

Pocono Mountains Chamber of Commerce  
Stroudsburg, PA

# IMPACT

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Michelle Kemmerer - Director of Finance  
Karyn Vashlishan - Membership Director

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# IMPACT

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Pocono Mountains Chamber of Commerce  
556 Main Street  
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Phone: (570) 421-4433  
FAX: (570) 424-7281  
E-Mail: [info@poconochamber.net](mailto:info@poconochamber.net)  
URL: <http://www.poconochamber.net>

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# IMPACT

Monthly

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## Keystone Manufacturing Initiative Bills Pass in the House

A package of bills that are termed the Keystone Manufacturing Initiative, recently passed in the State House of Representatives. Supporters of these bills say that the package will create the competitive, more business-friendly environment that the state needs to lure and retain businesses. According to industry sources, Pennsylvania has lost more than 175,000 manufacturing jobs since July 2000. In the past two years, 50,000 manufacturing jobs have been eliminated. Last month a number of state's top business executives and representatives attended a rally at the State Capitol to support the changes to make Pennsylvania more "business friendly."

The KMI package calls for the phasing out of the Capital Stock Tax and Franchise Tax by 2009, as well as a bill that would eliminate the current \$2 million "cap" on how much of a company's financial losses can be carried forward from one year to the next. Companies will be able to use the so-called carry-forward provision to offset income in the future profitable years, thus lowering their tax bill. Another proposal calls for cuts in the corporate net income tax rate in conjunction with other measures that are similar in nature to the budget proposals made by Governor Ed Rendell.

Other bills in the package would:

- Allow firms to create health saving accounts for workers.
- Make it harder for a company to be sued for product liability by setting a 15-year limit (from the time of purchase) over an alleged defective product. Currently, there is no limit on bringing such suits.
- Create a tax credit for career development of job training that would allow companies to improve the job skills of their current employees.
- Reduce the cost to businesses for compensation to workers who are hurt on the job and those who are laid off.

While hundreds of thousands of manufacturing jobs have been lost in the state in the past 30 years, manufacturers are still a major factor in the state's economy, accounting for \$64 billion a year in goods and services produced in Pennsylvania.

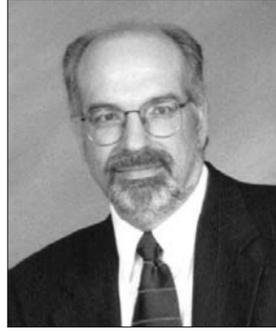
## In This Issue

- From the Chairman .....Pg. 2
- New Member Breakfast.....Pg. 3
- Members in the News.....Pg. 4
- Membership Anniversaries.....Pg. 7

Route To:

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## From the Chairman of the Board



It is often said that our children are the future. How we prepare and involve today's young people now will make all the difference when the future arrives.

On Tuesday, May 24th the Chamber's Education Committee once again hosted the Youth Appreciation Luncheon. Each Monroe County public and private high school nominated one student to be recognized for their outstanding achievements. What makes this event unique and stand out among the usual high school recognition ceremonies is that all of these students have had to overcome very difficult and personally challenging circumstances, and yet still achieved so much in their young lives. Having attended several of these events, it is hard to maintain your composure upon learning what these kids have dealt with and beaten to reach their goals. You weep for the hardships they've faced and you also want to cheer for the strength of character they have found in themselves. Most, if not all of the students are connected to a mentor to help them on their journey. Their mentors are often at the luncheon, are the ones that made the nomination, and are the ones introducing the student for recognition.

It is important that we as Chamber members support every effort to involve youth in public discourse. That support works best if we are able to personally snare ourselves as examples and mentors to today's youth. That is why I highly recommend a new program, Teen Works, which is being developed and maintained by the United Way of Monroe County. The United Way has set an organizational goal to focus on the needs of our community's youth, emphasizing on engaging youth as contributing community members as well as recipients of program services. Teen Works is a grant-making board consisting of teen representatives from each area high school who work with adults from the community. Teen Works grants will be made to other teen groups seeking to do civic improvements in the community as well. The process entails teens developing, proposing, and implementing projects. Select teens will sit on the board reviewing and deciding on which projects should be funded. Everyone wins, especially the community, but also the adults serving together with the teens on the Teen Works Board.

The United Way is seeking sponsors to help it build the Teen Works grand funding pool. Sponsoring organizations and businesses are given an adult board membership. Please call Tim Kelly or Christiana Sulinski at the United Way office (629-5657) if you are interested. The first organization meeting of the Teen Works Board is in June.

Supporting projects that engage our youth is good business, now and for our future. Get in the game!

-John Casella,  
Chairman of the Board

## June 2005 Calendar of Events

- June 1.....**New Member Breakfast  
8:00 a.m. - PMCC
- June 3.....**Government Affairs Committee  
8:00 a.m. - Best Western Pocono Inn -  
Stroudsburg
- June 6.....**Business Card Exchange  
5:00 p.m. - Sycamore Grille - Delaware Water Gap
- June 7.....**Women in Business Steering Committee  
12:00 noon - PMCC
- June 8.....**Economic Development Committee  
8:00 a.m. - PMCC
- June 9.....**Pocono Plateau Committee  
8:00 a.m. - Comfort Inn & Suites -  
Mount Pocono
- June 13.....**Education Committee  
12:00 noon - Monroe Career & Technical  
Institute - Bartonsville
- June 14.....**Women in Business Luncheon  
12:00 noon - Barley Creek & Brewing  
Company - Tannersville
- June 15.....**Retention Committee  
8:00 a.m. - PMCC
- June 16.....**Membership Committee  
4:00 p.m. - PMCC
- June 17.....**Monthly Breakfast  
7:30 a.m. - Monroe County Historical  
Association - Stroud Mansion - Stroudsburg
- June 20.....**Executive Committee  
8:00 a.m. - PMCC
- June 21.....**Small Business Development Committee  
8:00 a.m. - PMCC
- June 23.....**HR Committee  
8:30 a.m. - PMCC
- June 27.....**West End Committee  
8:00 a.m. - Western Pocono Community  
Library - Brodheadsville
- June 27.....**Expo Committee  
10:00 a.m. - PMCC
- June 28.....**Board of Directors  
11:00 a.m. - Best Western Pocono Inn -  
Stroudsburg
- TBA.....**Ambassadors Committee
- TBA.....**Culinary Committee
- TBA.....**Quality of Life Committee

## Membership Appreciation Party hosted by Great Bear Golf & Country Club.

The Chamber's Membership Appreciation Party was held on May 9, 2005 at Great Bear Golf & Country Club. Everyone in attendance enjoyed a delicious array of food, networking with fellow chamber members, and the opportunity to relax outside on the veranda, which overlooks the plush golf course. Several members took advantage of the beautiful weather and played a round of golf before the mixer.



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## New Membership Director



Karyn Vashlishan joined the Chamber staff as Membership Director in April. Prior to coming to the Chamber she worked for a local mortgage broker for a brief time and previous to that was employed by a local bank for seventeen years. At the bank she held many positions up to Assistant Vice President and Branch Manager. Karyn had been active in the Chamber of Commerce for several years and served on various committees. In addition she is very actively involved with her church where she is a trustee and an auditor and with the Mount Pocono Rotary Club where she is the current secretary and is president-elect for the 2005/2006 term. She holds an Associate of Science Degree in Finance and Banking and expects to complete the requirements for her Bachelor of Science Degree in Business Administration by the end of 2006.

# Ribbon Cuttings

## Weichert Realtors-Acclaim

Weichert Realtors-Acclaim celebrated the Grand Opening of its new East Stroudsburg location with a Ribbon Cutting Ceremony in April. The event was well attended and included live music. James Birmingham, Manager/Broker is joined by a sales team of 20 agents at this new office located at 46 Crystal Street in the "historic " railroad station. For more information please call 420-0171.



## Sherman Theater

The Sherman Theater held a Ribbon Cutting Ceremony in celebration of the major improvements being made to the theater. The response and support were astounding. The Sherman will serve the community as a venue for live theater, including concerts, comedy, and performing and visual arts. It will also be available for conferences, private parties, and other events. The improvements are expected to be complete in time for the July 16th Grand Opening. The Sherman Theater is located at 524 Main Street, Stroudsburg, PA 18360. For more information log onto [www.shermantheater.org](http://www.shermantheater.org).



## e-VISIONS

e-VISIONS celebrated the Grand Opening of its new location with a Ribbon Cutting Ceremony on May 13th. e-VISIONS has developed cutting edge Website Solutions Services for their customers, incorporating the most recent technologies. Today e-VISIONS offers a wide variety of capabilities, including website design and development, e-Commerce, website hosting services and search engine marketing results. The new location is 321 George St., Throop, PA 18512. For more information please call 489-1158.



# April Monthly Breakfast



Monthly Breakfast- Sponsor Blue Cross of Northeastern Pennsylvania center front- Charlie Brown- back row left to right- Jennifer Washko, Carl Rosencrance, Lisa Grilli, Mary Bruck, Betty Arenz, Cynthia Yevich, Robert Phillips, IOM.

The Monthly Breakfast was held on April 15, 2005 at the Best Western Pocono Inn. Event sponsor was **Blue Cross of Northeastern Pennsylvania**. Guest speaker, Mr. Carl Rosencrance spoke about how Blue Cross of Northeastern Pennsylvania began in 1938 providing health care for 10,000 members. Sixty-seven years later Blue Cross covers thirteen counties and services 600,000 members. They provide health care to groups and individuals and offers several programs such as: 1st Priority, Access Care II, and Traditional. In addition to offering health care products, Blue Cross takes an interest in employees health care lifestyle.



Monthly Breakfast Special Program- National Multiple Sclerosis Society photo- left to right, Robert Phillips, IOM, Lindsay McFillin, Gene Dickison.

The Special Program was presented by the **National Multiple Sclerosis Society**. Their speaker Ms. Lindsay McFillin discussed the important facts about Multiple Sclerosis (MS). MS is a disease that attacks the central nervous system and interferes with the brain's ability to send and receive messages. It is a very unpredictable disease and there are more than 200 people diagnosed each week. This disease seems to be more prevalent in colder climates and is more prominent in women. In most cases, MS strikes between the ages of 20 and 50. Each year there are MS Walks to raise money for research. Tom Doyle from Team Renovations won the 50/50 drawing, which he donated to National Multiple Sclerosis Society.

# Women in Business Luncheon



Dorota Gasienica-Kozak and Carol Huffman

The May Women in Business Luncheon was held at Barley Creek Brewing Company in Tannersville. Carol Huffman of East Stroudsburg North High School, gave a presentation titled "School To Work" (part two of a three-part education series). Denise Cebular of Penn Security Bank, won the 50/50 drawing which she donated back into the scholarship fund. The next Women in Business luncheon on June 14th, will also be held at Barley Creek Brewing Company. Part three of the education series titled "No Child Left Behind," will be presented by Dr. Rachel Heath of East Stroudsburg Area School District.

# May New Member's Breakfast



**CURVES** (Fox Run Lane Road, East Stroudsburg location) Curves is a weight loss, strength training center offering permanent weight loss and results without permanent dieting. Curves' 30 minute workout circuit focuses on resistance training and cardiovascular exercise. For more information call Joyce Kahaly at 223-9554 or e-mail to [joysss@ptd.net](mailto:joysss@ptd.net).

**GREENMAN CLEANING SERVICE** GreenMan Cleaning Service is a natural cleaning service. Their products are all natural, biodegradable, and are safe for use with family pets, children, and employees. For more information call Ken Richards at 982-6284 or e-mail to [ken@greenmanclean.com](mailto:ken@greenmanclean.com).

**SOURCE ONE FINANCIAL GROUP, LLC** Source One Financial Group offers many services in the areas of accounting, bookkeeping, tax preparation, and consulting. For more information call Tim Hegarty at 420-8110 or e-mail [source1g@ptd.net](mailto:source1g@ptd.net).

## From the President



The U.S. House of Representatives overwhelmingly passed a permanent repeal of the unfair death tax, which is justly dreaded by many business owners and their families. The death tax is complicated and unfair, and establishes an expensive and difficult barrier to a family business succession plan. Many times a family business must choose between depleting savings accounts, liquidating the business, or laying off workers just to pay the death tax. The U.S. Chamber has been a strong supporter for a full repeal of the death tax. Permanently repealing the death tax will allow companies to continue their contribution to the U.S. economy. In the near future, the Senate will receive this repeal for vote.

A recent report issued by the Small Business Administration's office of Advocacy says that marginal income tax rates have a profound effect on entrepreneurial activity. According to the report, reducing the marginal income tax rates by one percentage point will increase the probability of starting a new business by 2% for married filers. Cutting taxes allows entrepreneurs to spend more money on their businesses thus allowing them to grow and prosper.

The Pocono Mountains Chamber of Commerce will be closely monitoring the death tax repeal in the U.S. Senate and will encourage Congress to make the last four tax cuts permanently.

*-Robert Phillips, IOM*

### MISSION STATEMENT

Act as  
A Unified Voice of Business  
dedicated to the  
Prosperity of all Commerce  
leading to the  
Enhancement of the Quality of Life  
in our region and  
surrounding areas.

## Members in the News

**East Stroudsburg University of Pennsylvania's** Valerie M. Hodge, vice president for student affairs since 1993, has announced her intent to retire on June 24, 2005. Ms. Hodge first joined ESU as assistant dean of students in 1976. She served as interim vice president for student affairs for two years prior to assuming her current vice president's position, and was assistant vice president of student development for four years. During her tenure at the university, Ms. Hodge has been instrumental in spearheading a number of building projects, including the construction of the Student Recreation Center, the renovation of the Dansbury Commons, residence hall life cycle renovations, and most recently her involvement in the new off-campus University Ridge student housing project. She expressed pride in having been a part of East Stroudsburg University for 29 years and confidence in its future ability to serve its students well. Ms. Hodge has also been very involved in the Pocono community, dedicating countless hours of her time to helping others.



The "**Fergus & Clark Cabaret**" features musical and dramatic performances from faculty and students of Fergus & Clark Academy for the Performing Arts. The performance includes vocal and instrumental music of many styles. The Cabaret will take place on Saturday, June 4 at 7:00 pm at Foxglove Studios (N. Eighth and Scott Streets). Admission is free.

**Kittatinny Canoes**, established in 1941 is the leader in Delaware River canoeing, kayaking, whitewater rafting, tubing, and camping. They will open their 65th season in April with a line-up of great events. Learn to Canoe Days will be held May 14th, June 11th, July 9th, August 27th, and September 10th. Learn to Kayak Days will be held May 21st, June 18 and 25th, July 16th, 17th, 24th, and 30th, August 6th, 14th, and 20th, September 11th and 17th. On Father's Day, June 19th, Dads can enjoy their day and paddle free when accompanied by their families on a canoe or whitewater raft trip. Wildflower and Wildlife Tour Day is August 13th. Fall Foliage Tours will be held on October 15th, 16th, and 22nd. Kittatinny also offers paintball, which is located at Kittatinny's Barryville, NY Adventure Center. They offer a great Paddle & Battle Special which consists of a game of Kittatinny Paintball and your choice of a Kittatinny Canoe, Kayak, or Whitewater Rafting Trip on any two consecutive days. Kittatinny offers the "Best Riverfront Campsites on the Delaware" in Milford, PA or Barryville, NY. This year, Kittatinny is introducing a new clear bottom river kayak to its rental fleet. For information, reservations, or a free brochure, call 1-800-FLOAT-KC.

**Michael Baxter & Associates**, known for its Commercial Real Estate services, has expanded its operations to include a Property Management services division. As a leading commercial real estate brokerage firm in northeastern Pennsylvania, Michael Baxter & Associates recognizes the need to offer to commercial real estate investors an opportunity to focus on finding and securing investments. Michael Baxter & Associates Property Management division offers full-service property management services. This includes securing and managing tenants, billing and collection of rents, as well as controlling and paying expenses, and full financial reporting. They also offer complete facility management (24/7 emergency service, preventative maintenance, landscaping, snow removal, etc.), as well as troubled-property solutions and a variety of special services (including managing service contracts, insurance, and cash flow).

**Minisink Financial Corporation** is a full-service account servicing and collections company located in Bushkill, PA in the Resorts USA building. It has collectors with more than 25 years of experience in collections for community associations, utilities, timeshare dues, and loans. Minisink Financial services include detailed monthly reporting, customized lockboxes with collected monies deposited daily into customer accounts, a predictive dialer that improves contact ratios, credit bureau reporting, and skilled collection agents. In addition, they offer all forms of payment including online, credit card, check by phone, and check processing. For more information on services and a quote, contact Minisink Financial at 1-800-770-0979 or visit their Web site [MinisinkFinancial.com](http://MinisinkFinancial.com).

The Pennsylvania **SkillsUSA** Championships in Lancaster proved to be a great success for local students who brought home a myriad of awards. Forty-Six students from District 11 won 11 gold, 9 silver, and 9 bronze medals in the technical skill and leadership contests. Silver Medal Winners from Monroe Career & Technical Institute are: Matt Benzoni- Precision Machining Technology and Joseph Wick- Residential Plumbing. Bronze Medal Winners were Dennis Dannefelter, Ryan DeMeter, James McClain, Dan Palmeri, and Brian Polnasek all for the Quiz Bowl contest.

**Solid Cactus** offers custom software development, graphic, print and catalog design, and consulting. Solid Cactus also offers a powerful Web-accessible order and fulfillment management system called "OrderMotion Powered by Solid Cactus" which is an ASP enterprise class solution to manage a direct marketing company's back-end operations including order capture, fulfillment, inventory management, payment processing and more. Solid Cactus Inc. is located in the Jewelcor Center at 100 North Wilkes-Barre Blvd., Suite 175 in Wilkes-Barre.

**VIP Studios**, President/CEO, Ken Schurman has just returned from an intensive week of advanced photographic study at The Mid-Atlantic Region School of Professional Photography (M.A.R.S.) in Cape May, NJ. The faculty was comprised of eight renowned instructors from across the U.S. & Canada. Instruction included the latest technology and covered such topics as advanced digital photography, family portraiture, children's portraits, and advanced wedding photography techniques. The week-long conference drew 150 professional photographers and is accredited by the Professional Photographers of America. Corporate sponsors for the event included Kodak Professional, Fujifilm, and Canon U.S.A. Ken is due to receive his Masters Degree in the very near future. VIP Studios is located in Mt. Pocono.

## Membership Anniversaries

### 30 Years

Citizens Bank of Pennsylvania

### 25 Years

Access Office Technologies, Inc.  
Cramer, Swetz & McManus, P.C.

DMC graphics

Laird Technologies  
Young & Haros, LLC

### 15 Years

Christman Wholesale, Inc.

### 10 Years

Leonard's Appliance Repair  
Miller's Paint & Wallpaper, Inc.

Monroe County Municipal Waste Management  
Mountain Intermodal

Rinehart/Affordable Car Rentals

West End Physical Therapy

White Oak Builders, Inc.

### 5 Years

Complete Collision Service, Inc.  
Good Shepherd Rehabilitation Hospital

Junior Achievement of NEPA, Inc.

Mountain Pest Control, Inc.

Pitney Bowes, Inc.

Pocono Lutheran Village

Pocono/Slate Belt Youth for Christ

Small Business Insurance Services, Inc.

Thome Silversmith, Inc.

United States Army

**Congratulations!**

## Welcome New Members

The following new members are not listed in the 2005 Membership Directory & Buyer's Guide. Please be sure to add this page to your copy of the Directory.

### American Senior Coordinators

Richard A. Marsh  
208 Eagle Valley Mall, Suite 153  
E. Stroudsburg, PA 18301  
570-629-7399  
570-629-2437  
ramarsh@mail.com  
www.americanseniorcoordinators.com  
ESTATE PLANNING

### GreenMan Cleaning Service

Ken Richards  
PO Box 1065  
E. Stroudsburg, PA 18301  
570-982-6284  
ken@greenmanclean.com  
www.greenmanclean.com  
CLEANING SERVICES

### Monroe County Conservation

**District**  
Craig Todd  
8050 Running Valley Rd  
Stroudsburg, PA 18360  
570-629-3060  
570-629-3063  
monroecd@ptd.net  
www.mcconservation.org  
NON - PROFIT ORGANIZATIONS

### Breeze Café, LLC

William Votava  
234 Eagle Valley Mall  
E. Stroudsburg, PA 18301  
570-476-6670  
570-476-6673  
chef@breezecafe.net  
www.breezecafe.net  
RESTAURANTS

### Jeff Seymour Custom Home

Improvements  
Jeff Seymour  
RD 6 Box 611  
Stroudsburg, PA 18360  
570-992-1121  
570-992-1121  
jpmn@earthlink.net  
CONTRACTORS - HOME  
IMPROVEMENT

### Muscle Inc.

Peter Catalemi  
600 Main Street  
Stroudsburg, PA 18360  
570-424-5530  
570-424-5238  
muscle1@ptd.net  
HEALTH - FITNESS

### ColorTyme

Louis Hall  
PO Box 4176  
Jim Thorpe, PA 18229  
570-629-6229  
570-629-5097  
lmhall@colortyme.com  
www.colortyme.us  
RETAIL

### L.E.G. Consultants

Larry Greene  
98 Brinleigh Drive  
E. Stroudsburg, PA 18301  
570-421-1219  
570-421-5546  
lgreens@aol.com  
www.legconsultants.com  
CONSULTANTS - HOSPITALITY &  
RESTAURANT

### Quantum Business Solutions, LLC

Jim Guinn  
106 Rudder Drive  
Austin, TX 78738  
917-602-0100  
512-261-3849  
jim@quantumbiz.com  
www.quantumbiz.com  
WEB SITE - GRAPHIC DESIGN

### Curves

Joyce Kahaly  
Mignosi Shopping Center  
14 Fox Run Lane  
E. Stroudsburg, PA 18301  
570-223-9554  
570-223-9566  
joysss@ptd.net  
www.curvesinternational.com  
HEALTH - FITNESS

### Lehigh Valley Janitorial Supply

Chet Schneider  
2320 Brodhead Rd.  
Bethlehem, PA 18020  
800-868-6153  
610-868-6153  
csneider@completebldgserv.com  
JANITORIAL - SUPPLIES

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Pamela Gockley  
PO Box 4544  
Reading, PA 19606  
610-685-5630  
610-685-5632  
info@pennsylvaniajobs.com  
www.PennsylvaniaJobs.com  
INTERNET SERVICES

### Durham Trading & Design Co.

Donna Sheridan  
RR#5 Box 5233  
E. Stroudsburg, PA 18301  
570-424-6222  
570-424-7444  
www.durhamtradingdesign.com  
FURNITURE

### Martin's Garage Door Sales

Martin Torres  
3516 Summit Drive  
Tobyhanna, PA 18466  
570-894-4381  
570-894-4090  
GARAGE DOORS

### Pennsylvania Home Defense Assoc. (PHDA)

Marilyn Wilson  
18 South 9th Street  
Suite 1043  
Stroudsburg, PA 18360  
570-646-7126  
570-643-0958  
amsj@epix.net  
www.phda.us  
NON - PROFIT ORGANIZATIONS

## Welcome New Members

The following new members are not listed in the 2005 Membership Directory & Buyer's Guide. Please be sure to add this page to your copy of the Directory.

### Sharp Shooters

Bob Ciavatta  
5 Stony Ledge Drive  
E. Stroudsburg, PA 18301  
800-410-9505  
shooters@ptd.net  
www.videosharpshooters.com  
VIDEO PRODUCTIONS

### Sherman Theater

Richard Berkowitz  
RR 5 Box 5565  
5565 Franklin Hill Rd.  
East Stroudsburg, PA 18301  
570-656-0653  
rich@shermantheater.com  
www.shermantheater.com  
ENTERTAINMENT

### Source One Financial Group

Tim Hegarty  
208 Eagle Valley Mall, Unit #132  
E. Stroudsburg, PA 18301  
570-420-8110  
570-420-8110  
source1g@ptd.net  
ACCOUNTANTS

### West End Lanes

Jeannette Demeglio  
PO Box 91  
Gilbert, PA 18331  
610-681-9000  
610-681-9004  
westendlanes@aol.com  
www.westendlanes.com  
BOWLING ALLEYS

### WNep TV

Bob Loftus  
16 Montage Mountain Rd  
Moosic, PA 18507  
800-982-4374  
bob.loftus@wnep.com  
www.wnep.com  
TELEVISION STATIONS