



CHAMBER CHATTER

The Newsletter of the Greater Waynesburg Area Chamber of Commerce

General Membership Meeting & Speaker Wednesday, November 23rd at Noon Elk's Lodge

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.

Jeffrey W. Hughes Insurance Agency Grows In 1995 New Markets, Marketing Strategy Lead The Way

Success is the word at Jeffrey W. Hughes Insurance Agency in 1994, with the agency branching out in new lines of insurance and experiencing unprecedented agency growth.

Hughes Insurance Agency, a full service agency specializing in personal, farm, life and small business insurances, was founded in 1950 by Gerald M. Hughes. Hughes, an area farmer and World War II veteran, began his insurance career as an agent with National Grange Mutual, a company still represented by the firm today.

The agency has been and is still a force in farm and farm related markets. Representing small mutual companies, the agency's farm insurance business was the cornerstone of the firm until the 1980's. The agency began writing small businesses, urban homes and increased writings in auto insurance in addition to the new life and health products offered by Midland National Life.

In late 1981, the agency opened up a branch office at 33 East High Street and two years later moved its office to 53 South Morgan. In 1985, the Graysville office merged with the Waynesburg Office at 53 South Morris Street and in 1989, the Carmichaels office, independently managed by Dave Hockenberry, CLU, was opened. In 1993, the agency moved to its present location at 25 North Morgan Street (Hillcrest Shoppes), modernized and larger facility with room to grow in the future.

In 1990, Gerald retired from the insurance business, turning over command of the agency to Jeff Hughes. Since 1990, the agency has evolved into a high-tech, efficient

operation. At the agency, each staff member has a computer at his or her desk and the agency is currently interfacing with one company and is in negotiations to begin computer upload with another. Most quoting and correspondence is now done by computer, with computer accounting operations to begin by mid-1995.

Hughes Insurance has added more lines of insurance in the past year. With the addition of Progressive Casualty and Transport Insurance Companies, the agency has become a major source for low priced high-risk auto insurance in Greene County. And with the addition of Titan Insurance Group and two other major carriers, Hughes Insurance has been active in securing competitive insurance plans for municipalities and public entities in our area.

The agency's main lines are home insurance, combination auto and home insurance, mobilehome insurance, life & health insurance, small business insurance and standard auto insurances. The Carmichaels office is also a full service branch, but Office Manager/Independent Producer David Hockenberry, CLU offers mutual funds, variable annuities and financial service through SunAmerica Securities.

Agency staff includes Agency Owner Jeffrey W. Hughes, Broker; Office Manager Kathryn W. Hughes, Broker; John K. "Boose" Smith, Agent; Alena B. Harris, Customer Service Representative; Carmichaels Branch Office Manager David J. Hockenberry, CLU, Agent, and Joyce May, Carmichaels Office Customer Service Representative.

Dear Members of the Waynesburg Chamber of Commerce

I want to thank you for the tremendous honor you paid me by selecting me to receive the 1994 Waynesburg Area Chamber of Commerce distinguished service award.

I am deeply humbled by all of the attention you have given me. I never dreamed of such a night as October 22. Many of you worked long and hard to make that night one I will never forget. How can I ever thank you enough?

It is a privilege to live and work in this area. My love for you keeps growing and I plan to keep giving you my best. I am so grateful for all of my wonderful friends.

Again, many thanks to all of you.

Your friend,
Juanita Thompson

Dear Service Award Committee - Mr. Jack McCracken, Co-Chairman

How can I ever say an adequate "thank you" for planning and carrying out such a delightful celebration for Juanita Thompson. It was ideal in every way. The meal was delicious, table floral arrangements; the orchestra, the awards - you thought of everything and pulled it off in grand style. You are to be praised for recognizing worthy residents in this day when crime and lawlessness seem to gain the media attention.

I am still amazed that you invited me to have a part in this celebration and was honored to attend and have a part.

In my thoughts everything was just perfect. I cannot express the deep respect and thanks that should be conveyed to the members of your team who did all the work in planning this celebration - the citations and recognition were "tops."

My only regret was that I left before all the festivities ended. I took several elderly people home and they thought it was time to go - early on - sorry!

This will always remain a highlight of 1994 for me. Thank you all.

Most gratefully,
Reba L. Miller

Nominations For Board Of Directors

Five positions on the Board of Directors will become open on December 31. A nominating committee has put together a slate of candidates. They are:

Patti J. Blair - Hometown Hot Dogs
John Blosser - Baily Insurance Agency
Desetta Brunofsky - Social Service League
Sheila Christopher - Greene County Food Bank
Andrew Corfont - Community Bank
Jay Hammers - Rhodes & Hammers Printing, Inc.
John Loeper - Fox Auto Sales
Stanley Majesky - Greene County Job Service
Chad Moore - First Federal Savings & Loan Assoc.
Mike Takach - Pepper Tree
Millie Wonderling - Bowlby Library

The nominations were opened at the October General Membership Meeting and will remain open until the elections are held at this month's meeting. To nominate someone, please contact the office or make the nomination at the meeting. A Board of Director serves a three year term and must attend Board meetings which are held on the second Wednesday of the month in addition to the General Meetings and meetings of any committees they choose to take part in.

Memorial Service Planned

This year Hospice Care, Inc. is planning its Memorial Service in conjunction with the Annual Bereavement Christmas Appeal.

Please join us in honoring your loved ones and our patients at 7 PM on Monday, December 5, 1994, at the First Baptist Church, W. High Street in Waynesburg.

Santa's helpers are still looking for volunteers on Saturday, December 3rd, so please call 627-5926 to help him.

Challenge

There, I guess King George will be able to read that!

-John Hancock, on signing the Declaration of Independence

GENERAL MEMBERSHIP MEETING

MEMBERS PRESENT: Andrew Corfont, Community Bank; Chad Moore, First Federal; Millie Wonderling, Bowlby Library; Clark Patterson, Huffman-Whipkey; Karen Palmer, WANB; Christine Gardner, Hospice Care; Jack McCracken, McCracken Pharmacy; Linda Krajnak, West Penn Power Company; Jim Moore, Greene County Messenger; John Owen, Special Events Commission; Shirley Stockdale, Clerk of Courts; Sheila Christopher, GC Food Bank; Stanley Majesky, GC Job Center; Donna Huffman, Corner Shoppe; Pauline Crumrine, GCC Commissioner; Kay Laskody, Mountainview Gardens; Sheila Barger, Integra Bank/South; Diane Taylor, Integra Bank/South; Eric Rockwell, Dr. Michael L. Webb and Associates.

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 Chris Gardner, the minutes of the previous meeting were approved as written. On motion by Sheila Barger and seconded by Andrew Corfont, the Treasurer's report was approved. On a motion by Jim Moore and seconded by Millie Wonderling, the Secretary's report was approved.

COMMITTEE REPORTS: Andrew Corfont (Co-Chairman Sing Along) distributed copies of letters that will be going out to the area schools and church groups to participate in the Sing Along. He stated Jefferson Morgan and Waynesburg Central have already expressed interest in participating. He also stated the Borough Police may be able to close one lane of traffic on High Street. Clark Patterson (Co-Chairman Christmas Parade) stated all applications have been sent to area bands, church groups, boys scouts, girl scouts, fire companies, etc. And again he asked for volunteers the day of the parade (Saturday, December 3rd).

OLD BUSINESS: Jack McCracken reported the DSA banquet was once again a great success. 153 dinners were served, however, he only counted 12 members in attendance. Chad Moore commented it was the nicest banquet he had ever attended and John Owen said he has heard several favorable comments. The Elk's provided a delicious dinner and Sam Neubauer provided the flowers, which were beautiful. Jack McCracken reported the Debate was also a success with at least 300 in attendance. He thanked John Loeper, Jim Moore, Robin Roberts and Judy

Rastoka. John Owen commented his Chinese professor was quite impressed and a statement from a Carmichaels resident to Andrew Corfont was the Chamber should be very proud to sponsor such an enlightening event for the public.

NEW BUSINESS: John Owen reported a letter from the Chamber was sent to Jay Espenshade, working with the County Extension Office, agreeing to support an effort to bring Tyson Foods to our area. John also presented to the general membership a list of 1995 Board of Directors nominees, consisting of Patti J. Blair, Hometown Hot Dogs; John Blosser, Baily Ins. Agency; Desetta Brunofsky, Social Service League; Sheila Christopher, Greene County Food Bank; Andrew Corfont, Community Bank; Christine Gardner, Hospice Care, Inc.; Jay Hammers, Rhodes and Hammers Printing, Inc.; John Loeper, Fox Auto Sales; Stanley Majesky, Greene County Job Service; Chad Moore, First Federal Savings & Loan; Mike Takach, Pepper Tree; Millie Wonderling, Bowlby Library. Five newly elected board members will begin a three year term in January 1995. John thanked Jim Moore and Kay Laskody (Nomination Committee) for their efforts in securing these nominations.

SPEAKER: Due to a unexpected commitment Juanita Thompson, our scheduled speaker, could not attend this meeting, however she did send her many thanks for the honor that the Chamber awarded her.

Clark Patterson explained that Tyson Foods has sent out over 1800 letters to farmers explaining the set up for chicken farms in Greene, Fayette, Washington and Westmoreland Counties with 300 favorable responses.

Pauline Crumrine extended an invitation for a Chamber representative to attend meetings of the Appalachian Region Funding Commission and Clark Patterson agreed to help. This commission is involved in attracting new businesses, tourism, etc. to Greene County.

Jack McCracken commented he had met a Russian student attending Waynesburg College at the DSA Banquet and suggested the Chamber should extend an invitation to him to attend a membership meeting.

ADJOURNMENT: On a motion made by Jim Moore and seconded by Clark Patterson, the meeting adjourned at 1:00 p.m.

Respectfully submitted,
Patricia A. Houglund

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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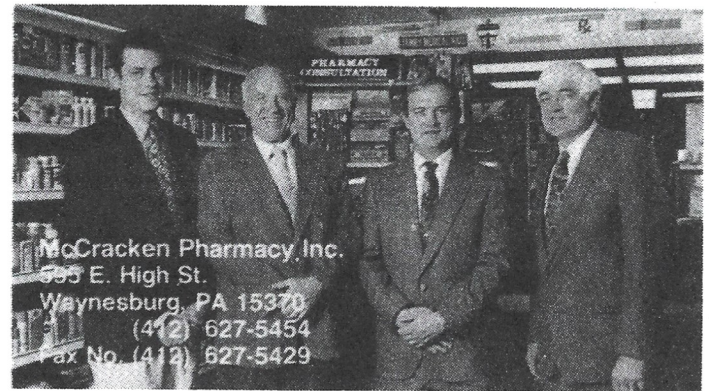
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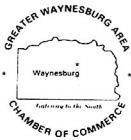
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Mon. - Thurs. 9-8 p.m.
Fri., Sat., 9-9 p.m.

Mary Ann & Chuck Kreuzer
Owners

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