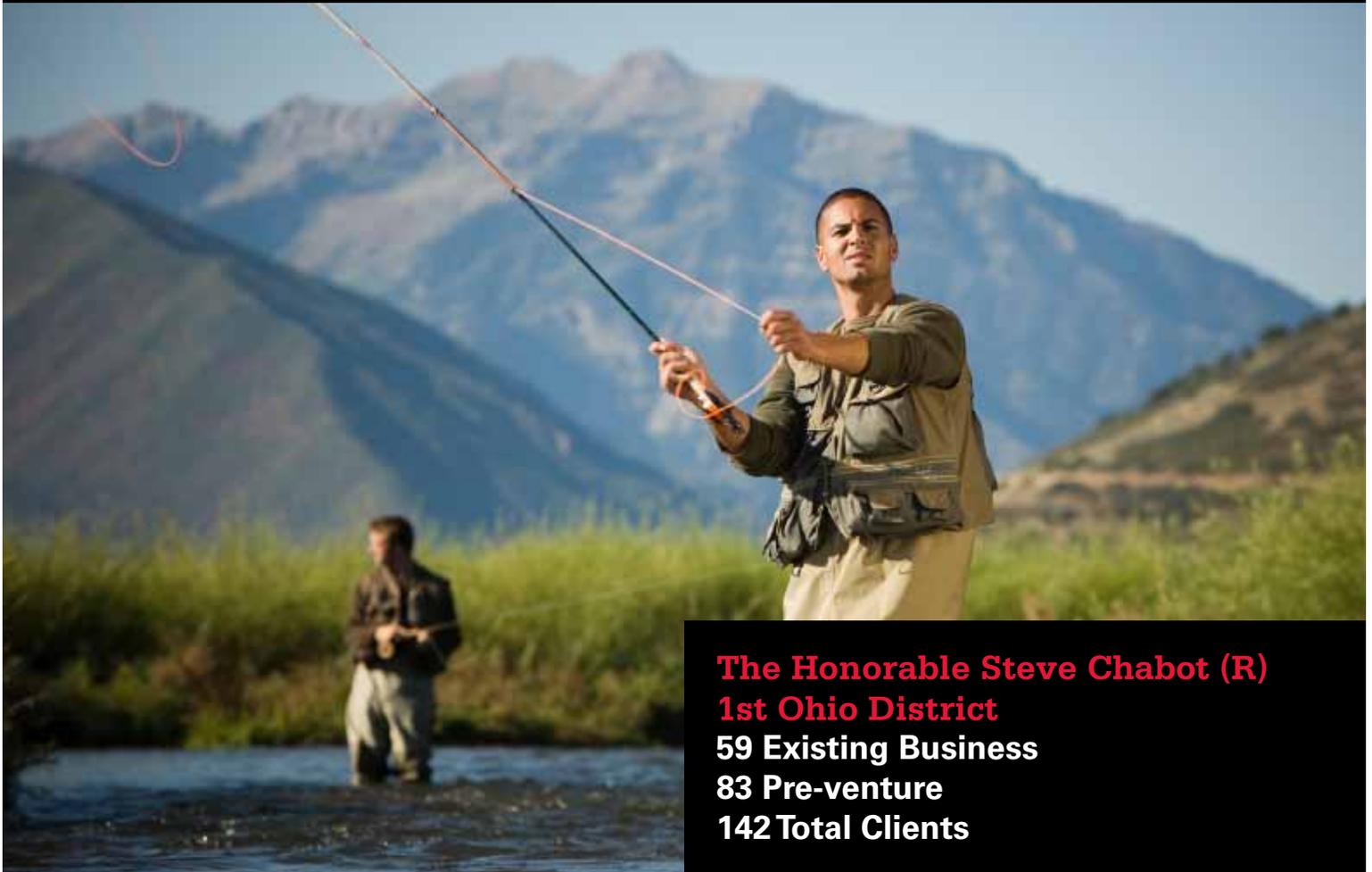


**Success Story Salamander Sinkers**

**The Honorable Steve Chabot (R)**  
**1st Ohio District**  
**59 Existing Business**  
**83 Pre-venture**  
**142 Total Clients**

Johnny Stone is living his dream; he turned his love of fishing into a thriving business. As a fisherman, Stone knew that lead sinkers were not environmentally friendly, they would break from the line on average every 30 minutes, and get caught in the current or stuck under debris while fishing. Stone hit upon an idea and designed a lead-free, snag resistant sinker. His newly designed sinker has lasted for several years.

Stone took his idea to the Manufacturing Technology Small Business Development Center at TechSolve. He attended their leadership series and various networking opportunities, which exposed him to additional clients. Madison Doscher counselor at the Manufacturing Technology Small Business Development Center

provided him with information regarding business strategies, website design, and patent requirements. Doscher is currently helping Stone find distributors to increase his production capabilities.

Stone's company is rapidly growing as he entered the New York and California market last fall. His product is doing well in both markets and he is now seeing increased interest in adding his sinkers to their shelves.

"I will continue to partner with the Manufacturing Technology Small Business Development Center for future guidance and counseling as needed regarding business assistance," Stone said.