

CHAMBER CHATTER

The Newsletter of the Greater Waynesburg Area Chamber of Commerce



MEMBERSHIP PROFILE

Fox Auto Sales

743 E. High St., Waynesburg, PA
 Open Mon. - Tues. & Fri. 8 to 8
 Wed. & Thurs. 8 to 6 - Sat. 8 to 1

In 1941 when brothers Ollie and Willis Fox opened their Ford and Mercury dealership in Waynesburg, Franklin D. Roosevelt had just begun his third term, war clouds were hovering over Europe and automatic transmissions and car air conditioning were unheard of. A lot has changed since then, not only in the way cars are built but also how they are sold and serviced. One thing that has not changed though is the Fox family's commitment to customer satisfaction. Today the third generation of Foxes employs a staff of over 20 full time employees at the 743 E. High Street location.

Bob Fox, along with sons Ron, Mark and David, oversee the entire dealership which has enjoyed a substantial increase in sales volume in 1994. August of 1994 was the best new car and truck sales month ever for Fox and projections point to record setting sales numbers for the entire year. Dealership President Bob Fox attributes the dramatic growth in new vehicle sales in large part to the high quality products being supplied by Ford Motor Company. In addition to having America's best selling truck, the Ford F-Series, and the nation's top selling car, the Ford Taurus, 5 of the top 10 best sellers are Ford products.

Another important reason for their success according to Fox is a strong commitment to training for all employees. Virtually all of the sales, service and parts personnel receive updated training from Ford Motor Company at seminars conducted through the Eastern United States.

The people at Fox are also deeply committed to community service as well. Bob is currently President of the Waynes-

burg Volunteer Fire Company and all of his four sons are officers. Several other employees of the dealership are also active in community service organizations such as the Fire Company, Rotary and Lions Clubs, Cub Scouts, and the Greater Waynesburg Area Chamber of Commerce.

The ownership is not one to rest on their laurels however; despite record setting business, plans are well underway to build an entirely new state of the art showroom and service facility starting in 1995, making Fox Auto Sales not only Waynesburg's oldest dealership but the area's most modern as well.

A Dangerous Way Of Life

There is an ancient story of the Middle East about a scorpion who asked a tortoise to ferry him across the Nile River. The tortoise was hesitant. "You'll bite me and I'll die," he said.

The scorpion promised not to bite him, and crawled up on the tortoise's back as they plunged into the river.

Halfway across, the scorpion bit the tortoise.

"Why did you break your promise?" wailed the tortoise. "Now we'll both die."

"I couldn't help myself," said the scorpion. "It's a way of life here in the Middle East."

1994 CHRISTMAS SING ALONG

Andrew Corfont and Kevin Policz have agreed to co-chair the Annual Christmas Sing Along. The event will be held on Friday, December 2, 1994. This year there will be some exciting changes planned for the event. Anyone interested in serving on the committee is asked to call Andrew, Kevin or the Chamber office. They are planning to contact all the local schools and churches for participants, and of course Miss Rain Day 1994 will be performing. The event will be broadcast live on WANB Radio. Be watching the newsletter for additional details and plan to bring the family out for a night of excitement in Beautiful Downtown Waynesburg.

Hospice Needs Visible Space

Hospice Care, Inc. is looking for space in downtown Waynesburg to display our Memorial Tree. The space should be visible and accessible to the public. The tree will be on display from November 30, 1994 to December 30, 1994.

Contact Chris Gardner at 627-8118 if your business would be interested in hosting the tree.

General Membership Meeting & Speaker Wednesday, September 28th at Noon Elk's Lodge

Speaker: David Cline
 Tourism Initiative

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.

CCSC Announce New Dental Plans for Chamber Members

Responding to the requests of chamber members, the Chambers of Commerce Service Corporation announces the development to two new group dental plans available. Beginning September 1st, all Chamber member firms, regardless of whether they subscribe to the CCSC group health plans, can enroll in one of three comprehensive and cost effective dental programs through Blue Cross of Western Pennsylvania.

The current **CCSC Dental Plan** offers 100% coverage for routine exams, diagnostic and preventative services.

The new **Penndental plan** provides 100% coverage for routine exams, diagnostic and preventative services **plus** 100% coverage for fillings, extractions, endodontics and denture repair.

The new **DentalPlus** plan uses a select network of Blue Shield dentists to provide 100% coverage for exams, diagnostic and preventative services as well as discounts on other related services.

Rates for these plans are as follows:

	CCSC Dental	Penndental	Dental Plus
Individual	\$ 4.70	\$12.85	\$ 6.10
2 Person	14.53	39.16	12.20
Family	14.53	39.16	21.50

These prices do not include a 3% administration charge and \$10 billing fee.

Current subscribers to the CCSC Dental Plan may change to either new plan before December 1, 1994 or wait until the April 1995 renewal period to do so. All other Chamber members may enroll at any time for one year's coverage.

For more information regarding these plans, their coverage and eligibility guidelines, contact your CCSC representative at (412) 227-6555 or 1-800-377-3539.

Success

Every man should make up his mind that if he expects to succeed, he must give an honest return for the other man's dollar.

—Edward H. Harriman

GENERAL MEMBERSHIP MEETING

MEMBERS PRESENT: Andrew Corfont, Community Bank; Chad Moore, First Federal; Millie Wonderling, Bowlby Library; Richard Scott, Scott Enterprises; Clark Patterson, Huffman-Whipkey; Mary Parkinson, Greene County Nurses Assoc.; Karen Palmer, WANB; Barbara Cole, Greene County Job Center; Stanley Majesky, Greene County Job Center; Frank Gressly, Retired, Consultant; Linda Corfont, CPA; Tim Christopher, Waynesburg Electric; Christine Gardner, Hospice Care; Harry Anderson, Honorary Member; Jack McCracken, McCracken Pharmacy.

Vice President Linda Corfont called the meeting to order at 12:20 pm. She welcomed everyone and asked for introductions around the room. On a motion by Harry Anderson, seconded by Chris Gardner, the minutes of the previous meeting were approved as written. On motion by Andrew Corfont and seconded by Clark Patterson, the Treasurer's report was approved. On a motion by Jack McCracken and seconded by Richard Scott, the Secretary's report was approved.

COMMITTEE REPORTS: Clark Patterson (Chairman Rain Day Booths) reported both booths made a profit of \$738.00 after paying \$25.00 rental fee for a dunk tank and \$24.00 for lemons. Clark also stated the glass has been ordered and cut for the Chamber dunk tank and will be ready for use next year. He thanked Phil Lanzatella and WANB for their help on Rain Day. Jack McCracken (Co-Chairman DSA Banquet) reported that all advertisements have been distributed and he and Harry are finished. He would like a committee meeting scheduled for next week to review the nominees and the printing bid. September 30 is the deadline for all advertisements, all monies and advertisements should be in the Chamber office by 4:00 pm. The banquet is scheduled for October 22 at the Elks Club.

OLD BUSINESS: There was no old business to report.

NEW BUSINESS: Clark Patterson mentioned the Christmas Parade is a very big event each year and we will be in need of volunteers once again this year.

SPEAKER: Linda introduced Stan Majesky, Manager Greene County Job Center. Stan began by distributing material concerning the Greene County Employer Advisory Council seminar that is scheduled for September 16th, 8:30 am to 12:00 noon at Rohanna's Restaurant. Stan explained there have been many changes in the employment services, first the name has been changed from State Employment Service to Job Service and all are now known as Job Centers. Every office

in the State has been completely refurbished, including the Greene County office. Stan also explained the trend of cross-training for Job Centers employees and also explained the Bridge Program (placing older welfare individuals with limited working skills). He also stressed the importance of every employer in Greene County to attend the Employers Advisory Council Seminar scheduled for the 16th of September at Rohanna's Restaurant. In closing he spoke briefly on the Re-employment Act and profiling.

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

Respectfully submitted,
Patricia A. Houglund

Joseph M. Trempus Named A Melvin Jones Fellow

Joseph M. Trempus of Waynesburg, Pa. has been named a Melvin Jones Fellow by Lions Clubs International Foundation, in recognition of his commitment to serving the world community.

Named for the founder of Lions Clubs International, Melvin Jones, the fellowship is the foundation's highest honor. It is a recognition of a commitment to humanitarian service.

Lion Joe Trempus is a member of the Lions Club of Waynesburg, District 14 M. He recently received a finely crafted plaque and lapel pin acknowledging his dedication to the foundation's humanitarian goals. As a Melvin Jones Fellow, Lion Joe becomes a part of a growing network of individuals who are committed to improving the quality of life for people locally and in communities around the world.

Lion Trempus is serving as Region Chairman in District 14M. As the region chairman, he is subject to the supervision & direction of the District Governor, and is Chief Administrative Officer in Region One for 10 Lions Clubs in Greene & Washington Counties.

Lions Club International is the world's largest service club organization numbering more than 1.4 million members. As the charitable arm of the association, Lions Clubs International Foundation acts as steward of the financial resources that are disbursed for humanitarian causes.

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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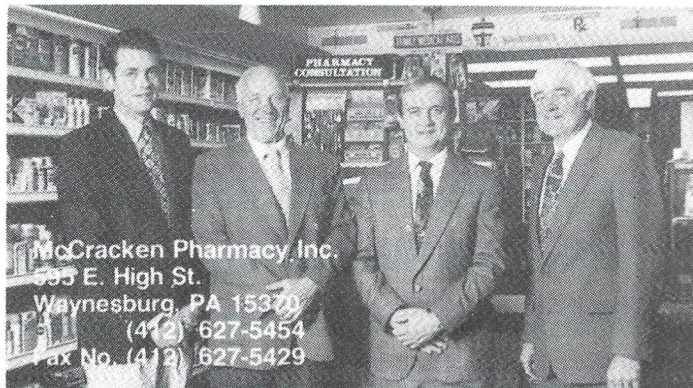
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