

# CHAMBER CHATTER

The Newsletter of the Waynesburg Area Chamber of Commerce  
Phone: (724) 627-5926 • Fax: (724) 627-8017  
E-mail: waynesburgchamber@windstream.net  
www.waynesburgchamber.com

*To provide services and programs that will increase the success of member businesses and organizations and enhance the economy and quality of life in the Waynesburg Area. To remain a politically unbiased and enthusiastic resource to our members and the community at large.*

## Business After Hours

Thursday, March 29th  
4:00 p.m. to 6:00 p.m.

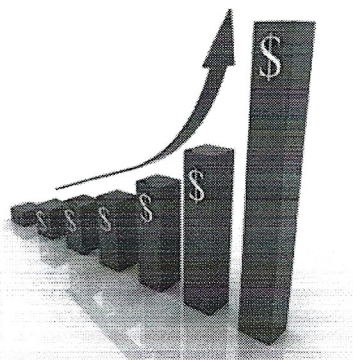
Refreshments provided by  
Hot Rod's  
House of Bar B Que



7 East High Street, Waynesburg

The Waynesburg Area Chamber of Commerce  
and ActionCOACH Business Coaching Present..

## 5 Ways to Super Sales and Profits



Date: March 28, 2012  
Time: 12pm-1pm  
Location: Waynesburg University  
Center for Research and  
Economic Development  
Room # 104  
Cost: \$15 member/\$25 non-member

*"There are truly only five ways to multiply your business profits but most business owners focus on the wrong things"*

In this seminar you'll learn the five numbers every successful business focuses on improving.

Presented by Master Business Coach, Ken Sevick ActionCOACH



CALL NOW TO RESERVE YOUR SEAT!  
724-627-5926  
Seating is Limited

**ActionCOACH**  
business coaching

## New Members

### **Tri State Supply Co., Inc.**

Mr. James VanZandt, President  
Mailing - 371 West Chestnut Street, Washington, Pa 15301  
Physical - 1710 East High Street, Waynesburg, Pa 15370  
724-833-9347 Phone & Fax  
Waynesburg@tssab.com  
www.tssab.com  
Electrical Wholesale  
2 employees

### **Steamfitters L.U. 449**

Mr. Joseph M. Little, Secretary/Treasurer  
1517 Woodruff Street  
Pittsburgh, Pa 15220  
412-381-1133  
Fax 412-831-7875  
jml@ua449.com  
www.ua449.com  
Non-Profit HVAC-R  
6 employees

### **Sky Oxygen**

Mr. Kerry Sabo, Technical Sales  
2790 Idlewood Avenue  
Carnegie, Pa 15106  
412-228-9025  
Fax 412-278-3003  
ksabo@sky-oxygen.com  
www.sky-oxygen.com  
Industrial gases, welding supplies, propane & safety equipment  
18 employees

### **Ms. Deborah Rohanna**

Individual Member  
110 Howie Street  
Waynesburg, Pa 15370  
724-833-9164  
dlrohanna@yahoo.com

### **Robin's Cottage Baked Goods**

Robin Leonard, Owner  
202 A. Dowlin Avenue  
Carmichaels, Pa 15320  
724-833-7566  
Rob144@windstream.net  
Baked Goods  
1 employee

### **Action Coach Business Coaching**

Mr. Ken Sevick, Owner  
8800 Barnes Lake Road, Suite 400  
North Huntingdon, PA 15642  
724-382-4486  
Fax 724-382-4489  
kensevick@actioncoach.com  
www.actioncoach.com/kensevick  
Business Consulting/Training  
1 employee

### **Celestial Photography**

Mrs. Karole Wagner, Owner/Photographer  
279 Ferncliff Road  
Rices Landing, Pa 15357  
724-833-8447  
celestialphoto@live.com  
www.celestialphotography.net  
Photography Studio  
1 employee

## New Representatives

### **Office Systems of Fayette & Greene**

Tom Strasbaugh,  
tstrasbaugh@comcast.net

### **Premier Power Solutions**

Mr. David Kristian, Vice President of Sales,  
dkristian@trustpps.com

### **Producers Supply Co.**

Rachel Katzeff,  
Rachel@producersupply.com

### **Waynesburg - Franklin Township Volunteer Fire Co.**

Ron Fox, President - wbgfire@windstream.net

### **D. Moore & Sons Monument**

Jeff Thomas, Manager  
jeff.thomas@mooremonument.com

### **Community Action Southwest**

Juli Lawrence, Marketing and Development Director,  
724-852-2893 ext 404,  
jlawrence@caswg.org and Bridget Dennison,  
Marketing and Development Coordinator, 724-852-2893 ext 408  
bdennison@caswg.org, fax 724-228-9966

### **Wendy's of Waynesburg**

Paul Rock, General Manager

### **Dennis Moore**

RJ Lee Group, Inc.  
dmoore@rjlg.com

### **Susan Frank**

Ford Business Machines  
724-628-9050 ext. 300  
sfrank@buyfbm.com

### **Scott Carney**

Williams  
412-865-1735  
scott.carney@williams.com

### **Melissa Sosso, General Sales Manager**

Froggy and The Pickle - Keymarket of PA, LLC  
msosso@keymarketradio.com

## New Email & Websites

### **Prompt Quality Painting,**

Tim Frye - pqpl@windstream.net &  
www.promptqualitypainting.com

**EZtoUse.com** - Jackie Wolesslagle - jwolesslagle@eztouse.com

**Frick Tri-County Federal Credit Union** - Phil Facchine -  
phil@fricktricityfcu.org

**First Christian Church of Waynesburg** - www.wbgchristian.com

### **Chuck Carnahan - State Farm Insurance**

chuck.carnahan.uwgg@statefarm.com

### **Steven J. Pinelli, DMD, P.C. - Donna Russo**

donnarusso1@yahoo.com

### **Huffman-Whipkey Insurance, dba Marthinsen & Salvitti, Insurance** - www.msipa.com

### **Donnelly-Boland and Associates**

Michael Wilson - mwilson@donnelly-boland.com and  
Ninamary Langsdale - nlangsdale@donnelly-boland.com

### **Hayden Excavating** - Linda Hayden, Office Supervisor

haydenexcavating@gmail.com

### **Patton Electric** - Thomas A. Patton, Owner

pattonelectric@windstream.net

**Beltone Audiology & Hearing Aids** - Debra Conn, NBC-HIS -  
dcheat@hotmail.com

## Members in the Spotlight

### Tri-State Health Care Associates is pleased to welcome Stephen Love, MD!

Dr. Love brings with him 30 years' of experience in family medicine, emergency medicine and urgent care.

Dr. Love is happy to provide:

Evaluations for the appropriateness of physical therapy

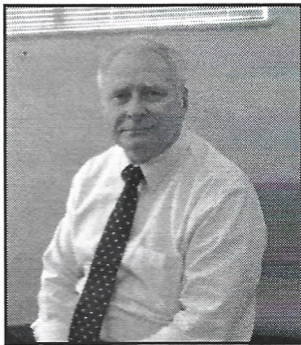
Fitness-for-work evaluations

Sports &/or School Physicals

Executive Physicals

Employment Physicals

EKG's



Trigger Point & Joint Injections to aid in the management of your pain while you continue with physical therapy or chiropractic care

Suffering from a cough or cold? Dr. Love offers general medicine services to help manage all of your health care needs. We're happy to communicate with your personal physician. Don't have a family doctor? Have a chronic concern (diabetes, high blood pressure, etc.) that needs managed? Allow Dr.

Love to care for you! Tri-State Health Care also maintains strong referral relationships with a number of area specialists.

For more information or to schedule an appointment with our medical doctor, chiropractors, physical therapist or massage therapist, call 724-852-2727 today!

We at Tri-State Health Care take pride in delivering quality, patient-focused, results-driven care in our multi-disciplinary practice. Our professional team includes a Medical Doctor, Doctors of Chiropractic, a Doctor of Physical Therapy and a Massage Therapist. We work together to provide you the care you need.

Our mission at Tri-State Health Care is to serve you - the patient. Our team will work with you to achieve your goals, whether that means getting out of pain, returning to work, enhancing performance or maintaining a state of wellness.

Tri-State Health Care is conveniently located right off I-79 at the Waynesburg exit and maintains convenient hours. We are here to serve you Monday through Thursday from 7:30 a.m. to 6:30 p.m.,

Fridays from 7:30 a.m. to 5:30 p.m. & on Saturdays from 7:30 a.m. until 12:30 p.m.

*Tri-State Health Care Associates*

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Check us out online at [www.tristatewebb.com](http://www.tristatewebb.com).



Dr. Frank Hughes & Dr. Jay Rumbaugh  
Chiropractors

Dr. Stephen Love  
Medical Doctor

Dr. Ron Ermlick  
Physical Therapist



Sarah Brandstetter, coordinator of Waynesburg University's Bonner Scholar Program, has been selected as a Pennsylvania Statewide Afterschool/Youth Development Network (PSAYDN) Afterschool Champion. She was recognized for her exemplary commitment, dedication and outstanding work in supporting meaningful, high quality afterschool/out-of-school time for children and youth in the local community.

"Sarah epitomizes what it means to be active in her community, and she is training the next generation to be servant-leaders in their own communities after graduation," said Dave Calvario, the University's Center for Student Leadership director and dean of students. She holds the youth in our area near and dear to her heart, Calvario said. She challenges and plants seeds in the University students she mentors and teaches them to become champions in their own respect. Brandstetter is one in a select group of ten Afterschool Champions from across Pennsylvania who was honored at PSAYDN's annual meeting in Pittsburgh on March 7.

## \$1,500 Chamber Of Commerce Scholarship Applications Now Available

Applications are now being accepted for the 22nd Annual Chamber of Commerce Scholarship to be awarded this May. The scholarship program is open to any Greene County student who will be a graduating senior in 2012. All high school seniors who have been accepted to a College or Technical School as an incoming freshman this Fall and have maintained a cumulative grade point average of 3.0 or better while in high school are eligible to apply. Applicants will be required to write an essay on "Describe your most meaningful achievements

and how they have affected your life." Applicants must also furnish a listing of their school activities and local community involvement that will be used in the event of a tie. Applications are available to be printed directly from the Chamber website at [www.waynesburgchamber.com](http://www.waynesburgchamber.com). Completed applications must be submitted by 4:00pm on Wednesday, April 11th. The winner will be announced May 10th and the Scholarship Award presented at the Chamber's monthly General Membership Luncheon on May 23rd.

## Mark These Chamber of Commerce Events On Your Calendar!

### March

- 15 – Membership Directory Advertising Deadline
- 28 – “5 Ways to Super Sales & Profits” Lunch and Learn Seminar – Noon – CRED Bldg.
- 29 – Greene County Memorial Hospital Foundation’s Business After Hours – 4 to 6pm – 7 East High Street

### April

- 11 - Southwest Regional Medical Center Open House – noon to 2:30
- 11 – Educational Scholarship Fund Entry Deadline
- 12 – Golf Outing Committee – 8am – Bob Evans
- 19 – Tri-State Health Care Business After Hours – 5-7pm
- 25 – Administrative Professional’s Day Luncheon – First Baptist Church

### May

- 4 – Annual Chamber of Commerce Golf Outing – Rohanna’s Golf Course
- 11 – Waynesburg Central Elementary School Career Day
- 23 – May Networking Luncheon – First Baptist Church
- 23 – Presentation of the 2012 Educational Scholarship

## National Labor Relations

Effective April 30, 2012, most private sector employers must post a notice of employee rights under the National Labor Relations Act at their worksites. Employers must also provide a link to the notice from the internal or external website if they routinely use the site to inform employees of personnel rules or policies. The 11 x 17 NLRB notice is free and can be downloaded and printed from the website at [www.nlr.gov/poster](http://www.nlr.gov/poster), or ordered by calling 202-273-0064. In addition, the requirement can be satisfied by purchasing an all-in-one poster from a commercial vendor. The notice will help employees better understand the law and avoid misunderstandings. It is similar to other workplace postings that describes worker’s rights. For further details visit <http://www.nlr.gov/faq/poster>.

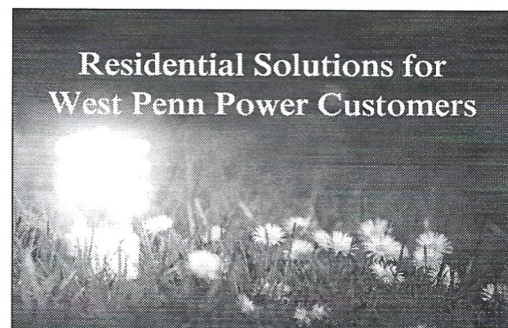
## ChamberChoice Energy Program

Many Chamber Members have already taken advantage of the ChamberChoice Energy program, however, if your business or home is still receiving the utility default rates now is an ideal time to explore switching to lower your energy spend. With this unseasonably warm winter, combined with the increased local production of natural gas via the Marcellus Shale drilling, electricity prices have dropped over the past few months to now 10 year lows. Given the current market conditions, there is no meter within West Penn Power that cannot take advantage of electricity deregulation and lock in a lower energy rate than the current default tariff rates.

There has also been an avalanche of activity in Pennsylvania due to the rate caps expiring in all utilities, and many businesses and homeowners have been solicited either through telemarketing calls, direct mail, or by door-to-door salespeople. Please know that the ChamberChoice Energy program is managed by OnDemand Energy, an objective, independent consulting company that has been operating and helping consumers save on energy since 1995. Statewide, over 5,000 Chamber Members have taken advantage of the energy program, for a combined savings in 2011 of over \$50 million dollars. Even if you have recently received offers from other sources, we encourage you to use the ChamberChoice Energy program to help evaluate the offer. OnDemand’s consulting services are available to all Chamber Members.

The ChamberChoice Energy program helped meters of all sizes save money on their energy spend, from small retail operators to large industrial plants and institutional clients. To get started, simply call the ChamberChoice Energy hotline at 866-699-9968 and an Energy Advisor will begin exploring savings for your business, or help evaluate an offer you may have recently received.

For residential users, please visit [www.ondemandenergy.com](http://www.ondemandenergy.com) and click on the Residential Programs button. With your bill in-hand, select West Penn Power as the utility territory. It simply takes a few minutes to enroll your home meter into the program and begin saving money. The Residential Savings program is intended to help stimulate the local economy by lowering residential energy spends for everyone in the community. If homeowners in this County switched to the rate offered through the Chamber, we estimate millions of discretionary dollars could be spent in the community. Residential solutions are available in West Penn Power, so please share with all your employees, colleagues, friends and family. Residential solutions are also available in other utility territories throughout Pennsylvania.



As a West Penn Power customer, you can sign up to manage your costs on your home’s monthly electric bill through this special offer.

With your bill in-hand, visit [www.ondemandenergy.com](http://www.ondemandenergy.com) and click on the Residential Programs button. It is simple and only takes a few minutes to enroll your home meter into the program and begin saving money.

Energy Hotline  
1.866.699.9968



## Becky's Delivery and Errand Services

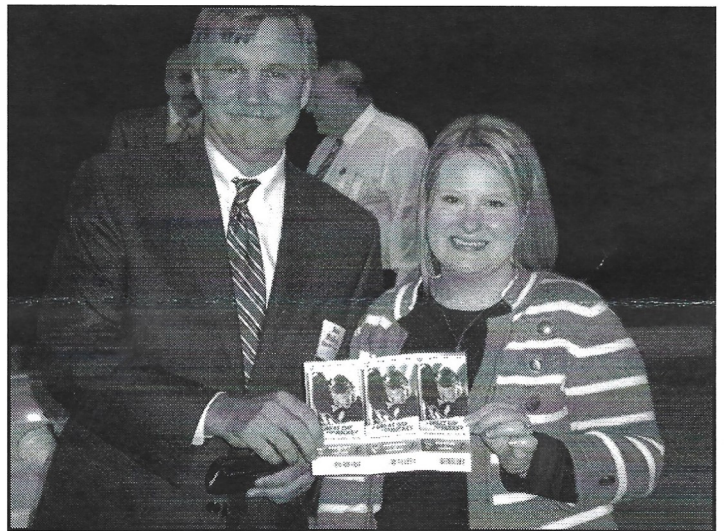
**Becky Hughes**  
**724-966-2005**

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Tobacco and Alcohol Products and much more.  
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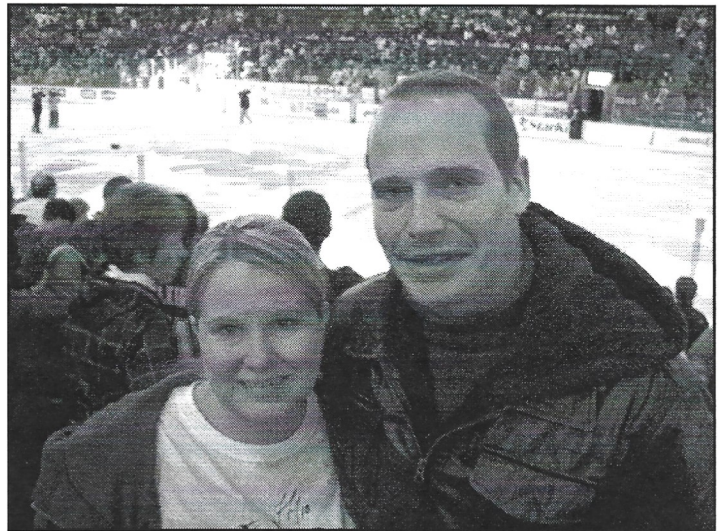
## February Networking Luncheon

The sixty-four guests who attended the February General Membership Networking Luncheon were treated to a delicious lunch catered by Trisha Green, Food Service Director of Rolling Meadows Skilled Nursing and Rehab. The event was sponsored by Senior Care Greene and Michelle Rockwell spoke on the services that they are now offering to the community through their Sugar Run Road location. Baily Insurance presented the new Penn National Commercial Insurance plan that is currently being offered to chamber members through ChamberChoice. Sam's Club of Washington was also present offering chamber members the chance to earn a gift card for renewing their membership or signing up for a Sam's Club card. The door prize was won by Frank Couch of PA Career Link and Bob Bishop, of the Bishop Group, donated three Pens tickets which were won by Cassie Teegarden of Greene County Industrial Development Authority.

*Thank you to Senior Life, sponsor of the February Networking Luncheon.*



*Bob Bishop presenting Cassie Teegarden with three Pens tickets.*



*Cassie and her husband enjoying the Pens game!*

# Waynesburg Area Chamber of Commerce Newsletter Advertising Opportunities

**QUANTITY** 350 Copies are mailed to Waynesburg and surrounding area member businesses.  
85% Waynesburg Business Addresses  
10% Outside of Waynesburg Business Addresses  
5% Individuals

500 + copies are sent electronically to members, their employees and others.

## MONTHLY DEADLINES

- Ads -** All ad copy must be received in the Chamber of Commerce office by the first of each month. Prices are shown below.
- Inserts -** Material to be inserted in the newsletter should be received in the Chamber of Commerce office by the 5th day of each month. Prices and details are shown below.
- News Articles -** All articles and photos must be received in the Chamber of Commerce office by the first of each month. There is no charge for news articles.

## NEWSLETTER ADS

All ads are business card size and can be purchased in blocks to accommodate larger ads.

Annual Ad - \$300 per year - \$27.27 per issue.

Will run for the entire year (11 issues – we do not print in December) and will rotate each month so that your ad will be on the outside back cover for several issues each year. Ad copy may be changed monthly if desired following deadlines shown above. Annual ads may begin at any time and your slot will be guaranteed for one year from beginning date of ad.

Monthly Ad - \$30 per month  
Will run for one issue. May be used to advertise special events, promotions, etc.

## NEWSLETTER INSERTS

- 340 inserts \$65 per issue \* A great deal – mailing costs only 20 cents each!
- Non-Profit Rate - \$32.50 per issue
- Must be provided, folded to 8 1/2 x 5 1/2 inches. If received unfolded, a charge of \$25 will be added for folding. Please provide a minimum of **350**.
- Tri-folded brochures can not be accepted as an insert.
- A PDF file of the insert must also be provided for inclusion in the electronic version.

## NEWSLETTER ARTICLES AND PHOTOS

We are always looking for news from our members. Articles and photos are welcomed and encouraged at any time. Please submit information for publication by the first of each month. There is no charge for new articles and photos.

For more information:  
**Contact the Chamber Office**  
724-627-5926

# Chamber Announces Administrative Professional's Day Luncheon

The Waynesburg Area Chamber of Commerce is announcing the eighth Annual Administrative Professional's Day Luncheon made possible through the sponsorship of Senior Life. Treat your administrative assistants and other office staff to a sit down lunch of Vegetable Lasagna with a creamy romano cheese sauce, Italian Garden Salad, rolls and beverage. The meal will be catered by Trish Green, Food Service Director at Rolling Meadows Skilled Nursing and Rehab. A special dessert treat will be gourmet cupcakes by



Robin Leonard, owner of "Robin's Cottage Baked Goods".

This is an excellent opportunity to thank those in your office for their dedication and service throughout the year. The event will be held on Wednesday, April 25, 2012 from 11:30am to 1:30pm at the First Baptist Church at the corner of High and West Streets in Waynesburg.

The event will also feature a Chinese auction, door prizes, and raffles. Attendees will be able to shop displays of jewelry, gift items, cosmetics, home décor items, candles, kitchen items and more! During this portion of the event, all guests will enjoy a chocolate fountain with all the trimmings to dip. Celestial Photography will be present to take candid as well posed pictures of individuals and even entire staff! A private room will be available for this purpose and all photos can be viewed and purchased on line after the event.

Employers are able to nominate their staff for the "2012 Outstanding Staff Awards" and those individuals will receive special recognition, a certificate for their desk and a gourmet sugar cookie rose from "Your Cookie Rookie"

Cost to attend is \$20 per person or a table of eight at \$160. Reservations are required by April 20 by calling the Chamber of Commerce office at 724-627-5926. Seating is limited to the first 100 reservations.

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Dr. Jason Cozart

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**WAYNESBURG AREA  
CHAMBER OF COMMERCE**

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Fax: (724) 627-8017

E-mail: waynesburgchamber@windstream.net  
www.waynesburgchamber.com

**Return Service Requested**

Did you see your name in this issue?  
If not, call the office to find out how  
to be in next month's issue.

*Please be sure to share this  
newsletter with others in  
your place of business.*

**HELP US KEEP OUR MAILING LIST CORRECT**

If there is a mistake on your mailing label or the person whose name appears on the label is no longer with your company, please drop us a note or give us a call. We'll correct it right away.



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to end poverty in our community.**

58 East Greene Street Waynesburg, PA 15370  
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