



The Dover Lead Group is a unique group of business owners, entrepreneurs, sales representatives and local officials that meet once a month to share innovative ideas, sales strategies, leads and updates on business in Kent County.

LIST OF COMPANIES IN THE DOVER LEAD GROUP

Advantech, Inc.

The Blue Book Network

Central Delaware Chamber of Commerce

Downtown Dover Partnership

Excel Business Systems

Faw, Casson & Co., LLP

Karins and Associates

R&R Commercial Realty

RCI – Reprographics Center, Inc.

Sales Solutions

Temple Carter

Waste Industries

WSFS Bank

Advantech, Inc.

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Director of Sales
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Advantech is a systems integration company specializing in solutions to access control, video surveillance, intrusion detection, fire alarm/life safety, communications and identity management solutions. Advantech's Home Systems Division specializes in custom residential solutions for security, remote management, whole house audio, home theater, structured cabling & networks, central vacuum, and smart home technology.

Incorporated in 1990, Advantech serves the Mid-Atlantic region of the US and supports Global accounts as contracted. As a complete solutions provider Advantech provides design, installation, service and on-going Client support. Disciplines include IT/Connectivity, Design and Drafting (AutoCAD), Project Management, Remote Management, Technology Integration, Central Station Monitoring, Inspection & Testing, Preventative Maintenance and Professional Services.

The Blue Book Network

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www.thebluebook.com



Since 1913, the construction industry has turned to *The Blue Book Building and Construction Network* for the most complete, accurate and up-to-date information.

In addition to providing thebluebook.com, the largest, most targeted construction search engine in the nation, the company still publishes twenty-eight regional Blue Book directories at record levels each year.

Today, *The Blue Book Network* has expanded its product and service offering to include free tools that are helping the entire industry improve its workflow - from design through post-construction.

The Blue Book Network continues to grow and is now the largest and most active network in the commercial construction industry including General Contractors, Subcontractors, Suppliers, Architects, Engineers, Building Owners, Transportation and Utilities Professionals, Real Estate Developers and Property Managers and Government Agencies.

Founded in 1913, this organization connects people in every aspect of the construction industry from architects to general contractors through the use of innovative products such as Vu360 (take-off software) and SyncWare. This includes contract management, project leads, bid invitations, shared plans and specs and showcase events.

Central Delaware Chamber of Commerce

Judy Diogo

President

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Central DE Chamber of Commerce

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GOOD NETWORKING, GOOD CONNECTIONS, GOOD BUSINESS!

The Central Delaware Chamber of Commerce (CDCC) is the network of choice for the premier businesses in Central Delaware. The mission of the CDCC is to be 1,000 members strong in 2013. The CDCC provides both business development and business representation to its members. Through the year, the CDCC hosts 42 events, publishes a monthly newspaper, and an information book. The CDCC is the only accredited chamber in the State of Delaware. They are ranked in the top 4% of chamber in the United States due to their 3-Star accreditation rating. The CDCC is also the only chamber in the State to operate a Leadership Program. The purpose of the Leadership Central Delaware Program is to create dynamic, effective, and knowledgeable leaders for our businesses and our communities. The CDCC is also very active on the economic development front acting as creator and coordinator of the KENT COUNTY IS OPEN FOR BUSINESS PROGRAM.

Downtown Dover Partnership

William Neaton

Economic Development

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Downtown Dover Partnership is a non-profit organization dedicated to revitalizing the Downtown Dover District. Downtown Dover Partnership works hand in hand with the National Trust for Historic Preservation's National Main Street Center and Delaware Main Street initiative to create a variety of programs that service to improve our downtown district.

Excel Business Systems

Joyce Hein

Sales Representative

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Excel Business Systems has been in business since **1984**, with offices in 2 strategic locations servicing the entire Delaware Valley area. As one of the largest full line Kyocera, Lanier, and Canon Dealers in the United States, we offer unsurpassed sales, service and supplies obtaining the elite "**Solution Provider Dealer**" award.

We are also authorized sales and service provider for Microsoft, Intel, Symantec, Check Point, DocuClass paperless office, and many other hardware/software solutions. Our technicians are trained and certified in the latest hardware and software technologies to provide our customers with the highest quality service possible.

Faw, Casson & Co., LLP

Jim Arthur

Manager

Stephanie J. Turner

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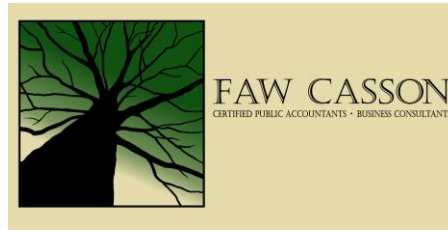
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Since 1944, our mission has been to serve our clients as their most trusted business advisors. Our clients tell us that we are key to their financial survival and success. As our clients have succeeded, so has our firm. We are presently the largest firm on the Delmarva Peninsula, with offices in Dover, Delaware and Ocean City, Maryland. As a charter member of AGN International, we also have global capabilities at the highest professional levels.

Karins and Associates

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Karins and Associates, a full service consulting firm that provides civil engineering, planning and surveying services in Delaware, Maryland and Pennsylvania, is celebrating 40 years in business. Founded in 1973 by Mr. Uldis Karins, then a County Engineer for New Castle County, Karins and Associates has offices in Newark, DE and Seaford, DE.

With a certified staff of professional engineers, professional land surveyors, survey crews and designers, Karins and Associates offers a full service engineering solution for any project. The firm specializes in land development infrastructure engineering, surveying, public works improvement projects, construction services, water resources engineering, feasibility studies/land planning and conceptual development plans, transportation and traffic engineering studies.

R & R Commercial Realty

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Established in 1996 by Charles C. Rodriguez, R & R Commercial Realty, Inc. is a highly successful real estate firm located in Kent and Sussex County, Delaware. With the focus on commercial real estate R & R is one of the most visible as well as respected firms within their service area. Our services include Retail, Office, Industrial, Property Management, Land Sales, Development, and Self Storage Facilities.

Property Management is one function we perform to assist our clients in preserving their investment. As a property manager our goal is not only to preserve their investment but to also maximize cash flow and increase our clients net value. We feel that our clients deserve the utmost personal care when it comes to their property. The lines of communication are always open with the owners and tenants so they are informed of the properties status at all time.

We manage: Retail, Office, Apartments, Mini Storage Facilities

RCI

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The Reprographics Center (RCI) is a full-service commercial printer that specializes in printing services for the construction industry. We make available an extensive array of digital printing, such as engineering reprographics, color plotting, digital color brochures, business cards, etc. and high-speed black & white printing. RCI serves a diverse portfolio of business clients as well as over the counter and quick-copy business-to-consumer accounts. RCI has more than 50 years of experience in distributing construction bid packages in the tri-state area. Our portfolio includes printing and distributing construction documents for the new Dover Public Library, Bayhealth Kent Campus Expansion and Delaware State University Wellness Center, Library and Residence Hall.

Sales Solutions

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Sales Solutions is an organization created to support your business development needs. Our mission is to strategically position people and companies for success. We maximize opportunities through industry networking and company research.

Offering a range of services to develop opportunities and enhance results for your business.

- Focused industry networking
- Help in identifying new contacts
- Help in developing new business relationships
- Targeted, customized business development specific to your needs
- Creative solutions for your sales

Temple Carter

Town of Smyrna, Chairman of Planning and Zoning Commission
Kent County Board of Adjustment
Real Estate Representative at Delaware Department of Transportation
Chairman of Bayhealth Foundation Board of Directors
Director, Bayhealth Cancer Institute Board

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I was employed at DeIDOT for 26 years as a traffic engineer, subdivision Manager, Asst. Chief of Utilities, and Real Estate Representative. I retired to work for a Commercial Construction Company and in 2009 returned to DeIDOT part time doing Real Estate projects for the Department. I have worked as a General Contractor, Real Estate developer, and consultant. I held a Real Estate License for 19 years and completed the course work for the CCIM program. I was a member of the Maple Dale Country Club Board of Directors (4 yrs), I have served as Chair of the Town of Smyrna Planning and Zoning Commission and the Board of Adjustment (1988-1992), served as a councilman on the Town of Smyrna 2003-2005, Town Council and Chairman of the finance committee. I was the past Chairman of the 28th Democratic District, and a member of the Kent County Democrat Executive Committee. Besides the above I am also active with Beta Epsilon Chapter of KA at U of D and I am the web master of the fraternity kaud.net web site and the Alumni Dealum.net web site. I am also treasurer of the Delaware Alumni chapter of Kappa Alpha Order.

WASTE INDUSTRIES

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WASTE INDUSTRIES is a solid waste services company that has provided collection, transfer, disposal, and recycling services to commercial, industrial and residential customer locations in North Carolina, South Carolina, Virginia, Georgia, Maryland, Delaware, and Tennessee for more than 40 years. We understand that honesty, commitment to our employees and community, and the endless search for improvement are the reasons for our past success and the foundation for our future growth. Living in the communities we serve, we are committed to improving them. From state-of-the-art landfills and transfer stations to strategic environmental policies, we can help communities maintain and improve their quality of life by providing efficient, innovative, and cost-effective solid waste solutions. By standing on our principles, we have earned the trust and respect from our customers and the industry.

WSFS Bank

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WSFS Bank is the oldest and largest locally-managed, independent bank and trust company headquartered in Delaware. WSFS can service all of your needs—lending, deposits, and investments—for both consumers and businesses and is the largest ATM provider in this market. We would like a chance to earn your business. We work in this community; we support this community; we live in this community; WSFS has served this community for over 179 years. We Stand For Service® is who we are and we live by it every day.