



Providing Business Opportunities

Volume 26 Issue 1

News & Views

January 2010

JANUARY LUNCHEON MEETING

Tuesday, January 19, 2010

Solon Community Center
35000 Portz Parkway, Solon
11:45 a.m.

“The R-Factor: Resiliency in Turbulent Times”

**Speaker: Paul Meshanko,
Edge Learning Institute of Ohio**



Paul Meshanko

In this perfectly timed New Year presentation, Paul will uncover the “mental mechanics” necessary for promoting personal resiliency and successfully managing change in both the professional and personal aspects of life. You will leave with a set of “tools” that can be applied immediately thus feeling energized, confident and optimistic about the future. Paul Meshanko is an author, professional speaker and seminar leader with 15 years of adult education experience.

Fee: \$20.00 Chamber members & guests; \$40.00 non-members

Deadline for reservations is 3:00 p.m. Friday, January 15, 2010

(NOTE: A \$5.00 late fee will be added for late registrations and walk-ins)

Prepaid reservations are requested.

Call the Chamber office at 440.248.5080 or email staff@solonchamber.com

Sorry, no online registrations accepted at this time.

Credit card payments accepted by phone.

(No shows will be invoiced)

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Taste of Solon returns in 2010!

Sunday, March 14, 2010

4-7 p.m.

Signature of Solon

Sponsorships Available!

Call the Chamber office at 440.248.5080 for more information

Coming Events

**Board of Directors Retreat
Saturday, January 9, 2010
Hilton Garden Inn Twinsburg
8:15 a.m.**

**January Luncheon Meeting
Tuesday, January 19, 2010
Solon Community Center
11:45 a.m.**

**Solon HR Roundtable
Thursday, January 21, 2010
CSU-East Center
12 noon**

**3Chamber Breakfast Seminar
Thursday, January 28, 2010
Signature of Solon
8:30 a.m.**

**Business After Five
Thursday, February 4, 2010
Fitness Together
5-7 p.m.**

**SAVE THE DATE!
February Networking Luncheon
WEDNESDAY, February 17, 2010**

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**For the monthly
Calendar of Events
including all committee
meetings, see the last page
of this newsletter or visit
us at www.solonchamber.com**

CHAIRMAN'S MESSAGE



Marc Paige

Hello everyone! Season's greetings and welcome to 2010. This is my first column as your new Solon Chamber of Commerce Chairman of the Board. What an honor it is to be the leader of such a wonderfully diverse and respected group of people! As we all know, 2009 was a very challenging year for business. Congratulations on making it through and continuing to support your Chamber during these difficult times. I truly believe the experience we have gained from finding ways to "tighten our belts" will result in businesses that are run more efficiently, with employees who are newly-motivated to achieve greater results in their work, too.

A quick bio on me-I am a 23-year resident of Solon. My family consists of my wife and two children, both currently students at Solon High School. I am an account representative for APG Office Furnishings, located in Cleveland. I am an active musician, too, and a proud member of the Solon Philharmonic Orchestra.

I want to take this opportunity to thank our past chairperson, Ewa Antonczyk, for a job well done! Ewa attends virtually every chamber event and committee meeting, and her smiling face is, in my opinion, the epitome of our Chamber's image: helping businesses and the City wherever and whenever possible. Ewa, you are my inspiration! I hope to continue our work together for years to come.

As we list our goals for the new year, what do you think you can achieve? Goals can be words on paper, or truly motivating stimuli helping us to attain higher levels of personal and professional satisfaction. In my company, we are asked to forecast our yearly sales goals for each account. We create two dollar volume goals for each company. One is called an "expected" volume- the sales amount which we are fairly confident we can achieve. The other is called the "goal" volume- the sales amount we might achieve with extra effort and concentration, effectively stretching to reach a higher level of productivity. Consider creating a few "stretch" goals to challenge yourself. You may be surprised at what you are capable of achieving.

Shortly after the first of the year, the Chamber's Board of Directors will have its annual retreat where we carefully assess what we've accomplished in 2009 and where we need to focus in 2010. Please check this column next month for my recap of this important meeting.

Welcome New Members

Meritech

Allison Lanier
4577 Hinckley Industrial Parkway
Cleveland, OH 44109
216.459.8333
Office products

CBIZMHM, LLC

Dennis Linden
6050 Oak Tree Blvd.
Independence, OH 44131
216.525.1093
Accounting services

On Target Writing Services

Steve Winemiller
9726 Firelands Drive
Twinsburg, OH 44087
330.603.1317
Writing services

Dynamix Group, LLC

Louis Carcelli
34305 Solon Road, #41
Solon, OH 44139
440.386.4271
Employment agency

Chagrin Safety Supply

Bill Oler
P.O. Box 23157
Chagrin Falls, OH 44023
440.543.2777
Industrial safety supply sales

Dealers Group Ltd.

Robert Scher
6401 Davis Industrial Pkwy., #B
Solon, OH 44139
440.969.6091
Auto dealer training

We extend a warm welcome to new members and encourage you to patronize their services.

2010 CHAMBER OFFICERS

The Board of Directors has elected the following officers for 2010:

Chairman: Marc Paige, APG Office Furnishings
Chairman Elect: Hal Becker, The Becker Group
Vice Chairman: Mark Bednar, Nationwide Better Health
Vice Chairman: Greg Rosenberg, Business Communication Solutions
Vice Chairman: Jim Kelvington, Kelco Insurance
Vice Chairman: Michelle Seeber, Felber and Felber Marketing
Vice Chairman: Jim Bird, Bird Technologies Group
Secretary: Nancy Traum, Solon Chamber of Commerce
Treasurer: Harry Hunter III, SS&G Financial Services, Inc.



Providing Business Opportunities

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Emails: staff@solonchamber.com; ntraum@solonchamber.com

Chamber Officers

Chairman of the BoardMarc Paige
 Chairman Elect.....Hal Becker
 Vice Chairmen: Mark Bednar, Jim Bird, Jim
 Kelvington, Greg Rosenberg, Michelle Seeber
 SecretaryNancy Traum
 TreasurerHarry W. Hunter III

Chamber Staff

President/CEONancy Traum
 Program Coordinator.....Judie Winston

Visit us at www.solonchamber.com

December Luncheon Meeting

Bertram Inn & Conference Center



2009 Chairman of the Board
Ewa Antonczyk, Hampton Inn



Ewa passes the gavel to 2010
Chairman Marc Paige,
APG Office Furnishings



Board member of the Year, Michelle
Seeber, Felber & Felber and Volunteer
of the Year, Kim Lesch, Action Travel



The Chamber awarded former Mayor
Kevin Patton an Honorary Lifetime
Membership for his support of the Chamber



Jim Bialosky with lunch sponsor Lisa
Kusner, Aurora Farms Premium Outlets



2010 Chamber Board of Directors



Erica DiFranco, Findaway World,
Tom Wasson, Wasson Co., and
Susan Drotleff, Adecco



Past Presidents/Chairmen of the Board



Thank you to our 2009 Chamber Volunteers!

MEMBERS IN THE NEWS

- ❑ **Wildlife Gardens** was featured in the *Sun News*' Holiday Gift Guide.
- ❑ Blake Squires, founder and chief strategy officer of **Findaway World** was named one of *Crain's* "40 under 40".
- ❑ The Weatherhead 100 listed the following members: #1, **SageQuest, LLC**; #37, **Park Place Technologies**; #67, **Paytime**; #75, **North Coast Education Services**; #93 **Noble Davis Consulting**. In the Upstart category, **All Points Connect** was listed #12. Congratulations to all!
- ❑ Bill Russo, **Securus Financial Strategies**, was featured in the "Ask the Expert" section of the *Plain Dealer* Business page.
- ❑ **Walgreens** is offering H1N1 shots daily at the SOM Center Road location. Shots are \$18 and are available Monday thru Friday 8:30 a.m. to 7:30 p.m.
- ❑ On January 9, **The Club at Hillbrook** will present Tania Aebi, the youngest American woman to sail around the world solo. Please call 440.247.2400 for time, cost and reservations.
- ❑ **Energy Focus** was the subject of an article in the *Plain Dealer* Business section concerning the company's concentration on the public-sector construction market.

Do You Have News To Share?

We like to know what is going on in your company. If you have news you would like us to share with other Chamber members, please email staff@solonchamber.com or call the Chamber office at 440.248.5080.

MEMBERSHIP RENEWAL TIME!

Invoices have been mailed for your 2010 membership investment in the Solon Chamber of Commerce. Don't miss the opportunity to take advantage of the programs, benefits and advocacy we provide your business.

When you renew your dues for 2010 you will receive a new date sticker for your membership plaque as a thank you for your continued support.

Save the Date!

Business After Five
Thursday, February 4, 2010
Fitness Together
6025 Kruse Drive
5:00-7:00p.m.

This is a Solon Chamber Members Only Event. All member company employees are welcome to attend.

INDUSTRIAL & COMMERCIAL GROWTH

The following projects were approved:

Hunter Defense Technologies – Job Creation Grant to create 70 new jobs at new corporate offices to be located at 30500 Aurora Road (across the street from Hunter’s manufacturing facility.)

D.O. Summers – Site plan for exterior renovations to 6459 S.O.M. Center Road to convert a 40 year old office building to a D.O. Summers store. The renovations will achieve a Western Reserve style of architecture. The plan includes the addition of a drive-thru canopy for drop-off and pick-up.

IN THE WORKS

I-1 ZONING AMENDMENT REQUEST – In 2009, the owners of the majority of buildings on Naiman Parkway submitted a request for amendments to the I-1 Industrial Warehousing District Zoning Ordinance to transition the district from office/warehouse to light industrial by allowing additional uses. The proposed additional uses include the following: low to moderate intensity activities involving the processing, assembling, packaging, and testing of previously prepared or manufactured items or components; printing and publishing; paratransit uses; trade schools, business schools, and sports training facilities. The owners previously agreed to delay placing the issue on the ballot until May, 2010 at the earliest to allow time to address adjacent residents’ concerns about noise, lighting and traffic. This item was reactivated in December. Finalization of the proposed amendments is pending input from public hearings, the Planning Commission and Council.

ZONING CODE AMENDMENT - Council approved an amendment to the Zoning Code requiring all projects to be constructed in a workmanlike manner. The intent is to go beyond the Ohio Building Code requirement that structures be sound and to insure that they also meet a basic level of aesthetic quality and appearance, such as being level and uniform in materials.

Our Networking Rocks!

Cleveland Business Connects Magazine (CBC) recently polled their readers and asked them to name what they considered to be the best networking groups in Cleveland. **The magazine compiled a list of the top 300 reader choices and the Solon Chamber of Commerce was rated #31 - higher than any other suburban chamber!**

What makes this ranking especially interesting is that the Solon Chamber doesn’t consider itself what most people define as a networking chamber. We are proud of the fact that we are a relationship chamber. What’s the difference? At Solon Chamber functions you won’t see a lot of people passing out business cards to everyone they meet. In other words, our members realize that networking is not selling. Networking is about meeting and talking to other people. It’s not about how many sales pitches you can score in a limited amount of time. Networking isn’t one-sided based on sales pitches.

Why does this approach work for our members? First, it provides a safe and professional atmosphere for all members to attend, from decision makers from large companies to small company representatives. Members know they won’t be assaulted by people whose only interest in them is to sell them something. Second, because our members talk about other things besides selling, relationships begin to form. It is these relationships that lead to business.

In February of each year the Solon Chamber holds a speed networking event. Attendees rotate to three different locations, give their two-minute commercial and pass out business cards. For those who like “sales networking”, here are some tips to help meet your goals.

- Come with a positive attitude. YOU must be friendly and outgoing to enjoy and benefit from networking functions.
- Use events as an opportunity to make contact, chat, and learn how your product or service can meet a potential customer’s needs.

- Yes, it is always comfortable to talk to familiar faces, but your goal should be to talk to Chamber members you do not know.
- Use existing contacts. Do not hesitate to ask friends and associates to introduce you to others.
- Have others from your company attend to achieve maximum exposure for your business. Sit or stand separately to increase the amount of contacts made.
- Be mobile in the crowd. Mix and mingle.
- Wear your nametag on the right, so as you shake hands your name is easy to read.
- Rehearse a two or three sentence description of your business that will clearly explain what you do.
- A key ingredient of networking is LISTENING to what others are saying.
- Keep the conversation moving by asking questions and showing sincere interest.
- Remember key facts about people you’ve met before and use them as an icebreaker to continue building your relationship.
- Relax, have fun and enjoy yourself! Pushing for an immediate sale is not your goal.
- Following the event, record contact information. It can be as simple as writing information on the back of business cards or entering data electronically.

If you think about it, isn’t it easier for you to refer someone to a business you know? To a person you have met? The reverse holds true for referrals to YOUR business. If you are known, people will be more likely to send business to you, a fellow Chamber member. If you don’t attend Chamber events, you are missing out on great networking possibilities. At Chamber events, building new relationships is the name of the game.

LEGISLATIVE UPDATE

The following is a list of City of Solon Councilmen and their Ward representation as well as the committees they will be chairing this year.

Ward 1 - Richard A. Bell
Ward 2 - Robert N. Pelunis
Ward 3 - John T. Scott
Ward 4 - William D. Mooney

Committee chairs:

Lon Stolarsky - Finance. He is also Vice Mayor
William Russo - Safety and Public Property

Ward 5 - Lon D. Stolarsky
Ward 6 - Edward H. Kraus
Ward 7 - William I. Russo

Robert Pelunis - Public Works
John Scott - Enterprise Zone and council representative on the Planning Commission

NEW MEMBER ORIENTATION BREAKFAST

Solon City Hall



Steve Winemiller, On Target Writing Services and Lisa Braun, Chagrin Safety Supply



Terri Massucci, Lake Business Products, Toney Inskip, AON Risk Services and Anita Simko, Paychex



Josh Womack, United Way of Greater Cleveland and Dannette Render, DAR Public Relations



David Kondik, Kondik Advertising & Printing and new member Dennis Linden, CBIZ, MHM

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CONGRATULATIONS!

Two special members were honored at the December Holiday Luncheon as Volunteer of the Year and Board Member of the Year. All volunteers who helped make 2009 a success were also honored at the luncheon.

Kim Lesch, Action Travel Center, Inc. was honored as the Volunteer of the Year. Kim has been active on many Chamber committees including Membership, Solon Women in Business and the Golf committee. She also attends many Chamber events.

Board Member of the Year honor was bestowed on Michelle Seeber, Felber and Felber Marketing. As Membership committee chair, Michelle worked tirelessly to help bring in new chamber members. Her efforts include having the membership committee members serve as ambassadors to both new and existing members. Michelle has also volunteered on the Solon Young Professionals and Golf committees.

GET INVOLVED!

The best way to take advantage of your membership investment is by getting or staying involved with the Chamber in 2010. Volunteering is a wonderful way to network and get to know other chamber members as well as make our events a success. If you don't have time to volunteer, remember, once your company joins the Chamber, every employee is considered a member. You can select as many associates as you like to get involved!

The Chamber has committees that cover a wide variety of segments within our membership, including Solon Young Professionals, Solon Women in Business, Solon International/Industrial Roundtable, Solon HR Roundtable and educational seminars. The Membership and Business Development committees meet monthly to conduct their important functions. There are also committees that work solely on special events such as the Taste of Solon and the annual Golf Outing. This year in particular the Chamber will need the help of many volunteers to plan and execute the Taste of Solon 2010.

Committee work builds lasting relationships as well as providing valuable leadership training for your employees. If you cannot volunteer, we are interested in your feedback as to the types of programs, events and benefits you would like to see in the coming year. Please share your ideas by giving the Chamber a call at 440.248.5080.

THANK YOU TO OUR VOLUNTEERS

A special thank you to everyone who helped make 2009 a success!

Ewa Antonczyk, Hampton Inn Solon
Ed Bayer, Swagelok
Hal Becker, The Becker Group
Mark Bednar, Nationwide Better Health
Jim Bialosky, Solon Benevolent Fund
Ken Bittner, SAECO-USA
Jim Bird, Bird Technologies Group
Sharon Brockman, Brockman & Godfrey Designs
James Brown, State Farm Insurance
Mary Jane Camarato, Steve's Sports
Barry Chesler, Chesler & Associates
Steve Chipchase, Keithley Instruments
Brad Cisar, Cisar Insurance
Chris Cmarik, EaseEmployment
Terri Criss, Kelly Services
Donna Doberstyn, Hampton Inn Solon
Susan Drotloff, Adecco
Chris Faulds, Keystone Rehabilitation
Micki Ferik, Special Delivery Gifts
Mike Foster, L'Oreal-USA
Mary Kay Gebler
Jaime Hart, Rudolph Libbe
Carol Hawkins, Hawkins Hearing Center
Leigh Herington, NOPEC
Harry Hunter, SS&G Financial Services
Ron Iaformaro, Steve's Sports
Stephen Jett, Taft Stettinius & Hollister

Joe Kelley, O'Brien & Nye Cartage
Jim Kelvington, Kelco Insurance
Jeanette Knauft, Ohio Commerce Bank
David Kondik, Kondik Advertising & Printing
Mike Kost, Kost Consulting
Lisa Kusner, Aurora Premium Outlets
Kim Lesch, Action Travel Center
Jim LeSeuer, Arabica of Solon
Jill London, The Club at Hillbrook
Tim Malarkey, TRM Consulting, Inc.
Todd Martin, CapitalWorks LLC
Stephen Matthews, National City Bank
Doris Mayer, The Growth Coach
Joe Mayer, The Growth Coach
Bill Mazur, Mazel Company
Nancy McArthur, Firefighters Community Credit Union
Sam Misseri, Air Force One
Darrin Moore, Central Payment Corporation
Diane Muha, Arrow/Power Signal
Josalyn Murray, Merrill Lynch
Doug Nelson, Lake Erie Monsters
Melissa Niosi
Marc Paige, APG Office Furnishings
Mayor Kevin Patton, City of Solon
Connie Pederi, Sievers Security

Robin Perfetto, Homewood Suites
Tori Phelps, Special Delivery Gifts
Francine Price, Strachan-Casale
Scott Pollock, Grantwood Golf Course
Laurence Powers, Powers Friedman Linn
Bella Rokhman, ABC International Employment Services
Barbara Root, ALG Computer Consulting
Judi Roth, CRSN, Inc.
Greg Rosenberg, Business Communication Solutions
Evan Ross, MRSC Insurance
Betsey Saffar, Easy Elegance Catering
Virginia Schmidt, Commtrol
Keith Schuster, EMI Insurance
Michelle Seeber, Felber & Felber Marketing
Tim Singer, Hy-Tek Integrated Systems
Surinder Singh, Huntington Bank
Lee Tillstrom, The Alliance Group
Ken Traum
Thea van Horn, Home Instead Senior Care
Barbara Vosmik, Homewood Suites
Tom Wasson, Wasson Insurance Agency
Chalana Williams, Third Federal Savings and Loan
Luci Workman, Park Place International
Eileen Zimmerman, Well Dressed Windows
and anyone else we forgot by mistake!



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Joan Wenk - President & CEO awarded the 2009 State of Ohio Entrepreneurial Award by the Small Business Administration

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A **3Chamber** Event
Aurora, Solon & Twinsburg present

“Becoming a Top Salesperson”

Easy steps you can take now!

A Half-Day Workshop with Nationally-Known Speaker HAL BECKER

Thursday, January 28, 2010

8:00 – 11:30 a.m.

Signature of Solon
39000 Signature Drive, Solon



Hal Becker

- Want to increase sales?
- Want to take your sales staff to a higher level?
- Learn qualities of a top salesperson.
- Learn the importance of asking questions, handling objections and being highly organized.

Power selling is the most highly charged comprehensive type of training your sales people will ever have. They will learn that to be the best takes an easy-to-follow system. Hal uses his own experience as Xerox's #1 salesperson, along with a 10-step common sense, back-to-basics approach to give them the tools they need to succeed. He has trained tens of thousands of salespeople on his "insiders" look at how to achieve sales success.

Hal Becker, an internationally known expert on sales, speaks to thousands of people each year. Hal has offered to provide this program to Chamber members at a dramatically reduced rate. This program is a must for any company dependent on sales for success.

FEE: \$35.00

Registration & Continental Breakfast available at 8:00 a.m.

Deadline for reservations is Monday, January 25, 2010

Prepaid reservations requested. Call the Chamber office 440 248-5080

fax – 440 248-9121 or email staff@solonchamber.com

Credit card payments accepted by telephone

\$5 late fee for reservations after deadline; no shows will be invoiced

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2 _____ 4 _____
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Email _____

Method of payment:

Check _____ (Please make check payable to Solon Chamber of Commerce)

Credit Card: MasterCard _____ Visa _____ American Express _____

Card Number _____ Expiration Date _____

Return payment with check to Solon Chamber, 33595 Bainbridge Rd. Solon, 44139

Credit card payments by telephone at 440 248-5080 or fax at 440 248-9121

JANUARY CALENDAR OF EVENTS

| SUN | MON | TUE | WED | THU | FRI | SAT |
|-----------|---|---|---|---|--|--|
| | | | | | 1 <i>Chamber office closed</i> | 2 |
| 3 | 4 | 5 | 6 | 7 Business Dev. Com. Mtg. Solon City Hall 8 a.m. | 8 | 9 Brd. of Dir. Retreat Hilton Garden Inn Twinsburg 8:15 a.m. |
| 10 | 11 | 12 | 13 Membership Com. Mtg. Hampton Inn 8:30 a.m. | 14 Board of Directors Mtg. Solon City Hall 8 a.m. | 15 | 16 |
| 17 | 18 <i>Newsletter Deadline</i> | 19 January Luncheon Mtg. Solon Com. Ctr. 11:45 a.m. | 20 | 21 Solon HR Roundtable CSU-East Ctr. 12 noon | 22 | 23 |
| 24 | 25 | 26 | 27 | 28 3Chamber Bus. Growth Sem. Signature of Solon 8:30 a.m. | 29 | 30 |
| 31 | | | | | | |

Solon Chamber of Commerce Mission

To serve as advocates for the business community by supporting and fostering vibrant economic growth.

MEMBER HIGHLIGHTS

We encourage you to do business with your fellow Chamber members. Each month we highlight a category of members that provide products or services. For more information on these companies and other companies, please visit our Chamber Online Business Directory on our website at www.solonchamber.com. Viewers can search by name, category or alphabetically to find information on the product or service they need. By supporting Chamber members you are supporting the local economy!

Dentists

Arnstine Orthodontics, Inc.
Cameron, David S.
DiBauda, Robert
Goodrich, Glenn C.
Levine, Martin J.
Myers, Gregory S.
Patton, David R.
Rose Dental
Silk, David G.
Solon Dental Excellence

Health Care Consultants/ Employment Benefits

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Healthy Solon
Kost Consulting
MemberHealth
National City Ins. Group
Nationwide Better Health
PK Benefits Group
Quality Benefits
Sirius Benefits

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Elite Business Services
Evans Printing Company
Graphco
Graphic Source Inc.
Kondik Advertising & Printing
Lasting Impression Direct
M. Rosenthal
The Source