



# MEMBER CONNECTION

January  
2009

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## BLUE RIBBON BUSINESS OF THE MONTH PROGRAM SUCCESSFULLY LAUNCHES



Membership Committee persons **Stephanie Ogan and Michael Thompson (both of Ponderosa)** recently awarded the first Business of the Month designation to **Education for Conflict Resolution, Inc (ECR)** is one of the Midwest's leading conflict resolution and training centers, providing interpersonal and organizational consultation and mediation, as well as conflict education/workshops for schools, agencies, businesses, churches and community groups.

ECR is a not-for-profit agency with its headquarters in North Manchester, Indiana. ECR serves the State of Indiana and beyond with **on-site workshop and training services**. Since 1988, ECR staff and consultants have led hundreds of workshops throughout the area. ECR also provides **mediation services** for Wabash, Huntington, and Kosciusko counties as well as other counties upon request. Contact Executive Director Andrew Duffy for more information at:



**Location: 603 Bond St.  
Mail to: PO Box 275  
North Manchester, IN 46962  
Phone: (260) 982-4621  
Toll Free: (877) 982-4327  
[www.workitout.org](http://www.workitout.org)**

**The Blue Ribbon Business of the Month Program** was launched to bring awareness to our Chamber member businesses and the goods/services they provide to the area. All Chamber member names have been put into a box and each month at the Membership Committee meeting, a new name will be drawn and that member will be recognized and spotlighted in the Chamber newsletter, on the website (thank-you **Visionary Web**) and through local media. The Wabash County Chamber of Commerce is dedicated to business promotion, retention and growth of our community and will continue to encourage local shopping for services and products.

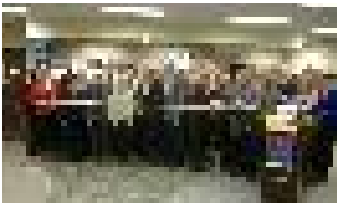
**Membership Committee members include:** Mark Sapusek (Visionary Web), Chair; Deb VanMeter, (Huntington EXCEL) Co-Chair; Jennifer Southers (Crossroads Bank); Stephanie Ogan and Michael Thompson (Ponderosa), Rachel Cruz (Wabash Co. REMC); Pravina Patel (Knights Inn) and Diane Morris (Borders & Beyond).



Please route this newsletter to the other staff in your business to keep them up-to-date on services, functions and programs available to all employees of our member companies!

**Congratulations to Kristi Lundquist of Lundquist Appraisals & Real Estate** who has been awarded the SRA designation by the Appraisal Institute. To obtain this designation Kristi had to complete graduate-level curriculum, which included writing a demonstration appraisal report or alternative and attaining 2,000 hours of qualifying experience requirements. SRAs are recognized nationwide as experts in appraising residential properties of all kinds and form a business network encompassing markets nationwide. Currently about 4,200 real estate appraisal professionals hold the SRA designation. Kristi may be contacted at [kd.lundquist@verizon.net](mailto:kd.lundquist@verizon.net) or visit her at 28 E. Hill St. or telephone (260)563-2812.

**Thermafiber** welcomes Kevin Heinert as Technical Services Engineer. Kevin joins Thermafiber after working the past several years in Grand Rapids, MI. A graduate of Valparaiso University, Kevin will work closely with architects, specifiers, code officials and customers to keep Thermafiber insulation products the premier brand. **Did you know?** **Thermafiber** supplied insulation to the tallest building in the world, the Burj Dubai, in the United Arab Emirates. As of 12/30/08, the building had reached a height of 780 meters, dwarfing the previous record holders (i.e. Taipei 101 at 508m, Petronas Towers at 452m, and the Sears Tower at 442.2m – buildings that also include Thermafiber insulation). To find out more about Thermafiber, visit their website at [www.thermafiber.com](http://www.thermafiber.com) or call Ph: (260)563-2111.



Check out the newest branch of Chamber Gold Member **Beacon Credit Union**. Located at 100 Wedcor Ave., Wabash, your Chamber was pleased to participate in the December 15<sup>th</sup> Ribbon Cutting. Stop by and congratulate Branch Manager Nathan Hastings and his staff. Nathan may be contacted by calling (260)563-7443 or email [NHastings@beaconcu.org](mailto:NHastings@beaconcu.org).

**Wabash Friends Counseling Center** announces their next Leadership Luncheon on WEDNESDAY, JANUARY 13<sup>th</sup>--Please note the change in day from Thursday. The luncheon will be from Noon to 1pm, in the Fellowship Hall at the Wabash Friends Church (3563 S. SR 13, Wabash). This session is entitled **Being a Leader Whom People Want to Follow** by Dr. John Townsend, psychologist, best-selling author of 20 books, international speaker, and business consultant. **Registration:** \$20.00 non-refundable registration fee per workshop. A light lunch is provided. Email Scott Makin at [scott@wabashfriends.org](mailto:scott@wabashfriends.org) to register.

**Kids Kampus** Child Care Center of Huntington is partnering with McDonald's of Huntington to hold a McDonald's benefit night on Thursday, January 22<sup>nd</sup> from 5:00 P.M. until 8:00 P.M. at the Huntington McDonald's located at 60 Home Street in Huntington. 20% of the total sales collected will go directly towards Kids Kampus. Kids Kampus volunteers will be working the cash register, preparing food, taking orders and bussing tables. To find out more information, please call Kids Kampus at (260) 356-0123, or contact Kids Kampus via e-mail at [vkorreck@pathfinderservices.org](mailto:vkorreck@pathfinderservices.org)

**Northern Indiana Public Service Company (NIPSCO)** announced that its recently purchased Sugar Creek electric generating plant is available to provide service to NIPSCO customers. The announcement is a result of NIPSCO's negotiation of an arrangement to dispatch Sugar Creek into the Midwest

Independent Transmission System Operator, Inc. (Midwest ISO) beginning December 1, 2008. NIPSCO is a member of the Midwest ISO, and it is the regional transmission organization that serves 11 Midwest states, including Indiana. "We are delighted to bring Sugar Creek into the Midwest ISO to serve our customers sooner than initially expected," Eileen O'Neill Odum, Group CEO for Northern Indiana Energy (NIE), said. "With the immediate need for additional capacity in our service territory, the addition of Sugar Creek to our generating portfolio in Midwest ISO is a positive move for our customers. Besides being a cost-effective option, Sugar Creek also uses combined cycle natural gas technology, considered to be one of the best environmental options for power generation."

Dan Gray, **Wabash County Tobacco Free Coalition** Coordinator, has announced that Wabash County resident Nycole Johnson has won Grand Prize in the 'Quit 2 Win" Contest. Nycole made the commitment to quit smoking at the Wabash County Fair this past summer. Her name was drawn from over 7,000 entrants in the contest and she was then tested to determine that she had indeed quit smoking. For her efforts Nycole won \$2,500 and a pair of tickets to an Indiana Colts game. Our congratulations to Nycole and the efforts of the Tobacco Coalition.

**Greg McConahay, Independent Herbalife Distributor**, announces that he will be hosting a "Biggest Weight Losers" challenge beginning January 26, 5:30 p.m., in the Chamber Public Meeting Room. This 12-week program will promote proper nutrition, food choices, and encourage exercise while participants receive personalized weekly coaching. The entry fee is \$29 and will be paid out in cash prizes to the winners. Pre-register by calling 260.454.0699 or email Greg at [gmcconahay@hotmail.com](mailto:gmcconahay@hotmail.com), for more information.

**Upcoming Events at the Honeywell Center**

WVMA presents <i>Hairspray</i>	Thurs., Jan. 8, 2009	7:30pm
Eagle Outdoor welcomes <i>Bob The Builder Live!</i>	Wed., Jan. 14, 2009	7:30 pm
<i>Harness Family Band</i>	Sat., Jan. 17, 2009	7:30 pm
Honeywell Center Educational Outreach presents <i>Mad Science CSI: Live</i>	Thurs., Jan. 22	10 am & 12 pm,
WBCL welcomes <i>Mark Lowry "Be the Miracle" Tour</i>	Fri., Jan. 30	7:30 pm.

**WELCOME YOUR NEW MEMBERSHIP SERVICES COORDINATOR**



With the growth in membership and programming at an all time high, your Chamber has hired Ms. Chasity (Warnock) Milliner as its new Membership Services Coordinator. She will be located at the front office and will be handling your membership services and requests, and assisting with all member events.

Chasity is a 2003 graduate of Southwood High School and will soon complete her degree in Business Administration. She had been living, working and attending college in Indianapolis, but recently married and moved back home to Wabash. We are pleased that Chasity has decided to bring her skills here, and truly welcome her to the Wabash business community.

Chasity is married to another Southwood graduate, Tim Milliner, and they enjoy the antics and affection of their family "mutt" (the most loveable of all dog breeds), Allie. Chasity also enjoys playing basketball and swimming, and is a true Colts fan. When asked why she decided to return to Wabash, Chasity replied, "People are nice here. Tim and I wanted to be close to our family and friends and start our life together in the embrace of our hometown. We like the small town atmosphere." So, please, continue to welcome Chasity as she gets out and about and you have the opportunity to meet her at our many Chamber events.



# **EXPANDED HOME & BUSINESS EXPO 2009 – FEBRUARY 28-MARCH 1**

The Wabash County Chamber of Commerce EXPO Committee is proud to announce “The Greatest Show on Earth” is coming to the Honeywell Center, this coming February! This year’s expanded venue will allow for a food court, more interactive presentations, expanded booth opportunities, and a special Vendor Only Networking Dinner Event, sponsored by **First Farmers Bank & Trust**, on Saturday evening. Exceptional dining, cash bar and entertainment will be enjoyed by each expo participating vendor!

Take advantage of this opportunity to showcase your business’ products and services. To receive an information packet or find out about additional marketing opportunities, visit our web site [www.wabashchamber.org](http://www.wabashchamber.org) (just click on the top banner), call Beth Miller at 260.563.1168 or email [info@wabashchamber.org](mailto:info@wabashchamber.org).



## **New Hoosier Hot 50 Jobs Released**

The Indiana Department of Workforce Development has unveiled its third installment of the Hoosier Hot 50 Jobs. A list of the most in demand positions has been sent to education, work force and economic development officials and posted in each of the department’s 26 WorkOne Centers and across the state. Computer software engineers, computer systems analysts and dental hygienists are among the top occupations projected to grow strongly.

**Hoosier Hot 50 Jobs Data may be found at:** <http://www.in.gov/dwd/2383.htm>



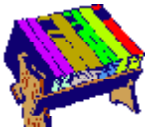
## **YPN News Update!** by Lindsey Beverly

Thanks to your help, the **Young Professionals Network of Wabash County** is off to a terrific start! Along with Chamber liaisons Mark Sapusek and Rachel Cruz, the YPN’s five-member board has been using every opportunity to spread the word about the County’s newest organization. The YPN took part in the Chamber’s BBH in December, and gained several new members and drew the interest of a potential sponsor. More recently, YPN board members helped with Big R’s pre-holiday sale by wrapping gifts for last minute Christmas shoppers. In addition to these events, the YPN has been making its way around the County for its monthly mixers, giving its growing membership a chance to meet and greet, network and have fun, all at the same time!

Now that the YPN has gotten its feet wet in 2008, we have big ideas for 2009. Plans are in the making for a kick-off event featuring Wabash native and comedian Michael Palascak! Details for this event are soon to come. You’ll also see the YPN at the Chamber’s 2009 Home & Business Expo at the Honeywell Center. For more information on upcoming events or how to become involved with the YPN, visit our website at <http://www.wabashchamber.org/ypn/home.php>. This site will also provide information on how you or someone you know can become a YPN member, sponsor or where to join us for our next mixer to learn more about this dynamic group.

The YPN, which was formed to enhance Wabash County through community networking, projects and youth development, continues to need your help in encouraging “brain gain” in Wabash County. If you know of a local business that would be interested in providing internship opportunities for college students, or have an idea for a community focused event that you’d like the YPN involved in, please contact us via our website.

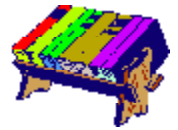
A special thanks goes out to our sponsors: Beacon Credit Union; City of Wabash; Economic Development Group of Wabash County, Inc.; Wabash County REMC, Big R and Tiede, Metz & Downs. Thank you for your continued support!



## FROM THE LIBRARY

BY

Ware Wimberly, Director



As 2008 concludes, the Library faces many challenges and opportunities in 2009. On such opportunity occurs on May 1<sup>st</sup>. On that Friday, the Library is hosting over 100 visitors to Wabash for a day long library conference. We hope that this visit will spur interest from conference participants to visit and spend tourist dollars frequently in Wabash and the surrounding area in the future.

In these economic times, many businesses are facing financial uncertainty. The Library has some new library resources (published in 2008) that might be useful to you and your business. The books with a short description of each are as follows:

**Carroll, Paul B. and Chunka Mui. Billion Dollar Lessons: What You can Learn from the most Inexcusable business failures in the last 25 years. New York: Portfolio, 2008.**

*Description:* Based on research in more than 750 business failures, the authors reveal misguided tactics that mire companies and what lessons businesses can use to succeed.

**Howe, Jeff. Crowdsourcing: Why the Power of the Crowd is driving the future of Business. New York: Crown Business, 2008**

*Description:* Jeff Howe discuss the concept of crowdsourcing and its increasing influence on the future of businesses.

**Lindstorm, Martin. Buyology: Truth and Lies about why we buy. New York: Doubleday, 2008**

*Description:* What is the psychology of today's consumer? Based on ground-breaking neuromarketing research, the author discusses the subconscious aspect on what we buy.

We thank again for your support and usage of the Wabash Carnegie Public Library in 2008 and beyond. As always, if I or the Library can be of any assistance, please let me know at (260) 563-2072 or [warew@wabash.lib.in.us](mailto:warew@wabash.lib.in.us)

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## FROM THE INDIANA STATE DEPARTMENT OF AGRICULTURE

*Randy Curlless forwarded the following information from Amy Eizinger-Ott of the IN Dept. of Agriculture. Thanks, Randy! Editor*

**Regarding the Value Added Producers Grant:** These grants may be used for planning activities and for working capital for marketing value-added agricultural products and for farm-based renewable energy. Please also keep in mind that if anyone is interested in this grant or others, the National Pork Board also has great resources available to producers who are applying for grants.

USDA's-Value Added Producers Grant recently opened. This grant is open to independent producers of ag commodities, ag producer groups, farmer and rancher coops. Funds can be used to develop strategies to create marketing opportunities and develop business plans for viable marketing opportunities. This is a matching grant and applications are due March 31, 2008.

Additional information may be found at <http://www.rurdev.usda.gov/rbs/coops/vadg.htm>

Please let Amy know if you are aware of any producers who would be interested in applying. Amy Eizinger-Ott, Grants Coordinator, Indiana State Department of Agriculture, 101 W. Ohio St., Suite 1200, Indianapolis, IN. 46204. Tel. 317-234-5263.

# TAKE ADVANTAGE OF CHAMBER SMALL BUSINESS RESOURCES TO KEEP YOUR BUSINESS STRONG

Last Fall the Chamber was pleased to announce its realignment with the **SBDC of Northeast Indiana**. **Ken McCrory and Scott Goscowics** are the representatives serving our members in the Wabash Chamber Office. They come equipped with excellent business skills, knowledge and resources to assist your business in being successful. Cash flow analysis, business development, marketing research, and ongoing, personal counseling are available as a benefit to our members. **THERE IS NO FEE FOR THIS SERVICE.** Whether you are looking to develop a new market, product, upgrade your business plan or improving customer service, etc., these counselors are here to assist you and your business. They are located with IPFW and the Innovation Center in Ft. Wayne, but serve Wabash weekly, by appointment. Call the office to schedule your appointment—you owe it to you and your business to take advantage of this great Chamber membership benefit. If you are not available to come in on the pre-set days listed below, we are happy to accommodate your needs.



January Dates: 6<sup>th</sup>, 13<sup>th</sup>, 22<sup>nd</sup> and 27<sup>th</sup>.

**ATTENTION ENTREPRENEURS:** There will be a LAUNCHING YOUR SMALL BUSINESS workshop from 11:00 a.m. – 1:00 p.m. on January 23. This monthly 2-hr. workshop is designed for individuals who want to open a business. The objective is to provide an overview of the critical elements to consider when evaluating the viability of a proposed venture. The format of the workshop is lecture-based with participatory exercises/activities. Emphasis will be placed on the Entrepreneurship Development Program and its benefits including the Capital Access Program. Topics include:

- Individual assessment – are you ready to own a business?
- Defining and assessing the business idea
- Rudiments of and the reason for a business plan
- Regulatory requirements for operating a business
- Marketing preparation
- Legal Issues – Entities, Regulations and more
- Types of financing and strategies.

This workshop includes handouts and web-based software that evaluates the feasibility of a business idea.

On February 19, there will be a seminar entitled FUNDING OPTIONS AND FINANCIAL LITERACY FOR SMALL BUSINESS. This two-hour seminar will introduce funding sources including commercial lending, SBA, state, regional, and local programs. This is a great opportunity for individuals starting a business as well as existing business owners who are investigating revenue options. In addition, participants will learn some of the strategies to consider in the lending process and the importance of understanding basic financial terminology and concepts. Topics include:

- Understanding basic financial terms and considerations
- The reality of grants, loans, and investors
- What commercial lenders expect
- Determining the amount of money needed
- Finding the money

# MEMBERSHIP UPCOMING EVENTS

By

Chasity Milliner, Membership Services Coordinator

## Lunch & Learn - Tech Messaging Tips & Tricks of Cells/Emails/Blackberries

Thursday, January 8, 2009 12:00 pm – 1:00 pm at the Wabash Chamber of Commerce

Sponsored by the Wabash County Hospital

Don Swetnam, of WPI Cellular will be teaching us how easy it can be to use all the hidden functions of our cell phones.

## New Member Orientation Luncheon

Wednesday, January 14, 2008 11:30 am – 1:00 pm at the Wabash Chamber of Commerce - Sponsored by Crossroads Bank

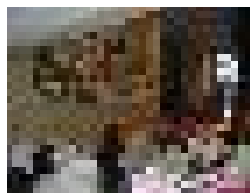
This luncheon is an informal way to meet other chamber members and your chamber staff. Also it is a great way to learn about Chamber benefits and opportunities for your business, and learn from other businesses how they best utilize their membership and what it has meant to them.

**State of the City/County Address** – February 5 - Luncheon Address by Wabash Mayor Robert Vanlandingham, and County Commissioner Brian Haupert. Our county government officials will provide an overview of 2008 accomplishments and goals for 2009. Make your reservations today!

### IMPORTANT CHANGE:

The **Tax Media Update Workshop** has been changed! It will now be held on March 5, from 8 a.m. – 12 noon, here at the Chamber. Cost will be \$60. More details will be announced in the near future.

## Business Before Hours



The next **Business Before Hours** will be February 11, 7:00 a.m., at the Honeywell Center, 275 W. Market St., Wabash.

Business Sponsors are **Manchester College Internship Program, FAME Festival, Peabody Retirement community, Peebles Realty and Wells Fargo Bank.** The emcee will be **Sharon Yohe, Yohe Realty.** To make reservations call the Chamber at 260.563.1168, email [beth@wabashchamber.org](mailto:beth@wabashchamber.org) or visit our web site at [www.wabashchamber.org](http://www.wabashchamber.org).

## BUSINESS AFTER Hours

The next Business After Hours is scheduled for January 21, 4:30 - 6:30 p.m. The sponsors will be **Wabash County Solid Waste Management District.** Please plan to visit their 1101 Manchester Avenue location between 4:30 and 6:30 p.m. Don't miss this opportunity to tour this expanded and renovated facility and network with their staff and other business people.



Business After Hours has been a very popular event. Those businesses who have sponsored a BAH have been very pleased with the number of visitors to their facilities. If you would like to sponsor a BAH, please call the Chamber office, 260.563.1168. We are now booking for 2010.

## BOARD MEMBERS

2008-2009

Trisha Metzger, Chair  
Crossroads Bank  
Rob Pearson, Chair Elect  
Wabash County REMC  
Mark Sapusek, Vice Chair  
Visionary Web/Computers  
Doug Mays, Treasurer  
Thermafiber  
Brian Campbell  
Randall Miller & Associates  
Andy Eads, Past Chair  
Huntington Herald Press  
Kimberly Pinkerton, President  
Chamber of Commerce

Celia Briggs  
Wabash City Schools  
Deborah VanMeter  
Huntington University Excel  
Lance Agness  
Ford Meter Box Company  
Skip Daughtry  
Beauchamp & McSpadden  
Chris Goff  
Judge, Superior Court  
Phil Brown  
Alumitech  
Diane Morris  
Borders & Beyond  
Larry Hoover  
Quality Electric  
Lindsay Barnett  
Midwest Eye Consultants  
Matt Mize  
Tiede, Metz & Downs  
Marlea Dale  
Northwestern Mutual Ins.  
Marilyn Custer-Mitchell  
Wabash County Hospital  
Brad Thurmond  
Ivy Tech Community College

## Upcoming Events



January 8	12:00 - 1:00 p.m.	Lunch & Learn Seminar Chamber Conference Room
January 14	11:30 a.m. - 1:00 p.m.	New Member Luncheon Chamber Conference Room
January 21	4:30 - 6:30 p.m.	Business After Hours Wabash Co. Solid Waste Mgt. Dist. 1101 Manchester Avenue
February 5	11:30 a.m. - 1:00 p.m.	State of the City/County Honeywell Center
February 11	7:00 - 8:30 a.m.	Business Before Hours Honeywell Center
February 28 & March 1		EXPO Honeywell Center

# GOLD MEMBERS

We thank and salute those member businesses who carry GOLD LEVEL status:

**Beacon Credit Union  
Pettit Printing, Inc.  
Crossroads Bank  
Richard Ford  
Bulldog Battery  
Wells Fargo Bank  
Miller's Merry Manor  
First Merchants Bank  
Ford Meter Box Co., Inc.  
First Farmers Bank & Trust  
Kirtlan Automotive Machine & Repair, Inc.  
Physician's Health Plan of Northern Indiana, Inc.  
Dr. James Ford Historic Home  
K & R Office Supply, Inc.  
Indiana American Water Company  
Mutual Federal Savings Bank  
Duke Energy  
Cornerstone Furniture**



Any Wabash County Chamber Member can elevate their membership status to Gold Level by investing an additional \$500 above their regular membership investment. In addition to having their company acknowledged at Chamber events and in publications, Gold Level Members receive \$100 in Chamber Bucks and receive a free large rotating banner ad on the Chamber website.



Wabash County Chamber of Commerce  
presents



# Business After Hours



**1101 Manchester Avenue, Wabash**



**January 21, 2009  
4:30 - 6:30 p.m.**



**Check out their  
expanded and  
renovated facility!**

- u Great Networking Opportunity
- u Refreshments
- u Tours
- u No Charge

To make your reservation contact the Chamber at 260.563.1168,  
Fax: 260.563.6920 or email [beth@wabashchamber.org](mailto:beth@wabashchamber.org)

**Reservations Requested**



# Wabash County Tobacco Free Coalition

January, 2009

111 South Wabash Street  
Wabash, Indiana 46992

[tobaccofreewabash@hotmail.com](mailto:tobaccofreewabash@hotmail.com)

Daniel Gray  
Wabash County  
Coordinator

563 - 7727

[tobaccofreewabash.com](http://tobaccofreewabash.com)

*A Wabash County Youth  
Service Bureau Program,  
United Fund Agency*



**MAKING THE BUSINESS COMMUNITY MORE AWARE**

## A Healthy Workforce: Three Key Smoke-Free Initiatives

1. Use your company's health plan to help employees and their families quit using tobacco.
2. Invest in your workforce by providing effective tobacco treatment options.
3. Implement and maintain smoke-free workplace policies and other initiatives.

Develop a strategy based on an understanding of tobacco use as an addiction. Avoid an approach that stigmatizes smokers. Many smokers require multiple attempts before they are successful in overcoming their addiction. An estimated seventy percent of smokers want to quit.<sup>18</sup> The workplace should be a place that supports this challenging process.

Measures of success? Over time, employers should experience long-term outcomes such as:

- Reduced number of employees who smoke;
- Reduced absenteeism;
- Reduced health care costs; and
- Reduced maintenance costs.

18. Centers for Disease Control and Prevention. MMWR - Cigarette Smoking Among Adults—United States, 2000. Morbidity and Mortality Weekly Report 2002;51(29):642–645. Available at <http://www.cdc.gov/mmwr/PDF/wk/mm5129.pdf>.

Paying for an employee's tobacco cessation treatment provides more return on investment than any other adult treatment or prevention benefit.



*National Business Group on Health, Center for Prevention and Health Services. Issue Brief, 2003*

Call Dan Gray at [Wabash County Tobacco Free Coalition](http://Wabash County Tobacco Free Coalition) for **FREE** help. We can provide you with the help needed to become smoke-free; if you are not already there, and we can provide you with **FREE** Cessation help. **CALL TODAY!**



## What is Secondhand Smoke?

Secondhand smoke, also known as involuntary smoking or passive smoking, is a mixture of the smoke given off by the burning end of a cigarette, pipe, or cigar, and the smoke exhaled from the lungs of smokers. When a cigarette is burning on its own it burns at a lower rate causing incomplete combustion and dirtier smoke than the mainstream smoke a smoker inhales. Also secondhand smoke is not filtered like most cigarettes so none of the chemicals levels are reduced.

### Secondhand Smoke

#### Contains 4,000 Chemicals.

250 of these chemicals are poisonous, 43 have been shown to cause cancer, and a majority are respiratory irritants. It has been classified as a Group A Carcinogen by the Environmental Protection Agency. This is a rating reserved for only the most potent cancer-causing agents such as benzene and arsenic; both of which are found in secondhand smoke.

#### Some Chemicals found in Secondhand Smoke.

Polonium-210 Power in space satellites  
Benzo[a]pyrene Motor vehicle exhaust  
Hydrazine Rocket fuel  
1,3 butadiene Found in gasoline  
Benzene Found in crude oil  
N-nitrosopyrrolidine Found in pesticides  
Nickel Used in batteries  
Aniline Used in lacquers and wood stains  
2-Naphthylamine Used in dyes  
4-Aminobiphenyl Rubber antioxidant  
Nicotine Insecticide/addictive drug  
Cresol Industrial adhesives  
Pyrene A main constituent of coal tar  
DDT A banned pesticide  
Carbon Monoxide Car exhaust fumes  
Ammonia Toilet bowl cleaner  
Hydrogen Cyanide A fumigation poison  
Acetone Fingernail polish remover  
Methanol Rocket fuel  
Formaldehyde Embalming fluid  
Butane Cigarette lighter fluid  
Naphthalene Moth balls  
Nitrobenzene Gasoline additive  
Arsenic Rat poison  
Cadmium Found in batteries  
Toluene Industrial solvent  
Isoprene Tire rubber

[www.WhiteLies.tv](http://www.WhiteLies.tv)

## FREE PAY CHECK STUFFERS

Are available.

All you need to do is make a request with the amount needed.

GET FREE HELP TO QUIT SMOKING!

INDIANA TOBACCO QUITLINE

1-800-QUIT-NOW

WE'LL SHOW YOU HOW

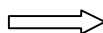
GET FREE HELP TO QUIT SMOKING!

The Indiana Tobacco Quitline is a FREE telephone-based program for smokers and tobacco users who want to quit.

Call 1-800-QUIT NOW anytime from 8 am to midnight, 7 days-a-week for help and support. A trained quit coach will help you design a personalized quit plan.

Services are available in English and Spanish with translation services offered for other languages.

Sample Copy



## COSTS OF SECONDHAND SMOKE

- } Responsible for 3,000 lung cancer deaths/yr in nonsmoking adults.
- } 3rd leading cause of preventable death in the U.S., after active smoking and alcohol use, with an estimated 53,000 deaths annually.
- } Workers exposed to secondhand smoke are 34% more likely to get lung cancer.
- } Estimated 37,000 heart disease deaths/yr in nonsmokers due to secondhand smoke.

### Indiana Campaign for Smokefree Air: Promotes smokefree environment in all workplaces

The recently formed Indiana Campaign for Smokefree Air (ICSA) is working on legislation to ensure a smokefree indoor air environment in all workplaces in Indiana, including restaurants, bars and casinos. If you did not receive your resolution to sign, call to have the resolution faxed or sent to you for your signature. **YOUR RESPONSE IS IMPORTANT!!**