



# Chamber Connection

“Creating a Bright Future”

**Trotwood  
Chamber of Commerce**

**Volume 7 Issue 1  
January 2011**

Happy New Year! It is hard to believe that 2010 has come and gone so quickly. 2010 proved to be a very busy year for the Chamber. We had several functions throughout the year where members came together to network and learn new ideas. In September we had another successful golf outing at Moss Creek Golf Club and in November we held our annual dinner where we recognized five businesses for their contributions to the community and recognized Summit Towing as our Small Business of the year and Friendship Village and Golling’s Arena Dodge as our Large Businesses of the year. Congratulations and thanks for all that you do for our community!



Due to some conflicts with Board members I have agreed to stay on as President for 2011. Already the year is looking to be very busy. We are heavily involved in planning for our Business Expo & Showcase of Technology (BEST) event to be held May 5<sup>th</sup> at Dayton Hara Complex. This will be a one-day trade-show and symposium showcasing the region’s best green entrepreneurs, companies, technologies and products. This event will spotlight Trotwood and hopefully encourage out-of-town companies to locate in Trotwood. Please visit the Chamber’s website at [www.trotwoodchamber.org](http://www.trotwoodchamber.org) for details or contact Marie Battle at the Chamber office at 837-1484.

Speaking of the Chamber Office, did you know we have moved to the Friendship Village Campus? The address is 5790 Denlinger Rd. Suite 4011. An open house will be planned and I ask you to please stop by.

I believe that 2011 will be a good year for Trotwood and the economy in general. I have been involved with the City on various projects and they are working very hard to grow the City during difficult times. I have also worked with many business owners and residents of Trotwood in efforts to make our city a better place to live and work. If you are not involved I would ask you to get involved. The more people we have working together, the quicker we can make things happen. Should you have any comments or concerns please feel free to contact the Chamber at any time. Let’s all have a great and productive 2011.

*Gary Fischer*, President, Trotwood Chamber of Commerce

## **Save the Dates**

A network breakfast and open house is scheduled for Wednesday, February 23 from 8-9:30 a.m. at Friendship Village..breakfast is sponsored by Friendship Village. Toni Weideling, Executive Director, Southern Ohio Chamber Alliance (SOCA) will be in attendance and will make a brief presentation on the new benefits offered to Chamber members...call the Chamber at 837.1484 to make your reservation.

We are working with Northmont and Vandalia Chambers to present a workshop on the "Ten Keys to a Healthy Business," also included will be SOCA presenters presenting information on benefits provided to members. The workshop is scheduled for March 23 - Englewood Holiday Inn.

Small business workshop - April 7—Friendship Village— Scams/Fraud Business Expo & Showcase of Technology (B.E.S.T) May 5—Dayton Hara Complex

Get Connected Breakfast June 14

## **2010 Officers**

President  
Gary Fischer  
Liberty Savings Bank

President-Elect  
John Smith  
Trotwood-Madison City Schools

Vice President  
Jackie Brockman  
Trotwood YMCA

Secretary  
Sandra K. Allen  
Salem Woods Apartments

Treasurer  
Angel Heath  
Account Angel Bookkeeping

## **Board of Directors**

Dr. Karen Garner  
Summit Towing

Raymond Garner  
Ray Garner Realty

Loren Gross  
Salem Towing

Pam Hall  
Friendship Village

Bruce Kettelle  
Totally Trotwood

Pat Lodge  
United Theological Seminary

Michael Lucking  
City of Trotwood

Karen Wampler  
Hara Arena Complex

## **Executive Director**

Marie Battle

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Englewood Holiday-Inn  
Business Expo May 5  
Hara Arena Complex

# Chamber Connection



## The Miami Valley's B.E.S.T. Business Expo & Showcase of Technology Thursday, May 5, 2011 At-A-Glance

**What:** The Miami Valley's Business Expo & Showcase of Technology (B.E.S.T.) is a one-day trade-show and symposium showcasing the region's best green entrepreneurs, companies, technologies and products. The event will gather a regionally recognized keynote speaker, forums, demonstrations and dozens of exhibitors to inform and enlighten both industry leaders and the general public of the advancements being made in green energy and how those advancements can improve not only energy efficiency and the bottom line, but overall quality of life.

### Where

Dayton Hara Complex  
Conference Center, Silver & Ballarena  
1001 Shiloh Springs Road, Dayton OH 45415 /  
(937) 278-4776 / [www.haracomplex.com](http://www.haracomplex.com)

### When

Thursday, May 5, 2011  
businesses from 11:30 am to 7 pm;  
general public from 5 pm to 7 pm.

### Show Schedule

Exhibitors Set-Up 9 am to 11 am  
Keynote Luncheon 11:30 am to 12:30 pm  
Expo Open to Area Businesses 1 pm to 7 pm  
Expo Open to the General Public 5 pm to 7 pm  
Break-out Seminars To be announced  
Exhibitor Tear Down 7 pm to 8 pm

### Show Admission

General Business Admission \$20 each  
General Business Admission & 1 Keynote Luncheon Reservation \$49 each—Additional Keynote Luncheon Reservations \$20 each—Admission to the General Public (5 pm to 7 pm) \$ 5 each  
Student Admission (with valid student ID, 5 pm to 7 pm) Free

### Exhibitor Pricing

General Exhibitor Registration \$250 - if placed before 4/4/11 \$275 - if placed after 4/4/11  
(Each registration includes one luncheon buffet, additional reservations can be placed for \$20 each)

**Special Membership Opportunity**  
*Submit exhibitor application and check for \$250 before April 4, 2011 and receive a 1-year Trotwood Chamber of Commerce membership free!*

### Sponsorship Opportunities

\$5,000 2 Booth Spaces, 1 Break-out Session, Name & Logo on Advertising & Marketing (whenever possible), Registration & Keynote Luncheon for five (5).  
\$3,000 2 Booth Spaces, Mentions on Advertising, Registration & Keynote Luncheon for three (3).  
\$1,000 1 Booth Space, Mentions on Show Signage, Registration & Keynote Luncheon for two (2).  
Booth Space: Booth spaces are sold in 10 x 10 increments and include one 8 ft. draped table, an 8 ft. pipe & drape backdrop, two 3 ft. side rails & 110 electric. Those requesting additional space/electric, must submit their requests through Ms. Marie Battle at (937) 837-1484.

### Keynote Speaker & Seminar Schedule

To Be Announced

### Contacts

#### Information & Booth Space

Ms. Marie Battle, Trotwood Chamber  
(937) 837-1484

#### Facilities & Publicity

Ms. Karen Wampler, Hara Complex  
(937) 278-4776, ext. 220

#### Administration

Ms. Pam Hall, Friendship Village  
(937) 837-5581 ext. 269

#### Seminars & Keynote Speaker

Mr. David Swenson, EMTEC  
(937) 259-1365

#### Exhibits & Sponsors

Ms. Marie Battle, (937) 837-1484  
Mr. Gregg McGuire, (937) 383-4000

**For more information, visit the Chamber's Website at [www.trotwoodchamber.org](http://www.trotwoodchamber.org).**

**You may register on-line for this Expo by clicking the green light bulb and follow the prompts. All major credit cards are accepted with the exception of American Express.**

**This Expo is hosted by Emtec, City of Trotwood and Trotwood Chamber of Commerce.**



# Chamber Connection

## The ABC's of Safety

Gary W. Hanson, President of

### American Safety and Health Management Consultants, Inc.

When we start school one of the first things we are taught is our ABC's. They are the building blocks of our ability to read. Without learning our ABC's we are at an extreme disadvantage in life. The ABC's are so fundamental to learning that often when faced with learning new tasks, we are told it is as simple as ABC.

The same adage goes for safety. If you want to have a truly effective Safety Program you must know the ABC's of Safety. These are:

- |             |               |
|-------------|---------------|
| · Awareness | · Behavior    |
| · Attitude  | · Commitment  |
| · Belief    | · Consistency |

Each of the above are important elements and must be understood. Nothing gets invented, nothing gets developed and nothing gets improved unless someone first becomes Aware that something can, should and needs to be done. If a company is not aware that safety is an important management element, all too often little or no effort will be put into the Safety Program. Ask yourself this question, of the ten most important critical management elements necessary for the success of your company, where does safety rank? I often ask that question in the seminars. I do, unfortunately, all too often hear that safety didn't even make the top ten. Other times it is on the bottom part of the list. In these companies it is clear that they are not aware of the importance of safety. Those companies that are aware have safety near the top of the list.

The next element is Attitude. It is not simply enough to be aware that safety is important, a company must want to have a good Safety Program. I call this the want to attitude. In order for a company to want a good Safety Program they need to understand how a good Safety Program protects the most vital assets and directly contributes to the company's overall success, growth and profitability. The real value is in safety and is worth the effort.

Companies need to Believe in the importance of safety and their Safety Program. If not, the program will never be as effective as it should be. If it is perceived as an interference to production or sales by management many companies will not support safety wholeheartedly. The importance of safety has to be communicated on a regular basis and all levels of management held accountable for the company's safety effort.

Often when I talk to new companies about safety, their understanding relates to the various OSHA Standards. Yet safety is not a Technical Program, it is a Behavioral Program. In order for safety to truly be effective, it has to be totally engrained in the day to day work behavior of every employee. Every time an employee makes a decision affecting his/her safety, the safe right way should be the only decision they make. This will only happen if employees believe in your Safety Program and its importance.

Companies must be Committed to the Safety Program. It must start at the top, all levels must understand the commitment, sufficient resources, manpower and follow-up must be allocated as necessary. This commitment has to be so clear that there is never any doubt about it and what is expected.

Total Management Commitment is the most important element of any Safety Program. Without it, no Safety Program will be successful.

The last of the ABC's is Consistency. There must be Consistency with Intensity. All too often companies go on what I call a safety diet. Someone recognizes that the Safety Program needs to be improved or upgraded. A strong effort is made to turn the program around and for awhile the efforts are successful. Unfor-

tunately, all too often after a while that effort wanes and the success initially gained slips away. That is why consistency is required. Safety is not a project or program, but an ongoing never ending process. It has to be managed that way.

Remember the ABC's of Safety, they will make all the difference. If you have any safety questions or need any assistance with your program, please call American Safety & Health Management Consultants, Inc., at 1-800-356-1274.

### STEP 4—Communication

Ongoing and active communication is a key element in an effective safety program. All too often this is an area that is not utilized to its full potential. Employees are interested in how the company is doing from a safety standpoint.

They, also, have many good ideas that can help improve the overall company safety program. Many employees do not offer good ideas because they either do not believe they will be implemented or they are not comfortable in communicating these to their supervisors.

In order for communication to be successful, employees need to be made active participants. Communication needs to be encouraged and fostered. Employees need to be encouraged to inform you of safety related problems without fear of reprisal. These items should be addressed as soon as possible and the employee advised of the action taken. It is, also, extremely important that employees feel that they are being listened to and that their opinions matter. Ongoing communication methods should include the following:

#### Informal Personal Contact

This includes talking to employees on the floor at work on a regular basis about safety concerns. This should be done as managers or supervisors tour the work areas. Good ideas should be recognized and rewarded.

#### Open Door Policy

Inform employees that supervisors or the safety coordinator are available to confidentially discuss safety related items or concerns.

#### Monthly Safety Meetings

Safety meetings should be held on a regular basis. The meeting, number of employees in attendance, and subject discussed should be turned in to the safety coordinator.

The following tips are provided to assist in making the meetings successful:

1. Prepare for the meeting by reviewing the subject matter that is to be discussed in advance.
2. Gather your employees into a group so that you may be easily heard
3. Start on time
4. Give employees an opportunity to report safety concerns and give suggestions.
5. Report progress on correcting unsafe conditions previously reported.
6. Discuss all accidents and close calls experienced by the group. Determine how to prevent a recurrence.
7. Discuss the company's safety record - Good or Bad.
8. Plan the meeting to cover one pertinent topic.
9. Get the employees involved by asking questions. Use examples from your own experiences that relate to the subject matter.
10. The meeting should run about 10 minutes—more time if the subject warrants it.

#### Written Communication

This is an excellent method to keep employees advised of changes in the safety program, the company accident record, new programs or employee safety suggestions.

# Chamber Connection

*Our special thanks to the following businesses for renewing your membership for 2011, and we welcome New York Pizzeria our newest member:*

A Storage USA  
 Adams Auto Service  
 Boone's Power Equipment  
 Calvary Baptist Church  
 Dayton Hara Complex  
 Dayton Power & Light  
 Dayton Nutra Foods  
 Easter Seals Adult Day Services  
 Flash Quick Copy  
 Friendship Village  
 Gall & Gall

Gollings Arena Dodge  
 Gordon Food Services (GFS)  
 Gumps Law Offices  
 H. H. Roberts Mortuary  
 Heard Management  
 J. W. Devers & Son  
 Korrek Plumbing  
 Liberty Savings Bank  
 Life of Riley Landscape  
 Logan Services  
 Maria Joseph Living Care Center  
 M&H Service Center  
 MVCTC  
 New York Pizzeria (new member)  
 Rogers' Funeral Home  
 Salem Bend Condominium  
 Salem Towing

Shiloh Springs Store & Loc  
 Sir Handy Improvement  
 Slemker Auto Care  
 Southern Ornamental Iron  
 Summit Towing  
 The Veranda Banquet Hall  
 Trotwood-Madison City Schools  
 Trotwood-Madison Historical Society  
 Trotwood Rotary  
 Wolf Creek Company  
 Wurst Family Limited

## *Flash Quick Copy*



We Copy Up a Storm!  
 2572 Shiloh Springs Road  
 Trotwood OH 45426  
 Ph: 937.854.5648  
 Fax: 937.854.7006

## *Summit Towing, Inc.*



Over 65 Years in Dayton  
 4164 Gardendale Avenue  
 Dayton OH 45427  
 Ph: 937.268-6100  
 Fax: 937.268.0277



**Adrienne L. Heard, MBA, CBA**

**HEARD MANAGEMENT**  
 "Helping Entrepreneurs Succeed"

Certified Business Advisor  
 4444 Lake Center Dr., Suite 201  
 P. O. Box 26384  
 Trotwood OH 45426  
 Email: [alheard@heardmgt.com](mailto:alheard@heardmgt.com)

Ph: 937.837.5273  
 Fax: 937.854.4342

## *Life of Riley Landscape Services*



8089 Little Richmond Road  
 Trotwood OH 45426  
 Ph. 937.854.4433  
 Fax: 937.854.3525

**Trotwood Chamber of Commerce**  
 P. O. Box 26507  
 Trotwood OH 45426  
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