



CHAMBER CHATTER

The Newsletter of the Greater Waynesburg Area Chamber of Commerce

Distinguished Service Award

The sixth annual Distinguished Service Award will be presented to Richard V. Morgan at the Elk's Lodge on October 16th. Dick is a retired bank official and one of the most active civic volunteers in the community. He came to Waynesburg in 1941 to attend Waynesburg College, but his college career was interrupted by World War II. Following the war, he returned to Waynesburg College and was co-captain of the football team during the 1947 season.

He received a degree in business administration in 1948. Shortly after graduation he became a newsman for the Washington Observer-Reporter and spent the next 13 years on the staff at the Waynesburg office. In 1961 Dick began as a teller at First Federal Savings and Loan Association and in 1984 he was promoted to first vice president. Following 25 years of service he retired on June 1, 1986.

He states the most proud accomplishment of long career in business and community service is his marriage to the former Margaret Bell (Peggy) Wiley of Richhill Township. They are the parents of eight children and the grandparents of seven grandchildren. We all wish to congratulate Dick on being chosen the 1993 Distinguished Service Award Recipient.

General Membership Meeting and Speaker Wednesday, September 22nd at Noon Iron Griddle

— Speaker —

David Cline

Director of College and Church Relations

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.

GACO Will Sponsor Annual Defense Procurement Fair October 6

California University of Pennsylvania's Government Agency Coordination Office (GACO) hopes to assist small businesses acquire government contracts through the 1993 Defense Procurement Fair on October 6 at the Holiday Inn-Meadowlands.

Now in its sixth year, the fair not only provides assistance to firms interested in obtaining government contract and sub-contract opportunities, but also provides the chance for local firms to meet personally with federal, state, and corporate buyers. Attendees at previous fairs reported receiving more than 1,000 contracts totaling over \$20,000,000.

The government has an enormous need for various products, both hardwares and softwares, and services. The federal government alone offers a \$20 Billion market annually to small firms. Small businesses are urged to attend the fair and arrange for marketing their products and services through the available government agencies and large corporations. GACO has arranged for about 30 major government purchasing agencies

and 8 major corporations to be available to discuss market opportunities. Some of the invited participants for this year's fair include Alcoa Technical Center, Westinghouse Bettis, Corps of Engineers, NASA, Department of Energy, Defense Construction Supply Center, and the Department of General Services.

GACO will help all attending small, mid-size, and large businesses to break into the procurement process with both federal and state governments and large prime contractors. In addition to one-on-one counseling, the fair offers 4 seminars conducted by experts in government contracting: Bid Preparation, EDI (Electronic Data Interchange), How to Sell to Corporate America, and ADA (Americans with Disabilities Act). Special seminars for minority-owned businesses and woman-owned businesses will also be offered.

Registration forms can be obtained from the GACO office. The \$40 fee, which includes lunch, should be prepaid by September 29. For more information call Debbie Wojcik or Jackie Winnett at 412-938-5881.

Rate relief on workers comp will aid firms, employees

By Tom Foley

THERE'S GOOD NEWS and bad news in the Workers Compensation reform package – Senate Bill 1 – that recently became law after nearly two years of debate in the General Assembly.

The good news is that many of the cost-saving measures that Gov. Robert P. Casey proposed in October 1991 are included in the final plan, promising to put a rein on employers' insurance costs in the long-run.

There are other changes, too, including provisions for managed care, and tougher controls on fraud that are on balance worthy.

The bad news is that the bill passed by the Legislature contains no provision to grant immediate rate relief, or to mandate that savings for insurance companies be passed along to Pennsylvania employers in the form of rate decreases. That means that the average 24 percent rate increase that took effect last December will stand for the balance of the year.

And the bad news could get worse if insurance companies – who won the lion's share of goodies in the new workers compensation law – come back within 60 days of the bill's enactment to ask for yet another rate increase.

Recent meetings I've had with staff and fellow board members of the Pennsylvania Compensation Rating Bureau – the insurance industry body that submits rate filings on behalf of all compensation carriers in Pennsylvania – left little doubt that insurance companies will indeed seek a rate increase by the first week in September. The new law directs that the secretary of labor and industry sit on the

board of the PCRB, giving the first chance for public scrutiny and advocacy in the first stages of Pennsylvania's ratemaking process.

I certainly hope that is not the case. After widely praising the act which they had a major hand in drafting, it is now time for the insurers to own up to the real savings to them in the bill, and pass along at least some of those savings to businesses and workers. To do otherwise would be to make a sham of two years of hard work by many well-intentioned people, and leave us to conclude that the insurance companies – as more than one pundit suggested, really do "own" Harrisburg.

There are several measures in the bill to save big money for workers compensation companies. They include:

Medical cap. The new law caps medical costs at 113 percent of Medicare. Even though the General Assembly did not lower rates, the insurance industry's rating bureau and the state Insurance Department calculated this measure alone would generate 10 to 12 percent in premium savings.

Workplace safety. The law provides for a one-time premium reduction for businesses setting up workplace safety committees. A greater emphasis on prevention is the best way to save everybody money.

Coordinated-care organizations. The new law authorizes CCOs to perform workers compensation services, adopting a "managed-care" approach to workers compensation injuries. Managed care is proven to cut costs.

As it stands, Senate Bill 1 is still just half a loaf – the insurance industry's half. When can Pennsylvania employers and workers expect to enjoy the fruits of reform that will enhance their ability to stay competitive and to keep jobs in Pennsylvania?

The answer, as mandated in the new law, lies with the very insurance carriers who are now enjoying their half of the loaf.

The new law calls for a rate filing 60 days of enactment. If the insurance industry acts in good faith and submits filing that reflects the savings in Act 44, Pennsylvania employers should see a rate request that accurately reflects the substantial savings this law will bring about.

Let's face it: Workers compensation is a job issue. That's where Gov. Casey came into this debate. Competitive rates for workers compensation help keep jobs in Pennsylvania. Lower rates are good for business and for workers.

While the law is clearly a step in the right direction and brings much needed reform to some aspects of the workers compensation system, it didn't go far enough to give employers the rate relief they need right now.

Insurers have the chance to prove that they can contribute to – and not drain – Pennsylvania's economic vitality. It's up to all of us – business people, workers, public servants – to make sure that insurance carriers get this message loud and clear. It's their turn to do the right thing.

Tom Foley is state secretary of labor and industry.

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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Hospice Looking For Space For Holiday Tree

The Hospice Care, Inc., Holiday Tree is looking for window space in downtown Waynesburg. We need a space that will be visible and assessable from the 30th of November until December 31, 1993. If your local business is interested in hosting our tree for this annual fundraising event, contact Hospice Care, Inc., Development Office before October 15, 1993, at 627-8118.

1993 Meeting Schedule

SEPTEMBER

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!

National Society Honors Local Insurance Professional

August 3 - J. William Morris, President of the Morris Agency in Waynesburg and Carmichaels, has been honored by the Society of Certified Insurance Counselors for his more than 10 years of "steadfast commitment to continuing education." The Society is a national organization that, for over 23 years, has provided a comprehensive program of instruction for insurance professionals.

On July 2, 1993 Morris successfully completed the Annual Continuing Education requirement, a week-long series of classes and seminars held in Washington, D.C. The formally inscribed testimonial, recognizing this accomplishment, was conveyed to Morris and signed by the Society's President, Dr. William T. Hold, CIC, CPCU, CLU.

Citing Mr. Morris as among the top one percent of all insurance professionals in America, the CIC testimonial called attention to the Greene Countian's leadership and excellence stemming from the pursuit of continuing education, and to his "achievement and demonstrated level of professional competence in all areas of the insurance business."

In order to earn the designation CIC (Certified Insurance Counselor), each individual must have attended five institutes covering all phases of

the insurance business and passed five rigorous examinations. Additionally, the National Society requires annual attendance in the Program to maintain the designation. Morris, a 23 year veteran of the industry, has been a CIC since 1984.

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.



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GENERAL MEMBERSHIP MEETING

MEMBERS PRESENT: John Owen, Vice President, Mary Parkinson, Bob Macie, Office of Vocational Rehabilitation; Lois Hewitt, West Penn Power Company; Barbara Rohrer, Greene County Library System; Darlene Benci, Adult Literacy Project; Mary K. Pruss, Peacock, Keller; Stan Majesky, Greene County Job Center; Barbara Cole, Greene County Job Center; Richard Viser, Waynesburg Rotary Club; Kay Laskody, Mountainview Gardens; Barbara Loeper, Morris Insurance Agency; Shirley Stockdale, Clerk of Courts; Fran Suppok, Fran's Lawn and Garden; Millie Wonderling, Bowlby Library; Dick Robinson, Edward D. Jones & Co.; Valerie Danish, Private Counseling; Peggy Cancellmi, Doncaster; Christine Gardner, Hospice Care.

Vice President John Owen called the meeting to order at 12:15 p.m. He welcomed everyone and asked for introductions around the room. On a motion by Mary Pruss, seconded by Mary Parkinson, the minutes of the previous meeting were approved as written. On motion by Shirley Stockdale and seconded by Lois Hewitt, the Treasurer's report was approved. Yvonne Pratt, Secretary could not attend and Pat Houglund presented the Secretary's Report.

COMMITTEE REPORT: Mary Pruss reported on the DSA Banquet stating it would be held on October 16th at the Elk's Lodge. Invitations will be going out. The Elk's will set up the decora-

tion, and members soliciting ads for the book must be finishing those soon. No one was present to report on the Christmas Parade.

OLD BUSINESS: There was no old business to discuss.

NEW BUSINESS: A nominating committee of Kay Laskody, Barbara Loeper and Lois Hewitt was appointed by Vice President John Owen. Terms for Board members Diane Bowlen, Tracy Burn-Suter, Chad Moore, Yvonne Pratt, Mary Pruss and Dick Robinson will expire at the end of this year.

SPEAKER: John Owen introduced Barbara Rohrer and Darlene Benci from the Waynesburg Adult Literacy Program. Ms. Rohrer and Ms. Benci discussed in detail the adult literacy in Greene County. There are approximately fifty five volunteers in this program and the office is located in the Bowlby Library with tutoring sights all around Greene County. The program was started in 1987 and is funded by the Pennsylvania Department of Education. The program offers one on one tutoring to adult students who read below a fifth grade level. Programs offered are reading, writing and math, which are considered the basic skills, assisting in getting a regular and commercial drivers license and English as a foreign language; and new this year is computer training. Ms. Rohrer stated that as a community we should be aware of the adult literacy problems in

our county and anyone interested can become a tutor with twelve hours of tutor training. Any interested persons should contact her at the Bowlby Library.

ADJOURNMENT: On a motion made by Kay Laskody and seconded by Christine Gardner, the meeting was adjourned at 1:10 p.m.

Respectfully submitted,

Patricia A. Houglund

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.

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Chad Moore, Treasurer

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Pauline Crumrine

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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

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.

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