



A Message from the President

- Does your business have a discount you'd like to offer?
- Would you like a unique way to advertise your business?
- Do you like to shop locally?
- Do you shop for value and quality?
- Would you like customers to support Norwin Community businesses?

If you said yes to any of these questions, we have the program for you!

The Norwin Chamber of Commerce's Member-2-Member Discount Program allows our members to offer exclusive discounts directly to fellow members. You can even choose which discount program to use.

Member-2-Member Discount Program #1 – FREE

- Your discount will be listed on the Norwin Chamber of Commerce website (www.norwinchamber.com).
- Your discount will be listed in the Chamber's Vocal Point Newsletter which reaches approximately 400 members/businesses.
- The ability to update your discount every 6 months.

Member-2-Member Discount Program #2 - \$50.00

- Your discount listed on a printed discount card. This card, reaching approximately 15,000 consumers, is printed and distributed to all Norwin Chamber members AND their employees.
- Your discount will be listed on the Norwin Chamber of Commerce website (www.norwinchamber.com).
- Your discount will be listed in the Chamber's Vocal Point Newsletter which reaches approximately 400 members/businesses.
- The ability to update your discount every 6 months.

As a Norwin Chamber member, you have many opportunities to market and network your business, generate more sales leads, and better expose your business's products and services to potential new customers.

Network Your Business

- Attend Monthly Membership Luncheons and introduce your business.
- Attend after-hours Monthly Business Mixers.
- Participate in C.A.R.E. (Chamber Associates Referral Exchange), a free weekly networking group exclusively for Norwin Chamber members.
- Attend Chamber Events (Annual Dinner, Holiday Party, Golf Outing, Dinner/Theatre Night, etc.).
- Receive Chamber Dollars for referring new Chamber members.

(Continued on Pg. 2)

October Calendar of Events

Date:	Meeting:	Time:	Location:
3	Monthly Membership Luncheon	11:30 a.m.	Ferrante's Lakeview Restaurant
6	Norwin Homecoming		Norwin High School
8	North Irwin Borough Council Meeting	7:00 p.m.	Council Chambers
9	Executive Board Meeting	8:00 a.m.	Norwin Chamber of Commerce
10	Irwin Borough Council Meeting	6:00 p.m.	Council Chambers
10	Business to Business Mixer	5:00 – 7:00 p.m.	Mail Priority, North Huntingdon
16	Board of Directors Meeting	7:30 a.m.	Norwin Chamber of Commerce
17	North Huntingdon Township Commissioners	7:00 p.m.	North Huntingdon Townhouse
16	Monthly Penn Trafford Membership Luncheon	11:30 a.m.	The Great Escape Clubhouse
18	Member Appreciation Day	10 a.m. – 4:00 p.m.	Norwin Chamber of Commerce
23	Business to Business Mixer	5:00 – 7:00 p.m.	Shirley Family Gifts, N. Huntingdon
24	Blood Drive	3:00 - 7:00 p.m.	Norwin Chamber of Commerce
27	Halloween Parade	3:00 p.m.	Downtown Irwin

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Advertise Your Business

- Advertise in the Norwin Chamber Membership Directory.
- Insert your business flyer in our Chamber Vocal Point Newsletter.
- Have your business listed on the Norwin Chamber Website Member Directory.
- Restaurants and food service businesses can cater Chamber meetings at the Chamber or at their location.
- Participate in the Member-2-Member Discount Program.
- Have a vendor table at the Annual Dinner/Business Expo.
- Conduct a Business Mixer at your location.
- Open your new business with a Ribbon Cutting Ceremony.
- Sponsor Norwin Chamber and Community Events.

Excited about advertising your business? Call us today at 724-863-0888!

Rosanne Barry Novotnak

Chamber Happenings

McDonald's Grand Re-opening

Have you been suffering through Big Mac withdrawals? If so, the wait is over! The newly re-built McDonald's along Route 30 in North Huntingdon was recently unveiled with a tremendous grand opening that lasted for several days. Special VIP guests and McDonald's corporate leaders were invited to a formal Cocktail Party on Tuesday, August 21st to take part in the grand celebration. Boy Scouts, Girl Scouts, cheerleaders, bands and a choir joined the festivities on Wednesday, August 22nd when the restaurant celebrated its grand re-opening. We welcome the new McDonald's to the Chamber and our community!

September's Monthly Membership Luncheon

Over 27 Members attended the September 5th Monthly Membership Luncheon held at the Chamber and catered by Panera Bread. September's theme was Matchmaker Networking and participants had fun networking when they were paired with another member of a completely different business category. Members found out who would be a good referral for their partner and hopefully learned a lot about a different field of business. Members were also challenged to do their partner's 30 second commercial to see if they were paying attention!

C.A.R.E. Kick-Off

September 10th marked the start of C.A.R.E., our newest program to assist members in networking their businesses. Members who attended the first meeting and were very excited to communicate their business "Tip-Of-The-Week" and shared some great ideas for upcoming meetings. C.A.R.E. (Chamber Associates Referral Exchange) meetings will be available every Monday morning at 7:30 a.m. Meetings last for 1 hour and are a great way to kick-start your work week with referrals and more business. C.A.R.E. is FREE and exclusively for Norwin Chamber of Commerce members.

September Business Mixer

Ahhhh, the smell of warm bread, bagels, and bear claws! Members were able to network, socialize, and experience the taste sensations of Panera Bread at the Norwin Chamber's monthly business mixer. Attendees brought business cards to network their businesses with other Chamber Members and to also win a chance at a door prize provided by Panera Bread. Mixers are always a great way to showcase your business! Thank you Panera Bread for hosting this great event!

Norwin Chamber of Commerce 2007 Board of Directors

James M. Duffy
Chairman of the Board
Attorney at Law

James P. Gallagher
Immediate Past Chairman
Remax Realty Access

John Duncan,
Vice Chair of Governance & Finance
Duncan Financial Group

Karen Botti,
Vice Chair of Membership & Marketing
Commercial Bank & Trust of PA

David Litzinger,
Vice Chair of Community Partnership & Economic Development
Elliott Company

Frank Bonincontro, *Irwin Bank*

Keith C. Davis,
The Davis Financial Group

Stephen Eichelberger
Eichelberger & Sons Heating & Air Conditioning

Diana Falk, *Norwin Public Library*

Brenda Kacvinsky,
Minuteman Press, North Versailles

Ed Michalek
North Huntingdon Giant Eagle

Pamala Mielnicki
Welcome New Neighbors

John Ott
Joseph F. Ott Funeral Home, Inc.

Gus Slack, *AccountingTechs, Inc.*

Dr. William Roscoe,
All-Kare Chiropractic Clinic

Nancy A. Smith, *Irwin Bank*

Jill Taylor
First National Bank of Pennsylvania

Patricia Altman, *Borough of Irwin*

Dr. John Boylan,
Superintendent, Norwin School District

Thomas Kerber, Sr.
Commissioner, North Huntingdon Township

Staff Members

Rosanne Barry Novotnak, *President*
RNovotnak@NorwinChamber.com

Chris Miller, *Vice President*
CMiller@NorwinChamber.com

Gayleen Fisher, *Volunteer*

Cathy Schehr, *Volunteer*

Barbara Gulich, *Volunteer*

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The Norwin Chamber in Penn Trafford

Anyone driving through Penn Trafford lately has definitely noticed the growth not only of housing plans, but of businesses in the area as well. The Norwin Chamber of Commerce is dedicated to supporting this community by bringing our Monthly Membership Luncheons to Penn Trafford. Penn Trafford businesses and Norwin Chamber Members attended the first luncheon in Penn Trafford on September 18th. The luncheon was held at The Great Escape Clubhouse, which served a fabulous lunch to all in attendance. The theme of the luncheon was Progressive Networking. Members and guests were able to expand their networking base and meet many prospective new customers.

Member Spotlight

Laszlo Bartos Photography



Laszlo grew up with a love of photography instilled in him by his father, who was an avid amateur photographer. He attended Penn State University where he enrolled in photography classes and graduated with a Journalism Degree.



Laszlo then went on to apprentice at a Philadelphia area studio, gaining hands-on experience in wedding photography. In 2000, Laszlo ventured out on his own and started Laszlo Bartos Photography, which he, along with his wife Jennifer, now operates in North Huntingdon.



“Our clients choose us to capture a specific time of their lives. We try to tailor our services to the needs of our clients and provide them with truly unique images that capture their

real personalities. All clients receive genuine, honest service, superior photography and products.” Laszlo is not your typical “cookie-cutter” photographer. His business caters to the customer that wants their photographs to be unique and outside the box! Laszlo Bartos Photography services include youth sports leagues, business annual reports, product shots, catalog work, magazines, website images, mailers, weddings, senior, family and child portraits, and more! He not only brings his unique style of photography to the home-based customer, but to the corporate and small business world as well. Capture your special personal or business moments by calling Laszlo Bartos Photography at 724-861-0121.

Ribbon Cutting at Cia’s

Looking for hidden treasure? Well, look no more because you will find it at Cia’s. You can find anything at this wonderful shop from fine jewelry and gifts to art. The Norwin Chamber performed a ceremonious ribbon cutting at the gallery on September 18th and enjoyed an afternoon of food, spirits, jewelry previews, prizes, and shopping discounts. Please be sure to visit this unique Route 30 business and look for our July 2008 mixer at their location.

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Member Achievements

Member: *Jon Emrock – Edward Jones*



Achievement: Edward Jones has been awarded the JD Power Award 3 years in a row for overall customer satisfaction among full service investment firms. For being one of the top 300 Branch Office Administrators globally, Mr. Emrock’s office administrator, Claire Rossi, won the award for Client Service Excellence and a trip to St. Louis to the Managing Partners Conference in September. She also won as top office Administrator out of 79 offices in Western Pennsylvania for Client Service Excellence. Claire will be recognized at the Fall Regional Meeting in October.

Member: *Sharon Bone - May Kay Cosmetics*

Achievement: Sharon was honored in the Mary Kay “Queen’s Court of Sales” on August 3, 2007 at the Mary Kay Annual Seminar in Dallas Texas. Sharon was presented the honor and received a beautiful diamond ring for her achievement.

Congratulation’s Sharon on winning the Panera Bread Basket at the September Business Mixer.

Member: *Paula Michael of D. Michael Salon*

Achievement: In July, Paula Michael, of D. Michael Salon, awarded two \$500 scholarships to students attending the Bella Capelli Paul Mitchell Beauty School in Monroeville.

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For Only \$150.00!

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Upcoming Events

Don't forget to mark your calendars so you can attend these upcoming events:

October 3

11:30 a.m. – 1:00 p.m.

Monthly Membership Luncheon at Ferrante's Lakeview Restaurant. Our speaker will be Kirk Utzinger from the Westmoreland County Community Foundation.

October 10 (CANCELLED)

5:00 p.m. – 7:00 p.m.

Monthly Business Mixer being held at Mail Priority of North Huntingdon.

October 16

11:30 a.m. – 1:00 p.m.

Monthly Penn Trafford Membership Luncheon at The Great Escape Clubhouse. This meeting's theme will be "Networking."

October 18

10:00 a.m. – 4:00 p.m.

Norwin Chamber of Commerce Member Appreciation Day

The Norwin Chamber would like to recognize our members and show them how much we appreciate the time and effort they give in supporting our community and businesses. This fun-filled day will include:

- Goodie Bags for attendees.
- Hourly prize drawings.
- Great food and beverages.
- Chamber member vendor tables.
- Information sessions by the Chamber, Nationwide Insurance, the Central Blood Bank and Chamber Choice.

October 23

5:00 p.m. – 7:00 p.m.

Monthly Business Mixer being held at Shirley Family Gifts in North Huntingdon.

October 24

3:00 p.m. to 7:00 p.m.

Blood Drive at the Norwin Chamber of Commerce. Help save a life! Join us for this Central Blood Bank Blood Drive sponsored by the Norwin Chamber of Commerce. Location: Chamber Conference Room.

November 10

Membership Social

Need a little culture in your life? Join Norwin Chamber members for our first Membership Social Event sure to offer Great Food, Great Entertainment, and Great Networking! Join us for a fabulous evening as we dine, enjoy an evening of theatre, and make new networking and referral contacts that could last a lifetime.

- When: Saturday, November 10, 2007.
- Time: 5:45 p.m. Dinner and 8:00 p.m. Play.
- Dinner Location: Old Route 66 Grille, Delmont, PA.
- Play Location: Apple Hill Playhouse, Delmont, PA.
- Play: Crimes of the Heart.
- Cost: \$40.00 per person (includes dinner and play).
- See enclosed invitation. Deadline to RSVP is October 25th.

Monthly Business Mixers

Due to popular demand, we have added additional business mixer dates. If you or your company are interested in showcasing your business and networking with other members, please contact the Chamber to schedule your Business Mixer. Mixers are held from 5:00 p.m. – 7:00 p.m.

Enjoy/Entertainment Books

2008 Enjoy and Entertainment Books are now on sale at the Chamber. Cost of Enjoy books is \$25.00. Entertainment books are \$20.00. These books make excellent holiday gifts. Get yours today!

Member Achievements

Have you or your business recently...

- Been awarded a grant?
- Received an award?
- Honored at an event?
- Been promoted?
- Added a new service?
- Had a business anniversary (10 year, 20 year, 50 year, etc.)?

We want to toot your horn! Please email us any recent achievements that you or your business has experienced. It may just get highlighted in our next Vocal Point Newsletter! Send your email to CMiller@NorwinChamber.com.

Speakers Wanted

The Norwin Chamber of Commerce is seeking speakers on a variety of business topics for upcoming Chamber events, meetings, and new programs. Speakers must be knowledgeable on the topic they are representing and should be willing to donate their time as speaker. Please contact the Chamber at 724-863-0888 if you are interested in finding out more about available topics and speaking engagements.

Committee Members Wanted

Even though winter is not yet here, it's time to start planning for spring and summer events! The Norwin Chamber of Commerce is seeking committee volunteers to help plan the following Chamber Events:

- Annual Dinner (04/08)
- Golf Outing (06/08)
- Norwin Community Picnic (08/08)

If you would like to have fun and be more involved, please call the Chamber today at 724-863-0888 to volunteer!

FYI