



CHAMBER CHATTER

The Newsletter of the Greater Waynesburg Area Chamber of Commerce

BUSINESS PROFILE

TriState Spinal Health Management

In December, 1980, Dr. Michael L. Webb, Jr. returned home after graduating with his Doctor of Chiropractic Degree from the National College of Chiropractic in Chicago, Illinois. He placed his diploma on the wall along side of his grandfather's and started into the third generation of the Family Business that was started 48 years before him.

Thirteen years have passed and the third generation Chiropractor has progressed dramatically from practicing with his Grandfather, Dr. R. R. Webb, on High Street, to his present location at 20 Miller Lane.

Through all of the changes one concept has remained, that is to deliver gentle, effective, modern chiropractic care. Dr. Webb is associated with Dr. Jay Rumbaugh, D.C., Dr. Craig Smith, D.C., and Dr. Joseph Nawrocki, D.M.D., M.D. They are "The Partners in Progress." Together they bring to you TriState Spinal Health Management, which provides all areas of spinal rehabilitation under one roof.

Dr. Webb has combined the best of Chiropractic and medicine for the patient's benefit. This helps to give the patient convenience and confidence that all the Doctors involved with their care know all of the aspects of their care. Dr. Webb has put forth his ideals to help you achieve a pain free and fuller life.

TriState Spinal Health Management offers:

- *Modern family chiropractic care
- *General medical exams
- *Full spinal therapy department
- *Therapeutic massage
- *Certified personal trainer, specializing in spinal rehabilitation
- *Educational programs
- *Back power training
- *A fully trained and knowledgeable staff
- *Convenient parking, hours and appointment availability

General Membership Meeting & Speaker Wednesday, April 27th at Noon Pepper Tree

Speaker: David Lesako

Greene County Historical Society

All Chamber Members are urged to attend and to bring a friend.
If you are unable to attend, please feel free to send a representative.
Meetings begin promptly at 12:15. Please feel free to be seated anytime.

CALIFORNIA UNIVERSITY OF PENNSYLVANIA MARKETING SEMINAR

DATE: MONDAY, APRIL 18, 1994 PLACE: PERFORMANCE CENTER
LOCATION: NATALI STUDENT CENTER, CALIFORNIA UNIVERSITY OF PA

Presented by:

The Mon Valley Renaissance Entrepreneurial Assistance Center

Your business can increase revenues substantially through the formulation and implementation of an effective marketing campaign. Effective marketing campaigns are well conceived strategies designed to move you and keep you ahead of your competition. Effective strategies require a consistent application of effective marketing techniques. The techniques presented at this seminar are proven techniques that have been successfully applied by the represented companies. The seminar speakers are successful marketers who will share valuable information that will increase your revenues. Your attendance will provide you with the edge you need to beat your competition. The \$25.00 per person registration fee includes a continental breakfast and lunch. You may pre-register by calling the Entrepreneurial Assistance Center at 412-938-5885.

8:00 AM- 8:45 AM	Registration and Continental Breakfast
8:50 AM-9:00 AM	Opening Remarks Michael J. Brna, Jr., Director, Entrepreneurial Assistance Center
9:00 AM-10:00 AM	"Effective Advertising Techniques With A Limited Budget" Ed Traversari, Producer, DiCesare-Engler Productions
10:00 AM-11:00 AM	"Market Research: Who Am I And Where Am I Going" Michael Rich, Professor of Marketing, California University of PA
11:00 AM-12:00 PM	"Effectively Marketing A Service Business" Lisa Jepsen-Lozano, Director of Marketing, Deloitte & Touche
12:00 PM-1:00 PM	Lunch
1:00 PM-2:00 PM	"Integrative Marketing: A Hands On Demonstration" Dwight McCune, Sales Manager, Cable AdNet
2:00 PM-3:00 PM	"Creating Product/Service Value Via Television Advertising" Marianne Kutch Karlovich, Account Executive, Cable AdNet

*And much more.

It is the goal of TriState Spinal Health Management to provide the best care anywhere.

New Arrival

Congratulations to Nancy and Clark Patterson on the birth of their daughter, Meredith.

GENERAL MEMBERSHIP MEETING

MEMBERS PRESENT: John Owen, President, Eric Rockwell, M.L. Webb & Assocs.; Jack McCracken, McCracken Pharmacy; Tim Christopher, Waynesburg Electric; Dick Robinson, Edward D. Jones; Shirley Stockdale, Clerk of Courts; Pauline Crumrine, County Commissioner; Barbara Cole, Job Service; Marilyn Bish, Job Service; Clark Patterson, Huffman-Whipkey Insurance Agency; Kay Laskody, Mountainview Gardens; Sheila Barger, Integra Bank/South; Donald Painter, Central Greene District.

President John Owen called the meeting to order at 12:15 pm. He welcomed everyone and asked for introductions around the room. On a motion by Jack McCracken, seconded by Dick Robinson, the minutes of the previous meeting were approved as written. On motion by Dick Robinson and seconded by Pauline Crumrine, the Treasurer's report was approved. On a motion by Clark Patterson and seconded by Shirley Stockdale, the Secretary's report was approved.

COMMITTEE REPORTS: Pauline Crumrine reported on the Hospitality Committee stating the committee was developing a general directory with a revised map; this information should be finalized by next Tuesday (3/29). She also stated they are still considering a "big brother big sister" list that employees of the prison can contact for various suggestions i.e., recreation, doctors, restaurants. Any one wishing to become a part of that list should contact Patty at the Chamber office. John Owen reported that the Rain Day Pageant committee has met and decided the pageant will be on July 24th this year, beginning at 6:00 pm at the high school auditorium and the age has been changed to 14 to 18. Letters have gone out to the area dancing schools asking for a commitment for the opening number. If more than one should respond, they will be chosen by the committee by a drawing. Jack McCracken reported the DSA committee has met and the date has been set for October 22, Elk's Lodge. Cocktails at 6:00, dinner at 7:00, dancing 8:00 and presentation will only last a half hour. Arrangements with the Lee Barrett orchestra have also been completed.

OLD BUSINESS: John reported applications for the Scholarship Award had been sent to the area school guidance counselors, as well as press releases sent to the area newspapers and radio stations. Linda Corfont, Mary Pruss and John Owen are committee members and anyone wishing to be on this committee should call the Chamber.

NEW BUSINESS: There was no new business to report.

SPEAKER: John introduced Dr. Donald Painter, Superintendent of Central Greene School District. Mr. Painter reported on the proposed new elementary building which will be built on the Waynesburg Central High School grounds in the existing baseball field area. Central Greene now has five elementary schools. With the proposed new elementary school, there will now be two elementary schools, one in the southern section and one in the central section. Mr. Painter reviewed several drawings of the proposed school with the membership and answered several questions. And one question of course was how much will this escalate our taxes and answering he stated four mills with a total cost of the project being 17.5 million dollars beginning January 1996. Even with the 4 mill increase, Central Greene will still remain next to the lowest in millage.

ADJOURNMENT: On a motion made by Jack McCracken and seconded by Kay Laskody, the meeting was adjourned at 1:15 p.m.

Respectfully submitted,
Patricia A. Hougland

Just A Reminder

For those members who have not paid their 1994 Membership Dues, please do so as soon as possible.

New Members

Welcome to our new members:
Renner's Auto Service, Charlie and Kim Renner.
Warrior Trail School, Linda Gross.

Board of Directors

John Owen, President
Special Events Commission
90 East High St.
627-8111

Linda Corfont, Vice-President CPA
546 Braden St.
852-1737

Brian Waychoff, Treasurer
Huntington Bank
1 West High Street
627-6126

Kay Laskody, Secretary
Mountainview Gardens
300 Mountainview Drive
627-3869

Jim Moore Greene County Messenger
141 East High Street
852-2251

Clark Patterson
Huffman-Whipkey Insurance Agency
1122 East High Street
852-1811

Sheila Barger Integra Bank South
R.D. 3, Waynesburg Plaza
852-2728

Chas Huffman Radio Shack
2 Central Plaza
852-2800

Judy Rastoka WANB Radio
P.O. Box 958
627-5555

Shirley Stockdale Clerk of Courts
Greene County Courthouse
852-5282

Fran Suppok Fran's Lawn & Garden
1600 E. High Street
627-7295

Harry Anderson
Lifetime Honorary Member
Hillcrest Avenue
627-5587

Jack McCracken McCracken Pharmacy
595 East High Street
627-5454

Pauline Crumrine
Greene County Commissioner
70 Crabapple Drive
852-2900

Lisa Mascara William H. Martin, Inc.
P.O. Box BC
Washington, PA 15301
228-4200

Tell Us How We Are Doing

Here's your chance to tell your Chamber what you think we need to be doing. Jot down your suggestions, opinion or other comments in this space and mail it to the Chamber at 26 West High Street.

ALL RESPONSES WILL BE SHARED WITH YOUR BOARD OF DIRECTORS.

(Optional) Name _____



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GREATER WAYNESBURG AREA CHAMBER OF COMMERCE

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