



CHAMBER CHATTER

The Newsletter of the Greater Waynesburg Area Chamber of Commerce

May General Membership Meeting Wednesday, May 26th at Noon Rohanna's Restaurant

— Speaker —

Dick Robinson, Edward D. Jones & Company
Topic: "Revitalizing Main Street"

All Chamber Members are urged to attend and to bring a friend.

If you are unable, please feel free to send a representative.

Meetings begin promptly at 12:05. Please feel free to be seated anytime.

1993 Meeting Schedule

MAY

26 General Membership - Rohanna's Restaurant

JUNE

9 Board of Directors - The Pepper Tree
23 General Membership - Waynesburg Elk's Club

JULY

14 Board of Directors - Rohanna's Restaurant
28 General Membership - Waynesburg Restaurant

AUGUST

11 Board of Directors - The Pepper Tree
25 General Membership - Waynesburg Elk's Club

SEPTEMBER

8 Board of Directors - Waynesburg Restaurant
22 General Membership - Iron Griddle Restaurant

OCTOBER

13 Board of Directors - Rohanna's Restaurant
27 General Membership - The Pepper Tree

NOVEMBER

10 Board of Directors - Waynesburg Elk's Club
17 General Membership - Waynesburg Restaurant

DECEMBER

9 Board of Directors - Waynesburg Moose Lodge

NO GENERAL MEMBERSHIP MEETING THIS MONTH - HAPPY HOLIDAYS!

Group Health Care Through the Chamber

The Waynesburg Area Chamber of Commerce has joined forces with 39 other area Chambers of Commerce to offer their member firms Blue Cross group health care and other employee benefits plans effective June 1, 1993.

Now Available

Through the Chambers of Commerce Service Corporation, employers can take advantage of the group buying power of a 7,000 member organization to obtain coverages and services previously unavailable in Greene County.

Member firms can choose one of four Blue Cross/Blue Shield plans in addition to group life, short and long term disability, and dental and vision coverage. There is no medical underwriting or restrictions for pre-existing conditions and plans are available to companies as small as one person.

Current members have until August 1, 1993 to enroll in these plans. After which time they will have to wait until April 1st of next year. New Chamber members can enroll two months after joining the Chamber.

If you would like further information, stop by the Chamber office or contact the Chambers of Commerce Service Corporation at (412) 232-6555.

Scholarship Awarded To Pre-Med Student

Kara Anne Moser of Greensboro was selected as the recipient of the third \$1500 scholarship for a Greene County student last month. The committee, chaired by Dick Robinson of Edward D. Jones & Company, had a very difficult decision to make. A record number of 27 applications were received this year and each of them were worthy of the scholarship. Kara is a senior at Mapletown High School and the daughter of Gary and Diane Moser. Kara plans to attend Waynesburg College and study pre-medicine. She hopes to obtain a degree specializing in dermatology and establish her practice here in Greene County after graduation.

Each year the Educational Fund Committee must raise funds so that the scholarship award may continue. If each member would donate \$5 each, the fund raising goal for the year could be met and the continuance of the program secured. It is such a small amount, won't you please send your \$5 today!!!

Action

You will never stub your toe standing still. The faster you go, the more chance there is of stubbing your toe, but the more chance you have of getting somewhere.

—Charles Kettering

Skeptics are never satisfied

When Mr. Fulton first showed off his new invention, the steamboat, skeptics were crowded on the bank, yelling, "It'll never start, it'll never start."

It did. It got going with a lot of clanking and groaning and as it made its way down the river, the skeptics were quiet.

For one minute.

Then they started shouting, "It'll never stop, it'll never stop!"

—from a commencement speech delivered by Scott Jacobson of Arizona Public Service

Whats Up??

The Waynesburg Rotary Club was recently honored at the District 7330 Conference by being named "Club of the Year" for the district. Congratulations goes out to all members of the Waynesburg Rotary Club and President for 1991-92 Mark Fox and current President Rev. Richard Visser.

Joseph K. Rohanna of Baily Insurance Agency, Inc., has earned the Chartered Financial Consultant (ChFC) diploma and professional designation from The American College, Bryn Mawr, PA. One of the nation's oldest and largest accredited, nontraditional education institutions, the College specializes in professional education in financial sciences.

The ChFC program provides professionals with the knowledge, skills, and credentials needed to serve clients' financial planning needs. The program provides knowledge of the financial services business environment and the financial planning process, as well as understanding of such subjects as tax planning, economics, financial statement analysis, insurance, investments, real estate, wealth accumulation, and estate and gift tax planning.

Candidates for ChFC certification must complete a prescribed program of study and examinations and fulfill stringent experience and ethical requirements. Over 23,000 persons have been awarded the ChFC designation since its inception in 1982.

Joe graduated from Waynesburg College in 1966 with a B.S. in Business Administration and a Major in Accounting. He worked in the Pittsburgh area as an Internal Auditor for four years and then moved to Wisconsin as a small business owner for 18 years. He has been Financial Services Manager for Baily Agency since August of 1988.

A Good Time To Be Had By All!

Don't forget, the Member Golf Outing is scheduled for July 10th at Rohanna's Golf Course in Waynesburg. Mark your calendars now for what promises to be an event full of fun and excellent business contacts. The four-man scramble is scheduled for a shot gun start at 9 a.m. Entry fee is \$130 per team and includes 18 holes of golf and a cart. Entries must be received by July 1 to ensure a cart. Prizes will be awarded at each hole and there will be prizes drawn at random as well. Phone chairman Chad Moore at 627-6116 or the office to enter a team or for further details.

Join The Club

Thank you to the following members who have donated to the Educational Fund:

Marshall Resources - Chris & Sheila Marshall

Harry & June Anderson - Lifetime Honorary Member

Waynesburg Elks Club #757

Steinberg Vision Associates - Charles Steinberg

Edward D. Jones & Company - Dick Robinson

To date, these are the only members who have donated in 1993. Don't you want to see your name here????

Business

Pull off a coup and you're a national hero, fail and you're an evil criminal; in business it's the same difference between bankruptcy and making a fortune.

—Jeffrey Archer

Newsletter Plans For The Future

The past several months has been a time for great change and growth in our office and the newsletter has been a major part of that change. The format change, member advertising, a new name, and professional print services from Rhodes & Hammers Printing, Inc. have begun to make our newsletter shine.

Now another change is beginning, an additional page is being added along with member profiles and photos. For the remainder of 1993, members who have placed ads in the newsletter will be profiled. Beginning in 1994, a system will be in place to ensure that all members who wish to be profiled in the newsletter will have a chance to do so.

We hope that you enjoy the changes and continue to submit ideas which will help us better serve you.

Newsletter Inserts and Advertising Policies

If you would like to place inserted material in the newsletter the rate for doing so is \$50 per issue. The material can be no more than two 8½ x 11 sheets. For arrangements, please call the office at 627-5926.

If you would like to place a business card size ad in the newsletter the fee for doing so is \$180 per year - 11 issues. As each issue is printed the fee is pro-rated so please contact the office if you would like to reserve ad space. Each month the ads are rotated so that each ad will appear on the outside cover.

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 _____

The
Huntington
National
Bank  of
Pennsylvania
MEMBER FDIC

GENERAL MEMBERSHIP MEETING

MEMBERS PRESENT: Chad Moore - First Federal, Tracy Burns-Suter - Burns Floral Gallery, John Owen - Special Events Commission, Chris Marshall-Marshall Resources, Linda Corfont - Linda Corfont, CPA, Lisa Torri - William H. Martin, Hank Compennolle - LCI International, Kay Laskody - Mountain View Gardens, Mary K. Pruss - Peacock Keller, Clark A. Patterson - Huffman Whipkey, Jack McCracken - McCracken Pharmacy, Dick Robinson - Edward D. Jones, Gary Speggen - The CARE Center, Millie Wonderling and Barbara McMillen - Bowlby Library, Fran Suppok and Yvonne Pratt - Fran's Lawn & Garden, Mary C. Parkinson - Lifetime Member and guests Kara, Diana and Gary Moser.

President Tracy Burns-Suter called the meeting to order at 12:10 p.m. She welcomed everyone and asked for introductions around the room. On a motion by Clark Patterson, seconded by Chad Moore, the minutes of the previous meeting were approved as written. Treasurer Chad Moore reviewed the financial reports. Secretary Yvonne Pratt presented the Secretary's Report for March.

COMMITTEE REPORTS: Dick Robinson, Chair of the Educational Fund Committee began his report by thanking the committee for their time and reported that a record of 27 outstanding entries were received this year for the scholarship. He introduced the winner, Kara Ann Moser who is a senior at Mapletown High School and her parents, Diane and Gary. He reviewed her achievements and activities. She plans to attend Waynesburg College and study premed with plans to specialize in dermatology. Kara thanked the members of the Chamber for selecting her this year. Chad Moore,

Chair of the Golf Outing Committee announced that several members have come forward to offer prizes. He asked everyone to consider donating something to the event. Teams are now being accepted and press releases will be issued soon.

OLD BUSINESS: Melody Longstreth reviewed the Insurance issue which still remains an unresolved issue. A deadline of May 7th has been issued by the Board of Directors to the Chamber of Commerce Service Corp. By this time they must supply us with a positive answer or the Board may decide to look elsewhere for coverage. Melody Longstreth reported that the debate between the candidates for sheriff on April 22 was held but with technical difficulty. Attendance was fair although no chamber members attended. Tracy Burns-Suter reviewed plans to begin member profiles in our newsletters. The goal is to offer the profile to any member who wishes to take part. For the remainder of 1993, those members who helped fund the newsletter by advertising in it will be profiled. Beginning in 1994 a coupon will be published in the newsletter asking those interested in a profile complete and return the coupon. A determined number of coupons will be drawn and those will be profiled as space permits. Linda Corfont, Chair of the Policies Committee discussed the proposed policies and procedures. All members had received a copy of the proposed policies and procedures in the last newsletter and input had been received back from several members who found potential problems. Discussion was held on each point raised and the motions were made to amend the proposed policies and procedures as follows: on a motion by Jack McCracken, seconded by Chad Moore the number of free copies a member

can receive per month is a maximum of three; on a motion by Linda Corfont, seconded by Clark Patterson the words "and the Membership Service Directory" were dropped from the Membership Dues Renewal Notices policy; on a motion by Yvonne Pratt, seconded by John Owen the title of "President Ex-Officio" was changed to "Immediate Past President" in the Chain of Command for Emergency Purposes policy. On a motion by Chad Moore, seconded by Clark Patterson the amended proposed policies and procedures were passed by the membership. All motions carried.

NEW BUSINESS: Tracy Burns-Suter announced that a new referral postcard will be used by the office to let members know when they have been referred by the office. It will let members know how the office was contacted and the name, address and phone of the person seeking information.

SPEAKER: Tracy Burns-Suter introduced Chris Marshall of Marshall Resources. He presented a program outlining ways to retain employees. He also presented several humorous quizzes that the membership took and enjoyed. They were designed to help us define how we see ourselves and how others see us.

ADJOURNMENT: On a motion made by John Owen and seconded by Mary K. Pruss, the meeting was adjourned at 12:55 p.m.

Respectfully submitted,
Melody R. Longstreth
Executive Secretary



P.O. Box 958
Waynesburg, Pennsylvania 15370
Phone 412-627-5555
Fax 412-627-4021



Patterson Realty
149 E. High Street
Waynesburg, Pennsylvania 15370
Business (412) 627-6163
Residence (412) 627-5465

Donald E. Patterson
Broker

Each Office Is Independently Owned And Operated

MEMBER PROFILES

Edward D. Jones & Co.: Personal Service Sets Them Apart

Edward D. Jones & Co. is determined to be the nation's most convenient provider of appropriate investments to individuals. By dedicating our firm and our people to this mission, we have grown from one small-town office to more than 2,300 offices nationwide. Today, Edward D. Jones & Co. is the largest firm in the securities industry in terms of branch office locations.

Personal service sets us apart. The investment representative, Dick Robinson, and branch office administrator, Janet Rhodes, are committed to offering customers individualized service.

The investment advice we give is tailored to individual investors. We think of our firm and the investments we offer as "conservative." That's not to imply that everything we offer is guaranteed to only go up in value. Rather, when we use the term "conservative," we're referring to the fact that we have chosen not to offer those investments that many consider to be speculative. These include options, commodities and unlisted penny stocks trading for less than \$1 a share.

Your business is just that. Your Edward D. Jones & Co. investment representative keeps your investment decisions private. Our philosophy of confidentiality is simple: "Anything we tell you about investments, you can share with everyone. But anything you tell us, we keep to ourselves."

Another important consideration in our business is the long-term nature of investment decisions. We want to be your investment professionals for a long time.

Our state-of-the-art communications system gives you access to up-to-the-minute information about your own investments and investments you may be considering.

WANB AM/FM: 36 Years of Service To Greene County . . . And Going Strong

Mix local sporting events with new and classic country music; add a dash of news and giveaways to taste, and what have you got? You might think this recipe becomes WANB AM/FM in Waynesburg. Well, you're only half right.

According to WANB general manager Judy Rastoka, one of the foundations of the 3000 Watt station is public service. "WANB Radio takes great pride in it's service to the Greene county community," Rastoka said, "and we will continue to help our friends in any way that we are able to. If it wasn't for our listeners, there would be no WANB Radio." This attitude has paid off for WANB, being nominated in 1992 for the National Association of Broadcasters' Crystal Award for excellence in community service. That year, WANB was the lone radio station in Pennsylvania nominated for this honor.

Some of the highlights of WANB's service year include the WANB Thanksgiving Food Drive/Dance for the Greene County Corner Cupboard Food Bank; 48-hour radiothon for St. Jukes Hospital (\$3,742.00 raised); Muscular Dystrophy Roofsit; various American Red Cross Blood Banks; and Radio Day for the Greene County United

Way. WANB also presents various programs to keep listeners informed of their groups. Among the programs aired, up close with Hospice Care, and Shop Talk (Greene County United Way).

If your club or organization needs help in promoting an upcoming activity, please contact WANB by phone at 627-5555 or drop a line to WANB Radio, P.O. Box 958, Waynesburg, PA 15370. Send your notes at least two weeks in advance.

What Do You Have To Say??

Has someone in your company recently been promoted? Is there a special event coming up in your businesses or organization? Has your firm recently reached a significant milestone or received a prestigious award? Or maybe you've changed locations, hours, or added a unique new product or service?

WE'D LIKE TO KNOW ABOUT IT so we can try to share your news with other Chamber members by printing it in CHAMBER CHATTER. Give us a call or drop us a line and give us the scoop! We'll be happy to hear from you.

The deadlines for submission are the first of the month for inclusion in that month's edition. The Chamber reserves the right to edit as needed and the items will be placed on a first come, first serve, basis. However, we will attempt to use all material as it is presented to us.

Mitch Brozik
President



1851 Mileground
Morgantown, WV 26505
304-291-2994
1-800-653-2994

AT
INTEGRA BANK,
OUR MOST
IMPORTANT
INVESTMENT
IS IN OUR
COMMUNITY.

Integra Bank

Member FDIC

Board of Directors

Tracy Burns-Suter, President
 Burns Floral Gallery
 68 West High Street
 852-2945

Diane Bowlen, Immediate Past President
 Super 8 Motel
 80 Miller Lane
 627-8880

John Owen, Vice President . Individual Member
 209 N. Liberty Street
 627-6260

Chad Moore, Treasurer
 First Federal Savings & Loan
 25 East High Street
 627-6116

Yvonne Pratt, Secretary
 Fran's Lawn & Garden
 1600 E. High Street
 627-7295

Mary K. Pruss
 Peacock, Keller, Yohe, Day & Decker
 102 East High Street
 627-8331

Dick Robinson ... Edward D. Jones & Company
 82 West High Street
 627-4045

Linda Corfont, C.P.A. 546 Braden Street
 852-1737

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

Pauline Crumrine
 Greene County Commissioner
 70 Crabapple Drive
 852-2900

Jack McCracken McCracken Pharmacy
 595 East High Street
 627-5454

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

Winning

I would rather lose in a cause that will
 some day win, than win in a cause that will
 some day lose.

-Woodrow Wilson (attributed)

Let's Hear From You

All members are entitled to place articles in the newsletter. If you have something that you would like other members to know just drop us a line. The deadlines for submission are the second Tuesday of the month for inclusion in that months edition. The Chamber reserves the right to edit as needed and the articles will be placed on a first come, first serve, basis. However, we will attempt to use all material as it is presented to us.

If you would like to place inserted material in the newsletter the rate for doing so is \$50 per issue. The material can be no more than two 8x11 sheets. For arrangements, please call the office at 627-5926.

Solutions

When I was research head of General Motors and wanted a problem solved, I'd place a table outside the meeting room with a sign: "Leave slide rules here." If I didn't do that, I'd find someone reaching for his slide rule. Then he'd be on his feet saying, "Boss, you can't do it."

-Charles Kettering

412/852-2288
 Fax 412/852-2422



GREENE COUNTY OFFICE EQUIPMENT

DAVID R. GODISART
 Owner

30-32 W. High Street
 P.O. Box 286
 Waynesburg, PA 15370



Robert J. Interval, D.C.
 177 East High Street * Waynesburg, PA 15370
 (412) 852-1777

WAYNESBURG ORTHOPEDICS AND SPORTS PHYSICAL THERAPY, INC.

Specializing in Orthopedics Sports
 and Industrial Rehabilitation

54 S. Washington St.
 Waynesburg, PA 15370
 (412) 852-2125

Ron King, L.P.T. • Lisa Bower, L.P.T.



Rush Funeral Home, Inc.

Complete Funeral Service Counseling
Monuments

CARL E. "GENE" RUSH
Funeral Director

Box 388
Rogersville, PA 15359
(412) 499-5181



William H. Martin, Inc. A Chambers Development Company

Proud to be serving Greene County

Collection of Recyclables and Solid Waste

For A Free Estimate Call

412-228-4200

951 Henderson Avenue
Washington, PA 15301



savings and loan association
of **GREENE COUNTY**



Phone 627-6116

FDIC
INSURED



Carrichaels: 966-5041 • Waynesburg: 852-1715

Greene Plaza: 627-3134 • Greensboro: 943-3581 • Pioneer: 499-5136 • Washington: 225-5300

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.



**GREATER WAYNESBURG AREA
CHAMBER OF COMMERCE**
26 West High Street, Suite 101
Waynesburg, PA 15370
(412) 627-5926

BULK RATE
U.S. POSTAGE
PAID
Waynesburg, PA
Permit No. 116

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

