

Cranston Chamber News

A publication of the Cranston Chamber of Commerce



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IN THIS ISSUE:

- Page 2
Real World Day at Cranston West High School
- Page 3
Mayor Laffey's letter
- Page 4
Hindle Named SBA "Champion of the Year"
- Page 5
Webster Bank expands management team
- Page 6
Kaplan promoted to at RIEDC
- Page 7
Meet the Chambers newest members
- Page 8
Calendar of upcoming events
- Page 10
Suicide Prevention Foundation seeks volunteers
- Page 11
Women Entrepreneurs steadily increasing
- Page 12
Export requirements may not be widely known
- Page 13
Here comes Spring...allergies too!
- Page 14
CranstonArc's 12th annual golf tournament

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Global Issues for Business

By Dennis McCarthy

If cash is King, then what's information - Queen? Sure, there's plenty of information available to global executives, but finding the intelligence that is right for you is daunting. We, at the John H. Chafee Center for International Business, at Bryant University are experts at collecting, analyzing and disseminating international trade data. This article is the first in a series of Chamber newsletter articles designed to feature dynamic global issues that may impact your business.

Popular demand could influence which stories we write, but initially we'll focus on areas that seem to be of particular interest to our clients. Supply chain management, trade agreements and export compliance all present challenges that must be managed and factored into business decisions. Let's look briefly at some of these, and then we'll go into detail as the series unfolds.

Export Compliance

Does the name Bill Higgins ring a bell? If your export documents are out of order, then you may meet Bill, the local ranger from the Bureau of Industry and Security Export Enforcement program. Global terrorism has led the U.S. government to aggressively enforce export controls. We do not want to scare you, but a single documentation mistake will cost you \$12,000. Some companies have paid millions of dollars in fines and even had employees go to jail. In

Extending the supply chain from local suppliers to global suppliers has created a myriad of challenges.

view of the new Census regulations out in March, 2006 this subject will be addressed in our next article.

Supply Chain Management

Extending the supply chain from local suppliers to global suppliers has created a myriad of challenges and competitive choices. Customers demanding just-in-time delivery push suppliers to juggle multiple modes of transportation, inventory control systems, financing, labor disputes and terrorism and the always unpredictable impact of natural disasters. If the terrorists don't pirate your cargo, they certainly have affected how governments regulate compliance requirements. The more flexible your supply chain, in terms of sourcing and logistics, the less vulnerable your business will be. Companies with well managed supply chains, tools that may help you design a system that works for you, and a look at the use of technology in this arena will be featured in this article.

Trade Agreements

Having trouble keeping up with the

Central American Free Trade Agreement and Dominican Republic (CAFTA-DR trade agreement?) Be assured that you are not alone. With the politics of seven countries, the ratification process has been complicated. Six of the seven countries, the United States, El Salvador, Guatemala, Honduras, Nicaragua and the Dominican Republic have fully signed the agreement. Once Costa Rica signs then the countries will agree when the agreement will start.

We will attempt to unravel the mystery of this agreement and its benefits for local companies. How has the North American Free Trade Agreement affected American business, the race to align the western hemisphere into a Free Trade Agreement of the America's (FTAA) and the efforts of other countries to form trade pacts will be featured in this article.

Additional global information may be obtained through the following means: the International Trade Data Network (www.itdn.net) and educational web cast videos (www.chafeecenter.org). Both produced by the Chafee Center are free to Rhode Island businesses. Contact our office at 401-232-6407 for further direction and/or for information on other services.

Issues of interest and your ideas will be included in future articles. Please forward questions and comments to Dennis McCarthy at dmccarthy@itdn.net.

Dennis McCarthy is the Global Link Manager, John H. Chafee Center for International Business, Bryant University.

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Real World Day at Cranston West High School



Nearly sixty Students Participated In Cranston West High School's 1st REAL WORLD DAY.

Nearly sixty sophomores and seniors at Cranston West High School's Career and Technical School participated in the school's first-ever REAL WORLD DAY on Thursday, April 6th organized by Pawtucket Credit Union. During this event, students who participated in PCU's financial literacy course got the opportunity to apply what they've learned in the classroom to real world situations.

On REAL WORLD DAY, students received imaginary jobs/careers and salaries ten years into the future along with budget sheets outlining monthly living expenses. They visited community partners and made financial decisions based on class lessons with the main objectives being a balanced budget and savings plan. Community partners addressed banking needs, vehicle purchases, insurance needs, utility costs, higher education costs, housing needs, and part-time employment. Students were also required to visit "Temptation Island," a table that featured enticing products and services such as tropical vacations, cell phones, Internet service, cable television, health and golf club memberships, and more.

Need to teach financial literacy is critical

With America's rising number of personal bankruptcies, increases in consumer credit card debt, and inadequate retirement savings, the need to teach financial literacy in the nation's high schools is critical. In response to this need in Rhode Island, Pawtucket Credit Union began teaching a six-week course in 2004 to high school students that focuses on educating and preparing them for real life financial decisions after high school.

Pawtucket Credit Union's financial literacy course uses the National Endowment for Financial Education (NEFE) curriculum. Classes allow students to identify their money management goals, develop a budget, understand the cost of using credit, and learn about general banking products like checking, savings and CDs.

A national evaluation of a teen financial education program released in 2004 shows that young people who studied the curriculum for as little as 10 hours not only significantly increased their understanding of money management, but also improved their financial behavior in the ensuing months. Yet only seven states currently mandate a personal finance course for graduation from high school.

Last year, over 175 Rhode Island high school students were taught financial literacy through Pawtucket Credit Union's efforts. Participating schools included Cranston Career and Technical High School, St. Raphael Academy, Shea High School, Davies Vocational High School, Central Falls High School, Woonsocket High School, North Providence High School and Barrington High School.



Cranston Chamber News

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Mayor Laffey's Letter

As we move away from Winter and get out and about Cranston, be sure to take a look around the City at the rapid growth of a number of project. Our new police station is taking shape rapidly, and we are on track to have our officers moved in early in 2007. Additionally, along Cranston Street, we celebrated this month the official ground-breaking for the Taco expansion.

This is an exciting project and a first phase of many more to come. Additionally, Chapel View continues to develop and moves closer and closer - seemingly each time I drive by - to being a premier destination in Rhode Island.

Let me take a moment to also tell you about some changes in our Economic Development Department. As many of you know, Dave Maher is doing a fine job of taking the reigns and is working closely with Building Inspections as well as an outside consultant on making the permitting process far more "friendly" in Cranston. Joining Dave in the department as Economic Development Aide is Marcia



Stephen Laffey
Mayor

LoPresti. Marci was formerly the director of Constituent Affairs - and any of you who have called in with a problem or concern can probably attest to the fact that Marci is highly responsive and has always made an effort to find a resolution to the problem.

The knowledge of City operations that Marcia has gained in that position made

her a perfect choice to assist Dave in the Economic Development Department.

Prior to joining the City of Cranston, Marcia spent six years working for the Make A Wish foundation of Rhode Island as a "Wish Granting Coordinator." In this position, she was charged with the very challenging roll of working with families in the midst of tragedy.

At the same time, she worked directly with the chapter CEO to prepare the annual budget and to coordinate fundraising events. Additionally, Marcia worked directly with the medical community through referral outreach, and eligibility determination.

Marcia's ability to serve as a liaison between departments and communities, as she has clearly demonstrated through her work experience, will make her invaluable in the Economic Development department. Look for Marcia at business after-hours events and be sure to introduce yourself to her.

She is eager to get to know all of the members of our Cranston business community!

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For the last 13 years, Dr. Robert A. L'Europa, D.C., R.P.T., has served patients in Cranston through the latest chiropractic and physical therapy techniques. His newly expanded facility at 1528 Cranston Street is a state-of-the-art facility, including a Swimex pool for swim and aquatic therapy, a therapeutic exercise center and professional staff who perform spine manipulation and muscle and joint rehabilitation.

Dr. L'Europa is an expert in spine-related disorders who focuses on rehabilitation of the spine and musculoskeletal system. A majority of his patients have been treated successfully for neck and back disorders. In this way, Dr. L'Europa brings patients back to functional health - and helps them stay that way.

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Joseph P. Hindle of Bank Rhode Island Named SBA RI Financial Services Champion of the Year

Joseph P. Hindle, senior vice president, head of small business lending at Bank Rhode Island, has been named 2006 Rhode Island Financial Services Champion of the Year by the Rhode Island District Office of the U.S. Small Business Administration. The award will be presented on May 10, 2006, at the Quiddnessett Country Club in North Kingstown, R.I.

The Financial Services Champion of the Year is awarded annually. According to the U.S. SBA, individuals who assist small businesses through advocacy efforts to increase the usefulness and availability of accounting or financial services may be nominated. Nominees may or may not be small business owners.

Hindle joined BankRI when it was formed in 1996. With its focus on commercial lending and a commitment to be Rhode Island's bank for business, Hindle recognized the opportunity to shape an invaluable resource for the state's small business community. Hindle was hired as a small business analyst at BankRI and was promoted to vice president and head of small business lending. He was instrumental in launching BankRI's first business forum with a panel discussion of experts for small businesses. He also became a liaison from the bank to groups advancing financial education, including the FDIC "train the trainer" sessions.

"Small businesses in Rhode Island have no better advocate and ally than Joe Hindle and the small business lending operation that he manages," said James DeRentis, chief business officer for BankRI. "Joe has played an important role in establishing a culture and processes that allow small businesses to obtain financing, receive assistance as they grow, and establish a foundation for ongoing lending relationships. It is truly gratifying to see Joe receive the recognition he deserves."



Joseph P. Hindle

As head of small business lending at BankRI, Hindle develops and implements strategies to deliver high-touch customer service to small business clients. He played a key leadership role in launching an array of small business products and services and streamlining the lending process to reduce processing time from application to decision.

Since Hindle became head of small business lending, BankRI has increased the number of SBA-backed loans from 55 during the federal fiscal year ending September 30, 2002, to 86 in fiscal year 2005. The dollar volume for SBA loans also increased by 35 percent during that three-year period. BankRI has become the second largest SBA lender in Rhode Island, in terms of number of loans.

Hindle shares his extensive knowledge and understanding of small business needs by leading the internal training on SBA lending and advancing civic involvement on issues relating to small businesses.

Hindle is a member of the Cranston and East Greenwich Chambers of Commerce, and is a past board member of the Richmond/Hopkinton Chamber of Commerce.

Bank Rhode Island, a wholly-owned subsidiary of Bancorp Rhode Island, Inc. (NASDAQ:BARI), is a full-service, FDIC-insured financial institution headquartered in Providence, Rhode Island. The Bank operates 16 branches throughout Providence, Kent and Washington Counties. As of December 31, 2005, Bancorp Rhode Island's total assets stood at \$1.4 billion and total deposits were \$981 million.

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Webster Bank Expands MA-RI Management and Lending Teams

Webster Bank, N.A., a subsidiary of Webster Financial Corporation (NYSE: WBS), announces the appointment of five new senior vice presidents in retail and business banking and a new vice president of commercial real estate lending in the Massachusetts-Rhode Island region.

"It gives me great pleasure to announce these new additions to our team," said Edward A. Hjerpe, III, president of Webster's Massachusetts-Rhode Island region. "These six individuals bring a wealth of experience, knowledge and enthusiasm to our business development plans for this region, and we are thrilled to have them on board."

Barry C. Toothaker, SVP and Regional Manager, Retail Banking: Barry Toothaker has joined Webster Bank's Massachusetts/Rhode Island region as senior vice president, retail banking, bringing 34 years of experience in the banking and financial services industry. In this role, Toothaker is responsible for the operations of all Webster branch offices in Rhode Island and southeastern Massachusetts.

Prior to joining Webster, Toothaker held several leadership positions for Citizens Bank and Citizens Financial Group, most recently as senior manager of Citizens Investment Services Corp. and Charter One Securities, Inc. Before accepting that post in 2001, he was an executive vice president for Citizens Bank, overseeing retail banking first for Citizens Bank Rhode Island and then for Citizens Bank New Hampshire.

Anthony J. Geremia, SVP and Senior Credit Approval Officer: Tony Geremia has joined Webster Bank's Massachusetts/Rhode Island region as senior vice president and senior credit approval officer, bringing 33 years of experience in the banking industry. In this position, he provides credit approval and related credit support to the commercial lines of business in Rhode Island and Massachusetts.

Prior to joining Webster, Geremia was a senior risk officer for Bank of America in Providence. From 1997 until its acquisition by Bank of America in 2004, he served FleetBoston Financial as senior risk manager for the Rhode Island Corporate Banking Group and administrator of the Fleet Risk Management Program. Geremia began his career in banking in the mid 1970s with the former Shawmut Corporation, and remained as an employee of Fleet when it acquired Shawmut in the 1990s.

Anthony Capuano, Jr., SVP, Commercial Banking: Anthony Capuano has joined Webster Bank as senior vice president, commercial banking, bringing 20 years of lending and credit experience. In this position, he is charged with business development in Rhode Island and southeastern Massachusetts. His office is based in Webster's Providence business banking office, 40 Westminster Street.

From 2000 until joining Webster Bank, Capuano was a senior vice president and senior client manager for Bank of America and the former FleetBoston Financial in Providence, R.I. In that role he was a consistent top performer, ranking within his division's top 10%. Prior to joining Fleet, he was a senior lending officer for West Bank in Springfield, Mass., a senior underwriter for Citizens Bank, and a senior credit specialist for the Federal Deposit Insurance Corporation (FDIC) in Connecticut.



Michael J. Kerr, SVP, Commercial Banking: Michael Kerr has joined Webster Bank as senior vice president, commercial banking, bringing 20 years of bank lending experience. In this position, he is charged with business development in Rhode Island and southeastern Massachusetts. His office is based in Webster's Providence business banking office, 40 Westminster Street.

From mid 2004 until joining Webster, Kerr was a senior vice president and client manager in the business banking division for Bank of America in Bridgewater, Mass. Prior to that, he was a senior vice president and team leader for Bank Rhode Island's commercial banking division from 2000 until 2004. Kerr also held several positions of increasing responsibility for the lending division of the former FleetBoston Financial between 1990 and 2000. Early in his career, he worked for the former Bank of New England/Old Colony in the lending and credit departments.

Ana C. Dyer, SVP and Region Manager/Massachusetts: Ana C. Dyer has joined Webster as senior vice president, region manager for business and professional banking in Massachusetts. She oversees customer growth, retention and cross-selling efforts for small business banking in Massachusetts. She maintains offices at 330 Swansea Mall Drive, Swansea, and 545 Pleasant Street in New Bedford.

From 1997 to 2004, Dyer was a regional president for the former Fleet Bank in the New Bedford/Fall River market and became a senior vice president for Bank of America after it acquired Fleet in 2004. Throughout her tenure with Fleet/Bank of America, she consistently achieved top performer status for business growth and client management in Bristol, Plymouth and Barnstable Counties.

David R. Cunningham, VP and Relationship Manager, Commercial Real Estate: David Cunningham has joined Webster Bank's commercial real estate lending division as vice president and relationship manager, bringing 22 years of experience. In this role, he is charged with business development in the Rhode Island marketplace. His office is based in Webster's Providence business banking office, 40 Westminster Street.

Prior to joining Webster, Cunningham was a vice president and commercial real estate lender for Bank Rhode Island. He has also worked as a project manager for Stonestreet Building Company in Providence, R.I., as a commercial underwriter for Textron Financial Corporation, and as an asset manager, collections officer and portfolio manager for the former FleetBoston Financial. Before Fleet, he was an asset manager for the former Old Stone Federal Savings Bank.

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Kaplan Promoted to Executive Director at RIEDC

Governor Donald L. Carcieri today announced that Michael McMahon is stepping down as the Executive Director of the Rhode Island Economic Development Corporation (RIEDC), and nominated Saul Kaplan to replace him in that position. Kaplan is currently the Deputy Director of the RIEDC and has spearheaded Governor Carcieri's science and technology agenda. McMahon recently submitted his resignation to the Governor in order to become a partner in a new private equity firm.

As Rhode Island's chief operating officer for economic development, the RIEDC Executive Director guides the state's efforts to provide assistance to municipalities, chambers of commerce, individual businesses and associations. The position is subject to the advice and consent of the Rhode Island Senate.

"We are fortunate to have someone of Saul's caliber ready to step up and assume the director's job," Governor Carcieri said. "Saul has been a key part of the team at the Economic Development Corporation for the last few years. I have relied on his advice and value his leadership in helping to develop my science and technology agenda, includ-

"He has been relentlessly focused on working with the General Assembly and others to improve Rhode Island's business climate."

Governor Donald Carcieri on Michale McMahon

ing our efforts to make Rhode Island the first border-to-border broadband state and to build our base of high-tech jobs."

"I also want to thank Mike McMahon for all he has done over the last three years," Carcieri continued. "He has been relentlessly focused on working with the General Assembly and others to improve Rhode Island's business climate. Mike deserves a lot of credit for some of the most exciting economic development successes in recent years, including the deal to keep GTECH in Rhode Island, the legislation that allowed BLB to purchase Lincoln Park, and efforts to encourage Fidelity, Bank of America and Brooks Pharmacy to expand their presence in the Ocean State."

"Under Mike's leadership, the RIEDC emphasized a balanced approach to encouraging and providing services -- especially access to capital and access to good sites in order to help Rhode Island's small businesses grow," the Governor said. "The Every Company Counts partnership and the Rhode Builders initiative were two very successful programs developed to help small businesses. Mike also played a key role in helping Rhode Island maintain our federal military assets during the most recent round of base closings. I want to thank him for his service and wish him well in his new endeavor."

"Throughout Mike's tenure, Saul Kaplan has worked as Deputy Director to support the state's efforts to grow jobs and to create an innovation economy in Rhode Island," Carcieri continued. "Mike and Saul's combined efforts have greatly contributed to an unprecedented investment boom in Rhode Island. Today, over \$5 billion in investment is underway or on the drawing boards, with \$2 billion in Providence alone. Rhode Island also leads the rest of New England in job creation. Thanks in part to their efforts; Rhode Island's economy is just beginning to live up to its vast potential."

"I am confident Saul will continue to build the foundation for Rhode Island's future economic success as he also works to create jobs, expand employment, and lure business to the Ocean State," Carcieri concluded.

Kaplan thanked the Governor for the chance to serve Rhode Island as RIEDC's new Executive Director.

"I would like to thank Governor Carcieri for this exciting opportunity and look forward to building on the RIEDC's efforts to reposition the Rhode Island economy, grow new higher wage jobs, and to advance the state's innovation agenda," said Saul Kaplan. "Innovation is the key to economic prosperity of all Rhode Islanders and creates new solutions to the real challenges we are facing in the areas of healthcare, education, public safety as well as our quality of life."

"Serving under Governor Carcieri has been an honor and a privilege," stated Michael McMahon. "Throughout my tenure at the RIEDC, the Governor has empowered RIEDC employees to develop a business development platform



Saul Kaplan



Michael McMahon

which meets the needs of the state's business community while at the same time helping us to attract new businesses, entrepreneurs and capital here. We have experienced growth in an era when many states have not, and we must continue our efforts in strengthening our economy. I applaud the Governor for his selection of Saul Kaplan to this post. This selection highlights the Governor's commitment to innovation and collaboration; two areas that Saul has championed on behalf of our state during his tenure with this agency."

"Over the past three years, the RIEDC has made tremendous efforts in developing and implementing a highly successful focus to its economic development initiatives," stated Keith Stokes, President of the Newport County Chamber of Commerce and RIEDC Board member. "During this same period of time, the RIEDC has also engaged the business community throughout the state in new ways. I see this appointment by Governor Carcieri as another positive step to further these efforts."

Saul Kaplan currently serves as the Deputy Director of the RIEDC, where he is responsible for the corporation's business expansion, retention, and acquisition activities, as well as its small business services, government procurement and workforce development programs. He also leads the state's business development and innovation effort. Kaplan created and leads Rhode Island's unique "Innovation @ Scale" economic development strategy aimed at increasing the state's capacity to grow and support an innovation economy, including an effort to turn the state's compact geography and close-knit public and private networks into a competitive advantage.

Previously, Kaplan served as a Senior Strategy Partner in Accenture's Health & Life Science practice and worked broadly throughout the pharmaceutical, medical products, and biotechnology industry. He holds an MBA from Rensselaer Polytechnic Institute focusing on the strategic management of technology and a BS in Pharmacy from the University of Rhode Island.

McMahon submitted his formal resignation to the Governor to be effective on April 28. In his letter to the Governor, McMahon notes his plans to join Howard Newman, former Vice Chairman of Warburg Pincus, in forming a new private equity firm. McMahon also expressed his gratitude at the opportunity to serve the State of Rhode Island.

"I appreciate the extraordinary opportunity you have provided me to serve you and the people of Rhode Island," McMahon wrote to the Governor. "I believe that you have established a new direction for our state. Your initiatives focusing on good and cost effective government, improving our public schools and strengthening our economy will continue to gain momentum and pay benefits for all of us in the future."

Governor Carcieri appointed Michael McMahon as Executive Director of the Rhode Island Economic Development Corporation in 2003.

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Meet the Chamber's Newest Members

Alpha Physical Therapy, Inc.

Susan M. Soscia, PT, ATC
1681 Cranston Street, Cranston, RI
401-223-0230

Injuries, disease and aging can wreak havoc on your body. Leaving you with a level of difficulty in performing normal, basic movements. Physical Therapy can be effective in helping you regain your movement and heal faster.

Alpha physical therapy has been open for almost 6 years and is owned and operated by Susan M. Soscia, PT, ATC. She is a Cranston native and enjoys working in Knightsville. Susan graduated from Quinnipiac College and then completed a sports medicine fellowship at the American Sports Medicine Institute in Birmingham, Alabama. There is a very professional staff at Alpha Physical Therapy that includes physical therapists, athletic trainers and massage therapists. At Alpha there is one on one patient care. It is an outpatient physical therapy clinic that treats everything from post operative care to sports injuries, to back pain and TMJ problems. You need to be referred to physical therapy by your physician and most major health insurances cover physical therapy.

Their goal is to return people to a normal, functioning lifestyle by evaluating the patient and then establishing a program for them. Treatment may include manual therapy, exercises, patient education and modalities to help modulate their pain.

In the area of sports medicine they treat everyone from little leaguers to professional athletes. They are proud to be the athletic trainers for the Cranston East and West football teams. The goal is to get everyone back to his or her particular athletic endeavor, whatever level it may be. These programs are individual, intense, deliberate and sports specific.

ic. Prevention of injury and the promotion of fitness and health is also part of their rehab.

If you need physical therapy ask your doctor to refer you to Alpha Physical Therapy at 1681 Cranston St., Suite A. located in the Knightsville Medical Building (across from Café Itri). Office hours are Monday through Friday 8 am-6 pm. You will receive the professional treatment you need for post-operative care or recovery from all types of injuries.

A.T. Caldarone Inc.

1909 Elmwood Avenue,
Warwick, RI 02888
401- 467-2555 or 800-258-2656

A.T. Caldarone Inc. was founded by Michael A. Caldarone, the A.T. Caldarone Company is on of New England's oldest firms specializing in basement waterproofing. Learning trade skills from his father at an early age, Alfred Caldarone has headed the company since 1968. Alfred's long apprenticeship with his father saw him learn the skills and secrets of constructing basement floors, footings, foundations, chimneys, cesspools, drainage fields, swimming pools, driveways, and more. This extensive trade background and expertise has evolved into the A.T. Caldarone Company, New England's premiere specialists in waterproofing.

For more than 65 Year A.T. Caldarone Company has been keeping people like you comfortably dry - even in situations where the competition has failed utterly! We proudly point to our track record of proven reliability. They will be happy to supply you with written references from many happy customers who had a leaky basement just like yours. As a way to underscore their hard-earned reputation as solid and honest, they maintain a membership in the

Better Business Bureau and the American Waterproofing Associations

A Touch of Tranquility

Jennifer Thomas
747 Pontiac Avenue, Cranston, RI
401-490-2114

A Touch of Tranquility welcomes everyone to enjoy various forms of massage therapy in a safe and secure environment. She offers relaxation and revitalization, while providing individuals with an all-inclusive and non-judgmental atmosphere. Treatments included relaxation Swedish massage, therapeutic deep tissue, certified pre and post natal massage, as well as, hot stone therapy and ear coning/candling. Also, new to my menu, are steam treatments courtesy of the steamy wonder, steam treatments are now being offered without the need of wet rooms and other high tech equipment. It is quick, easy, and provides all of the same benefits without the expense of going to a spa. In addition, for those who have time constraints, chair massage is a wonderful tool to incorporate into your business and for your employees with the convenience of on-site availability.

Jennifer graduated Rhode Island College in 1998 with a Bachelor's Degree in Social Work, for the next four years she worked with "at risk" teens in both foster homes and residential placements. During that time Jennifer taught a life skills program and mediated with various professionals. Though she'd come to miss many aspects of the profession, she decided it was time to pursue other options.

Jennifer attended Bancroft School of Massage Therapy and graduated in November 2001. She

secured a full time position that summer and began gaining experience, as well as establishing career and very regular clientele. As many professionals in the massage therapy field eventually realize, she decided that it was in my best interest to establish my own identity and future small business.

In January 2004, A Touch of Tranquility was born. The transition was relatively painless, thanks in large part to such a wonderful and loyal group of individuals. Like many business owner's, she too, encountered issues beyond her control and as a result, A Touch of Tranquility has changed locations this past year and is happily residing in our very own city of Cranston. Though there is always a risk and fear involved in making change, it is true that one must be open to possibilities before new opportunities are able to present themselves, in the end, her gratitude is extended for all of the loyalty and support that so many individuals have given her. It is these bonds that have enabled A Touch of Tranquility to grow, while providing me the freedom and joy of establishing myself as a small business owner in a wonderful and generous community.

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The Rhode Island Chamber of Commerce and The Beacon Mutual Insurance Company have joined together to form the Rhode Island Chambers of Commerce Safety Group.

5/3/2006	Claim Management	Providence Marriott	8:00 AM 11:00 AM
5/4/2006	Confined Space Entry	Sheraton Airport Hotel	8:00 AM 12:00 PM
5/9/2006	Lock-Out/Tag-Out	Sheraton Airport Hotel	8:00 AM 11:00 AM
5/10/2006	OSHA 10-Hour Construction Safety (2 days)	Sheraton Airport Hotel	8:00 AM 2:00 PM
5/10/2006	Defensive Driving	Radisson Providence	8:00 AM 12:00 PM
5/11/2006	OSHA 10-Hour Construction Safety (2 days)	Sheraton Airport Hotel	8:00 AM 2:00 PM
5/11/2006	Enhancing Safety Through "On-Line" Training	Hilton Gardens	8:00 AM 11:00 AM
5/16/2006	OSHA Update With Regional Director	Sheraton Airport Hotel	8:00 AM 11:00 AM
5/17/2006	Accident Investigation	Sheraton Airport Hotel	8:00 AM 11:00 AM
5/24/2006	Supervisor Safety Awareness	Sheraton Airport Hotel	8:00 AM 11:00 AM
6/7/2006	Return-to-Work	Hilton Gardens	8:00 AM 11:00 AM
6/8/2006	Forklift Operator Training	Sheraton Airport Hotel	8:00 AM 12:00 PM
6/14/2006	OSHA 10-Hour General Industry Safety Course (2 day)	Radisson Airport Hotel	8:00 AM 2:00 PM
6/15/2006	OSHA 10-Hour General Industry Safety Course (2 day)	Radisson Airport Hotel	8:00 AM 2:00 PM

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need to know.



UPCOMING CALENDAR

of Chamber Events

RSVP for all events
401-735-3780

May 11 • *Business After Hours* *Nicole's Tuscany Grill*

555 Atwood Avenue, Cranston, RI 02905
5:00 pm-7:00 pm

Contact the Cranston Chamber of Commerce at 401-785-3780 for registration or more information.

June 8 • *Strategic-Coach Partnership* *Vesuvio*

1401 Park Avenue, Cranston, RI 02910
8:00 am - 10:00 am

Are you a RI Business leader who wants to profitably expand your business into new markets and geographies but might need a holistic roadmap? This session will describe how a unique strategic-coach partnership catalyzes a company to achieve incremental, scalable growth with measurable milestones and ROI. Business leaders will learn world class tactics to employ, and mission critical behaviors to adopt that create a high performance culture. Participants will learn the tangible benefits of a dovetailed approach to executing strategic and operations planning with human capital coaching and mentoring. Coaching is rapidly becoming the tool of choice for corporate executives wanting breakthrough profitability, but remains widely misunderstood among other leaders. This session will shed the light and bust the myths about coaching. So, take the profitability challenge with Leadership Coach, Katharine White, and Strategic Growth Consultant, Michael Shea on June 8th.

June 10 • *Gaspee Day Parade* *Warwick/Cranston, RI*

June 14 • *Beacon Seminar* 48 Rolfe Street, Cranston, RI 02910 2:00 pm

Be sure to get your credits in early for your Workers' Compensation Discount seminar in early. Register now. Contact the Cranston Chamber of Commerce at 401-785-3780 for registration or more information.

June 28 • *Business After Hours* *City of Cranston Stillhouse Cove*

Cranston, RI 02905
5:00 pm-7:00 pm

The City of Cranston wants to take you to the Caribbean! Enjoy the nights festivities with a Caribbean theme.

July 17 • *Annual Golf Outing* *Alpine Country Club*

251 Pippin Orchard Road, Cranston, RI 02905
12:00 pm Shotgun Start

TBA • *Business After Hours* *Efendi Mediterranean Grill*

1255 Reservoir Avenue, Cranston, RI 02905
5:00 pm - 7:00 pm

New Member Luncheon
Thank you to Ameriprise Financial for sponsoring this event!



Thank you to all our members who were vendors at the Statewide BAH



Borrelli Events



Son of A Stitch



Pace Consulting



Volunteer Center of RI



RI Shriners Imperial Room

More photos on Page 16

Business After Hours

Thank you to T's Restaurant for a great event!



Everyone enjoyed food, beverage & conversation during the evening!



Anthony Tomaselli, owner of T's Restaurant, John DiBona, Esq. of Greco-lalongo & DiBona, Cynthia Fogarty, Mayoral Candidate elect and Tina Tomaselli, owner of T's Restaurant pose for the camera.



Allan Fung, Mayoral Candidate Elect discusses upcoming issues and events with Mark Marella of Ameriprise Financial



Maria Smith owner of Frame it Yourself catches up with one of her employees, Tomi.

Suicide Prevention Foundation Seeks volunteers

By Lynne Harper

American Foundation for Suicide Prevention (AFSP) needs volunteers from all communities to support their 2nd annual Rhode Island Out of the Darkness Community Walk being held later this year. This event is designed to raise awareness of AFSP's vital programs to prevent suicide and save lives, and increase awareness about depression and suicide through out RI. Volunteers can for teams of families, students, businesses or help with media and sponsor coordination. There are many ways you can even help out from your home or over the internet. Contact Kimberly Gleason at (617) 439-0940 or e-mail kgleason@afsp.org.

Rhode Island Victims' Advocacy and

Support Center (RIVASC) whose mission is to provide all crime victims and their survivors with equal access to free direct services without discrimination statewide. Volunteers are sought to serve on the RIVASC Board of Directors to help shape and review policies and procedures, maintain organizational infrastructure and other duties connected to mission fulfillment. Candidates with criminal justice, finance, marketing, organizational development and social work experience are encouraged to apply. Must be available in the evenings on a monthly basis, complete an application and interview with the nominating committee. Contact AnneMarie D'Alessio at (401) 943-9266 or e-mail rivasc@att.net.

Big Sisters of Rhode Island, needs "cool kids" program mentors for female children of prisoners living in, Cranston and other

areas. A 12 month commitment of 9 to 12 hours per month or 3 to 4 hours per week is required. Female volunteers are also needed to serve as Big Sisters in all communities throughout the State.

A Big Sister spends three to four hours every week (or every other week) as a friend to a young girl in your community. Volunteers must be 19 years of age or older, undergo background checks, participate in appropriate training and have access to transportation. Contact Karen Gager at 921-2430, ext. 104 or e-mail karen@bigsister-sri.org

The Volunteer Center of Rhode Island is looking for lots of volunteers to help out during the CVS Charity Classic being held Thursday through Saturday, June 18 to 20 at the RI Country Club in Barrington. On behalf of VCRI, volunteers are needed to

use golf carts to deliver water and ice to locations throughout the golf course. Other positions available are selling tickets, check in bikes, removing trash, assisting spectators, providing event information, maintaining spectator control, directing cars, selling programs, tracking scoring, transporting sponsors and players to their hotels, and recording player scores.

Four shifts are available, and volunteers must sign up for at least two of them. Volunteers are required to attend an information meeting prior to the event and are asked to pay a \$60 uniform fee, which entitles you to an admission badge for all four tournament days, two polo shirts, one hat with the tournament logo and food during your volunteer shifts.

Contact Kelly Nevins at (401) 421-6547, ext. 105, or e-mail knevins@vcri.org.

NOTICE ABOUT DEADLINES

The following is deadlines for advertising, news and columns for the upcoming issue of **Cranston Chamber News.**

July 2006 Issue

Tuesday, June 8, 2006

Happy, Healthier Pets

PART 2 IN A 3 PART SERIES ON PET HEALTH AND NUTRITION

In part one, the importance of providing our pets the proper nutrition to maintain their health was discussed. Part two in this series will center on the need for good mental stimulation and how it benefits both owner and pet.

KNOW YOUR PET

The long held belief is that cats take care of themselves. This is true in the respect that cats often display an air of independence. Sure, we can set food and water out for them and leave the house overnight and not worry that they will get into trouble. But just like dogs, they need mental stimulation and bonding time with family members. Simple feather toys, a laser light flashed onto a wall or some good old fashioned cat nip toys will challenge and stimulate the cats' natural instincts. Allowing your cat to curl up next to you or on your lap will provide a sense of security and improve the bond between cat and owner. Doing something everyday with your cat for as long as he or she is interested will truly benefit their mental health.

Dogs are different given that they require more of our attention due to the fact that they are true pack animals like wolves. The home is their den. The family is the pack. It is imperative that their rank is established as soon as they are brought into the home. They need to know how they fall in the pecking order in order for them to know their boundaries. This will only lead to a happier, safer home for both dog and family.

Good quality chew toys will satisfy their need to chew and help keep their gums and

If you do not have a fenced in yard, a good walk around the neighborhood will exercise not only their muscles but their minds as well.

teeth healthy. If you do not have a fenced in yard, a good walk around the neighborhood will exercise not only their muscles but their minds as well. Try to teach your dog new commands and don't limit them to only one or two toys. I have a basket with between 20 to 25 toys. I let both of my dogs choose which toy or toys they want to play with. Some dogs have their favorite toy and will only play with that, but that's ok too.

Again, it's the time spent bonding with your pet that will enhance the relationship, making them extremely loyal and loving companions. The more bonding time spent with your dog or cat, the better you understand them, and you might be surprised at how well they understand you!

Studies prove that a strong bond with your pet can help alleviate stress, lower blood pressure and overall, improve your health. The happiness they bring to us only enriches our lives and makes us better in the long run.

Contributed by: Tony Lanciano - Edgewoof Pet Bakery 1862 Broad St.

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Women Entrepreneurs Steadily Increasing

In Rhode Island, there are 35,461 privately held women-owned firms which generate \$5.5 billion in sales and employ 55,205 people. Nationally, there are 6.2 million women-owned firms employing 9.2 million people and generating sales of \$1.15 trillion. (Source: Women21.gov) The Rhode Island Coalition for Minority Investment (RICMI) recognizes that women business owners are growing at a steady rate compared to their male counterparts. Even more interesting are the astounding statistics that chart the increase in ethnic women opening and operating their businesses successfully. To support these women, RICMI, in collaboration with partners, the Center for Women and Enterprise (CWE), Bryant University and the Community College of Rhode Island has established the first annual Emerging Women In Business Conference to be held at CCRI's Providence Campus on Thursday June 8, 2006 from 5:00 to 9:15 pm. Over 250 women are expected to attend.

The conference is intended to open doors for networking among low/moderate income women and women of color entrepreneurs, as well as, offer a number of resources to women seeking to start or grow their own business. "We understand that professional women have multiple responsibilities to juggle between family, finances and the nuances of managing a business. These factors can either make or break a new business. In developing the conference, we based many of our workshops on universal solutions for these issues," explained Denise Barge, Chair of Emerging Women In Business and Executive Director of RICMI. "Financial Management, Technology, Marketing, and Health-and-Wellness, are

First annual Emerging Women In Business Conference to be held at CCRI's Providence Campus on Thursday June 8

just some of the arenas that the conference will address."

The workshops include topics such as mastering marketing and sales strategies to attract increased revenue; leveraging financial options to manage business expenses; or incorporating technology into a business to become more productive.

The focus for this year's conference will be "Embracing The Challenge". Carol Malysz is the Director of CWE and co-chair for Emerging Women in Business. She described the objective of the conference as helping women tackle the business perils while creating a balance and quality of life. "We don't just plan on meeting our objective by the end of the conference. Throughout the year, we will continue to offer workshops that address professional women's issues. We look forward to the achievements women will play in social, economic, and cultural progress during the 21st century."

Emerging Women in Business has chosen Nadine Thompson as the keynote speaker to kick off the first annual conference. She is the President, CEO and Co-Founder of WARM SPIRIT, Inc., an organization that is transforming the face of the direct

sales and network marketing industry by providing an opportunity for wealth and financial freedom that has not always been accessible for women and even less so for African-American women.

Born in Trinidad, and raised in Toronto, Canada, Thompson received her Masters in Social Work from Smith College. She then went on to become a child and family therapist, a professor of social work practice and then the Dean of Multicultural Affairs at Phillips Exeter Academy in New Hampshire. As an advocate, authority and noted speaker in the areas of racial equality, entrepreneurship, and empowerment, Thompson has lectured to a variety of audiences.

Registration fee for the Emerging Women in Business 2006 Conference is \$15 for pre-registration by May 12 and \$25 thereafter. Event includes presentation by keynote speaker, open networking, a plenary session, and a workshop of choice. For workshop descriptions, registration or for more information, call 277-0800 ext 301 for English or 401.351.2999 ext 24 for Spanish. Also visit www.emergingwomen.biz. For sponsorship opportunities, call Denise Barge at 351-2999 ext 22.

Garden Hills Place Growing

Garden Hills Place on Oaklawn Ave. in Cranston was founded in 1964 by Henry Palazzo. This family held business has seen continued growth and improvements. Most recently the second floor was renovated with an elevator and welcoming lobby. At the present time an office (1330 sq.ft) and a retail space (1740 sq.ft.) are available for lease. More improvements such as site beautification are in the planning phase to further embellish the property. Plans also include improvements to the adjacent property which is ideal for a stand-alone retail establishment

We are proud of our tenants; the most recent to join us is Residential Properties, which opened in March 2006; the longest in

residence, Oaklawn Laundry, opened in 1977 and the other businesses serving our community, all located here are: H&R Block (2000), Spritz Salon (2001), Carolyn Dutra Dance (2002), Kingston Pizza (2002), Expo Nails (2004), Family Funding Mortgage and Oaklawn Physical Therapy (2004).

The Loyal Consumer base coupled with a high traffic count (approximately 12,000 cars per day) ensures exposure and recognition to any business located here.

The management is on premises, hands-on and is attuned to tenant needs. Gloria DiZoglio is available to answer questions and to review plans, all of which can be tailored to your business needs. Call 401-946-1100 for more information.

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Export Requirements May Not Be Known

Participating in the global economy is getting easier but it doesn't come without commandments. The first one might be thou shall observe US Government Export Compliance regulations. Export compliance is the term the U.S. Government uses to refer to the regulatory process and procedures associated with exporting.

Many companies are not aware of the requirements yet are still liable to comply. Failure to comply could result in hefty fines, loss of export privileges, and possible jail time; "not knowing" is no longer acceptable.

In the post 9/11 world, safety and compliance are a never ending task that must be met by trade organizations and companies. Enforcement of compliance has been

The Bureau of Industry and Security website has the "Denied Persons List" along with other information on how to comply with export regulations and policies.

heightened along with more severe fines and penalties. Compliance also helps to control the possibility of providing terrorists with U.S. products.

Dual use products could wind up in the hands of terrorist organizations through the delivery process due to misfiled or missing paperwork, a contract that does not state the specific purpose and a finalized plan for

the forwarders. These rules are designed to ensure that products and intellectual property does not go to restricted destinations or denied entities.

Someone with export experience and well trained in this area should be responsible for all documentation and record keeping. Knowledge of web sites, resources and training providers may keep your staff abreast of changing conditions. Go to the Chafee Center web site (www.chafeecenter.org) for a list of resources and training opportunities. Remember that regulations vary from country to country.

Another option is to have an exporting team, which is made up of key functional areas; sales, customer service, finance, logistics, and accounting. Having an export compliance manager from a legal department may also be a good idea.

When a quote or an order is received, the compliance manager should do a background check and see if the party is on the "Denied Persons List" or other lists with companies or people who are not allowed to receive exports. The Bureau of Industry and Security website (www.bis.doc.gov) has the "Denied Persons List" along with other information on how to comply with

export regulations and policies. Software packages or subscription services are available to help with this as well. For example OCR Services, Inc. (www.ocr-inc.com) offers user friendly on-line tools to research people and entities on denied lists. The automated export system, or AES software (www.cbp.gov/xp/cgov/export/aes/), is another easy way to determine compliance.


As of this writing, the U.S. Census Bureau (<http://www.census.gov/>) is scheduled to release new regulations for export compliance in March of 2006. A protest mechanism is being put in place for the first 90 days after which time the penalties will be stiffer than the current levels. Integrating these changes into your business will be critical.

The Bureau of Industry and Security wants companies to develop an Export Management System. These systems will help you stay organized, compliant and responsive to BIS audits. Contact the John H. Chafee Center for International Business at Bryant University for more information or to receive a free audit of your existing Export Management System. Contact our office at 401-232-6525.

The John H. Chafee Center for International Business at Bryant University is a not-for-profit business consulting and training organization. Contact our office at 401-232-6407 for further information on all our services or Email: dmccarthy@itdn.net.

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Doggie Day Care Facility Opening

2 PAWS UP Dog Grooming Salon is proud to announce the opening of DA DAWG SHAK, a State Certified Doggie Day Care Facility. Located within 2 PAWS UP, at 85 ½ Rolfe Square, Cranston. DA DAWG SHAK is open Monday-Thursday 7:00AM - 7:00PM and Friday 7:00AM-6:00PM. With the opening of DA DAWG SHAK, we now offer grooming and doggie day care services in one convenient location.

Dogs of all shapes and sizes enjoy numerous daily activities that include: playtime, TV time, nap time and two ½ hour walks. Come and check us out!! Miss Emma, our social director, will be happy to take you on a tour.

Call today 941-PAWS (7297) and give your dog a chance to socialize and make new friends!



Here Comes Spring...And Allergies Too!

Did you know that each year 35 million Americans suffer from spring allergy symptoms? Springtime blossoms may be among the joys of the season, but spring also brings the threat of sneezing, itchy, watery eyes and other allergy symptoms. There could be more to springtime allergies than you may think.

What causes Spring Allergies?

Allergic/seasonal rhinitis, or hay fever, is triggered by "allergens": substances that initiate an allergic response, such as pollens or molds. According to the American Academy of Allergy, Asthma & Immunology (AAAAAI), many trees, grasses and weeds have small, light and dry pollens that are easily carried by wind. Some major outdoor allergens that cause allergic reactions during this time of year are trees like: oak, elm, birch, ash, hickory, poplar, sycamore, maple, cypress, walnut and western red cedar; and grasses such as: timothy, Bermuda, orchard, red top and sweet vernal. In late summer and fall, weeds such as: ragweed, sagebrush, pigweed, Russian thistle and Cocklebur become problematic for allergy sufferers. (www.allergypreventioncenter.com)

What is biologically different in people with Allergies?

People with allergies experience symptoms resulting from a reaction triggered by allergens to which a person is sensitive. These typically inhaled allergens combine with an antibody called immunoglobulin E (IgE). IgE, the "allergic antibody" is normally present in very low levels, but in people with allergies, it is found in large quantities.

The pairing of the allergen and IgE causes the release of chemicals such as histamine which cause inflammation in the nose and airway leading to symptoms of itchy, watery eyes, sneezing, nasal congestion, a runny nose, drowsiness and headaches.

Tips on Easing Allergy Symptoms

An important component of allergy management is avoiding the pollens and molds that make you sneeze and wheeze. Here are some tips, provided by HealthScout, to help you lessen your exposure to seasonal allergies:

- Spring clean. Do a thorough cleaning inside your home. Through the winter, windows, bookshelves, and air conditioning vents can collect dust and mold that can trigger allergy symptoms.

- Avoid pollen. Close the windows in your home when pollen counts are high.



Avoid using window fans that may draw pollen inside. When mowing the lawn or gardening, wear a filter mask. Minimize outdoor activity when pollen counts are high. Peak pollen times are usually between 10 AM and 4 PM. You can get up-to-date pollen information for your area by going to the National Allergy Bureau's website at www.aaaai.org/nab.

- Be prepared. Take allergy medications at least 30 minutes before you go outside. Consult with your physician to ensure that medications are helping you or when you suffer reactions to medications.

- Wash n' dry right. Wash bedding weekly in hot water. Dry laundry indoors - sheets hanging on outside lines can collect pollen.

- De-pollinate. Shower and wash your hair before bed in order to wash off pollen that has collected on your skin and hair.

- Watch pets, too. Keep pets off furniture and out of the bedroom. Pollen can cling to dogs and cats that have been outside.

- Drive (and breathe) safe. During peak pollen season, keep your car windows closed. Use air conditioning and point the vents away from your face.

How do you treat Seasonal Allergies?

There are three main strategies: 1) Avoidance; 2) Medication; and 3) Immunotherapy. The previously mentioned tips should help you to avoid suffering from seasonal allergies; however, if you still suffer from the symptoms of hay fever you should consult your physician. Since allergies can lead to other chronic conditions such as asthma, they shouldn't be taken lightly. Prescription inhaled steroids are often used to decrease nasal congestion and antihistamines can reduce runny nose, sneezing and itchy, water eyes. First generation antihistamines, such as Benadryl, are available over the counter but can cause drowsiness. Other non-

sedating antihistamines are available by prescription from a doctor. Itchy eyes can be helped by antihistamine eye drops, also available by prescription.

Why suffer through another allergy season if you don't have to? Talk to a physician before your allergies flare up to decide which medications are best for you. Garden City Treatment Center is open Monday-Sunday from 8 AM - 9 PM. Please call 401-946-2400 or visit our website at www.gardencitytreatmentcenter.com for more information!

Peak pollen times are usually between 10 am and 4 pm. Get up-to-date pollen information for your area at the NABs website at www.aaaai.org/nab.

Cranston Chamber of Commerce

Annual Golf Outing July 17th

Alpine Country Club

First Pro-Am event

Golf with an area country club professional (additional fee)

\$150 per golfer • \$600 per foursome

Lunch on the course with a full course dinner immediately following round

For more information contact the chamber office at 401-785-3780 or check out our website at www.cranstonchamber.com

Cranston Chamber of Commerce 76 Chances to WIN!

Through July 1, 2006

25 Weeks ! • 300 Tickets to be sold • \$50 per ticket

Prizes

**\$100 winner every week • \$50 winner every week
\$25 winner every week**

\$500 prize winner upon final drawing
at our Business After Hours in July at *Efendi's Mediterranean Grill*

Tickets are on sale at the Chamber office and at all of our events - see our website for locations www.cranstonchamber.com

Stop in to purchase tickets at 48 Rolfe Square, Cranston RI

CranstonArc's 12th Annual Golf Tournament

CranstonArc, an organization that was created to enrich the lives of children and adults with developmental disabilities, announces plans for their 13th Annual CranstonArc Golf Tournament. This year's event will be held at the Cranston Country Club in Cranston Rhode Island on Friday, August 25 from 8:30 to 3:00. The generosity of last year's players, donors and sponsors produced over \$18,000 to benefit people with disabilities supported by CranstonArc. This year, your contribution is more important than ever.

Difficult times with the state budget have translated to difficult times with our budget. Your donation will be used to help support people with disabilities and CranstonArc in these tight fiscal times. It is vital that CranstonArc meets our mission to

empower people with differing abilities to claim and enjoy their rights to dignity and respect throughout their lives. Your financial contribution allows us to strengthen our services and supports to people with disabilities.

Opportunities for sponsorships, advertising and playing in this outstanding tournament are available. CranstonArc Golf Committee prides itself on the quality of the tournament, outstanding raffle prizes, one of kind silent auction items, including sports memorabilia and tickets, and great favors and gifts for our golfers.

Many of our sponsors and players are from the Greater Providence and Cranston area businesses. CranstonArc is looking for more businesses to get involved in this very special fundraising event. For more details, please contact our golf committee coordinator, Devorah Weiner at 401-941-1112 ext 133.

CranstonArc is the leader in services for children and adults with severe and pro-

found developmental disabilities. CranstonArc, a non profit organization, was established in 1965 by a group of parents as the Cranston Center for Retarded Children.

For 40 years, the organization has continuously grown to provide outstanding programs and services to children and adults with mental retardation and developmental disabilities and their families.

An affiliated local chapter of The Arc (formerly the Association for Retarded Citizens of the United States), CranstonArc currently support 400 families in Rhode Island. CranstonArc offer a wide range of programs and services that help people with disabilities gain greater independence.

CranstonArc believes everyone has abilities, and can be a contributing member of the community. CranstonArc will do whatever it takes so people with disabilities gain greater independence, and lead fulfilling and productive lives.

See ad below

Washington Trust Offers Free Airfare with Free Checking

Washington Trust announced that the Bank is giving away a free companion airfare ticket to anyone who opens a new personal or business checking account. The certificate is good for one free roundtrip air ticket when the customer purchases a regular priced ticket.

"Washington Trust has a terrific line of checking accounts for both business and personal banking customers. This special free companion airfare offer gives people an added incentive to open the best checking account in Rhode Island," said John C. Warren, chairman and CEO of Washington Trust."

A multi-media marketing campaign surrounding the free airfare promotion will feature radio, print, in-branch and direct mail advertising.

The companion airfare offer is also available to existing customers who "Refer-a-Friend" to Washington Trust, and that friend opens a new personal or business account. "Refer-A-Friend" forms are available at all Washington Trust branches.

Customers will receive a ticket for free airfare when they establish direct deposit or online banking and pay three bills online through their new Washington Trust checking account. The offer, which is open to new checking account customers, is for a limited time only.

Washington Trust's personal and business checking accounts offer several great benefits, including free ATMs, free set of checks, online banking with free bill pay and a free debit card.

To open a new checking account, stop by any Washington Trust branch, or open an account online at www.washtrust.com. For more information call Washington Trust toll-free 1-800-475-2265.

The Washington Trust Company is the largest independent bank headquartered in Rhode Island. A state-chartered bank, Washington Trust offers a full range of financial services, including wealth management, through its offices located in Rhode Island, southeastern Connecticut and Massachusetts. Founded in 1800, the Bank is a subsidiary of Washington Trust Bancorp, Inc., whose common stock trades on The NASDAQ Stock Market under the symbol WASH. Web site address: www.washtrust.com.

**EVERYDAY
LOW
PRICES**

**GIFT
BASKETS**

**EVENT
PLANNING**

The People's
Liquor Warehouse
CRANSTON, RHODE ISLAND

Cranston Parkade
200 Garfield Avenue
401-943-1988

**13th Annual
CranstonArc
Golf Tournament**

**Friday, August 25, 2006
8:30 a.m. Shotgun
Cranston Country Club
69 Burlingame Road
Cranston, Rhode Island**

**\$150 per golfer
\$135 Early Bird Special
paid by June 30, 2006**

For Sponsorship information
and/or to reserve your spot,
call Devorah Weiner at (401) 941-1112 X133
or e-mail at dweiner@cranstonarc.org





Discount Club

for members only!



AA/Thrifty Sign & Awning

10% off on all signs
401-738-8055

Advantage Payroll

Free set-up and first month processing at no charge
401-941-5600

Advantage Specialties

10% off any advertising/promotional products – Excludes set-up & shipping
401-942-4360

All Fund Mortgage

\$200 credit toward closing costs
(401) 413-1132

Ameriprise Financial - Mark Marella

FREE Consultation to explore your financial goals and concerns & see where you stand in achieving those goals. FREE Financial Education Seminars for Employers
401-943-6803 x2242

The Attleboro Sun Chronicle

25% off web design services and classified & retail ad packages
508-222-7000

Antiques in the Attic

5% off any purchase over \$75
401-461-0916

Aurora Environmental Concepts

Up to 30% discount on product
401-578-9665

Auto Trader Magazines

3 week ad \$15 (reg. \$28)
401-946-6400

Back In Balance, Inc.

\$5 off a one hour massage distributor of Noni Juice
(401) 225-2021

base8group

10% off web, graphic design, database and programming svcs.
401-944-1929

Bailey Associates

Free consultation for Chamber members
401-739-9787

Butterfly's & Blossoms

10% off for Chamber members
942-8300

Business Clinics of America Inc.

10% off tax returns & free estate planning (limit 1 hour)
401-946-4610

Call My Plumber

FREE lifetime service agreement
401-272-9111

CareNet - Rhode Island

FREE Pregnancy Test. Call for appointment.
401-941-4357

Chapco Lawn Sprinklers

FREE Estimate
401-942-1090

Choice ONE Communications

FREE Installation
401-223-0017

Citadel Radio

Contact Chamber office for Representative Information
401-785-3780

CK1 Gourmet

10% off \$20 or more
401-463-9866

Clear Channel Radio

Contact Chamber office for Representative Information
401-785-3780

Commercial Screen Print Company

No charge for screen or film on orders over 24 pieces. No charge for embroidery setup for orders over 24 pieces
401-467-8111

Cox Business Services

Gregory Brazil
Free Consultation for Voice, Video or Data
401-615-1320

Cranston Electrolysis Treatment Ctr.

Permanent Hair Removal - 1st treatment FREE
FREE INFO PACK for those just inquiring
401-270-6508

Crosstown Press

10% discount on orders
401-941-4424

Cranston Herald

10% off advertising
401-732-3100

theCurrier Words & Events

Contact Chamber office for Representative Information
401-785-3780

Data Depot Web Services

Contact Chamber office for Representative Information
401-785-3780

DataLink, Inc.

Various Discounts on Consulting, Computer Service, & Sales
401-949-2522 or 401-578-8695

DataNet, LLC

Free Two Hour Assessment of Network Environment.
401-383-5861

Edward Jones - Owen Devine

Free Initial Financial Review and a 20% discount on 1st trade
401-464-4390

DJ's Deli & More Inc.

\$1 off \$5
30% off All Phone & Fax Orders over \$25
P. 401-467-6286 F. 401-785-1393

Douglas Wine & Spirits

10% OFF Gift Baskets for orders of 5 or more. and Buy 12 bottles of fine "laydown wines" and receive 25% off the purchase of your 13th.
401-944-6900

Easy Car Wash

\$2 off a super car wash

Electro Standards Labs

Free voice/data network; consultation improvement
401-943-1164

English Ivy Garden

10% courtesy discount on all orders.
401-467-9425

ERS Electric

FREE Estimates
401-265-8326

Financial Rentals

10% off equipment & rental
401-942-7493

First Horizon Home Loans

Saul Wilk will provide \$300 off closing costs. 401-736-5915

First Resource Computer

10% off in store labor charges. Free Diagnostics and \$8.95 Basic Web hosting. Call for details. 401-942-2500

Fleet Bank, Garden City branch

First 6 months free for a new businesschecking account and free personal checking account. (401)464-6764; ask for Mike Tedesco

Foremost Mortgage Assoc.

\$100/\$200 off closing (\$50,000/over \$50,000)
401-943-7260

Frame-It-Yourself

20% Discount on all orders.
401-463-7232

Garden City Eye

Care 10% off pair of glasses/sunglasses
401-943-8151

Greg's Oaklawn Service, Inc.

\$5.00 off Oil Change
401-942-5602

Guaranteed Rooter Service

10% off drain cleaning service
401-461-5300

Harold Crook's Garage

10% off parts
401-942-6070 ask for Jim or Jeanette

The Herald - Janice Torilli

10% OFF Advertising
401-732-3100

Hermes Jewelry

10% off purchase for members
401-463-3400

Hill Roofing

\$200 off any roof to be stripped; \$100 off any roof needing a layover
(401)615-9779

IAN Group, Inc.

25% off logo setup on our promotional & award products
401-941-9200

IDEALAutobody, Inc.

FREE Estimate
401-942-1150

James Dutra, CPA, MST

Free Initial Tax Consultation
401-383-9694

James Saflund - Coldwell Banker

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Tax Free Rebate Program
401-822-0900

James P. Ventriglia, CPA, Inc.

Free review of prior year tax returns and file any amended returns necessary.
401-942-0008

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10% Off Mailing Services excludes postage
401-383-8470

Katharine White

Get a Free Coaching Session
401-474-0092

KD Promotion Products

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401-723-8353

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Free home warranty with any property listing, covers all major home components and appliances for the life of the listing and is transferable to the buyer. 401-785-1700 x489 or marc@kw.com

Kids Kingdom

Free Registration Fee for Children ages 4 months - 12 years
(401) 464-9665

Knightsville Super Srvc. Center

10% off purchase or repair of \$50 (gasoline excluded)
401-942-9859

Lady of America

50% off Membership
401-223-3444

Lawn Beauticians, Inc.

10% off nursery stock
401-942-4400

LightHouse Financial Group

Complimentary Financial Plan
401-827-6270

Lannon Realty, Inc.

5% Reduced Commission Rate for members. 401-461-7788

Lynch Co. Promotional Products

No charge for embroidery tape for first order (over 36 pieces) 401-781-6389

Mailing Solutions

20% off print & mailing package
401-822-2513

Paula Metivier

Independent Beauty Consultant
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401-467-3837

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401-261-0751

Michelle Lee Designs

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401-954-2065

Mike Saccoccio - Coldwell Banker

Free Marketing Analysis of home
Free video of listings On-line
5% commission
401-946-9700

Nardone Painting

Free Estimates
401-943-1675

A Night On The Town Limousine Service Inc.

Free Bottle of Champagne with Rental (over 21)
401-464-9800

Ocean State Golf

10% off advertising rates
401-464-8445

The Optical Shop

20% off complete pair of prescription eyeglasses (frame & lenses), 10% off lenses only, 10% off non-prescription sunglasses and 10% off contacts
401-737-2020

Pawtuxet Sunoco

\$3 off Ultra-Lube Oil Filter Change
401-467-9210

Pay Day Inc.

First month free; no set-up fees
401-245-8900

RE/MAX Cranston

Free Expert Home Evaluation
\$250 Value
401-943-6111

The Saccoccio Group - Coldwell Banker

Free Market Analysis of Your Home Along With 1% Discount Off Standard Commission
401-486-2911

Sal Carbone General Contracting Inc.

Free Consultation
(401) 639-4786

Scampi's of Course

1 FREE Beverage with order
401-467-5770

Shur-Az Chemical Mfg.

25% off all janitorial supplies
401-723-0116

Stamas Auto & Truck Center

75% OFF Oil Changes for 1 Year on vehicle purchase
401-946-9594 - Ask for Steve

Strictly Typing

10% discount
401-781-1110

SuperCoups

\$100 off first mailing
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RI Counseling and Hypnotherapy Center, Inc.

(401)751-8600

theCurrier, words & events

10% off writing, editing and event coordination contract 401-467-1896

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\$10.00 off our newest de-shedding program, The Furminator - Guarantees to substantially reduce shedding.
401-941-PAWS

Waddell & Reed - Greg Silva

Complimentary retirement planning & investment workshop for your employees

Comprehensive financial plan at no charge for company owner or head of human resources
Call 401-885-2342 for details

Winkleman Travel

75% off passport photos: \$3 per pair (regularly \$12)
401-943-7700

WPRI Channel 12

Contact Chamber office for Representative Information
401-785-3780

Y2 Marketing

Everything you've learned about marketing is wrong... Free audio CD offer
401-270-6494

Members! List your discount here FREE! Call the Chamber office for details.
For more information on the Member Discount Club, contact Susan the the Chamber 785-3780.



Code Red Business Continuity Services

Thank you to all our members who were vendors at the Statewide BAH



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