

CHAMBER CHATTER

The Newsletter of the Waynesburg Area Chamber of Commerce

Phone: (724) 627-5926 • Fax: (724) 627-8017

E-mail: wbgchamb@greenepa.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.

President's Letter

I am pleased to announce that we have a new addition to our Chamber staff. Lindsay Blair has accepted the new part-time position and as I write this letter she is moving in! Please welcome her as I know she will be a great asset to us. If you remember, Lindsay was our office intern from California State University of Pennsylvania this past summer.

Our February Meeting Blitz has started with numerous committee meetings being set for the months of February and March. All committees are still open to new members. Please feel free to join our committees at any time.

The Chamber is currently in the process of producing our 2003 Membership Directory this year. We encourage all of you to participate by placing a display ad in the directory. Also, a big Thank You to all of those businesses that have placed ads in our monthly newsletter. There is still time left to reserve your annual or monthly spot.

Keep warm! I'm still looking for a 60 degree day!

Respectfully,
Sheila Elliott Barger
President

Addition To The Chamber Office

Many of you may remember Lindsay Blair who served her internship with the Chamber office last summer. Well, you will be hearing from her again in the very near future as she officially began working for the Chamber part-time on February 4th. Lindsay served the office well during her internship making her the best possible candidate for the newly created part-time position. We are looking forward to the friendly, positive, can-do attitude she brings to the position!! Welcome Lindsay.

Congratulations!!!

Congratulations to Keith Herrington of Herrington & Long Real Estate. Keith was recently elected as the 2003 President of the Washington-Greene Association of Realtors.

Congratulations to Cory L. Grandel, CMFC a Financial Advisor for Waddell & Reed. Cory has earned the Circle of Champions National Achievement Award for 2001 and again for 2002. The award is given to financial advisors in recognition of outstanding achievement and is normally awarded to the top six percent of the advisors nationally.

Director's Note

As many of you are now aware, our local Pennsylvania Army National Guard members have been called up for service in Kosovo. This means that local employees, fathers, husbands, sons and friends will be leaving the area to support Operation Enduring Freedom. What this can mean to family left behind is a disruption of their normal lives. Something as mundane as mowing the lawn can present a huge problem to a wife left behind with small children to tend to. If the car won't start or the sink begins to leak, the family needs someone to turn to for help. With that in mind, the Family Readiness Group (F.R.G.), being lead by Deanna and Shane Cole, will become the lifesaver for many of these families. What can the Chamber members do to help these families while their loved ones are keeping the peace in Kosovo? Chamber members and other area businesses are currently being sought to join a list of businesses who will offer their services to the families of our soldiers at a discounted rate. The list will be kept updated by the Chamber and presented to the F.R.G. regularly while the soldiers are deployed. If a family encounters a problem, the F.R.G. will be contacted and the list will be consulted. If a local business is offering the service needed, the business will be contacted by the F.R.G. and final arrangement made to assist the family in need. This effort will afford many of the soldiers some peace of mind while they are away, enabling them to rest assured that someone back home is looking out for their families. In addition, items will be accepted that could be placed into care packages and sent to the soldiers as a reminder of home. For instance, magazines, phonecards, candy, etc. make welcome additions to these packages. Postage to ship the packages is also needed. If you would like to add your business to this list or would like to discuss some other way you may be able to help this effort please contact the Chamber office.

Sincerely,
Melody R. Longstreth
Executive Director



GENERAL MEMBERSHIP MEETING



WEDNESDAY, FEBRUARY 26, 2003

Noon - 1:00 p.m. • Waynesburg Moose Lodge - Upstairs

(Use the Morris Steet Entrance)

SPEAKERS: DEANNA AND SHANE COLE

TOPIC: PENNSYLVANIA NATIONAL GUARD FAMILY READINESS PROGRAM

Networking Opportunity - Bring Your Business Cards for Door Prize Drawing

2003 Business After Hours

Hosts for the 2003 Business After Hours events are still being scheduled. A Business After Hours is an effective and low-cost way for you to network with other members in a relaxed atmosphere that encourages networking. Building relationships and laying ground work for future contacts with customers, clients, and suppliers is the main focus for the event. Your business can reach over 300 Chamber members and you may invite any other individuals you wish, and reach those target markets that you haven't had the time to contact. The public relations value of the event itself, publicity through news releases, radio ads, Chamber Chatter flyers and word-of-mouth make the Business After Hours a beneficial low cost way to introduce your business to others in the community. The following members have been placed on the 2003 schedule:

April Westmoreland County
Community College
May Lewis Limousine
August RAG American Coal

If you are interested in hosting a Chamber of Commerce Business After Hours event give the office a call.



Lewis Limousine is expanding it's location in Carmichaels. Don't miss the Chamber Business After Hours in May when you can tour their new facility!

2003 Newsletter Advertising Spaces Available

The advertising that appears in the newsletter is available to any member at a cost of \$300 annually, or \$25 per issue. Now is the time to reserve your annual spot for the 2003 newsletter. Call the office now at 724-627-5926 to sign up. Your ad will reach 335 businesses in the Waynesburg area at a cost to you of only .06 cents per copy. That's a great advertising rate and you are targeting your fellow Chamber members. Be sure to take advantage of this great marketing tool.

Calendar of Upcoming Events

February 17 - Office closed for President's Day
February 18 - Rain Day Booth Committee Meeting - Noon - Groovy's
February 19 - Career Day - Noon - Groovy's
February 21 - Membership Committee Meeting - Noon - Groovy's
February 24 - Scholarship Committee Meeting - Noon - Groovy's
February 26 - General Membership Meeting Noon - Waynesburg Moose
February 27 - Welcome Sign Committee Meeting - Noon - Groovy's
February 28 - Legislative Committee Meeting - Noon - Groovy's
March 3 - Miss Rain Day Pageant - Noon - Groovy's
March 12 - Board of Directors Meeting Noon - Groovy's
March 14 - WCES Career Day - 8-12 Waynesburg Central Elementary
March 22 - "Once Upon A Mattress" Waynesburg College PAC

The Committee Connection You . . . Can make a Difference - Join a Committee!!

Each February, all 12 committees that complete our Program of Work meet for the first time. This is lovingly referred to as the "February Meeting Blitz" but it really gets the committees off to a solid start. Every member is welcome to participate as their business allows and sign ups are not limited to the first quarter of the year. Please sign up to participate on a committee this year if your schedule permits. You won't regret the time spent as you will be able to network in the process of completing your committee goals. It has always been said that the committees do a lot of work but have a lot of fun in the process!!

Members On The Move

Cornell Insurance recently moved into new offices located at 1644 East High Street. We wish them all the best in the new space!

Big Brothers Big Sisters representative Junior Berry recently added Washington County to his territory and in turn his office location has moved to P.O. Box 185, Jefferson, PA 15344. New phone number is 724-883-2118.

Not Another Map!

The Chamber was contacted by Universal Advertising Associations about producing a map of the county. Currently the County produces a current up-to-date map annually that carries all of the new 911 addresses. In addition, the Tourism Agency produces a Visitors Guide annually in the form of that same map that also includes insets of most of the towns within the county. With that said, there is clearly not a need for another map, and more specifically, one that is produced by an outside company. So if you are contacted to advertise on this map, please be advised that this is NOT a chamber, tourism or county sponsored project.

Welcome New Members

Wind Ridge Log Siding

Mr. William P. Pulkownik, Owner
332 McNay Ridge Road
Wind Ridge, PA 15380
724-428-3951

Email-nugger@alltel.net

Woodworking, Log Siding, Custom Molding, Trim and Hardwood Floors
2 employees

Bob's Chem-Dry Carpet & Upholstery Cleaning

Robert & Cynthia Beatty, Owners
201 South Pine Street
Carmichaels, Pa 15320
724-966-9739

Fax 724-966-2598

Email-rbeatty@hhs.net

Carpet, Upholstery, and Drapery Cleaning
3 employees

Chamber Chatter Articles and Inserts

We always welcome your news articles and press releases concerning your business. Photos are also encouraged. There is no charge for articles and photos to be included. Inserts may be placed in the newsletter at a cost of \$65 per issue. 350 inserts must be provided and folded to fit inside the newsletter. There is a \$20 charge for material provided unfolded. A non-profit insert rate is available at \$32.50 per issue. Please submit all material for the Chamber newsletter by the 1st business day of each month for the month in which you would like it published or inserted. Questions may be directed to the office at 724-627-5926.

Members In The Spotlight



THE LOCKER ROOM

The Locker Room is a retail sporting goods and apparel business started 22 years ago in the Historic Fort Jackson Building. Providing for the needs of the area's local athletic teams, businesses, and residents, complete screenprinting and embroidery services were added. For the last seven years they have been located in the Blair Building serving customers from the Tri-State area. For more information, contact Rick Joseph at 724-627-8900, lockerroom@alltel.net or stop by the store at 121 East High Street.



RE/MAX

RE/MAX INTEGRITY FIRST

Formerly Glenn A. Arnold Realty, established in 1945. Converted to RE/MAX Integrity First in 1994. RE/MAX International, Inc., has 4,400 offices in 42 countries. RE/MAX Integrity First provides Real Estate services for all of Greene County and Southern Washington County. For more information visit David G. Arnold, CRB, CRS, GRI at 3138 Mt. Morris Road or at www.davearnold.com. You may also reach David at 724-627-5353 or at davearnold@alltel.net.

WALTON
FINANCIAL SERVICES

WALTON FINANCIAL

Walton Financial Services Consumer Discount Company was founded by Richard N. Walton & Richard T. Walton in November 1987 in Waynesburg, PA. The Company makes installment loans and mortgages up to \$25,000 per borrower. There are currently three Branch Locations in Pennsylvania: Waynesburg, Ellwood City, and Butler.

Previous Chief Executive Officer, Richard T. Walton had been in control of day-to-day corporate operations since its inception in May 1987. Under his control, the company has grown to over \$5 MILLION in loans.

Our goal is to make Walton Financial Services the foremost consumer lending organization, appreciated for our quality employees and renowned for our attentive, caring and helpful service. We want our customers to know that we are dedicated to providing them personalized service that they will not receive from our competition.

"We consider all our loans to be **personal**. We strive to develop a personal relationship with every account. People are more than just customers. We treat the people as we like to be treated ourselves." Said Rick A. McKinney Company President. Rick, who has over 8 years of experience in the consumer finance industry, handles the day-to-day corporate decisions for all branches.

A motto we try to live by is "**There is only one boss - The Customer**." And he can fire anybody in the company from the chairman on down, simply by sending his money somewhere else." Quote from Sam Walton.

Instead of a loan review board typical of a bank, all loan decisions at Walton Financial Services are made locally without using a scoring system and we can have your approval within minutes. We consider each loan request individually and are understanding of problems caused by divorce, medical bills or other crisis that can affect a person's financial history. Also, there's the young person just starting out who wants to buy a car, take a vacation or just furnish an apartment. "That's part of our niche. Most banks won't lend less than \$2,500", he said. In many cases, the complete loan process can be completed and checks written same day.

WAYNESBURG GLASS & MIRROR

Waynesburg Glass & Mirror, long an established business in Greene County, is now located at 810 East High Street, Waynesburg. The business was purchased two years ago by Gary Klinefelter and is managed by Larry Wilson and serves commercial and residential customers throughout Washington, Greene and Fayette counties. On-site service is provided for machine glass, primarily to the coal mining industry. Future expansion plans include auto detailing and washing. For more information call Larry at 724-852-6222 or stop by.

experienceworks!

America's leader in senior staffing

EXPERIENCE WORKS

Experience Works Staffing Service is located in Community Action and the Greene County Assistance office in Waynesburg. Their main focus is on meeting the employment needs of individual and local businesses. Through this service, an individual's employment skills are matched with employers. Experience Works is the largest non-profit organization providing employment and training services to adults. Experience Works was established in 1965 as Green Thumb and renamed in 2002. The staff of Experience Works is contacting local employers to introduce the various employment

options. They would like to thank all the local employers who they have helped fill their workforce needs and a special thanks to all the Host Agencies who have provided training under their Title V Program. For more information contact Louise Cooley at 724-852-2893.

RENEE K. JONES NOTARY PUBLIC

Renee Jones, Notary Public, provides notary services for the public handling Temporary plates for cars, trucks, trailers, motorcycles and buses. Her office is easily accessible at 1804 Smith Creek Road or you may schedule an appointment with her at 724-627-0341 or contact her by email at jonrkj@alltel.net or foxcharter@alltel.net



**DUKATE'S
LASTING
IMPRESSIONS**

For nearly a decade now,

Dukate's Lasting Impressions, an advertising specialty company, owned by Kathleen Dukate, has been providing customized promotional products - such as mugs, pens, magnets, t-shirts and calendars - for businesses, schools, and community organizations in Greene County and the surrounding area. With over 100,000 products to choose from, clients can select just the right items to advertise their services and promote their businesses.

Just recently, Dukate's Lasting Impressions welcomed two sales representatives: Bob Grattan and Jenny Lippencott. Kathleen, Bob and Jenny are working together to more effectively serve your advertising needs. Their focus is to continually provide efficient customer service with personalized attention to every customer.

They offer a full line of items for any event and budget. So, the next time your business or organization is planning a promotion, golf outing or incentive program... remember Dukate's Lasting Impressions. Just call (724) 627-7478 or email: dli@greenepa.net

If you would like to see your business profiled here, please contact the office at 724-627-5926 or send in an article with logo and photo if desired.

ChamberChoice
Health Plans for All Business

New Membership Benefit For 2003 Member To Member Discount Program

Soon all members will receive a membership card that will allow them to access the newest membership benefit. The Member-to-Member discount program was unveiled last month, only for Waynesburg Chamber members. It is hoped that the program will create a new awareness of the value of doing business in our community and with other Chamber members. All members are being encouraged to offer savings to their fellow Chamber members to encourage business between members. Savings can be added to the program at any time through out the year and can run for a set period of time. Special updates will be published monthly and included in the newsletter reminding members of the special savings being offered. If you are interested in offering a special discount to fellow Chamber members, it's not too late. Contact the office immediately at 724-627-5926. What you decide to offer and the length of time the sale is good is entirely up to you. What have you got to loose? You'll attract fellow members to your business and in turn, you'll be attracted to theirs!

DISCOVER A STAR

TALENT SHOW

Sponsored By
Waynesburg Prosperous & Beautiful
WANB Radio
First Federal Savings & Loan
of Greene County
Rhodes & Hammers Printing, Inc.

**Competition will begin
February 17, 2003
7:00 p.m.**

**at the
Waynesburg Theater**

**For Information, call
724-627-5555
ask for Judy or Sam**

**Mail Tapes To:
WANB Radio Station
369 Tower Road
Waynesburg, PA 15370**

Local Training Opportunities

The Spring Pittsburgh Conference on Customer Service

March 24
Holiday Inn Green Tree
Registration Fee \$199

Important information for all levels - Customer Service Managers, Call Center Managers, Supervisors, Customer Service Representatives, Lead Reps and Specialists...anyone who deals with customers on the phone or face to face. To register call 1-800-873-7545 or on line at www.skillpath.com

Criticism & Discipline Skills for Managers

Pittsburgh April 10 - Monroeville April
19 - Morgantown April 7
Registration fee \$149

Learn proven ways to bring about positive change in people - without incurring resentment, making enemies, or destroying relationships. To register call -800-556-3009 or visit www.careertrack.com

The 4 Roles of Leadership

Pittsburgh April 21-22
Registration for the two day
workshop is \$1,295

How to move beyond the "manager" mentality and take the role of leader. To register call 1-800-492-1706

Mistake-Free Grammar & Proofreading

April 22 Morgantown - April 24
Pittsburgh - April 25 Monroeville
Registration fee \$125

Brush up on your business English and get a firm grip on grammar rules. Learn to proofread with perfection - and enjoy yourself in the process. To register call 1-800-556-3009 or visit - www.careertrack.com

The 19th Annual Pennsylvania Employment, Training & Education Conference

April 30-May 2
Radisson Valley Forge Hotel &
Convention Center
1 to 3 day registration fee from
\$260 to \$335

Topics include Partnership Building with Business, Government and Education; WIA Reauthorization; TANF Reauthorization, Programs and Policies; One Stop System-CareerLink; Workforce Development Policies; Youth Programming; State & Federal Policy Updates; Customer Service; Adult & Family Literacy and Welfare-to-Work. To register visit www.papartners.org

The Pittsburgh Conference on OSHA Compliance

April 22
Marriott City Center, Pittsburgh
Registration Fee \$299

One information packed day on what every business, large and small, must know now to meet new OSHA regulations to avoid the growing number of inspections, citations, fines, Workers' Comp claims and workplace-related lawsuits. To register 1-800-601-4636

"The Accidentals" To Perform At Celebrating The Arts

The Accidentals, a female quartet from Washington County, will perform on Tuesday, July 16th at 7:30 pm at Waynesburg College's Performing Arts Center. The show is free and open to the public. This performance is part of Celebrating the Arts 2003, a month-long series of musical performances, shows, and art classes for adults and children. Celebrating the Arts, sponsored by Waynesburg College, Community Bank, and Greene County Council on the Arts, is in its fifth year. For more information on Celebrating the Arts call the PAC at Waynesburg College at 724-852-3256.

WCCC To Hold Frosty 5K

Westmoreland County Community College is sponsoring a Frosty 5K Run/Walk at 9 a.m., Sunday, February 23 at the college's Youngwood campus. The race is open to serious and amateur runners and walkers of all ages. Check-in begins at 7:30 a.m. in the Founders Hall cafeteria. The race will start at 9 a.m. Awards for runners and walkers will be given to the top three male and female finishers overall and in each designated age group which range from age 9 and under to 60 plus years. Awards and door prizes will be presented immediately following the race. The entrance fee is \$20 on race day. Proceeds from the Frosty 5K will benefit the WCCC Fitness Center. For more information call the college gym at 724-925-4132 or visit www.wccc4me.org

PFEW Celebrates 25th Year!



An exciting one-of-a-kind program open to area students will be celebrating a quarter century of quality educational opportunities for Pennsylvania youth this summer. That program, **Pennsylvania Free Enterprise Week, (PFEW)** is completely funded, taught and staffed by practitioners from the Pennsylvania business and industry community.

With all of the economic doom and gloom lately, PFEW has taken on even greater significance. Said John Trombetta, president of the Foundation for Free Enterprise Education that presents PFEW each year, *"I have never seen young peoples' attitudes worse about business or business people than I did with the entering class of 2002 last summer. The misdeeds of a few corrupt corporate officials over the past year has been over reported in the media and led to widespread mistrust and cynicism about business. Fortunately, PFEW can completely transform those attitudes after a young person spends seven days with some of Pennsylvania's outstanding business men and women."*

What John says is proven by the statistics of the 2002 PFEW graduates. Of the more than 1,400 who attended, 98.5% said that the program gave them a better and positive understanding of the American free enterprise system; 97% said that what they learned would benefit their lives; 95% reported that PFEW changed their perception about business and a whopping 99.2% reported that their sponsors money had been well invested in their scholarship.

PFEW now runs four individual sessions in July and August. Each participant is assigned to be a member of a "management team" operating a computer simulated "company" for the equivalent of three years during which time they make all the decisions any real life business person does. Adding reality to the experience, each student team is competing against other student "companies" manufacturing and distributing the same product. The teams decide how much to produce, where to sell it, what to charge for it and must deal with all the same issues that any business does in today's highly competi-

tive global marketplace. Speakers, who read like a "who's who" in Pennsylvania business, talk to them about: international trade, the role and relationship of business and government, labor issues, the quality movement, business ethics, and more. The whole focus of PFEW is to acquaint young people with the challenges facing American business, and Pennsylvania business in particular, as well as to educate them about their role as a consumer and member of the workforce.

The Chamber is proud to support PFEW and encourages local companies to provide sponsorship for our students. Each young person attends PFEW on a \$350 fully tax deductible scholarship provided by a local company or civic organization. Companies are recognized and thanked in a variety of ways for their sponsorship and the students wear their sponsor's name and correspond with them following the program. PFEW is also approved for the Educational Tax Credit program through the PA Department of Community and Economic Development.

It's not just about the scholarships, however, as PFEW is completely taught by business volunteers. If you would like to learn more about this exciting program and how you can benefit our local schools or how to be involved as a volunteer, please call the Association or contact PFEW directly at (814) 833-9576 or visit their website at www.pfew.org.



Bowl For Kids' Sake

Bowl For Kids' Sake (BFKS) is definitely not about bowling. It's about having fun with an informal team of friends, family, neighbors or colleagues where it's not your skill that counts – it's you! It's also our most important fundraising event, and all the money you help to raise goes directly toward matching local children with Big Brothers and Big Sisters.

BFKS is an easy and fun way to make a difference. As part of a six-member team, each bowler signs up sponsors and collects pledges – at least \$50 per bowler or \$300 per team. Each team bowls one game (which lasts about an hour) and is treated to food, fun and festivities. For bowlers and sponsors alike, the satisfaction comes from knowing you've helped kids in your community.

The Chamber Team placed second in last years event and will be participating again this year. Sign up a team of your own or make a donation to the Chamber team.

Small Business Development Center Training Opportunities

Export Management - March 6-7 \$399

CE Marketing Basics - March 11 \$199

CE 123... - March 25 \$695

Entrepreneur's Growth

Conference - June 12

To receive further information as it becomes available, please call the Small Business Development Center at 412-396-6233 or visit their website at www.duq.edu/sbdc

WCES Career Day

The Chamber, in conjunction with the WCES PTA, is sponsoring the annual 5th grade Career Day on Friday, March 14th. In the past, many of the presenters involved in Career Day were Chamber members and this year will be no exception. If you would like to spend a morning sharing your career field with the 5th graders of our community, please get in touch with the Chamber office. This day is always an enjoyable one for all.

ARE YOU AT RISK FOR A STROKE OR ANEURYSM...

AND DON'T KNOW IT?

50% have no prior warning signs! Are you over 40? Family History of Heart Disease, Stroke or Aneurysm? Overweight, Lack of Exercise? History of Smoking? You may be a candidate for this health screening.

Community Health Screening Wed., February 26th

Beverly Healthcare in Waynesburg (300 Center Rd.)

1. Carotid Artery Ultrasound
(Prevent a Stroke)
2. Abdominal Aortic Aneurysm
(Doppler Ultrasound Screening)
3. Peripheral Arterial Disease
(Early Heart Disease Screening)
4. Osteoporosis
(Bone Density Screening for men and women)

All tests painless, take ten minutes. Test results sent back to you and referred back to your own doctor. Cost is forty five dollars per test, three for ninety nine. Appointments are limited and required. Call 1-800-643-6075 to schedule/for more information.

Articles For Publication

We always welcome your news articles and press releases concerning your business. Please submit material for the Chamber newsletter by the 1st day of each month for the month in which you would like it published. Photos are also encouraged. Inserts may be placed in the newsletter for a fee of \$65 and advertising rates are also available at \$20.00 per month for a business card size.

For more information or to discuss an article idea or ad, please contact the Chamber office.

Direct E-mail To Employers Promotes Use Of PA CareerLink

Over 250,000 human resource directors, business executives and business owners in the state received a personal e-mail from Gov. Mark Schweiker late last fall encouraging them to use PA CareerLink to find qualified employees. The primary goal of the campaign was to raise awareness of PA CareerLink and build credibility among employers. The opt-in e-mail lists that were used cast a wide net among prospective targets to help PA CareerLink users. The top two performing lists were well above industry standards for response rates and officials found that those lists targeting human resources directors were most effective. A secondary goal of the e-mail campaign was to drive employers to the PA CareerLink web site (at www.state.pa.us; PA keyword: jobs) to enroll and use the system.

The results: over 4,500 businesses clicked through from the e-mail to the employer services page of the website. And PA CareerLink officials reported that from October 31 to Nov. 17, 2002, nearly 217,000 viewed the special "You Seek. We Find. PA CareerLink" graphic on the home page.

BOARD OF DIRECTORS

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 FAYETTE OFFICE: Main & Beeson • PO Box 1246 • Uniontown, PA 15401 • (724) 437-2861
 CARMICHAELS OFFICE: 101 West George Street • PO Box 397 • Carmichaels, PA 15320 • (724) 966-5053
 WAYNESBURG DRIVE-THRU: Intersection of Routes 19 & 21 • Waynesburg, PA 15370 • (724) 852-2203
 UNIONTOWN DRIVE-THRU: McClellandtown Road • Uniontown, PA 15401 • (724) 430-2889

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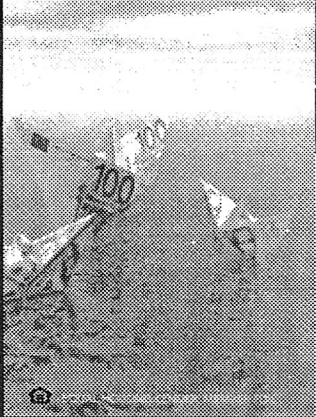
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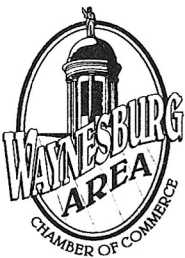


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