

## 1st QUARTER Membership BLITZ

**Recruit Members During January!**

**Score Big at Blitz Event—January 23**

**All the info is Inside!**



*January Member Spotlight*  
**TRI STATE HYDRAULICS, INC.**



The MVRCC recently honored **Tri State Hydraulics, Inc.** in the January Member Spotlight. Pictured here are (l to r): Sandy Fedorchak, Jim Palmer, Jr., President, Cheryl Wall and Shanna Bartman. See story on page 2.

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### Mon Valley Regional Chamber of Commerce

One Chamber Plaza  
Charleroi, PA 15022

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website: [www.mvrchamber.org](http://www.mvrchamber.org)

President: Armand Ferrara  
V. President: Atty. Rick Mudrick  
Secretary: David Galloni  
Treasurer: Milton Kubik  
Executive Board: James Protin

Chamber Staff:  
Executive Director: Debra Keefer  
Financial Assistant: Donna Angelo

We regret any errors or omissions  
in this newsletter

## MEMBERSHIP RENEWAL REMINDER...

Membership renewals have been mailed out along with a **Member data sheet**. Members are asked to please review all information listed on the Data Sheet and make any necessary changes to the information and return to the Chamber office by March 1 to ensure proper listing in the Chamber's Membership Directory and Resource Guide.

Please note that the Chamber is not responsible for incorrect company information that is printed in the 2013-2014 Directory. The information currently on file will be listed in the directory unless otherwise indicated by the member.

And remember... Payment of 2013 Dues makes your business eligible for the Chamber's Pot of Gold.



The next drawing will be held on Tuesday, February 12<sup>th</sup> at the Chamber Luncheon at the Charleroi Elks Club.






Let us develop a comprehensive plan to protect your business, your family, and your bottom line. Our extensive portfolio includes:

<ul style="list-style-type: none"> <li>- Individual and Group Health Insurance</li> <li>- Medicare Supplement</li> <li>- Dental and Vision Insurance</li> <li>- Business Insurance with Dividend Potential</li> </ul>	<ul style="list-style-type: none"> <li>- HR Solutions</li> <li>- Energy Program</li> <li>- Voluntary Benefits and Personal Insurance</li> </ul>
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For more information, visit [www.chamberchoice.com](http://www.chamberchoice.com) or call 1-800-377-3539.

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Strategic Program Partners







## January Member Spotlight TRI STATE HYDRAULICS, INC.

### TRI-STATE HYDRAULICS NOW SERVING 15 STATE AREA

Tri-State Hydraulics was recently honored in the Mon Valley Regional Chamber of Commerce January Member Spotlight. The Chamber staff was recently treated to a tour of its clean, organized, and highly productive plant in the former Lee-Norse plant at the northern end of Charleroi Borough by Jim Palmer Jr., President. A closely knit team of employees carefully manufacture components that supply a diverse customer base. Among their products are pumps and motors, valves and controls, filters, hydraulic tools, jacks, accumulators and hoists. Even though "Tri-State" suggests three states, the company actually serves 15 states, and operates from four branches in Johnstown, (Pa.), South Carolina, Alabama and Ohio.

Tri-State has approximately 150-200 orders in progress every day, and about 52 employees are at the Charleroi location. The total number is 70+ for all of the locations combined.

Jim Palmer is extremely proud, and with good reason, about his company's recognition in 2010 by NASA. Tri-State was a supplier to NASA's Space Shuttle International Space Station with the Crawler Transporter. They were awarded the United Space Alliance Space Flight Awareness Supplier Award, an honor shared only with four other businesses nationwide. Tri State Hydraulics has been a member of the Mon Valley Regional Chamber since 2000.



Jim Palmer, President

## 2012 YEAR IN REVIEW

**JANUARY** – Spotlight – Mon Valley Emergency Services

**JANUARY 11** – After Hours “Steelers BASH”

**JANUARY 25** – Partner in SBA Marcellus Shale Workshop

**FEBRUARY** – Spotlight – Charleroi Save-A-Lot and Char’s Lott

**FEBRUARY 14** – LUNCHEON – US Chamber of Commerce

**MARCH** – Spotlight – RTS Packaging

**MARCH 5** – RIBBON CUTTING – Grass Routes Counseling

**MARCH 13** – LUNCHEON – Panel discussion with Washington Co. Commissioners

**MARCH 29** – CONFLICT RESOLUTION WORKSHOP

**APRIL** – Spotlight – Mon Valley Community Credit Union

**APRIL 10** – LUNCHEON – PA Secretary of Education

**APRIL 18** – RIBBON CUTTING – Cialone’s Auto Care Center

**APRIL 26** – RIBBON CUTTING – Vain Salon & Day Spa

**APRIL 27** – FIRST SWING w/Washington County Chamber

**MAY** – Spotlight – Channel Craft and Distribution

**MAY 22** – Leadership Washington County Graduation – Chamber Scholarship Graduates Jake Cuthbert & Susan Badzik

**MAY** – Presented Challenge Awards (totaling \$1,000) to 4 Charleroi Area High School Seniors

**MAY 8** – LUNCHEON – Leadership Washington County

**MAY 16** – Donna Angelo attends Breast Cancer Coalition Luncheon at Governor’s Mansion, Harrisburg

**MAY 24** – RIBBON CUTTING – About Time

**JUNE** – Spotlight – Subway/TCBY of Charleroi

**JUNE** – ANNUAL CHAMBER DIRECTORY PUBLISHED & DISTRIBUTED

**JUNE 1** – RIBBON CUTTING – Dee’s Cricket

**JUNE 7** – MELVIN B. BASSI MEMORIAL GOLF TOURNAMENT

**JUNE 20** – MON VALLEY COMMUNITY NIGHT – Washington Wild Things

**JUNE 26** – JOINT CHAMBER LUNCHEON w/GRC

**JULY** – Spotlight – Middle Monongahela Industrial Development Association, Inc.

**JULY – OCTOBER** – CHARLEROI FARMERS MARKET (Weekly) – Market House, Charleroi

**JULY 6** – RIBBON CUTTING – Anthony’s on the Mon

**JULY 18** – ANNUAL BEACH BASH

**JULY** – Completed deal with Southwestern PA Human Services to purchase 35,000 square feet for new facility within Chamber Plaza, bringing approximately 60 jobs and \$1.8 million improvement project.

**JULY 25** – 1<sup>st</sup> ANNUAL CHAMBER CHALLENGE SOFTBALL GAME, MVRCC 18- GRC 15

**JULY** – Selected 2012-2013 Leadership Washington County Scholarship recipients Lori Spina and Angel Gulick

**AUGUST** – Spotlight – Cupari Home Improvement

**AUGUST 2** – Participated in Mon Fayette Express Link Ribbon Cutting

**AUGUST 8** – RIBBON CUTTING – Allenport Marina Restaurant

**AUGUST 15** – ANNUAL “EASY TO BE GREEN” DAY

**AUGUST 22** – “MEET ME AT THE STATION” – After hours

**SEPTEMBER** – Spotlight – the Practice of Gosai and Gandhi, MD

**SEPTEMBER 12** – RIBBON CUTTING – Spartan Café

**SEPTEMBER 13** – ANNUAL AWARDS EVENT – Honorees

LaCarte Development, Richard Mudrick, Keystone Bakery, Mon Valley Initiative

**SEPTEMBER 20** – JOINT CHAMBER MIXER w/GRC

**SEPTEMBER 26** – RIBBON CUTTING – Monessen Sunoco

**SEPTEMBER 26** – PRESCRIPTION DRUG ABUSE SUMMIT

**SEPTEMBER 27** – RIBBON CUTTING - My Girls Korner Kitchen

**OCTOBER** – Spotlight – General Industries

**OCTOBER** – Presented 8 Challenge Awards (totaling \$2,000) to Charleroi Area High School Sophomores & Juniors

**OCTOBER 23** – Deb Keefer honored by PA Association of Chamber Professionals for 15 years of service

**OCTOBER 9** – LUNCHEON – Membership

**OCTOBER 13** – TEAM CHARLEROI – BREAST CANCER

WALK-Downtown Charleroi—Walk is handed over to

Monongahela Valley Hospital as walk host for 2013

**OCTOBER 31** – TEAM CHARLEROI - HALLOWEEN PARADE & DOWNTOWN TRICK OR TREAT

**NOVEMBER** –Spotlight – Audrey’s Custom Draperies

**NOVEMBER** – Closed out Charleroi Façade Improvement Project, generated \$115,000 in downtown improvements with LSA grant monies. Applied for additional funding for 2013-2014 Project II.

**NOVEMBER 8** – RIBBON CUTTING – Fourth Street Barbeque

**NOVEMBER 13** – LUNCHEON (Douglas Education Center)

**NOVEMBER 16** – RIBBON CUTTING – Chaney’s Natural Nail Salon & Yoga Center

**NOVEMBER 24** – CELEBRATE THE SEASON & SMALL BUSINESS SATURDAY – Downtown Charleroi – coordinated “Merry Mart” vendor house.

**DECEMBER** – Spotlight – Ad Forms, LLC

**DECEMBER 5** – CHAMBER CHRISTMAS PARTY

**DECEMBER 6** – RIBBON CUTTING – Rego’s Restaurant, Charleroi

-12 monthly in house Regional Reporter newsletters and Valley Independent supplements

-Administration of two Facebook pages, websites for Chamber and TEAM Charleroi

-Administration of Charleroi Community Park





**MON VALLEY REGIONAL**  
CHAMBER OF COMMERCE

**Get New Members during the month of January—You and your recruits are invited to the BLITZ \*Wrap Up Event on January 23 at Salatino's River House—prizes, snacks, beer, more!**

**Wednesday, January 23, 2013\***

**5:30 PM—7:30 PM**

**Salatino's River House Café,  
506 McKean Avenue—Charleroi**

**FOOTBALL SCRATCH OFF TICKETS**

**At the BLITZ Event. . .**

**Scratch off and WIN:**

- Great prizes from your local Chamber member businesses\*\***
- Hundreds of dollars off new and existing membership dues**
- Vouchers for free admission to Chamber events, e-blasts, newsletter & directory ads. . .**
- and more!**

**Prizes for Most Members Recruited**

**WIN!**

**30" FLAT  
SCREEN TV**

**Second Place:  
Two Spots In  
2013 Golf  
Outing**

**Our membership area is the Mid Mon Valley of Southwestern Pennsylvania—Washington, Westmoreland, Fayette, and Allegheny Counties. Membership is open to individuals, organizations and businesses that operate or want to network in our region!**

**[www.mvrchamber.org](http://www.mvrchamber.org)**

**Mon Valley Regional  
Chamber of Commerce**

One Chamber Plaza  
Charleroi, PA 15022

Phone: 724-483-3507  
Fax: 724-489-1045  
E-mail: [debbiek@mvrchamber.org](mailto:debbiek@mvrchamber.org)

*\*Inclement Weather? Watch your e-mail, Facebook page and/or call the Chamber for updates!*

*\*\*Please let the Chamber know if you would like to provide a prize—we would appreciate it!*



## About the Mon Valley Regional Chamber . . . Promoting Business, Industry & Tourism In the Mid Mon Valley

### Mission Statement . . .

The mission of the Mon Valley Regional Chamber of Commerce is to provide the leadership forum to ensure a positive economic climate for members and the region by facilitating proactive political action, providing support and resources to businesses, and marketing the region in partnership with government, communities, and other business advocates.

### Benefits of Membership . . .

- ✓ ChamberChoice® Group Health & Energy Programs
- ✓ Advocate for Marcellus Shale Initiatives
- ✓ Networking Opportunities
- ✓ Professional Website & Facebook®
- ✓ Member Spotlight Program
- ✓ Leadership Washington County Scholarships
- ✓ Advertising Opportunities and Referrals
- ✓ FREE Member to Member Discount Program
- ✓ FREE Meeting Space
- ✓ FREE Notary Service
- ✓ FREE Paper Recycling Program (ABITIBI®)
- ✓ FREE Ribbon Cuttings
- ✓ FREE Subscription to Mon Valley Business Monthly
- ✓ Monthly Tabloid and Newsletter "Regional Reporter"
- ✓ Educational Workshops
- ✓ Named in "25 Largest Chambers in the Greater Pittsburgh Region"
- ✓ Small Business Resource Center
- ✓ Certificates of Origin Documentation
- ✓ Credit Card Payments Accepted
- ✓ Full time staff to serve you . . .

### Member . . .

U.S. Chamber of Commerce  
Pa. Chamber of Business & Industry  
Pa. Association of Chamber Executives  
Marcellus on Main Street  
Small Business Saturday® Initiative



### ***DUES RATES***

#### ***Associate Member:***

\$72.00 Individuals & Elected Officials  
\$96.00 Non Profit Organization

#### ***Banking and Financial Institutions:***

Call for Quote

***Grocery Stores:*** - \$350.00

#### ***Industries and National Retailers:***

\*Base Rate Minimum: \$250.00

***Services:*** \*Base Rate - \$187.00

***News Media:*** - \*Base Rate \$400.00

***Retailers:*** \*Base Rate - \$187.00

***Owner/Operator Shops:*** \$132.00

***Utilities:*** - \$450.00

\*All base rates include up to 5 employees.  
\$1.25/employee/year will be added for  
6 employees or more

All New Member Dues MUST be paid by 5:30 PM  
on January 23 to qualify for admittance to the  
1st Quarter Membership Blitz, and to be eligible for  
prizes and incentives.

If a new member wins a discount on 2013 dues,  
a rebate check will be issued after the Blitz event.

### ***MEMBER PROSPECTS...***

***PLEASE COMPLETE THE ENCLOSED NEW  
MEMBERSHIP APPLICATION TO JOIN TODAY!***



**CHAMBER NEWS****NEW MONTHLY SEMINAR SERIES STARTING IN JANUARY—  
“RISING TO BUSINESS”**

Beginning on Wednesday, January 30, 2013 at 7:30 AM a new, FREE, monthly seminar series called “Rising to Business” a morning business information series will be introduced as an added benefit to your chamber membership. The series will be held at the Rostraver office of Waddell and Reed, and will focus on the current “hot topics” for business owners and their executive personnel. Each month will feature a local professional that will be able to address the particular topic from their experience and also field pertinent questions from those who attend. This series will be available exclusively to Mon Valley Regional and Greater Rostraver Chamber members and will include coffee and pastries at each session.

The line up of topics that has been decided on thus far are:

- January 30 - Tax cuts, codes, and impacts
- February 27- Business start ups-> steps, codes, variances, permits, etc.
- March 27 - Tax attorney/CPA->Filing taxes, Applicable deductions, charitable giving, estate impacts
- April 24- Medicare Supplements, Healthcare, Group coverage
- May 29- Commercial/Business Insurance, Workers Comp
- June 26- Technology in business-> Uses, social networking, cloud technology

Each session will take place at the Waddell & Reed offices at 1030 Rostraver Rd. in Belle Vernon on the last Wednesday of the month and will last from 7:30 to 8:30 am. To reserve your spot, please contact the Waddell & Reed office at 724 929 3959. Seating will be limited to 10 people and will be on a first come first serve basis. Stay tuned to the chamber newsletters and local media for more information.

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**GCCDC AND MVI HOSTS OPEN HOUSE**

On Sunday, January 27, 2013 the Greater Charleroi Community Development Corporation (GCCDC) and the Mon Valley Initiative (MVI) will host an Open House to celebrate the completion of their most recent dramatic renovation.

The Open House will take place at 609 7<sup>th</sup> Street in Charleroi from 11:00 a.m. to 2:00 p.m. Guests will have the opportunity to tour the home, which boasts three bedrooms, two full baths, craftsman style finishes, a maple kitchen, hardwood floors and charm galore.

MVI staff and GCCDC members will be on-site at the Open House to answer questions about the home and provide insight into programs and assistance available to purchase this home. Refreshments will be provided to all who attend.



For more information, please contact Mandie Radich at [mradich@monvalleyinitiative.com](mailto:mradich@monvalleyinitiative.com) or 412-464-4000 ext. 4024.

**Thank you!**

**January Insert Sponsor**

**Highway Appliance Company**

**NEW Newsletter Advertising Opportunities Available—Call the Chamber Office for Details!**

**DEADLINE FOR NEXT NEWSLETTER/TABLOID**

Submit your news (anniversaries, achievements, etc.) to  
**[info@mvrchamber.org](mailto:info@mvrchamber.org)**

Deadline for Editorial/Advertising for February Tabloid:  
 Tuesday, Feb. 5. Tabloid—Publication date: Thursday, Feb. 14.

## CHAMBER NEWS

### BREAST CANCER WALK SUCCESS THANKS TO YOUR SUPPORT!

The Mon Valley Regional Chamber of Commerce hosted the 9<sup>th</sup> Annual "Lois Orange Ducoeur Breast Cancer Walk" on Saturday, October 13<sup>th</sup>. \$12,850 in proceeds was raised from this year's event. The Breast Cancer Committee recently presented a check in the amount of \$6,450 to the PA Breast Cancer Coalition. Additionally, a check for \$6,400 was presented to Monongahela Valley Hospital which will benefit cancer patients using the Charles L. & Rose Sweeney-Melenzyer Pavilion and Regional Cancer Center.



Pictured here are (l to r): Walk Committee Members: Marissa Miller, Mary Altemara-Miller, Kristen Snoko, PABCC, Donna Angelo, Event Co-Chairman and Amber Angelo.

Committee members not available for the photo include: Lois Ruschak, Event Co-Chairperson, Donna Henderson, Karen Wagner, Deb Keefer, Chamber Director, Linda Anders, Debbie Burkhardt, Donn Henderson, Theresa Paluso, Trudy Radus, Sara Schumacher and Anne Smith.

The Committee wishes to thank the many volunteers, sponsors, vendors, and walkers who made this event a huge success. Special thanks to Sara Schumacher and Anne Smith of Monongahela Valley Hospital, who will be organizing next year's walk to be held Saturday, October 12, 2013. The Committee wishes to thank the many volunteers, sponsors, vendors, and walkers who made this event a huge success. Special thanks to Sara Schumacher and Anne Smith of Monongahela Valley Hospital, who will be organizing next year's walk to be held Saturday, October 12, 2013.

### CHARLEROI BOROUGH HONORS GIORGI AND DUCOEUR FAMILIES

Charleroi Borough Council and Senator Rich Kasunic honored the Ducoeur and Giorgi families for a lifetime of business and community service to the Charleroi Area on Thursday, December 15, 2012.

Thomas Ducoeur was presented with awards for 118 years of service in Charleroi which began in 1893 when Ulysses S. Orange started the family business which began as a fruit stand, then a lunch counter and eventually became Orange's Gifts. Later Ferdinand Ducoeur began their furniture businesses. Both stores closed in 2011.

The Giorgi family was also presented with awards for their service to the Charleroi community. Tito and Rego Giorgi established and owned Rego's Restaurant for 64 years. In 1969 a fire precipitated the move to the restaurant's current location at 601 McKean Avenue. Nino and Vicki Giorgi began running the family business which includes a hotel in 1976. Nino has since retired in November, 2012 and the business has been sold to the new owners Eric and Evonne Henderson of Fallowfield Township.



The Giorgi Family receives Awards seen here l to r are: Senator Rich Kasunic, Nino Giorgi, Charleroi Mayor Nancy Ellis, Tito and Lorraine Giorgi and Mark Alterici, Borough Council President.



"Serving the Business Community Since 1921"

**REGIONAL REPORTER**

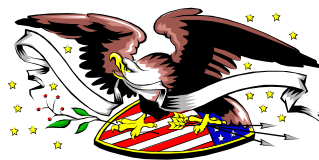
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## Mark Your Calendar For These Upcoming Events!

**Wednesday, January 16**—Chamber Board Meeting, SPHS Board Room, 8:00 AM.

**Wednesday, January 23**—1st Quarter Membership BLITZ, Salatino's River House Café, 5:30 PM—7:30 PM. *See pages 4 & 5 for additional information!*

**Wednesday, January 30**—"Rising to Business," Wadell & Reed office, 1030 Rostraver Road, Belle Vernon, 7:30 AM—8:30 AM. *See information on page 6.*

**Tuesday, February 12**—Chamber Luncheon, Keynote Speaker—Washington County District Attorney Eugene Vittone, Charleroi Elks Club, 11:45 AM—1:00 PM. *See insert for details.*

**Wednesday, February 20**—Chamber Board Meeting, TBD, 8:00 AM.

**Wednesday, February 27**—"Rising to Business," Wadell & Reed office, 1030 Rostraver Road, Belle Vernon, 7:30 AM—8:30 AM. *See information on page 6.*

### **\* Winter Weather Cancellation Policy**

If inclement weather causes a 2 hour delay or cancellation in the Charleroi Area School District, please consider the Chamber morning meetings or events cancelled. You can get the information on WTAE Channel 4 TV beginning at 5:00 AM or on their website [www.thepittsburghchannel.com](http://www.thepittsburghchannel.com).

For Chamber luncheon meetings or afternoon events please check the Chamber's Facebook page, your e-mail, and/or call the Chamber for a recorded announcement. We will make every effort to contact all those that are registered. *Thank you!*

*Watch the mail, e-mail, FACEbook and website for more information on all upcoming events!*

[www.mvrchamber.org](http://www.mvrchamber.org)