



Mantua-Shalersville Area Chamber of Commerce

A Message from the President

The words to a Christmas song by the Trans-Siberian Orchestra go something like this:

*"If you want to arrange it
This world you can change it
If only we could make this Christmas thing last*

*By helping a neighbor
Even a stranger*

*To know who needs help,
you but only need ask!"*

At our last meeting Candy Young, who had asked "who needs help?" of 4Cs, asked the Chamber members and the community to "help a neighbor even a stranger" and did YOU ever!! Because of Candy's efforts, and the help of the whole community, over 100 children from needy families in the Crestwood district received a present from their neighbors for Christmas. Thank you Candy!! Thank you all!!

Please remember that 4Cs helps many of these needy families year 'round. WE need to "make this Christmas thing last"

You got involved. Please stay involved!!

Ed Kent



MARK YOUR CALENDAR

Wednesday, January 21 7:30 - 9:00 a.m.

Monthly Meeting at Mantua-Shalersville Fire Department

Featuring: Linda Yost of The Kent Regional Business Alliance, which offers a menu of services to help local small business owners to expand and grow their business. Learn how to access these services to accelerate the growth of your small business.
Also, Toby Weber from Portage County Red Cross.

Wednesday, February 17 7:30 - 9:00 a.m.

Monthly Meeting at Mantua-Shalersville Fire Department

Featuring: James Prout of Prout & Associates, recognized as an expert on NOACC benefits. Learn about low cost health care coverage and Workers Compensation premium reduction available to Chamber members.

NEWS BRIEFS

Headwaters Trail Expansion

Portage Park District received the Clean Ohio Trails Fund grant to continue Headwaters Trail between Asbury Road and State Route 700 in Hiram Township. The project includes acquisition of nine acres, design, and construction of one mile of new trail to connect the existing seven miles of trail which runs from Garrettsville to Mantua Village. The park district needs an additional \$14,000 to complete the project.

Winter Fun at Buchert Park

The Crestwood Lions club donated \$500 to Mantua Village for the purchase of a portable ice skating rink. The rink will be on the site of the volleyball court in Buchert Park and will be open to the public during daylight hours.

Portage County Real Heros

The American Red Cross, Portage Chapter, will be hosting their annual fund raising event, The Real Heroes Breakfast in March and plans are underway to solicit donations and nominate real heroes from the Portage area. Please watch your local newspaper for details or call the Red Cross Chapter at 330-296-9991 or call Joann Vance, Red Cross Board Member, at 330-527-2121.

Turkey Trot 2003

The Thanksgiving Day Turkey Trot at Advanced Rehabilitation & Health Specialists was a great way to burn off those calories and make room for turkey and stuffing! Bright and early on Thanksgiving morning; 57 walkers, joggers and trotters traveled down the Mantua Bike and Hike Trail behind McDonalds and Buchert Park to enjoy the beauty of the trail and the company of friends before heading off to their Thanksgiving gatherings. If you weren't able to attend the "Turkey Trot", but would like to "get in shape" over the holidays, Advanced Rehab is offering "work out" specials, so call or stop by...330-274-2747 or 4707 Mill St., Mantua.

Here Comes Santa Claus...right down Main Street

Fifty-plus children and their parents waited in anticipation as Santa rode into town on a Mantua-Shalersville Fire Department truck, followed by Mrs. Claus on one of Fall & Stebbin's wreckers. The parade stopped at the Mantua Village Mini Park next to Haylett's for a visit with the children. As the Crestwood High School choir entertained the crowd, guests enjoyed refreshments donated by Mantua McDonald's and Au Bon Pain located at the Turnpike plaza off Limeridge Road. Each child had the opportunity to visit with Mr. and Mrs. Claus.

Image is Everything

Successful companies know that the perception of customers is more important than anything else. It doesn't matter how wonderful your product or service is if customers perceive otherwise.

Like a successful company, our Chamber (and our business community) has an image to uphold. The Chamber's Communications Committee helps maintain that image. As a member of our business community, you create the substance for our "brand" by providing exceptional service, quality products, and a conducive business climate.

The Communications Committee educates others about what Chamber members have to offer and how the Chamber supports the area. While we don't have much control over whether or not the media picks up the stories we pitch to them or what twist they put on the stories they pursue, we have two communication tools that we DO control:

1) This newsletter. Why do we publish a newsletter? Image!

Communicating what is happening in our community and educating others about area businesses improves our image. We consistently receive positive feedback on our newsletter from other chambers and businesses in Northeast Ohio. These people did not know how much our area has to offer...until they began reading our Chamber newsletters.

You can enhance your company's image by contributing to the newsletter. Write a spotlight story about your business, highlight new products or services, or write an informational article about your industry in general. Newsletter contributions should be sent by the 15th of each month to mlbarnauskas@hallrich.net or fax 330-678-0801.

2) A website. Why are we working on a website? Image!

Providing one place for people to access all sorts of information about the area shows that our Chamber is a strong resource...and that the businesses in our community are significant.

Make sure the Chamber website portrays the proper image of your company. Complete the profile information to the right and forward it to ekent@middlefieldbank.com or fax 330-274-0883. Profiles received by January 31 will be included on the website for free. After January 31, a \$25 processing fee will be charged for adding a company profile to the website.

The Chamber exists to help your business thrive, while maintaining the charm of the Mantua-Shalersville area. The newsletter and website are our primary tools to educate others about your business.

Image is everything. Make use of the tools we provide to enhance your image.

Uniting Sister Cities

Mantua residents Hank and Mary Cabot's trip to Italy wouldn't be complete without a visit to the cities of Mantua and Ravenna.

In honor of our Chamber's first anniversary, the Cabots laid the groundwork for a relationship between the officials of Mantua, Italy and our own Mantua, Ohio. With the help of Paulette Nichols and other Chamber members, the Cabots presented the Deputy Mayor of Mantua, Italy with gifts including a key to the Village of Mantua, Ohio; pictures of our area; a book on the history of our area by Norm Park of the Historical Society; and Maple Syrup from Goodell Farms.

Despite the language barrier, within an hour of arriving in the city of Mantua, Italy (pronounced Man-too-Ah), the officials there pulled together a small press conference with the Deputy Mayor, a translator, the Cabots, and the media for a gift-exchange ceremony.

The Cabots returned with a coffee-table book about Mantua (also spelled and pronounced Mantova); maps of the city; a calendar with pictures of the walled city, surrounded by lakes; an emblem of the city; brochures; and a book about the other eight cities in the world named after Mantua, Italy, written in Mantua, Cuba (the Crestwood High Spanish club will translate). Thanks to the Cabots, the Mantua-Shalersville Chamber of Commerce now has an alliance with Mantua on the other side of the globe.



Example Business Profile for Chamber website.

Company Name:	XYZ Corp.
Location:	Corner of Smith & Main
Mailing Address:	111 Smith Ave.
Business Phone Number:	330-555-5555
Business Fax Number:	330-555-5511
Primary Business Contact:	Jan Xavier (i.e. who customers call)
Email Address:	jan.xyzcorp@mail.com
Chamber Contact:	Sam Jones (i.e. who attends meetings)
Chamber Contact Phone:	330-602-1111
Chamber Contact Email:	sam.xyzcorp@mail.com
25-Word Summary of Business:	Manufacture widgets, wadgets, and woogles for wholesale and retail sale. Custom designs and logo imprinting available. Free delivery in Portage County.
Link to Business Website:	www.xyzcorp.com

MEMBER SPOTLIGHT



What Lies Beneath

We're sitting on a natural resource that makes road and building construction affordable in Northeast Ohio. Extraction of sand and gravel is a key industry to our area. It induces many other industries that stimulate the economy. Think of all the truck drivers, repairmen, fuel suppliers, construction workers...and where they spend their money...restaurants, convenience stores, gas stations, banks...

Because transportation is the biggest factor in the price of aggregates, Portage County benefits from having an ample supply nearby. If not available in our area, the cost would triple. We would have to pay more in taxes or see fewer paved roads.

At the Chamber's November meeting, Larry Kotkowski of **Lakeside Sand & Gravel** explained the business that his family has operated since 1954. The family farmed before brothers Harry and Henry began extracting sand and gravel. Currently Larry, Alan, and Ronald own and operate the business, which is located in Shalersville Township.

The company has come a long way in 50 years. Shown below is the original dredger, used until the 1970's and recently restored, along with the dredger currently used. The new machine, running on two diesel engines, scoops up 10 tons of aggregate on each pass, from below 30-40 feet of water. Each scoop contains sand, stones, and rocks of all sizes. The product is loaded into a dump truck which holds 55-60 tons, then moved to a pile where it dries.

Large rocks are a popular item for landscaping, so they are kept intact, while smaller 4-5" rocks go to the jaw crusher to be broken into smaller pieces. Gravel less than 1.25" then goes to the wash plant, while rocks go to a second crusher. Soft rocks are pulverized into sand and shakers screen it. A sand classifier



separates different granule sizes so it can later be blended, according to computer specs, for the product it will become. For example, concrete and asphalt are made from different "recipes;" 85% of concrete is sand and gravel, while asphalt contains 95%. Among other products, Lakeside's 24 employees supply granite for road construction and the base for driveways; #57s (the most popular) for asphalt, driveways, and septic; and #8 pea gravel for the surface coat of asphalt.

The average home requires 106 ton of aggregate to build (homes with septic systems require twice that much or more). The average new school or hospital requires 15,000 ton. A 4-lane highway uses 85,000 ton per mile. Each day, Lakeside loads 100-150 trucks for delivery to construction sites throughout Northeast Ohio.

Even while extracting materials from the earth, sand and gravel companies work to reclaim the areas. Digging may occur on one side of a lake, while a bulldozer pushes overburden (dirt found just below top soil), preparing it to be graded and planted with grass and trees. The industry is carefully scrutinized by the Ohio Department of Natural Resources, which regulates digging and reclamation. In addition, mining companies must insure land at \$1000 per acre for reclamation of abandoned mines (usually coal mines).

The next time you get stuck behind a gravel truck when you're in a hurry or are delayed by road construction, think about all the work that went into producing the aggregate and how it ultimately makes our lives comfortable.

Soap Box Derby to Return

Joe Hull, the new President of the Portage County Soap Box Derby, visited the November Chamber meeting to present a plaque in appreciation of members' support during the 2003 season.



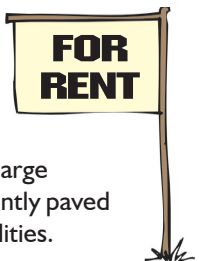
Once again, the Portage County race will be held on the High Street hill, near the Mantua Village police station. The date is set for Saturday, June 19, 2004. Volunteers and racers are needed. Watch for notices about workshops and events.

Hunger Never Takes a Holiday

This is the time of year that we think about giving to others. The 4Cs emergency food cupboard (Crestwood Community Care Coalition) gives all year long. Over 100 families in the Crestwood area receive food baskets for the holidays, but they also rely on the support of the 4Cs throughout the year. People are hungry every day of the year. You can help keep food on these families' tables by donating non-perishable food, paper goods, or money. (Keep in mind that the 4Cs can purchase food through the Akron-Canton Regional Foodbank at just 14¢ per pound!) Brown paper bags for packaging the food are always needed. Look for drop boxes at area merchants or call Pat Sargent at 330-274-2160 to donate or volunteer.

Available Property

1472 square foot multi-room commercial space with bathroom, AC, large overhead garage door, recently paved parking lot. \$600/mo. + utilities. 10710 Main St., Mantua. Contact Jim Oster at 330-274-2802.



Chamber Goals

- To advance the commercial, industrial, educational, agricultural, and civic interests of the area
- To work together to support and promote local businesses and their products
- To work with elected officials to promote proper planning and growth
- To support and work toward local harmony for the betterment of citizens and businesses in the Mantua-Shalersville Area

Whether you are a main-street merchant or a mom & pop business on a back road, you need the Chamber and the Chamber needs you!

For more information, contact any Chamber officer:

President:	Ed Kent, Middlefield Bank	330-274-0881	ekent@middlefieldbank.com
Vice President:	Paulette Nichols, Bank One	330-274-2257	pjmnichols@aol.com
Treasurer:	Cindy Janson, Pastimes	330-274-9002	past9002@aol.com
Co-Secretary:	Edie Benner, Advanced Rehab	330-274-2747	bennerek@aol.com
Co-Secretary:	Becky Newell, Benner Masonry	330-274-3238	bbjnewell@aol.com

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For Chamber information, contact Ed Kent at 330-274-0881 or ekent@middlefieldbank.com

For newsletter inquiries, contact Michelle Barnauskas at mlbarnauskas@hallrich.net 330-678-0684 x223

Welcome New Member:

Lakeside Sand & Gravel, Larry Kotkowski

“Man often becomes what he believes himself to be.
If I keep on saying to myself that I cannot do a certain thing,
it is possible that I may end by really becoming incapable of doing it.
On the contrary, if I have the belief that I can do it,
I shall surely acquire the capacity to do it even
if I may not have it at the beginning.”

Mahatma Gandhi

Mantua, OH 44255

PO Box 648

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