

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.

Welcome New Officers



Sheila Elliott-Barger - Treasurer, Cory L. Grandel - Vice President, Dr. Frank Hughes - President, Joy Eggleston - Secretary

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. 300 inserts must be provided and folded to 4 1/4 x 5 1/2 inches to fit inside the newsletter. Effective January 1, 2007, tri-fold brochures will no longer be accepted as inserts. 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.

Newsletter Advertising Spaces Available

The advertising that appears in the newsletter is available to any member at a cost of \$300 annually, or \$30 per issue. Call the office now at 724-627-5926 to sign up. Your ad will reach 350 businesses in the Waynesburg area at a cost to you of only .08 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.

Business After Hours

A special thank you goes out to Mr. Earl Bugaile and the staff at Evergreen Assisted Living for hosting the Holiday Business After Hours in December. Despite a sudden snow, members turned out to enjoy each others company and brought along donations of canned goods for the Corner Cupboard Food Bank. Santa even made a surprise visit to take any last minute gift requests. Those who braved the snow enjoyed a delicious spread of hors d'oeuvres and wine.

General Membership Meetings

- February 28 at Noon** - First Baptist Church
- May 23 at 8:30 am** - Greene Arc in Prosperity
- Presentation of the 2007 Scholarship
- October 24 at Noon** - First Baptist Church
- Presentation of the 2007 Member Milestone Awards
- November 17 Annual Membership Meeting and Banquet** - Waynesburg College Benedum Dining Hall

Welcome New Representatives

Salvation Army - Kay John

Welcome New Members

Fran & Jerry Hardy
 Individual Member
 3149 Mt. Morris Road
 724-627-6757
 jhardy@greenepa.net
 Referred by John McCall of
 The Frame Up & Gallery

Jack M. Bergstein, M.D., L.L.C.
 1150 Seventh Street
 814-688-0828
 814-757-9111
 bergstein1@aol.com
 General Surgery Office
 2-5 employees
 Referred by Joy Eggleston of
 Southwest Regional Medical Center



Westmoreland County Community College
 Greene County Education Center

WCCC Receives Grant to Launch Workforce Development Initiative in Greene County

To launch a workforce development initiative in Greene County, Westmoreland County Community College has been awarded a \$174,000 grant from The Claude Worthington Benedum Foundation. The initiative is designed to prepare the incumbent and emerging Greene County workforce to meet the current and future needs of local business and industry. The grant funds will allow the community college to hire a coordinator of workforce development who will be based at WCCC's new Greene County Education Center located in EverGreene Technology Park, Waynesburg. The workforce development coordinator will work closely with the five Greene County high schools, the Greene County Vocational-Technical School, as well as business and industry to identify education and training needs and develop curricula that will meet the local employers' requirements. Also as part of the initiative, the college will conduct a needs assessment to identify workplace and educational needs to better prepare Greene County citizens to become job ready. The new coordinator of workforce development will work with the Greene County secondary schools to develop a "2 + 2 Program." This will help high school students prepare for associate degree program studies at the community college without duplicating course work. The coordinator will also work with the Greene County CareerLink partner organizations to help guide displaced workers and those in need of training into appropriate WCCC programs.

Sign Up For The 2007 Member To Member Discount Program!

It is time once again to sign up for the Member to Member Discount Program.

This program, exclusively for Waynesburg Chamber members, is aimed at creating an awareness of the value of doing business in our community and with other Chamber members. Members are 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 savings being offered to members and their employees will be listed on the Chamber website. If you are interested in offering a special discount to fellow Chamber members, please contact the office 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 lose? You'll attract fellow members to your business and in turn, you'll be attracted to theirs!

Mark Your Calendar

Below is a list of major Chamber dates for 2007. Be sure to include the dates on your calendar now.

EVENTS

April 27

Administrative Professionals Day Luncheon - Rohanna's

May 4

Annual Golf Outing
Rohanna's Golf Course

May 18

Career Day at Waynesburg Central Elementary School

May 23

Presentation of 2007 Scholarship

September 21 & 22

Chix in the Stix - Women's Outdoor Event

November 17

Annual Membership Banquet
Waynesburg College

December 1

Annual Christmas Parade

2006 Christmas Parade Thank You



The Waynesburg Chamber of Commerce wishes to thank the following businesses, groups and individuals for their efforts and contributions in making this year's parade a success:

Corporate Sponsor - John Howard Pontiac-Buick-GMC and John Howard Chrysler-Jeep-Dodge

Waynesburg Borough Street Crew
Waynesburg Borough Manager - Jed Howard

Waynesburg Borough Police and Chief
Tim Hawfield

Laurel Private Investigation and Security Services - Bill Knight, Owner

Waynesburg College WCYJ Television Station and Bill Molzon

Miss Sabrina Anisley - Vocalist
Margaret Bell Miller Middle School Choir
- Ms. Erin Connors

Rocky Ridge Acres - Fred & Jessica Kiger
County of Greene

First Baptist Church
United Methodist Church

WANB Radio
Greene County Security

Greene County Constable Service
Center

Belko Foods
Mr. Ed Zeglan a.k.a. Santa

Waynesburg Volunteer Fire Department
Banner Carriers - Kelcee Headlee & Ashley Cole

Rhodes & Hammers Printing
Doug Wilson, Sam McCollum and Susan Stoy

D & S Express
Rhonda & James DePriest

Eddie Powers
Waynesburg College Fiat Lux Class

Waynesburg Shop-n-Save
Parade Photographer - Jeanine Henry

Line-Up Volunteers - Tim Logan, Jay Hammers, Lucy Northrop, Lindsay Blair, Danielle King, Charles Perrine, Barb Cole, Barb Wise and Dave Crowe.

2007 Minimum Wage Update

Rates are effective as of dates listed below:
- \$6.25 per hour effective January 1, 2007
- \$7.15 per hour effective July 1, 2007

Exception for employers with equivalent of 10 or less full time employees - may pay according to the following schedule:

- \$5.65 per hour effective January 1, 2007
- \$6.65 per hour effective July 1, 2007
- \$7.15 per hour effective July 1, 2008

Training wage for employees under 20 years old:

- \$5.15 per hour for the first 60 calendar days of employment
- After 60 days, the regular Pennsylvania minimum wage must be paid
- Employees must be notified of this 60 day training wage at time of hire

Tipped employees:

- An employer may pay a minimum of \$2.83 per hour to an employee who makes \$30.00 per month in tips
- The employer must make up the difference if the tips and \$2.83 do not meet the regular Pennsylvania minimum wage

For all other exceptions to the minimum wage increase, please see www.dli.state.pa.us

Mileage rate for business miles:

48.5 cents/ mile (2007)
44.5 cents/ mile (2006)

Mileage rate for medical/moving expenses:

20 cents/ mile (2007)
18 cents/ mile (2006)

Mileage rate for charitable contributions:

14 cents/ mile (2007)
14 cents/ mile (2006)

Social Security Cap:

\$97,500 (2007) \$94,200 (2006)

IRA Contribution (Traditional or Roth):

\$4,000 2006 Tax Year - under age 50
\$4,000 2005 Tax Year - under age 50
\$5,000 2006 Tax Year - over age 50
\$4,500 2005 Tax Year - over age 50

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*"Hard work pays off in the future,
laziness pays off now"*

Steve Wright

ChamberChoice
Health Plans for All Business

Members in the Spotlight

It's not a bird! It's not a plane! It's an alpaca!

Lippencott Alpacas was established in November 2005 on the historic Fair Acres Farm in Lippencott, owned by James F. and Mary M. Hawkins. Jim is a third generation farmer on Fair Acres Farm. Lena Galing, Jim and Mary's daughter, together with her husband, Philip Galing, brought 5 female Huacaya Alpacas to the farm as their starter herd. These alpacas were the first to be raised in Greene County. The 3 adult female alpacas were all pregnant and the first cria (baby alpaca) was a male born on May 21, 2006.

As part of the alpaca operation, Lena started a farm store specializing in alpaca products. (So little alpaca fiber is produced nationally, the US textile and clothing industries do not routinely carry alpaca products. Consequently, the only sources of alpaca products for the consumers are via the internet or through farm store collocated on alpaca farms.) Products offered include a large selection of women's and men's sweaters, men's dress socks and unisex extreme weather socks, scarves, blankets, and stuffed animals (bears, rabbits, alpacas). Soon they will carry an assortment of baby clothes and winter accessories (hats, gloves, mittens, etc.) For crafters they offer "raw" fiber and plan to offer a wide range of yarns and roving. After the alpaca herd grows they will offer animals for sale to future alpaca breeders and to crafters who want to raise their own alpacas for their fiber. They also provide educational farm tours for groups of any size. Farm tours usually include a visit to the animals, hands-on comparisons of fiber from different alpacas and a review of our alpaca products to illustrate the end product of the alpaca business. Indigenous to South America (Peru, Chile and Bolivia) the alpacas were first imported to North America in 1989. Two subsequent importations provided the basis for the US alpaca herd. Alpacas are currently closed to import. As a result, most alpaca farmers pay special attention to the genetics of their herd and constantly try to breed up the quality of successive generations. To assist in this endeavor the Alpaca Registry Inc maintains bloodlines on all registered alpacas. To be registered, an alpaca owner must submit a DNA sample and parentage must be verified. Alpacas are raised for their fiber that is sheared annually. Average yield ranges from 3-5 pounds. Alpaca fiber is approximately 3 times warmer than wool and has a higher tensile strength. This allows designers to create less bulky garments that are still incredibly warm. Alpaca fiber does not have lanolin that can cause allergic reactions in some people. Additionally, alpaca fibers used for clothing do not have the stiff "guard hairs" that cause the "prickly, scratchy" feeling when wearing wool.

Often confused with the Llama, Alpacas do not spit (except at each other and usually over food.) They are smaller than the llama and they are much less aggressive. When confronted with something new, strange or threatening, the alpaca will run away whereas a llama will tend to be aggressive and attack. Llamas are often used as guard animals for alpacas since they will kill alpaca predators up to and including a coyote.

Lippencott Alpacas is open on the weekends from 1-4 and on other days by appointment.

PA OFFICE OF VOCATIONAL REHABILITATION (OVR)

The Pennsylvania Office of Vocational Rehabilitation (OVR) serves people who have disabilities that present a substantial impediment to employment. Services are provided to individual who can benefit from, and who need, services to prepare for, enter into, engage in, or retain employment. OVR has 21 offices located around the state with over 425 professional vocational rehabilitation counselors. These counselors work every year with thousands of persons who have physical, mental, and emotional disabilities. The Washington District Office serves Washington, Greene and Fayette Counties. For more information please visit their website at www.state.pa.us PA keyword "Disability Services"

PRIMARY CARE CENTER OF MT. MORRIS

The Primary Care Center of Mt. Morris was established in 1994 in the rural community of Mt. Morris, Pennsylvania. Originally a small clinic open only two half-days per week, the PCC now integrates physical and mental health services five days per week, including some evening hours, as well as 24-hour patient access to providers, seven days a week. The provider staff includes one medical doctor, one clinical director and 5 different Certified Registered Nurse Practitioners (CRNP) that rotate days of the week to insure full coverage. All of the CRNP's have other full-time jobs that they manage as well as their commitment to the PCC. An on-site behavioral health services department has been integrated with the provider staff and is managed by a Clinically Licensed Social Worker. To keep the balance of the schedule the PCC has Registered Nurse that coordinates the efforts of the providers and a medical assistant and a phlebotomist. On the administrative side of things there is a CEO, a medical biller and the receptionist. The mission of the PCC is to provide affordable, accessible, and culturally specific health care services to families residing in Mt. Morris and the surrounding

area. Community needs determined, and continue to determine, the services provided and the hours of operations. The PCC has adopted four underlying clusters of activities - prevention, wellness, health promotion, and the management of health - all of which collectively contribute to achieving the mission. In addition to these core activities the PCC also engages in community health, staff support, and community development activities. The community health initiatives in which the center engages include providing a safety net for the community, reducing health disparities, creating financial and cultural access, continuity of care, targeting chronic illness, and offering outreach education. The staff of the PCC is rewarded with opportunities to develop career awareness and engage in continuing education opportunities. The PCC has grown to provide many services on-site and a comprehensive referral network as well. On site-primary care services include a variety of preventative health services, such as: paps, prenatal, preinatal, breast, cervical and cancer screenings, disease screenings, well child services, immunizations, lead level screening, communicable disease screenings, cholesterol screenings, eye and ear screenings, and family planning. The PCC also engages in a limited scope of diagnostic laboratory and an indigent drug service. No one is turned away from services at the Primary Care Center of Mt. Morris. There are a multitude of programs available to the communities that are at little to no cost. The PCC offers payment schedules, sliding scale discounts and accepts many insurance plans. The providers participate as primary care providers (PCP with the Unison and Unison Advantage Plans in the county, as well. Appointments are suggested, but walk-ins are accepted. Call 724-324-9001 for an appointment today.

LANDMARK BAPTIST CHURCH

Landmark Baptist Church is a family oriented - independent - fundamental Baptist church, reaching the Waynesburg and surrounding areas with the gospel of Jesus Christ. Preaching and soul winning from the original King James Version of the bible, they offer four services each week as follows: Sunday School beginning at 10:00 a.m., Sunday Morning Service beginning at 11:00 a.m., Sunday Evening Service beginning at 6:00 p.m and Wednesday Bible Study beginning at 7:00 p.m. Transportation is available to the Sunday Morning Service. The church also provides the "Reformers Unanimous" who reaches those with addiction problems. The groups meets Friday evenings at 7:00 p.m. The church is located at 176 North Porter Street in Waynesburg. For more information on their programs and services, call 724-627-4068.

2007 Committee

Sign Ups

Chamber committees are beginning to hold their first meetings of the year. All members are encouraged to participate on a committee. The following committees are seeking members:

By-Laws & Polices

Membership

Secretary's Day Luncheon

Golf Outing

Annual Banquet and Distinguished Service Award Selection Committee

Christmas Parade

Educational Scholarship Fund

Welcome to Waynesburg Sign

Legislative

Business Expo

Fund Raising

Business After Hours

Chix in the Stix - Women's Outdoor Event

Please call the Chamber office to sign up or for more information.

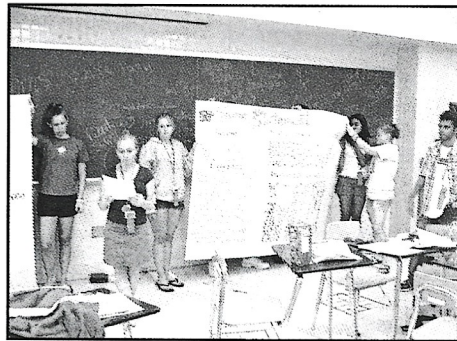
Thank You

Thank you to Mr. John Garlow, owner of Ford Business Machines who recently donated a new network computer to the Chamber office. The staff thanks you for your donation which will certainly make work a little easier in the future.



Best Animal Unit in the 2005 and 2006 Christmas Parade was Hayden and Macey Deminak of Carmichaels driving five year old "Oreo My Cookie."

Celebrating Private Enterprise



Have you ever wondered how people develop their opinions and impressions about the business world? Did you know that Pennsylvania is one of more than a dozen states that does not *require* a course in basic economics as a prerequisite for graduation from high school? Is it any wonder that many of our citizens are woefully unaware of the challenges that face all Pennsylvania companies in our increasingly competitive global marketplace?

Twenty-nine years ago the business community in our state decided to take the bull by the horns. In 1979 a marvelously innovative program was born to teach our young people (juniors and seniors in high school) about those issues that face business people every day. **Pennsylvania Free Enterprise Week (PFEW)**, internationally acclaimed for its excellence, now annually graduates more than 1,600 students with a vastly improved understanding about free market economics and how economic opportunity is so integrally tied to personal freedom.

Each summer, PFEW holds four-one week individual sessions in July and August. The focus of the week is to group the participants (strangers at first) into "management teams" of senior executives who have inherited imaginary "companies." These teams, under the guiding hands of "executives-on-loan" called Company Advisors, operate their firms for a computer simulated three-year period of time. To add a sense of reality, they are competing against two other student "companies" manufacturing and distributing the same

product. These fledgling corporate executives are faced with decisions that any real-life business person confronts daily. They work with balance sheets, statements of income, market share surveys, etc., etc., and must also react to a variety of external factors as well. Oil embargos, inflation, union strikes, are but a few of the "unknowns" that these young entrepreneurs must deal with as they operate their businesses. Sound familiar?

PFEW is designed to give every participant, in broad brush strokes, an idea of what is germane and pertinent to the business world of today. Each day's activities include four to five presentations from world-class business people from a list that reads like who's who in Pennsylvania. The students hear about: Business and Finance, The Role and Relationship of Business and Government, Taxation, Business Ethics, Labor Relations, and much, much more.

The Chamber is proud to support PFEW and encourages our local companies and civic organizations to provide sponsorship for our students and, if possible, volunteers for the sessions. Every student attends PFEW on a fully tax-deductible \$425 scholarship (the actual value of the scholarship exceeds \$1,500) which is provided by a local firm. All scholarship providers are recognized and thanked in a variety of ways for their sponsorship and each student wears the name of their sponsor throughout the week. They are also encouraged to write or call the sponsor after graduation to report on what they have learned. PFEW is also an approved organization through the PA Educational Improvement Tax Credit (EITC) program through the Department of Community and Economic Development.

If you would like to learn more about this award winning program and how you can help, please call the Chamber directly or contact John Trombetta, president of the Foundation for Free Enterprise Education at (814) 833-9576 or e-mail him at john@pfew.org.

The Diet Sale

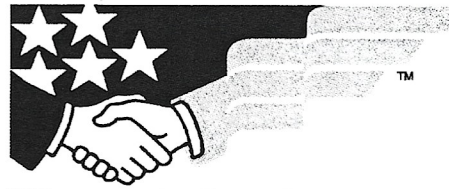
This is a two-part promotion. The first part is "Sign UP for Our Diet Sale - the More you Lose, the More you Save." With all those New Year's Resolutions, you will be sure to catch everyone's attention. During the one-week period, customers weigh in and sign up for the sale, which will actually be one month later. The enrolled customers weigh in again during the sale week and get a percentage off a single product, based on the number of pounds lost. (Eight pounds lost means an 8 percent savings, etc. (Cap the discount at 10 to 15 percent. However, anyone who loses more than the maximum 10 to 15 pounds should be entered in a drawing for prizes. In addition, the person who loses the most weight should get a grand prize, perhaps a discount, which is double the percent of pounds lost, or a gift of some value. This type of sale is a natural for media coverage - both sign-in and the final weigh-in. Try to interest a local paper to interview a few customers during the initial weigh-in. They can talk about how they plan to lose their weight, what product they have their eye on, and how much they hope to lose. Have the media back to cover the second part when they can follow up with the same people. You can have all kinds of fun with this. You might run a parallel contest among local businessmen and women, with one dollar being donated to a charity for every pound lost. Another contest might be for customers to guess the cumulative total pounds lost during the promotion. You might be able to interest the American Heart Association, or some other local health group to join in as a sponsor. It would give it a lot of credibility and a lot more exposure. And in turn, give you a nice amount of exposure in the community.

Excerpt from 1001 Ideas to Create Retail Excitement by Edgar A. Falk, Prentice Ice Hall Press

Color and Value Study Painting Class

FEBRUARY 3, 2007. LAST DAY TO REGISTER - Jan. 20, 2007

This class is for all artists--beginner to advanced--who want to know about color and value. It is available for all mediums and will be taught in acrylics that are provided; each artist can then modify the information for his/her medium. Students will work from colored blocks, doing value study first and then color. Everyone will have the opportunity to try a new paint, Interactive Artists® Acrylic by Chroma, that has been designed to be more responsive to the aesthetic aims and paint manipulation effects. The artist can control the drying time completely and can work wet-on-wet as much as desired. The class is sponsored by the McMurray Art League and will be held in their classroom at the McDowell Shoppes in Donaldson's Crossroads. Cost: member \$45 non-member \$48. Paint, one brush, and painting surfaces will be provided. List of other materials necessary will be provided at the time of registration. Door opens at 8:30 am; class begins at 9:00 am and runs to 3:00 pm. Class will break for lunch. For more information or to register, call Carol Randolph, class instructor, at 724-852-6363. Ride sharing from Greene county is available.



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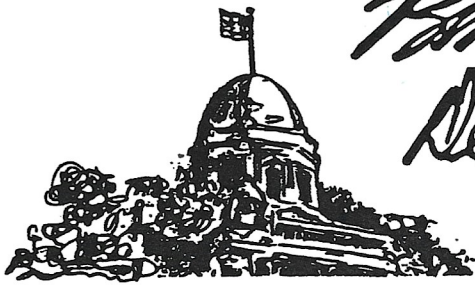
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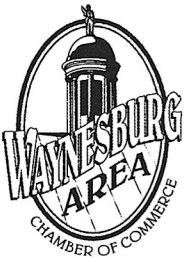
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