

# FORD

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And, Rogier was mainly a silent partner, but he was good in business. He went on to success as head of Madison Mutual Insurance Co.

“It started with three owners — that’s where the ‘Tri’ comes from,” the younger Rehkemper said. All of the original owners are now deceased.

The building was built and opened in September 1969 when the area around it was “just a field,” said Rehkemper.

The elder Rehkemper purchased Rogier’s third of the business in the late 1970s. He bought out Moenster in 2006.

Eric Rehkemper was a year and a half old when the business began. He grew up with it and took on a bigger role in 1993. He eventually moved from salesman to the

dealer role after his father’s death in 2010.

The business is located at 12610 Illinois Route 143, on the north side of town not far from Walmart.

The decision to link up with Fusz was as much about planning for the future as anything. Dealers need to be part of stronger networks these days, Rehkemper said.

“In order to grow and get better you need to be part of a bigger, more resourceful organization,” he said. “They knocked on the door at the just the right time.”

Lou Fusz first made the approach in January, and the deal was consummated quickly.

“It got put together just that fast. They were very great to work with.”

Dealers have been under a lot of

pressure in recent years, acting on demands from automakers for minimum requirements and inventory. Tri-Ford remodeled previously to keep up with Ford compliance, he said, and has always exceeded Ford’s expectations for sales.

“We’re a good-deal dealership and we’re here to take care of you,” Rehkemper said.

Customers now have access to the 900 or so used cars in the Lou Fusz network, and the Highland dealership can also help in getting vehicles through Fusz’s other franchise locations, which involves a variety of car manufacturers. Basic maintenance needs of those vehicles is also available, he said. Fusz

has indicated it will invest in a medium duty lift for use in truck repair.

Rehkemper said used cars have been a hot commodity because of supply chain issues involving new cars.

Rehkemper said he was not necessarily looking to get out of the business.

“I knew the best benefit for my employees and for the business going forward is not to always be a single point store.

It’s better to be part of a group where your costs can be absorbed a little easier.”

Tri-Ford became Lou Fusz’s 13th dealership in the bistate area.

Rehkemper said all new signage has been ordered and was en route to be installed.

Poettker Construction further solidified our status this past calendar year as a local industry leader with strong employee, financial, and market sector growth across the organization.

Since 1980, Poettker has ensured that lasting relationships with clients, business partners, trade contractors, and communities are the cornerstone of our approach. Forty-two years later, we can proudly say that 95 percent of our revenue comes from repeat clients and referrals.

Poettker excelled locally this year in the distribution, education, federal, multi-family, retail, and utility infrastructure markets. Our reputation as a premier, quality construction partner was highlighted by accolades received from clients for outstanding safety, quality, scheduling, project management, and financial management performance that



exceeded our client’s expectations.

Poettker continues to be a Best Place to Work, a national best-in-class business, and a top contractor in the Midwest. The Poettker team performed more than 346,000 man-hours with zero lost time or recordable incidents in 2021. This commitment to safety and quality helped Poettker earn local safety awards from the Southern Illinois Builders Association and Central Illinois Builders of AGC. Poettker was also recognized for the safety initiatives that our company is proud to accomplish on an ongoing basis. The Coalition for Contractor Safety (CSS) designated Poettker as a certified contractor, and we recently achieved PLATINUM level in As-



Poettker

sociated Builders and Contractor’s STEP Safety Management System, which propels Poettker to world-class safety standards.

Invested in the communities where they

live and work, Poettker supported more than 35 nonprofit organizations through philanthropic partnerships, advocacy, fundraising, and volunteering efforts this past year. Significant initiatives included: organizing the Poettker Golf Classic benefiting Big Brothers Big Sisters, hosting the annual interactive Safety Merit Badge Center for the Boy Scouts, participating in STEM hands-on learning and leader-

ship development programs for youth, and encouraging and supporting employees in their community involvement goals.

Poettker Construction is dedicated to assessing the ever-evolving landscape of construction and is committed to being an industry leader. We are focused on building the next generation of construction leaders by developing the Poettker Team from within and actively reaching out to colleges, high schools, and even grade schools to demonstrate to students the depth of construction industry jobs available. We look forward to continuing our mission to build quality relationships and quality projects for decades to come.

Keith Poettker  
President

Poettker Construction Company



## Poettker Construction

Our Quality Relationships  
Build Your Quality Projects

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[www.poettkerconstruction.com](http://www.poettkerconstruction.com)  
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Caritas Family Solutions has played a central role in changing lives from all walks of life. This year, starting with Caritas Day on July 31, 2022, we celebrate 75 years of delivering positive social and emotional support as well as the impact our efforts have made that can be felt across generations.

**Because this is more than a life’s work,  
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For 75 years, Caritas Family Solutions has played a central role in changing thousands of lives across Southern Illinois. Through our legacy of love, we’ve continued our mission of caring for children, empowering adults, strengthening families and nurturing life. Our goal is to take people from crisis to self-sufficiency. We know what a profound effect we can have on people’s lives simply by creating a loving, caring environment.



**Huelsmann**

Caritas serves more than 6,000 individuals annually across Southern Illinois with offices in Belleville, Carterville, Mount Vernon, Olney, Glen Carbon, Alton, Highland, Sparta and Effingham. We focus on improving lives through these programs:

- Adoption services
- Pregnancy care
- Counseling
- Foster care
- Intact Family Services
- St. John Bosco Children’s Center
- Fontebella Maternity Home
- Senior Employment
- Community Integrated Living Facilities
- Fox River Assisted Living

Learn how you can support our mission by donating, becoming a foster parent, or joining our team at [www.caritasfamilysolutions.org](http://www.caritasfamilysolutions.org).

Gary Huelsmann M.S.W.  
Chief Executive Officer  
Caritas Family Solutions