

Vocal Point

A MESSAGE FROM THE PRESIDENT



- Winning A Set of Steelers Tickets.....\$10.00
 - Getting Your Business Advertised In Front of Thousands of People.....\$1.00 - \$1000.00
 - Winning The 50/50 Raffle....\$1850.00
 - Playing Bingo With Ken Lenhart and Joe Banks.....Priceless!
- These are just some of the perks of attending the Norwin Community Picnic!

Sunday, August 3rd was a great night for a ball game. The annual Thunderbucket Softball Classic was a huge success. A very special thank you goes out to the Norwin School District under the coaching of Randy Rovesti and the Norwin Rotary under the coaching of dentist Dr. Richard Miller.



Amanda Fisher from Creative Adventures Learning Center along with Tim Flynn, a student from Norwin, sold 50/50 tickets for the Norwin Rotary Scholarship Fund. Ellen Kerber assisted husband Tom as he scooped "little bowls of heaven" ice cream donated by their business, Kerber's Dairy. Proceeds from the ice cream sale benefited the Norwin Chamber Scholarship Foundation. A great time was had by all!



Another warm thank you goes out to everyone who helped in every way to make the 76th Annual Norwin Community Picnic such a huge success. Thank you to all who took the day off of work to help us. Thank you to all who donated prizes and money. Thank you to all of our hosts and hostesses who greeted guests as they entered the park and received their programs. Peggy Powers of Peggy Powers Placement did a super job staffing the front gates.



Dennis Diffenderfer (Insurance Services) and Don Henderson did a great job of organizing and running the annual Golf Outing that morning at Glengarry Golf Links.

Diana Falk and Barbara Flynn (Norwin Public Library) entertained children in Story Book Forest with a Nursery Rhyme Game.

Steve Eichelberger (Eichelberger & Sons Heating & Cooling), Barbara Mayer (BJM Ceramics) and Denise Martin (Giant Eagle) did a great job of collecting, organizing and watching over the prizes. Jim Duffy (Attorney At Law) and John Duncan (Duncan Financial Group) helped tremendously with collecting sponsorships.

Bob Perkins (PDS Industries) and First Student Bus Company were instrumental in organizing and donating the bus transportation.

September Calendar of Events

Date:	Meeting:	Time:	Location:
2	Women In Business Initiative	8:00 a.m.	Norwin Chamber Office
3	Networking Luncheon	11:30 a.m. sharp	Cheesecake Caffe
9	Executive Board Meeting	8:00 a.m.	Norwin Chamber Office
10	Business Mixer #1	5:00 - 7:00 p.m.	Dr. Carla Capozzi, DMD
10	Irwin Borough Council Meeting	6:00 p.m.	Council Chambers
16	Board of Directors Meeting	7:30 a.m.	Norwin Chamber Office
16	Penn Trafford Membership Luncheon	11:30 a.m. sharp	Zackel's Restaurant (Claridge)
17	North Huntingdon Township Commissioners	7:00 p.m.	North Huntingdon Townhouse
23	Business Mixer #2	5:00 - 7:00 p.m.	ProAdjuster Chiropractic Clinic

NORWIN CHAMBER OF COMMERCE

(Continued from pg. 1)

Jill Taylor (First National Bank of PA) did a fantastic job of running the bingo. Many chamber members and their families donated their time to help sell bingo cards and collect money. Anna Domonkos (Colonial Grille) gathered many bingo workers. Amy Lichwa (Norwin Teachers Federal Credit Union), Dian Colletti (Coldwell Banker Real Estate) and my husband, Kurt Novotnak, graciously spent their time calling bingo numbers all afternoon.

Amanda Fisher (Creative Adventures Learning Center), my mom Marian Barry, Jim Duffy (Attorney) and Chamber volunteers Cathy Schehr, June Best and Karen Watkiss spent the day selling T-shirts, 50/50 tickets and Steelers Raffle tickets. The Steelers tickets, donated by Joe Satira (Satira Associates, P.C.) and Jim Duffy (Attorney) were printed compliments of Kim Rancatore (Minuteman Press of North Versailles).

Emil "Bud" Nagy (Norwin Art League) did a wonderful job of creating the theme picture for this year's T-shirts.

Even feeling under the weather, Karen Watkins spent two days selling Idlewild tickets at the Chamber office.

Thank you to all of our sponsors. You can find a complete listing of sponsors on the Norwin Chamber website at www.norwinchamber.com. This event could not happen without our sponsors and their gracious donations. Every year we ask everyone at the picnic to support all of the local businesses listed on the program, signs and banners who have given their financial support to this event.

Thank you to everyone for all of your hard work during this past year. Every one of you makes such a huge difference. And last but not least, thank you Chamber Staff, Chris Miller, Janet Hyde and Linda Morris.

Rosanne Barry Novotnak



Norwin Chamber of Commerce 2008 Board of Directors

James M. Duffy
Chairman of the Board
Attorney at Law

James P. Gallagher
Immediate Past Chairman
RE/MAX Realty Access

Gus Slack
Treasurer
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Frank Bonincontro
Vice Chair of Governance & Finance
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Diana Falk
Vice Chair of Membership & Marketing
Norwin Public Library

Sharon Bone
Mary Kay Cosmetics

Karen Botti
Commercial Bank & Trust of PA

John Duncan
Duncan Financial Group

Stephen Eichelberger
Eichelberger And Sons Heating & Air
Conditioning

Jon Emrock
Edward Jones Investments

Amanda Fisher
Creative Adventure Learning Center

Brenda Kacvinsky
Minuteman Press – North Versailles

Ed Michalek
Giant Eagle

Pamala Mielnicki
Your Blessed Events

John Ott
Joseph F. Ott Funeral Home, Inc.

Dr. William Roscoe
All-Kare Chiropractic Clinic

Jill Taylor
First National Bank of Pennsylvania

Patricia Altman
Borough of Irwin

Dr. John Boylan
Superintendent, Norwin School District

Staff Members

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

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

Janet Hyde, *Secretary*

Linda Morris, *Secretary*

Gayleen Fisher, *Volunteer*

Cathy Schehr, *Volunteer*

Barbara Gulich, *Volunteer*

Mary Ann Chismar, *Volunteer*

Chamber Happenings

Norwin and Penn Trafford Monthly Networking Luncheons

We had record breaking attendance at both of our August Networking Luncheons! Our locations and speakers were a big draw! New member Annadel's Restaurant was the site for our Norwin Luncheon. Donn Henderson, Irwin Main Street Project Manager, was our speaker. Donn and intern Mallori updated the group on downtown Irwin's upcoming projects and events including their MySpace and YouTube marketing strategies. Our Penn Trafford Luncheon featured Kim Horrell from the United States Postal Service. Kim provided information on how our members can use various post office services and products to help advertise and market their businesses.

Save The Date!

Join us for our next

Women In Business Initiative!

When: Tuesday, September 2, 2008

Time: 8:00 a.m. – 9:30 a.m.

Cost: \$15.00 Per Member and \$20.00 Per Non-Member

Location: Norwin Chamber of Commerce

Speaker: Mary Ann Petrillo, Attorney At Law

Topic: Estate Planning

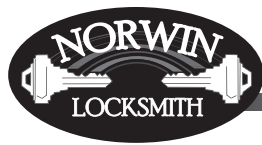
August Sponsor: Carlow University of Greensburg – Wendy Phillips

Only 50 Seats Available So.....

Reserve Your Seat Today at 724-863-0888 or

cmiller@norwinchamber.com

Member Spotlight



Norwin Locksmith
COMPLETE LOCKSMITH & SAFE SERVICE

BONDED & INSURED

VISA & MASTERCARD EXCEPTED

Dan T. Nave
Owner/Locksmith

10369 Washington Avenue •
N. Huntington, PA 15642 •
(724) 863 1407

Norwin Locksmith owner Dan Nave used to work for a plastic bottle manufacturer. During a shift, the fork lift driver came to Dan stating that the keys for the lift trucks were missing. Dan found a key and started trying to make one that would fit the lift trucks. Three hours into his shift, Dan had all four lift trucks running with his homemade keys. He told his uncle (who was a locksmith) what he had done and his uncle encouraged him to go to school and turn this gift into a business. Today, Dan is in his 21st year of business! Dan runs Norwin Locksmith with his wife Darcy who handles the clerical and management side of the business. Dan stays abreast of the locksmithing industry by attending classes, seminars and reading trade magazines. Norwin Locksmith provides a wide range of services from opening locked cars and homes to servicing and changing safe combinations. They install and rekey locks, panic exit devices and door closers. They can also cut a wide range of keys for locks on cars, motorcycles, homes, businesses and high security devices. Dan feels that members of the Norwin Chamber are reputable businesses and leading companies in the community. “As a member of the Norwin Chamber, we feel that we have to live up to that standard. The Chamber also gives your company a list of businesses that you can turn to for a variety of services”, stated Dan. When you are in need of locksmith services, contact Dan Nave of Norwin Locksmith at 724-863-1407.

Padgett Business Services – Jim Merante



While in the first month of his first job right out of college, Jim was assigned to a project that required intense attention to detail and interaction with the Sales Department. It was then that he discovered he had a talent for quantifying the unruly nature of business while maintaining good communication. After doing this type of work for 20 years, Jim began his accounting franchise two years ago. Jim and three employees all have training in meeting the unique accounting needs of the small business owner. They bring the experience of a nationwide accounting force right to their customers. Padgett Business Services does nothing but take care of small business owners. A special feature of their business is that they will pick up and drop off their customer’s information right at the customer’s business location every month. Jim doesn’t want his customers wasting valuable time by having to come to him. Padgett Business Services will evaluate your tax situation

every month and develop tax strategies to ensure that there are no surprises come tax time. Some of Jim’s other services include profit and loss reports, balance sheets, payroll processing, tax monitoring and tax return preparation. To set them apart from their competition, Jim’s system provides peace of mind, less taxes and more profits for only 10 minutes of your time a month. Looking for a great accounting monthly maintenance plan? Contact Jim of Padgett Business Services at 412-816-2228 or visit his website at www.padgett.biz.

Iovino Pool & Spa – Tony and Dina Iovino



Tony began his business by becoming a fiberglass and acrylic tub repair specialist for manufacturers such as Kohler, Aker and Jacuzzi. He then branched his specialty out by working for plumbers, contractors and homeowners. The retail end of hot tubs during that time began to grow beyond service, so eight years ago Tony expanded into pool and spa water care. Iovino Pool & Spa has since grown to include 7 full time and 5 part time employees who are all local to the Norwin and Penn Township areas. Iovino Pool & Spa are hot tub specialists in retail sales, service and maintenance. They can even take trade-ins if you are looking to upgrade your current spa. They also sell saunas, grills and steam showers. Year-round service and maintenance on hot

tubs, whirlpools and fiberglass tubs and showers are available. An interesting feature that sets them apart from their competition is that they can complete tub to shower conversions so that handicapped or elderly individuals can still continue independent bathing. Tony and Dina joined the Norwin Chamber for the networking opportunities. “We have found much more Chamber support and business opportunities than we ever expected”, stated Dina. Interested in some relaxation time in a sauna or whirlpool? Does a family member need an easier way in and out of their tub? Call Iovino Pool & Spa today at 724-744-4285 or visit their website at www.iovinospas.com.

Member Achievements

Member: David Baron, Home Instead Senior Care

Achievement: David has been recognized for outstanding business performance and received the Presidential II and Presidential III awards at the company's international convention in Omaha, Nebraska. He received these awards for superior sales and service satisfaction. Home Instead provides seniors with non-medical home care and companionship services.

Member: Remote Control Systems

Achievement: Remote Control Systems (RCS) recently received a contract to supply parts for the conversion of 115 Dallas Rapid Transit District articulated streetcars. The conversion was the fastest way for Dallas to gain passenger capacity on a rapidly expanding streetcar network. The conversion included the separation of the two articulated sections and an approximate 35 foot middle section added to increase passenger seating and capacity. RCS parts will be applied to that new section as well as changes required in various control and display panels in the other two sections. Over the longer term, RCS is poised to receive an order for equipment for 25 more complete cars with the delivery to Dallas over the next two years.

Member: All-Kare Chiropractic – Dr. William Roscoe



Achievement: All-Kare Chiropractic has been selected for the 2008 Best of Irwin Award in the Chiropractors category by the U.S. Local Business Association. The USLBA "Best of Local Business" Award Program recognizes outstanding local businesses throughout the country. Each year, the USLBA identifies companies that they believe have achieved exceptional

marketing success in their local community and business category. These are local companies that enhance the positive image of small business through service to their customers and community.

Chamber Tidbit

In this new section, we will try to answer questions that we receive from members concerning various aspects of Chamber membership.

Tidbit: VocalPoint Newsletter Ads

Looking for a cost-effective way to advertise your business to fellow members? For only \$50.00, your business card can be printed in one of our monthly Vocal Point Newsletters. These newsletters are mailed to all Norwin Chamber members each month.

Happy Anniversary!



Some of our C.A.R.E. members

The Norwin Chamber of Commerce is excited and proud to announce that the C.A.R.E. (Chamber Associates Referral Exchange) Group is celebrating its ONE YEAR

ANNIVERSARY this month! Over the past year, our networking group has grown from 7 members to 28 members and each week seems to bring in more new members and interest. What makes this networking group so special and interesting that people drag themselves out of bed on a Monday morning to meet at 7:30 a.m.? It could be the tremendous amount of referrals and networking that takes place. It could be the extensive information that we learn each week from everyone's tips-of-the-trade. It could be the knowledge and mentoring that we receive from discussing pertinent business topics each week. Or it could be the personal and business relationships that are built. Whatever the reasons, our members have dedicated their time and business experience to make this networking group a success. We encourage all members to take advantage of this FREE, increasingly popular member benefit. We meet every Monday morning at 7:30 a.m. in the Norwin Chamber conference room. Happy Anniversary C.A.R.E.!

Upcoming Events

Don't forget to mark your calendars and attend these upcoming events:

September 2, 2008 8:00 a.m. sharp – 9:30 a.m.

Women In Business Initiative at the Norwin Chamber Office.

Guest Speaker: Mary Ann Petrillo, Attorney At Law

Topic: Estate Planning

Sponsor: Carlow University of Greensburg – Wendy Phillips

September 3, 2008 11:30 a.m. sharp – 1:00 p.m.

Norwin Monthly Networking Luncheon at Cheesecake Caffe.

Speaker: Scot Noel of Computers Made Easy

Topic: Your Website and Search Engines

September 8, 15, 22 and 29 7:30 a.m. sharp – 8:30 a.m.

C.A.R.E. (Chamber Associates Referral Exchange) at the

Norwin Chamber Office. Join fellow Norwin Chamber members as we network, gain new business, discuss valuable business topics and gain priceless knowledge.

September 10, 2008 5:00 p.m. – 7:00 p.m.

Monthly Business Mixer hosted by Dr. Carla Capozzi, DMD at 3520 Route 130, Penn Township

September 16, 2008 11:30 a.m. sharp – 1:00 p.m.

Penn Trafford Monthly Networking Luncheon at Zackel's

Restaurant in Claridge. Speaker: Mary Beth Kim of the

Southwestern Pennsylvania Commission

Topic: Ridesharing Program

September 23, 2008 5:00 p.m. – 7:00 p.m.

Business Mixer at ProAdjuster Chiropractic Clinic (Drs. Todd and Jason Cinti), 1075 Harrison City-Export Road.