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Business

Connecticut company acquires Laconia manufacturer

By ADAM DRAPCHO
THE LACONIA DAILY SUN

BELMONT — Ripley Tools, headquartered in Connecticut but which sells products around the world, has purchased ODM, a small Laconia manufacturer. Ripley is keeping ODM's operation local, moving into a space on Daniel Webster Highway in Belmont.

Christian Festa, president and CEO of Ripley, visited Belmont to cut the ribbon for the new facility on Thursday evening.

Ripley Tools, in business since 1936, bills itself as, "the global leader in the design and manufacture of cutting, stripping and cable preparation tools in the fiber optic and telecommunication industries."

ODM, founded in 2003 as Optical Design Manufacturing, Inc. by Michael Schneider, made its name as a manufacturer of optical power meters, inspection scopes and other hand-held tools used by fiber optic installers.

Festa said that ODM carved out a space for itself in the market by designing tools and software that were compact and customized to the customer's needs.

"The tools are simple, smaller, easier handling," he said. While the competition's tool might be the size of a large cell phone, he said, ODM's is the size of a pen.

With the acquisition, ODM is moving its design and production from Lake Street in Laconia to the 4,500 square-foot facility in Belmont. The number of employees is increasingly slightly,



At right, Christian Festa cuts the ribbon for the new Belmont design and manufacturing facility of ODM, which was recently acquired by Ripley Tools. (Adam Drapcho/The Laconia Daily Sun)

from 12 to 14, and Festa said there's potential for ODM to grow thanks to the Ripley sales network.

"ODM used to sell only in the United States. ODM now has the ability to sell everywhere we sell," said

Festa. Ripley provides tools to customers both domestic and international, including Europe and Asia.

"We manufacture here in the U.S. and sell in China," Festa said.

Despite its global operation, Ripley

thought it best to keep ODM in the Lakes Region, so that it could continue to employ the talents that brought the business this far.

"The core of the technology, the engineers, are here," he said.

BB's Scoops Ice Cream owner heads to Belmont

BELMONT — Brian Baxter of BB's Scoops Ice Cream has joined with Osborne's Winnisquam Agway to bring his cool ice cream delights to the area while also expanding to a full hot menu as well.

Baxter's "Hot Bites-N-Cool Delights" are now served out of his newest addition, a food trailer on the grounds of Osborne's Winnisquam Agway at 304 Daniel Webster Highway.

Baxter is master scoopologist and owner of "BB's Scoops Ice Cream" of Sanbornton, a full-service ice cream shop on wheels serving all of New Hampshire and beyond. BB's Scoops has been a popular addition at car shows, fireworks, old home days, and corporate and private events.

He has been serving "hot bites" at the Deerfield Fair for more than a decade. He owns two permanent buildings on the fairgrounds where he serves sweet potato fries, loaded baked potatoes, and Green Mountain Coffee.

Baxter said he has a great interest in the food industry. He and his staff follow their mission statement which includes serving customers in a kind and friendly manner.

Brian was inspired to combine both "Hot Bites-N-Cool Delights" in one convenient location and held a grand opening on June 9. Regular operating hours are Tuesday through Friday, 11 a.m. — 3 p.m., with extended hours during special events.

Bones joins RE/MAX Bayside

LACONIA — Edwin Bones is the newest member of RE/MAX Bayside's sales team.

Bones has more than 15 years' experience with broker's licenses in both New Hampshire and Massachusetts. He also is a licensed general contractor and a current member of the the Laconia Planning Board.

"I am able to offer my clients expertise and opinion with home-rehabbing, home building and general repair knowledge," Bones said. "As a military veteran, I pride myself on supporting and encouraging protection and service for our incredible country. It is my honor and commitment that, for every single one of my real estate transactions, I happily donate a portion of my commission to the New Hampshire