	Executive Vice Presidents	
Spillman, Otto	1959-68	Robert A. Ladner	1961-1968
Spillman, Robert A.	1968-79, 84-2001	Paul G. Wescoe	1968-1975
Stainbrook, Janet	1988-	Matthew Shook	1975-1976
Strain, Richard	1980-88	James H. Davis	1976-1986
Taft, John	1964-70	Grover H. Stainbrook, Jr.	1986-2001
Taylor, Robert S., Jr.	1959-84	Kerry A. Wrobel	2001-
Toth, James	1983-86		
Trumbaurer, Walter	1968-69		
Wallace, William R.	1972-79		
Watson, William C.	1979-86, 91-99		
Wells, Daniel C.	1995-2001		
Westbrook, Allen	1988-91		
Whildin, James G.	1960-77		
Wilkes, Robert E.	1994-98		
Wily, Donald R.	1978-86		
Woltjen, John	1991-95		
Woods, Theodore	1994-99		
Zajacek, George P.	1979-82		

Postscript

The
Lehigh Valley
is truly a
blessed
region.

After being selected to join the staff of Lehigh Valley Industrial Park in 1976, I had the opportunity to work with dedicated volunteers on our Board of Directors to make an impact on the community. Thanks to their assistance and experience, I was able to achieve far beyond my greatest expectations.

I was also blessed with committed community leaders on the township, county, city, state and federal level that enabled us to be successful in many endeavors.

It is my belief that our covenants have played a very instrumental role in the parks' success. They controlled the type of companies, the number of employees, the exterior finish, type and amount of landscaping, etc. This helped us to attract good companies that became an asset to the Lehigh Valley. We also made a point to improve the covenants with each succeeding park to make them even more attractive, which resulted in increased growth in the park system.

I have been pleased to have worked with an organization that has been able to build the tax base for the municipalities, school districts and counties. And while I have enjoyed helping companies find good sites here, I appreciate even more the relationships that I have forged along the way.

The Lehigh Valley is truly a blessed region.

Grover H. Stainbrook Jr.,
LVIP Executive Vice President (1986-2001)

July 2002



Lehigh Valley Industrial Park, Inc.
P.O. Box 20305
Lehigh Valley, PA 18002-0305
www.lvip.org