

Notes from Jeff

January is Chili Time! *actually it's in February*

I'm talking about the Chili Open on February 26th. It is a **crazy fun event** sponsored by the Strongsville Rotary Club. My Dad has been a member for about 25 years and each year for the past 20 years they have had the Chili Open at the Cuyahoga County Fairgrounds.

At this event you will play **"golf" on the frozen tundra** at the fairgrounds. Be sure to bring an **orange ball**, because the white ones are useless in the snow. When you get cold you can go inside & **eat chili** to warm up (as well as lots of other donated food). There is also a live auction with radio & TV celebrity auctioneers.

The Chili Open is something you just need to experience to truly understand. This event has raised over **\$100,000** for charity. Check out the insert to this issue of INKlings for more information.

You Spoke

and now I will act (err climb)

Last month I asked you if I should do the **Tackle the Tower** race that I have climbed the last 2 years. Your response was overwhelming. I was really surprised how many of you told me that I should do it again and offered many words of encouragement. One person even said **"You better do it, because I'm doing it because of you!"**

Now that you all have spoken it's my time to speak. I think that you should do it too! It is only about a month away, but you can easily train by using a stairmaster or do what my sister-in-law is doing - **run up & down the stairs in her house!** There are thousands of people doing this race of all different sizes & fitness levels. Two years ago this was the first race of any kind that I did. If you do it I will even publish your name & time in the March issue of INKlings.

In February 2010, I ran this race & climbed the 37 floors of the Erievue Tower in 6 minutes 50 seconds. My goal this year is under 6 minutes.

The race is on Saturday, February 5th in the morning. Tackle the Tower benefits the Ronald McDonald House of Cleveland. You can register at www.HermesCleveland.com.

The THANKS that Keeps on GIVING

We sent out a special Thanksgiving Card this year. It was a postcard with a gift card attached. The Gift Card was worth \$25 of **FREE PRINTING** in the month of December. So many of you cashed in your gift card in December that it kept us quite busy. In fact, this December will go down as one of the busiest (if not the busiest) Decembers in our 44 year history. THANK YOU for your for your continued support!!



The Gift Cards were set up to reduce to \$15 in **FREE PRINTING** starting January 1st through January 31st. I'm so excited about how many of you have been able to take advantage of the gift cards in December that I have a special offer for you if you haven't used your Gift Card yet. Since you are a reader of INKlings I will give you the **FULL VALUE** of \$25 for the Month of January. All you have to do is tell us that you read this article in INKlings when you bring in the post card & we will give you full value of \$25.

- Jeff Dettmer

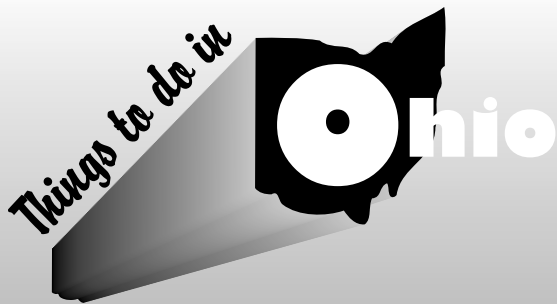
Client's Corner:

Jeff,
Your While You Were Out system is pure genius. You took a simple idea and turned it into a marketing campaign that works! It really gets noticed and separates you from the mundane mail everyone gets.

Thanks again!
Chris Wisbar
Deep Cleaning Solutions

*Share your great experience with us at
www.bereaprinting.com*





Painesville Chili Cookoff & Winter Carnival Painesville, Ohio

Do you think you have the perfect chili recipe? Do you just enjoy taste testing chili? If so, don't miss out on this winter chili cookoff! This event started in 2005 and has grown from just 3 contestants to 19 in 2009! There will also be nordic skiing, frisbee golf, ice carvings and kids crafts.

Date & Time: January 22, 2011 • 1 - 4:00 pm

Location: Painesville Square and Victoria Place in downtown Painesville
Call 440 392-5912 to register to cook

Admission: Free; \$10 to compete in the chili cookoff



*Find the words in the puzzle
to the left and have fun!*

- | | |
|------------|--------------|
| Beginnings | Organize |
| Blizzard | Parties |
| Celebrate | Resolutions |
| Champagne | Shovelling |
| Dieting | Skating |
| Fireplaces | Skiing |
| Icicles | Snowboarding |
| Mittens | Snowflake |
| Mountains | Superbowl |

Puzzle Answer Keys available at www.bereaprinting.com

RECYCLING TICKER: Our current TOTAL of paper recycled since 1995 is **560,559 lbs.** We have saved...



4,514 Trees



796 yds. Landfill



1,756,629 gal. Water



1,020,776 kw Electricity



14,967 lb Air Pollutants



tip OF THE MONTH

Did you know that note pads don't have to be rectangles? Most people don't know that a note pad can be made into any shape because



there are so few places that can actually produce these. Lucky for you we are the experts in Note Pad Shapes. In fact we have a special

website where you can learn about them at www.notepadshapes.com.

Over the last several years we have been able to help market many businesses throughout the country with stock & custom note pad shapes. Each client has special needs & ideas to incorporate into a note pad shape like a coupon or referral card.

Note Pad Marketing is useful to many different businesses, but Note Pad Shapes attract more attention. We have provided custom solutions to clients to include mail distribution to their client or prospect list.

Give us a call or check out www.notepadshapes.com to learn more & discuss how Note Pad Shapes can improve your business.

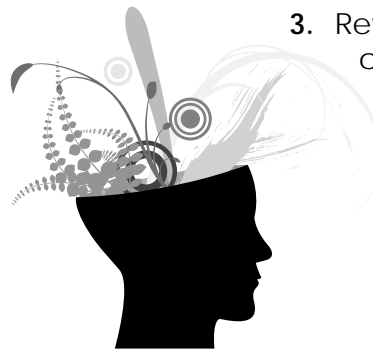
notepadshapes.com

www.OutrageousMarketingProducts.com



New Year's Eve has always been a time to reflect on the passing year and look forward to the next. It's also a time to reflect on those things we'd like to change in our lives. If you made a New Year's Resolution this year, here are a few tips that might help you stick to it!

1. Be Realistic - Make sure your goal this year is one that can be reached with dedication!
2. Plan Ahead - Think about how you might deal with temptation throughout the year and who you will rely on for support.



3. Reward Yourself - Learn to celebrate your success by treating yourself to something you like that doesn't go against your resolution.

Good luck this year fulfilling your goals!

RECIPES

My Recipe for **Lentil and Ham Soup**

A great slow-cooker recipe for these cold winter days!

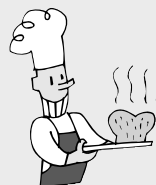
PREP TIME 20 Mins. COOK TIME 11 Hrs READY IN 11 Hrs 20 Mins SERVINGS 6

INGREDIENTS

1 cup dried lentils	cooked ham	1/4 teaspoon black pepper
1 cup chopped celery	1/2 teaspoon dried basil	32 ounces chicken broth
1 cup chopped carrots	1/4 teaspoon dried thyme	1 cup water
1 cup chopped onion	1/2 teaspoon dried oregano	8 teaspoons tomato sauce
2 cloves garlic, minced	1 bay leaf	
1 1/2 cups diced		

DIRECTIONS

1. In a 3 1/2 quart or larger slow cooker combine the lentils, celery, carrots, onion, garlic and ham. Season with basil, thyme, oregano, the bay leaf and pepper. Stir in the chicken broth, water and tomato sauce. Cover and cook on Low for 11 hours. Discard the bay leaf before serving.





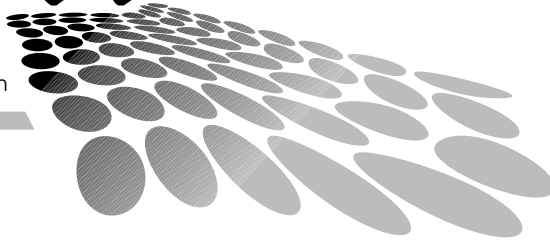
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inklings

1: a slight indication or suggestion
2: a slight knowledge or vague notion



January 2011



- What state officially became one of the United States on January 3rd, 1959?
 - Alaska
 - Wyoming
 - Arizona
 - Utah
- On January 3rd, 1888, an invention made of paraffin-covered paper was patented by Marvin Stone. Name that invention.
 - Wax Paper
 - Drinking Straws
 - Tape
 - Dixie Cups
- What singer was born with the name 'David Robert Jones' on January 8th, 1947?
 - Tom Jones
 - Elton John
 - David Bowie
 - Davy Jones
- What American institution opened its first location in the Soviet Union on January 31st, 1990?
 - Arby's
 - Burger King
 - Wal-Mart
 - McDonald's
- On January 26th, 1875, this invention which has caused fear for millions was patented. Name the invention.
 - Dental Drill
 - Atomic Bomb
 - Napalm
 - Guillotine
- What eligible bachelor 'tied-the-knot' on Lanai Island, Hawaii, on January 1st, 1994?
 - Tom Cruise
 - Jim Carrey
 - Bill Gates
 - Jerry Seinfeld
- What American patriot, silversmith, engraver, and maker of false teeth was born on January 1st, 1735?
 - Paul Revere
 - Benjamin Franklin
 - Tom Paine
 - James Madison
- What game show made its debut on January 6th, 1975, with Chuck Woolery as its host?
 - Greed
 - The Dating Game
 - Scrabble
 - Wheel of Fortune
- What rock 'n' roll Hall-of-Famer was born in Tupelo, Mississippi, on January 8th, 1935?
 - Little Richard
 - Elvis Presley
 - Chuck Berry
 - Jim Morrison
- What country seized the American ship 'USS Pueblo' on January 23rd, 1968?
 - Iraq
 - Iran
 - North Korea
 - South Korea
- January is also called the National _____ Month in the United States?
 - Chocolate
 - Soup
 - Steak
 - Icecream
- Who said 'The blast of January would blow you through and through'?
 - Tennyson
 - Milton
 - Chaucer
 - Shakespeare
- On what day is International Hot and Spicy food day?
 - January 10
 - Third Saturday in Jan.
 - January 1
 - Last Sunday in Jan.