



M·A·C·C

OCTOBER 1998

THE VIEW

VOLUME XXX, NO. 10

A MONTHLY BUSINESS PUBLICATION FOR THE MEMBERS OF THE MOBILE AREA CHAMBER OF COMMERCE

(334) 433-6951

CHARACTER COUNTS!

◆ World renowned ethicist coming to Mobile on Nov. 17

In a time when the character of leaders throughout the world is in question and their actions are creating instability in the global market, it is apparent that ethics, morals and values are indeed business issues.

On Tuesday, November 17, the Mobile Area Chamber of Commerce and Alabama Power will present **Michael Josephson**, founder of the Josephson Institute of Ethics. Josephson, considered one of the top authorities on ethics around the world, has been recently featured on all the major networks for his objective views on character, judgement, morals and values including NBC's "Dateline," ABC's "Primetime Live" and CBS's "This Morning." He also assisted the Associated Press Managing Editors Association in drafting a comprehensive and controversial code of ethics.

There will be a morning and afternoon session held at the Mobile Convention Center. Additional sponsors include Comcast Cable, Jim Barnes



Enterprises (McDonald's), Junior League of Mobile, Mobile Association of Realtors, Providence Hospital, Stevedoring Services of America, Hand Arendall LLC, Spring Hill College and the Alabama Automobile Dealers Association.

Ethics and Values in the Workplace – 9 a.m. to noon

(Registration is at 8:30 a.m.)

No workplace can afford unethical behavior from either company leaders or employees. An honest workforce is the only defense a company has to ensure it is ethically sound. Josephson will lead participants through a session to help them gain concepts, practices and methods necessary for an ethical workplace.

Topics to be covered include: special ethical concerns in professional fields such as real estate, law and accounting; the reasons for ethical training in the workplace; pressures that cause unethical behavior; ways to manage culturally diverse and young employees who may not share a company's commitment; the risks of unethical conduct; and major ethical issues in management.

► Continued on Page 11

Jobs in Demand, Jobs in Decline

◆ New report outlines expectations for the next several years.

By the year 2006, Mobile will be the fastest growing area in the state for new jobs with an annual average growth rate of 2.5 percent, according to projections by the Alabama Department of Industrial Relations (ADIR). The organization also predicts employment in the state will grow faster than the nation as a whole.

Occupations that will be in the highest demand will be waiters and waitresses, retail sales people, managers and top executives, janitors/cleaners, high school teachers, marketing and sales supervisors, office clerks, guards, nursing and home health aides and nurses. Other occupations in health care, food service, personal care (hair, nails), trucking, construction and education are included.

Some of the fast growth occupations include personal and home care aides, physical and correctional therapy assistants, computer engineers, special education

teachers, medical assistants, systems analysts, medical records technicians, occupational therapists and human services workers.

Jobs that will be in decline over the next eight years include typists; sewing machine operators; computer operators; bank tellers; farmers; private cleaners and servants; billing, posting and calculator machine operators; telephone station installers and repairers, central office operators and service station attendants.

"I think we all know that, with the aging population, there will be an increase in health care jobs and jobs related to recreation and relaxation," said Chamber Economic Development Vice President **Jim Apple**. "Where we really get a glimpse into the future is by looking at the jobs expected to decline. We've already seen a reduction in sewing machine operators, farmers and service station attendants, for example.

Fewer typists may reflect the tendency by individuals to input their own information on computers as well as the use of scanners in copying text."

The ADIR report also shows there will be more white collar jobs created than in any other area. Of the 2.4 million Alabamians employed, 1.2 million will be in white collar jobs, with about 700,000 in blue collar and 70,000 in agricultural and related jobs.

The increase in white collar jobs also comes with a requirement — education and training. It is predicted that the occupations of highest growth will require some type of degree.

"Experts have been preaching this for several years now," said Apple. "You won't be able to get a decent job unless you have training. Graduating from high school and getting a good-paying job in a factory will be among the stories from the "good old days" we tell to the next generation."

U.S. Is Strong, But International Problems Affect Even Mobile

Though the stock market has rocked up and down, like the rolling hills of Alabama, it wasn't that long ago the market experienced its greatest one-day gain. Some analysts report the market is losing some of its fat and uninflated stocks are holding steady. Others worry what the effects of economies and leaders in crisis around the world will have on the U.S.

"Already we've heard there will be layoffs at Kimberly Clark and other timber-related companies have shut-down for a week or two because of a product excess," observed **Ritchie Hurt**, director of research and information for the Chamber. "But there is an extremely low unemployment rate and businesses throughout the area are looking for workers. Many are willing to train them," he emphasized.

In addition, Hurt explained, "we're nearing the fourth quarter – a traditional growth spurt centered around holiday spending."

The last few days there's been talk about once again lowering interest rates, which Hurt explained often encourages consumer investments in cars, houses and home improvements. "This time if the interest

rates are lowered they could be to offset the lack of consumer confidence and starve off an economic decline," he predicted.

Today more and more people are watching the stock market. "Just about anybody you talk to knows what's happening on Wall Street these days, and it

didn't used to be that way," said Hurt. "Overall, I'd say the average investor has weathered the last few months well."

The Root of the Problem

Dr. Semoon Chang, director of the Center of

Business and Economic Research at the University of South Alabama, thinks the root of this economic flux and period of uncertainty stems back to 1997 with the onset of the "Asian flu." The beginning of the Asian flu started when Asian companies borrowed too much money and did not sell enough product to pay back the loans. As soon as one company had a problem paying the loans, banks wanted their money back which led to a panic, according to Dr. Chang.

It's important to note that poor banking practices, cronyism and corrupt leaders had a direct impact on the Asian economic crisis, explained **Tony van Aken**, the Chamber's director of trade and technology. "Our (banking) system is based on fiscal ability to repay and Asia's has not been based on the same principals."

This recession spread quickly through Asian countries, then to Japan and Latin American countries that trade heavily with Asia.

In Dr. Chang's opinion, the symptoms of the Asian flu are currently infecting Russia, Europe and now, are invading the healthy U.S. economy.

Roger Wehner, international

trade specialist for the Alabama International Trade Center, emphasized that it is not just external factors affecting the U.S., the internal problems cannot be ignored. Wehner believes the outcome of the Monica Lewinsky crisis is affecting

WallStreet and the global economy. "

► Continued on Page 11

Envision is Basis For City's Strategic Plan

ENVISION
MOBILE - BALDWIN

If you haven't read the City of Mobile's new Strategic Plan, you might have missed the fact that there are currently plans to renovate the Fort Conde Welcome Center and add a souvenir shop. Or that the City hopes to bring our police force up to 543 officers by next year, (which means adding 43 officers in 1998 and 1999). Or that the City will be working on identifying possible sites for a proposed 75-acre soccer complex. These projects and many more are part of a 32-page report which opens with the adoption of the six vision statements found in the Envision Mobile-Baldwin document.

"This Strategic Plan reflects the needs of the community and complements the Envision Mobile-Baldwin document that was produced through grassroots input in

1997," said Mayor Mike Dow in an opening statement. "It is expected that the hundreds of public and private sector organizations that have become 'Vision Partners' will include these visions in their own strategic and operational plans. It is through this action that the vision will become a reality."

The City's plan covers six areas: historic & downtown redevelopment, cultural & civic development, public safety, public services, financial services and administrative services.

Within these areas are more than 100 specific projects or objectives that move

the plan from ideas to actions.

Other objectives listed in the plan include continuing the development of Mobile's waterfront area and adding new programs to our existing list of downtown festivals such as BayFest and First Night. These are just two examples of quality of life strategies adopted in Envision. Additional objectives, also included in Envision's quality of life and crime and public safety section are: helping the Health Department open a teen center through a "Healthy Start" federal grant and working with Mobile county to expand the Metro Jail.

New Agreement Expected to Build Stronger Brazilian Ties

As Mobile-based companies expand the boundaries for international trade, agreements like the one recently signed with the Brazilian city of Vitoria, in the state of Espirito Santo, are vital.

In late August, a Mobile delegation traveled to Vitoria to sign an agreement to foster better relationships between the two cities and countries in business and cultural arenas.

While the route from Mobile to Vitoria is not as direct as the one to Mexico, the significance of the Central and South American markets continues to grow. The Department of Commerce has listed Brazil as one of the 10 big emerging markets, gaining importance as the Asia/Pacific economies have stalled. The United States is both the largest importer from, and exporter to Brazil. This year import/exports will have an expected \$135 billion value up from \$100 billion just two years ago. Alabama's share of the exports totals \$106 million.

Mobile is already a source of iron ore, steel and coal, but there is a growing market for electronics and heavy equipment, according to **Jim Apple**, the Chamber's vice president of economic development.

"Cities today cannot continue to move forward without being actively involved in the international arena," said **Mayor Mike Dow**. In addition to cementing the agreement, Dow also was very interested in the Port of Vitoria. Another \$200 million is needed to expand the infrastructure at the State Docks, which officials believe will position Mobile as a more competitive port and lead to increased trade. Dow believes comparing Alabama's resources and trade opportunities to those of other ports, will give Mobile a greater chance of obtaining the needed funds.

The group toured key industries and port facilities, including a Degussa site and the dock operations of Cooper T. Smith. They also met with the State Export Committee (a group of exporters and export service providers who meet regularly) and several Brazilian companies seeking U.S. expertise.

"Our main mission was to establish relationships in Vitoria," said Apple. "Essentially we laid the foundation for a trade mission in 1999 and we now have contacts who can assist us."



Mayor Mike Dow, along with Gov. Vitor Buaziz of Espirito Santo and Vitoria Mayor Luiz Paulo V. Lucas sign an agreement to boost trade and exchange cultural information.

Who Will be the 1998 Small Business of the Year?

Chamber members recently received a letter and nomination form for the **1998 Small Business of the Year Award**. Please take a few minutes to think of local companies that have experienced growth, increased sales and contributed to the Mobile community over the past two years. We have had some fantastic companies win this prestigious award in the past. The list is as follows:

1998 ?

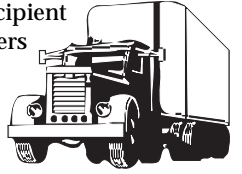
- 1997 Neil Armentrout - TELE VOX Software Inc.
- 1996 Luis A. Nieves-Aviles - Gulf Coast Computer Services Inc.
- 1995 Robert Ross Jr. - Xante' Corp.
- 1994 Larry Myers - Warranty Corp.
- 1993 D. R. Jordan - Jordan Pile Driving
- 1992 Thomas Leavell - T. Leavell and Associates
- 1991 John H. Lewis Jr. - Lewis Communications Inc.
- 1990 Andrew A. Saunders Jr. - Saunders Engine and Equipment
- 1989 Marie McConnell - Marie McConnell Realty
- 1988 Albert "Bebo" Klyce - Bebo's Car Wash
- 1987 Tom Damson - Long's Personnel Service
- 1986 Emmett Moseley - Automation Technology Inc.

If your business is nominated for the 1998 award, please send your company information to the Small Business Development Department no later than 5 p.m. on October 14 to remain in the competition. For more information or a nomination form, call 431-8607.



A+ for Saunders Engine

Saunders Engine awarded a scholarship to a recent graduate of Theodore High School and Bryant Vocational Center who is pursuing diesel technician training. As part of the package, the recipient also joined the Saunders Engine staff part-time while continuing his studies.



"This was our way of supporting the education strategies in the Envision plan," explained Andrew Saunders, president of Saunders Engine. Saunders expects to offer a similar scholarship each year to a student interested in diesel technician training.

If your company is assisting with on-the-job training or scholarships, please fax a brief description of your program, contact name and phone number to Barbara Estes, the Chamber's director of community development at 431-8646.

Whitley Elementary School Needs Your Help to Reach Their Goal

Whitley Elementary School in Prichard was recently chosen as a literacy demonstration site, which means it has committed to achieve 100 percent literacy, that is, every child will be reading on or above grade level by year's end.

One of 16 schools in the state and the only school selected in Mobile and Baldwin counties, Whitley is asking for assistance to achieve its goal. Needed items include: classroom libraries; newspaper and magazine subscriptions; furniture, audio visual equipment, computer paper and supplies and books.

To make donations or for more information, contact **Rose Marie Young** at 456-4503.

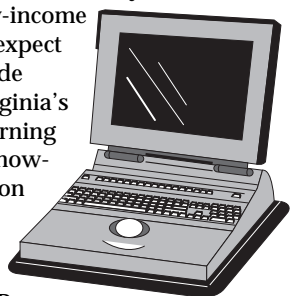
Boot It Up Bobby

As part of a technology campaign launched targeting grades two through eight, each fifth-grader in Fredricksburg, Va. is getting an Apple eMate laptop computer. The students will have use the laptops 24 hours a day to take notes, create drafts, complete assignments and keep their calendars. They'll also get experience with spreadsheets and analyzing data in graphs.

More than 40 percent of the city's students are from low-income families and officials expect this program to provide equity and access. Virginia's new Standards of Learning test has a computer know-how and demonstration section.

A capital grant by the City Council funded the program. Parents are required to undergo one hour of training and sign a responsibility waiver for the 4-lb computer, which costs \$549.

Source: Richmond Times Dispatch



Take Stock in America

I-Bonds offer a new option to save with assurance that they will grow in value above inflation for up to 30 years. The bonds are sold at face value in denominations of \$50, \$75, \$100, \$500, \$1,000 and \$5,000.

Next May, \$200 and \$10,000 bonds will also be available.

According to Mark Aldridge, area manager of the U.S. Treasury Dept., "The interest rate is set twice a year. The Consumer Price Index, plus a base rate are used to protect against the erosion of your savings by inflationary forces."

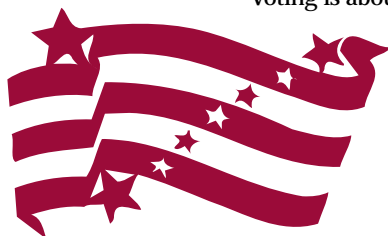
As of Sept. 1 the I-Bonds are available in Mobile. Call your banker for more information.

SIPCO AD FROM LAST MONTH

Don't Take Having the Right to Vote for Granted, Go to the Polls on Nov. 3

On November 3rd, Alabamians will have the opportunity to cast their vote for Governor, Lt. Governor, Attorney General, Secretary of State, State Treasurer, State Auditor, Commissioner of Agriculture and Industries, House and Senate representatives as well as numerous other state and local offices of importance.

"Election day" is a phenomenon that is celebrated in very few countries. Throughout history, there have been revolutions, coup d' etats and other upheavals, all because a group of people didn't like the government of the day. In America, such methods of changing the government ceased to be acceptable in 1776. In that year, the newly created United States of America gave its citizens a new and uniquely more democratic and polite way of expressing



10 GOOD REASONS WHY YOU SHOULD VOTE

1. You won't have to pour iced tea into Mobile Bay chanting "no taxation without representation!"
2. In Alabama, you might run into dead relatives at the polls.
3. Many elections are decided by fewer than 50 votes.
4. You finally have a right to complain.
5. You show your appreciation for a right that people in other countries are literally dying for.
6. Exercising your right to vote is a lot less strenuous than exercising at the gym.
7. You get to put a bumper sticker on your car telling others not to blame you because you voted for the losing candidate.
8. Elected officials will make decisions that will affect your business, bank account, your children's education and your state's reputation.
9. You can cancel out your best friend's "uninformed" vote.
10. Tort reform.

their frustration, and to a lesser extent their satisfaction, with the decisions their public leaders were making on their behalf. It's a right that is proudly American, and it's a right that others around the world are literally dying to possess.

Voting is about privilege, but it's also about time - more precious to modern man than gold. Those who manage it well, hold the key to success. "Having worked very closely with the business community over the last several years, it's become quite obvious that the very word "business" derives itself from the word "busy," said **Scott Posey**, the Chamber's vice president of governmental affairs. Making payroll, paying taxes, filling out mounds of paperwork, overseeing employees during the day and children at night, being good mothers, fathers, husbands and wives takes an incredible amount of time, leaving little left for political activism short of quickly writing a check to their candidate of choice.

Unfortunately, it's the very lack of grassroots activism on the part of the state's business community that has led to defeats on such issues as tort reform, education reform, worker's comp reform and others. "It is a terrible irony. Other special interest groups have taken advantage of the business community's lack of time over the years AND reaped the benefits," Posey emphasized. If every member of the state's business community spent only 30 to 40 minutes of their time once every two years to vote, it would be the most powerful interest group for positive change this state has ever seen. "To truly be successful, we must not only be willing to spend our gold, but our time as well," he concluded.

Please take a few minutes to vote in the general election on November 3rd. Experts are calling for low voter turnout and, in the past, many important offices have been won by fewer than fifty votes. If you have any questions about your polling place or would like a copy of the Chamber's 1998 Candidate Directory, please call us at 431-8612. We'll be happy to help.

Your vote, or the vote you didn't cast, might very well determine the direction of our state as it enters a new millennium.

Small Business of the Month Interstate Printing and Graphics

As you walk in the brand new 30,000 sq. ft. facility of **Interstate Printing and Graphics**, the Chamber's **Small Business of the Month**, you are impressed by the friendly faces and fast service. The new color presses and high-tech scanners, along with the electronic pre-press department provide state of the art printing services as well as speed.

Interstate Printing and Graphics began operating in 1970 as a local commercial printing company with 12 employees. In 1996, Owner **Larry Phillips** purchased the company from MISCO and changed the name and it is now one of the largest color printing companies of the Gulf Coast.

"We have become a full service graphics company in the truest sense, with a reputation for superior quality printing, pre-press and graphic design," said **Mike Johnson**, sales and marketing director. The high quality performance and service is directly related to 29 self-motivated employees who work for the company. "We won't just hire anybody," said Johnson, "They must be mature individuals who are interested in high quality job performance."



Mike Johnson (left) and Larry Phillips (right) of Interstate Printing and Graphics are proud of their new office and Heidelberg printing press.

In the past 18 months, the company has doubled in gross billings, increased its number of employees by 100 percent, and hopes to double the size of the company in the near future. Johnson said the company's focus is always on the individual customer. "We take extra special care of every customer as if they are our only customer," he said.

Johnson also said the company would not be a success if it weren't for Phillips. "Larry has the qualities of a leader. He is a genuine, first-class individual who knows how to handle people."

IP&G definitely has room to grow with equipment and employees in their new location at I-65 and Moffett Road. Johnson is pleased with the expansion of the company and the attitudes of the employees. "Quality and service, with no excuses, is what sets us apart," said Johnson.

Guidelines for the Small Business of the Month selection:

- ◆ Current chamber member
- ◆ Fewer than 100 employees
- ◆ Apparent solid financial base
- ◆ Considered successful by peers
- ◆ Expanding number of employees
- ◆ Sales growth and/or profit growth
- ◆ Outstanding public service contribution
- ◆ In business a minimum of a year
- ◆ New product line

COLONIAL BANK AD

DON'T WORRY OVER PAYROLL!



IMAGINE WHAT YOU COULD ACCOMPLISH IF YOU DIDN'T HAVE TO DO PAYROLL.

DON'T JUST IMAGINE IT. EXPERIENCE IT. CALL US TODAY.

Nationwide Service From Mobile, Alabama



On Line Payroll Services, Inc.
24 Tacon Street, Suite C
Mobile, AL 36607
334-479-5777

- ☛ Overnight & Same Day Payroll Service & Tax Service
- ☛ Courier, Mail, UPS, or Pick Up
- ☛ PC Data Entry
- ☛ Direct Deposit of Paychecks
- ☛ Management Reports
- ☛ EFTPS
- ☛ And much more

Tavis Smiley to Speak at Eagle Awards



Ten minority business owners in the Mobile area will be recognized for their personal achievement and entrepreneurial spirit on Friday, October 30 at the First Annual Eagle Awards. The awards ceremony and dinner will be held at the Mobile Convention Center and is presented by the Chamber, Bishop State Community College and the University of South Alabama.

The Eagle Awards were created to recognize the accomplishments of minority business owners in our community, explained **Norman Hill**, vice president of small business development for the Chamber. Members of the community nominated Eagle winners,

who will be selected by an impartial committee.

Hosted by **Anissa Centers**, anchorwoman at WALA-FOX10, the featured speaker will be **Tavis Smiley**, host of Black Entertainment Television's "BET Tonight with Tavis Smiley," political analyst for CNN and the "Tom Joyner Morning Show," syndicated by ABC Radio Network. Smiley was selected by *Time* magazine as one of America's 50 most promising young leaders under the age of

40, and he has been featured in magazines such as *Ebony*, *Vanity Fair* and *George*.

Tickets for the Eagle Awards are now available at the Chamber, 451 Government Street; Commonwealth National Bank, 2214 St. Stephens Rd.; and Gulf Federal Bank, 901 Spring Hill Ave.; or by calling **Jacqueline Jones** at 431-8607. Individual tickets are \$25 and a table of 10 is \$250.

Eagle Awards
Recognizing the accomplishments of minority business owners.

- Friday, Oct. 30, 1998
- 5:30 - 8:30 p.m.
- Mobile Convention Center
- Call 431-8607 for reservations.

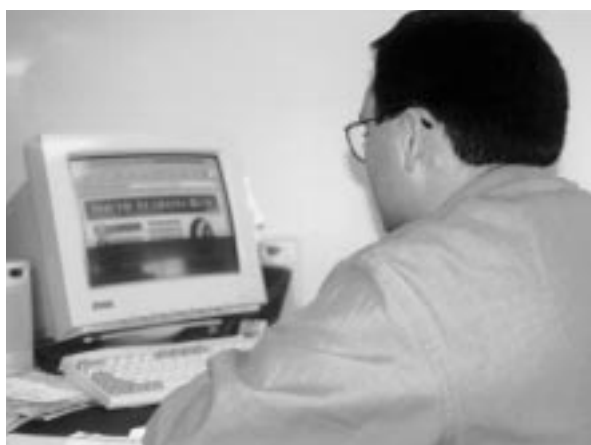


Alabama Power
The energy to make Alabama better.

Riding the Wave of Technology

Today, by surfing the net you can get up to the minute coordinates of hurricanes, as well as research and information on almost any topic imaginable including personal data such as daily bank account statements.

The Internet has increased the speed of communications and businesses are capitalizing on the opportunities. Industry leaders in the financial sector are moving from PC Banking (where a software program is loaded on a computer's hard drive to access account information) to Internet Banking, which allows customers to check their accounts from any computer with Internet access.



James Alexander uses South Alabama Bank of Mobile's new Internet banking as a faster and easier way to satisfy customers.

A limited number of financial institutions are currently offering this program and locally, South Alabama Bank of Mobile is the first bank to go online with Internet banking. But South Alabama Bank officials admit they are barely a step ahead and other banks will offer this service in the near future.

There are many advantages to this new service from both the institution's and the customer's perspective. South Alabama Bank is offering free, 24-hour access from any computer with Internet capability. Customers can review deposits, checks that cleared and balances daily, and can even download that information to Quicken or Microsoft Money. "For the small business owner or manager who wears several hats, this particular aspect can save hours," said **Mike Fitzhugh**,

president of South Alabama Bank.

"With direct Internet connections vs. using a software program, clients will avoid the Year-2000 glitches we're hearing so much about," said **James Alexander**, who headed up this project for the bank.

Security is often a concern on the Internet, but Alexander says there are layers of protection with the final step being a personalized pin number that the client can change at any time. He also stressed only interested customers who come into the bank and sign up will have their accounts accessible on the Internet.

South Alabama Bank quietly launched its Internet service on September 1 and within 24 hours, before any advertising kicked in, already had about a dozen customers sign up. Want to learn more? Call your bank or visit the South Alabama website: www.southalabamabank.com.

Seafood: Celebrate Our Precious Resource



The call of "Jubilee" is a familiar cry for us living on the Gulf Coast. We can enjoy delicious seafood from local waters any day of the week. Fresh snapper, oysters, King mackerel, shrimp and crabs are area favorites.

To celebrate this precious resource, the U.S. Government designates **October** as **National Seafood Month**.

Hundreds of dedicated, talented commercial fisherman often work under difficult conditions and sometimes strict regulations to make their living.

As a result, the Alabama coastline is home base for many seafood processors - companies that add value and convenience to basic seafood products. Breaded, peeled, cooked and headless shrimp, stuffed crab, stuffed flounder, shucked oysters and gumbo are but a few of many, ready-to-use seafood items produced in our area.

Alabama seafood has gained an excellent reputation for its high degree of quality. Most of the seafood caught or packed in the area is shipped to restaurants, seafood markets and grocery stores throughout the United States and Canada. Seafood is as important to the state of Alabama as it is to our community. **Brian Perkins**, seafood specialist for the **Auburn Marine Center**, estimates that the commercial fishing and seafood processing industries employ more than 4,500 people and have an annual economic impact of \$350-400 million. Season that figure with a dash of catfish, now processed in Alabama, and the impact climbs to more than half a billion dollars.

According to **Ralph Atkins**, **President of Southern Fish and Oyster Company** and **Chairman of the Chamber's Seafood**

Promotion Task Force, "Consumption of seafood products increases each year. At the same time, the supply has been adequate, and prices have remained steady or declined in some cases."

The Chamber recognizes the many contributions of the seafood industry and sponsors the task force to work directly with the diverse segments of this complex industry. This group of volunteers is dedicated to protecting the vital

Chris Raley at Banana Docks suggested this healthy seafood recipe.

LEMON HERB GROUPEL
6 oz Fillet of Grouper or Snapper
3 oz of Vegetable Oil
2 oz of Lemon Juice
2 oz Dried Parsley

Place all wet ingredients in blender and blend until smooth. Then add parsley to wet ingredients. Place fish in marinade and let it stand for one hour or up to four hours. You can grill or sauté. This dish is great with steamed vegetables and pasta and herbs.

seafood industry in our state.

Considering our health, **Dr. Chris Brown**, a cardiologist from **The Heart Group PC**, says, "A healthy diet should consist of low-fat, low cholesterol food, and the fresh seafood in Mobile can provide an excellent source of heart-healthy nutrition if prepared correctly."

During National Seafood Month, area chefs and retailers will feature a wide variety of seafood. So, whether you prefer to cook at home or have one of Mobile's talented chefs prepare a seafood feast, make it a point to dine on the delicacy of seafood during October.

SUNDAY BRUNCH

Featuring **The Bob Schultz Quintet**

11:00-2:00 pm

Reservations Required

Call 438-4000

Adam's Mark Hotel
Complimentary Parking

UNIVERSITY OF SOUTH ALABAMA

Jaguar Athletic Club

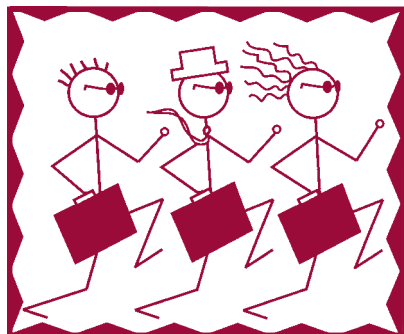
The Jaguar Athletic Club provides financial assistance for funding student-athlete scholarships and assists the Department of Athletics in meeting the financial challenges of competing at the NCAA Division I level.

Becoming a member of the Jaguar Athletic Club entitles you to great athletic benefits throughout the year! All members have priority seating for athletic events and first option for tournament tickets!

With the much anticipated opening of the 10,000 seat Mitchell Center, Jaguar Athletics will enter an exciting new era. So join today and show your support for Mobile's true hometown team! **GO JAGS!**

For more information call **John Goodroe 380-2780**

Chamber Chase '98 The Final Tally



CHAMBER CHASE '98

LEADERSHIP



Erling Riis III
Chairman
Lyon, Fry, Cadden Insurance Agency



David Brady
Anders, Boyett and Brady



Rob Guthans
ServiceMaster Service



Michael Pierce
MLK Avenue Redevelopment



Sharon Roberts
Union Planters Bank



Bill Seifert
AmSouth Bank

◆ '98 Campaign A Real Winner

"Whew," said Erling Riis III, when the final whistle blew signifying the end of Chamber Chase '98. "It was indeed a race to the finish!" Riis, of Lyon, Fry, Cadden Insurance Agency, was the chairman of this year's victorious total resource development campaign.

Officially ending on August 31, this year's effort closed out at \$717,749 and 110 percent of the \$650,000 goal.

A total of 325 new members joined the Chamber during the campaign and approximately \$195,492 in budget-reduction, in-kind services were donated such as office furniture, catering, printing, advertising and corporate gifts.

A volunteer team, more than 200 strong, was supported by Riis, division chairs **David Brady**, **Anders, Boyett and Brady**; **Rob Guthans**, ServiceMaster Service; **Michael Pierce**, MLK Avenue Redevelopment; **Sharon Roberts**, Union Planters Bank; **Bill Seifert**, AmSouth Bank; and the Chamber staff.

At the beginning of the campaign, Riis was quoted as saying "I've always wanted to be more active with the Chamber." Win Hallett, Chamber president, said Riis took the word "active" to a new level and not only took on the job of leading the campaign, but charmed and motivated volunteers with continuously fresh ideas. "I've never seen anyone so animated. We should name this campaign, 'The Many Faces of Erling,'" he said.

This year's campaign will help fund the Chamber's upcoming ethics seminar, annual meeting and the 1999 State of the City and County luncheon. In addition, it raised the awareness of the Chamber and its many roles in the community.

The Chamber owes many thanks to volunteers, member organizations and sponsors of this year's campaign, who without their assistance and contributions, could not have surpassed the \$650,000 goal.

BELLSOUTH made success fun-filled. Here are just a few faces of the '98 Campaign.



TEAM PRODUCTION

Alabama Power \$36,470



Cheryl Thompson
CEO

Diana Brooks \$2,530
Beth Cameron \$2,530
Norman Franks \$11,615
Harvey Langham \$11,120
Linda Tipp \$7,675



Linda Tipp
Team Captain

Attorney Team \$2,865



Jay Watkins
Team Captain

Laura Boughton \$365
Bonnie Coley \$1,400
Jay Watkins \$1,100

Compass Bank \$22,095



Mike Granger
CEO

Bruce Buechner \$315
Shelly Jackson \$335
Elaine Miller \$1,205
Brian Pape \$385
David Turner \$18,855



David Turner
Team Captain

Allied Retail Services \$5,500



Karen Fendley
CEO

Colleen Casto \$5,500



Colleen Casto
Team Captain

Coca-Cola Bottling \$5,092



Patrick Gueret
Team Captain

Bob Bedell, CEO
Patrick Gueret \$5,092

Degussa Corporation \$26,906



Wolfgang Buder
CEO

Karl Moesinger \$2,315
Glenn Serotsky \$6,805
Roger Sheffield \$16,810
Glenn Wharton \$967



Glenn Serotsky
Team Captain

AmSouth Bank of Alabama \$50,387



Bill Seifert
CEO

Claire Baker \$3,873
Kevin Carey \$2,049
Cedric Hatcher \$3,959
Charlie Jones \$3,084
Dottie McKean \$3,559
Joseph Payne \$1,509
Kinnon Phillips \$21,858
Anne Smith \$3,659
Kim Tew \$5,839



Kinnon Phillips
Team Captain

Colonial Bank \$39,914



Mike Fitzhugh
CEO

Joe Butler \$15,844
Greg Gontarski \$6,178
Rhett Jordan \$335
Kellie Muffuletto \$3,608
Fred Osing \$10,933
Susan Ybarzabal \$1,018



Joe Butler
Team Captain

DigiPH PCS \$41,129



Dennis Kaiser
CEO

Clay Creveling \$8,665
Cindi Daniels \$25,000
Paige Howell \$30
Leslie Sloan \$7,434



Cindi Daniels
Team Captain

TEAM PRODUCTION

Diplomat Team #1 \$23,598



Terry Downs
Team Captain

- Gary Adams \$14,300
- Gary Blackwell \$305
- Pam Coleman \$4,178
- Terry Downs \$925
- Donna Edson \$1,800
- Satish Mulekar \$615
- George Parman \$1,475

Diplomat Team #2 \$33,242



Angela Hays
Team Captain

- Kim Brennan \$2,600
- Julie Brown \$300
- David Dockery \$100
- Sandra Dockery \$1,530
- Suzanne Hawkins \$340
- Angela Hays \$952
- Karen Marsal \$1,120
- Susan Pigott \$3,500
- Brad Saint \$22,800

Diplomat Team #3 \$12,393



Sheila Murphy
Team Captain

- Karen Cross \$3,805
- Bronte' Dixon \$925
- Sandra Dunaway \$3,600
- Amber Fox \$658
- Daniel Leonard \$1,260
- Myrinda McCarron \$1,435
- Sheila Murphy \$660
- Barbara Walker \$50

Equity Technologies \$13,195



Cathy Anderson-Giles CEO
Danette Richards Team Captain

- Derrick Gray \$2,982
- Anne Haynie \$350
- Robert Hillman \$350
- Lakeshia Joiner \$3,362
- Danette Richards \$5,800
- Steve Robinson \$350

Infirmiry Health System \$5,992



Chandler Bramlett
CEO



Kerry Goff
Team Captain

- Kerry Goff \$3,255
- Sharon Robertson \$292

Insurance Team \$7,330



Ray Hall
Team Captain

- Spence Adams \$305
- Ford Chambliss \$300
- Trey Galloway \$345
- Ray Hall \$3,280
- Richard Otts \$450
- Michael Pierce \$2,650

Keathley Aviation \$5,415



Thomas Keathley
CEO



Mary Saunee
Team Captain

- Melissa Hall \$1,600
- Mary Saunee \$2,215
- Alana Sykes \$1,600

Lerio Corporation \$15,551



Mark Christian
CEO



Susan Vick
Team Captain

- Susan Vick \$15,551

Lewis Advertising \$35,865



Emil Graf
CEO



Ellen Wingard
Team Captain

- Patti Grandquest \$5,040
- Anne-Marie de Villiers \$2,335
- Martha Gallahue \$160
- Bill Lang \$2,000
- Melissa Miller \$8,710
- Courtney Rooney \$10,920
- Selena Vaughn \$2,000
- Ellen Wingard \$4,700

Masland Carpets \$10,880



Ken Dempsey
CEO

- Betty Andrews \$1,888
 - Mary Jane Asberry \$5,628
- Team Captain**
- Julie Beall \$593
 - Pete Cobb \$593
 - Rick Lutz \$593
 - Teresa Perez \$993
 - Russell Schmitz \$593

Mobile Gas Service \$25,295



John Davis
CEO



Sharon Moffatt
Team Captain

- Jerry Campbell \$1,620
- Sharon Moffatt \$9,300
- Harris Oswalt \$6,205
- Rick Schaffer \$735
- Greg Welch \$655
- Gloria Williams \$330
- Jack Williams \$5,450

Providence Hospital \$2,975



John Roeder
CEO

- Randy Battiste \$2,975
- Team Captain**

Ben Radcliff Contractor \$2,750



Ben Radcliff
CEO



Jeff Florey
Team Captain

- Jeff Florey \$2,750



Angela Machen, Whitney Bank and Joe Butler, Colonial Bank were recognized at reward session no. 8 for recruiting new members. Machen was the campaign's overall producer.

Regions Bank \$42,405



Tom Hinds
CEO



Jo Shannon
Team Captain

- Trish Banker \$11,830
- Donna Carpenter \$1,650
- Mike Garner \$9,539
- Rick Harvey \$965
- Michele Manry \$3,659
- Jo Shannon \$11,789
- David Smith \$2,960

SouthTrust Bank \$17,514



John Gresham
CEO



Ray Palmer
Team Captain

- Rob Downing \$335
- John Gage \$655
- Jennifer Gaston \$1,255
- Jackie Godwin \$980
- Christopher Mayhall \$115
- Ray Palmer \$8,949
- Brenda Norris \$965
- Belinda Shoub \$1,545
- Ruthie Welch \$615

Union Planters Bank \$3,555



Bill Ainsworth
CEO



Beverly Baxter
Team Captain

- Rena' Davis \$325
- Beverly Baxter \$3,230



The Whitney Bank team grins proudly. They were the campaign's top producing team overall.

A Huge Thank You to All the Chamber Members that made Chamber Chase '98 a huge success!

**Whitney National Bank
\$106,227**



John Hope
CEO



Mark McWilliams
Team Captain

- Michele Baker \$173
- Tricia Bradley \$4,525
- Lisa Chrifone \$335
- Jody Dunn \$2,340
- Liz Karcher \$1,800
- Patrick Ladd \$1,530
- Angela Machen \$40,806
- Mark McWilliams \$33,777
- Doug Rehm \$2,110
- Debra Sifford \$1,360
- Janet Williams \$16,141

**Willis Corroon
\$2,445**



Walt Roney Jr.
CEO

- Robert Drew \$1,940
- Team Captain**
- Pepper Roney \$505

- A**
- ACO Employment & Information Services
 - Adam's Mark Hotel
 - Advance Appraisal and Consultant
 - Aero International
 - Alabama Power-Barry Steam Plant
 - Alabama Power
 - Alabama State Docks
 - Alec Naman Catering
 - American Express
 - American Meter Co.
 - AmSouth Bank
 - Apex
 - Artcraft Press, Inc.
 - Atlantic Marine
 - Austin Engineering
 - Azalea Travel Professionals

- C**
- Cardiology Associates
 - Catranis Enterprises, Inc.
 - Coca-Cola Bottling Co. Consolidated
 - Colonial Bank
 - Compass Bank
 - Consumer Credit Counseling Service of Mobile
 - Cook Company - Miles S. Cook, III
 - Cooper/T. Smith Stevedoring
 - Courtaulds Fibers
 - Courtyard by Marriott
 - Creanova
 - CruiseOne
 - Crystal Mountain Water
 - Cushing, Fred

- I**
- Iberville Insulations
 - Ideal Technical Services
 - IKON
 - Inchcape Shipping
 - Industrial Services of Mobile
 - International Paper
 - Interstate Printing
 - IP Capital Corporation
 - Isle of Capri

- J**
- Jeffreys Steel
 - Junior League of Mobile



Alabama Power team and AmSouth Bank team receive recognition at a reward session for being the top teams that week.

- D**
- Dauphin Realty
 - Deason, M.T. Company
 - Degussa
 - Delchamps
 - Delchamps Senior Bowl
 - Delta Bay Security
 - DigiPH PCS
 - Distribution International
 - Donovans Car Wash
 - Drayton Place
 - Dauphin Realty

- E**
- Edmonds Contracting
 - Enterprise Rent-a-Car
 - Equity Technologies
 - ExecuTrain
 - Exploreum

- F**
- Financial Resources Inc.

- K**
- K & W Inc.

- L**
- Lamar Advertising
 - Lassere's Catering
 - Lerio Corporation
 - Lewis Advertising
 - LoKo Cafe
 - Long's Human Resources Services
 - Lulich Steel
 - Lydon Fry Cadden

- M**
- M & A Studios
 - M & I Ford Tractor & Engine
 - MacKinnon Paper
 - Mail Boxes Etc.
 - Masland Carpets
 - McConnell Marine
 - Mitchell Co.
 - Mitsubishi Polysilicon
 - Mitternacht Boiler Works
 - Mobile Area Assoc. of Realtors
 - Mobile Bay Transportation
 - Mobile BayBears
 - Mobile Beer & Wine
 - Mobile Gas Service Corporation
 - Mobile Mysticks
 - Mobile Staffing Service
 - Mobile Symphony
 - Mobile Press
 - Modern Sound & Communication
 - Moorer Foundation
 - Mosley Construction, Keith
 - Motion & Graphic Image Corp.
 - Multi Services Group

- N**
- Nicholas Insulation Services
 - Nike Tour Championship
 - Norden Smith Welding Supplies

- O**
- OEC Office Plus
 - Office Depot
 - Ogden Construction
 - OSI Office Supplies

- P**
- P & H Construction
 - PageNet
 - Palmer's Airport Toyota
 - Paper Products Company of Mobile
 - The Party Basket
 - Paulk's Moving & Storage
 - PIP Printing
 - Piping & Equipment
 - PMT Publishing
 - PrimeHealth
 - Prior Energy Corp.
 - Providence Hospital

- Q**
- QMS
 - Quality Printing and Office Supply

- R**
- Radcliff Contractor, Ben
 - Ramada Plaza Hotel
 - Regions Bank
 - Remedy Intelligent Staffing
 - Residence Inn by Marriott
 - Riley, Ray P.C.
 - Rock Creek
 - Rogers & Willard
 - Ruby Tuesday
 - Ruth's Chris Steak House

- S**
- Sappi Fine Paper
 - Saunders Engine and Equipment Co.
 - Schlumberger/Global Tel Link
 - Seascope Furniture
 - ServiceMaster Services
 - Signs Now
 - Sills Construction
 - Sintz, Campbell, Duke & Taylor
 - Sonnier's Catering
 - South Alabama Bank of Mobile
 - Southeast College of Technology
 - Southern Sports Supply
 - Southern Blueprint
 - SouthTrust Bank
 - Spot of Tea
 - Springdale Travel
 - Steel City Erection & Crane Rental
 - Steelwood
 - Stevedoring Services of America
 - Stokes, Ben & Assoc.
 - Surety Land Title



Gary Adams, OEC Office Plus with Chairman Erling Riis. Adams recruited a total of 18 new members, the most by any one person.

- T**
- T. Leavell & Assoc.
 - Tech Advanced Computers
 - Teledyne Continental
 - TeSeCon
 - Thomas Hospital
 - Thompson Engineering
 - Timbercreek Golf Course
 - Title Guaranty & Abstract Co.
 - Title Assurance Company

- U**
- Uncle Simies
 - Union Planters Bank
 - United States Sports Academy
 - University of South Alabama
 - USS ALABAMA

- V**
- Vickie's Lawn Service
 - David Volkert & Assoc.

- W**
- WALA
 - WAVH/WZEW
 - WEAR
 - WGOK-AM
 - WPMI/WJTC
 - WPMI
 - WYOK-FM
 - Warranty Corporation
 - Whitney Bank
 - Willis Corroon
 - Wind River Video Productions
 - World Omni

- X**
- Xante
 - Xerox

- Z**
- Zieman, Speegle et al
 - Zimlich's Patio & Garden

Chamber cheerleaders prepare to welcome Erling at the Victory Celebration.



- B**
- BFI
 - Baldwin Transfer Co.
 - Ballard Signs
 - Banana Docks/Bon Appetit
 - Jim Barnes Enterprises dba McDonald's
 - Bartlett House BBQ
 - Bayou Concrete
 - Bel Air Mall
 - Bellingrath Gardens
 - BellSouth
 - BellSouth Yellow Pages
 - Bienville Bistro
 - Bienville Costume
 - Bienville Club
 - Brabner & Hollon
 - Brown Industries
 - Budweiser-Busch Distributing
 - Buffalo Rock-Pepsi Cola
 - Bullard Automotive

- G**
- Gentry Forms & Systems
 - Goraum, Steve & Assoc.
 - Great Barrier Insulation
 - Gulf Coast Computer Services
 - Gwin's Printing and Engraving

- H**
- H/M Partners
 - Hackbarth Delivery Service
 - Hall Affiliates
 - Hieronimus, George & Co.
 - Holnam Inc.
 - Homewood Suites
 - House of Specialties

CHAMBER CHASE '98 WEEKLY TOTALS

| | | | | | |
|---|-----------------|--|------------------|---|-----------------|
| Precampaign Top Producer: Mark McWilliams Whitney Bank \$27,450 | \$62,140 | Week 6 Top Producer: Fred Osing Colonial Bank \$5,000 | \$33,100 | Week 12 Top Producer: Susan Vick Lerio Corporation \$1,100 | \$6,210 |
| Week 1 Top Producer: Brad Saint Mail Boxes Etc. \$10,000 | \$34,565 | Week 7 Top Producer: David Turner Compass Bank \$3,630 | \$27,650 | Week 13 Top Producer: Linda Tipp Alabama Power \$645 | \$17,635 |
| Week 2 Top Producer: Kinnon Phillips AmSouth Bank \$4,060 | \$35,208 | Week 7A Top Producer: Roger Sheffield Degussa \$7,480 | \$24,700 | Week 14 Top Producer: Courtney Rooney Lewis Advertising \$2,145 | \$7,391 |
| Week 3 Top Producer: Angela Machen Whitney Bank \$20,250 | \$83,343 | Week 8 Top Producer: Joe Butler Colonial Bank \$3,515 | \$26,852 | Week 15 Top Producer: Janet Williams Whitney Bank \$1,810 | \$11,115 |
| Week 4 Top Producer: Brad Saint Mail Boxes Etc. \$8,995 | \$53,104 | Week 9 Top Producer: Roger Sheffield Degussa \$6,290 | \$51,998 | Week 16 Top Producer: Gary Adams OEC Office Plus \$2,005 | \$8,148 |
| Week 4A Top Producer: Angela Machen Whitney Bank \$5,885 | \$18,031 | Week 10 Top Producer: Cindi Daniels DigiPH PCS \$25,000 | \$113,338 | | |
| Week 5 Top Producer: Angela Machen Whitney Bank \$6,950 | \$55,649 | Week 11 Top Producer: Danette Richards Equity Technologies \$4,249 | \$61,654 | | |

GRAND TOTAL
\$717,749

"The Many Faces of Erling" aka Helga, Spalding, Coach, Alligator Man and Hagar.



Erling motivates
the volunteers.



The Chamber Chase '98 PVR Awards

(Pro, Vet, Rookie)



Top Pro Teams

(most over goal)
Whitney Bank
DigiPH PCS
Colonial Bank

Top Veteran Teams

AmSouth Bank
Alabama Power
Mobile Gas

Top Rookie Teams

Regions Bank
Lewis Advertising
Degussa Corp.

An added note of
thanks to Chamber
Chase event sponsors:

Kick-Off Breakfast

American Express Corporate Services

Lunch & Learn

Semolinas Restaurants

Reward Sessions

Adam's Mark
AmSouth Bank
Banana Docks
Bienville Club
Equity Technologies
South Alabama Bank of Mobile
SouthTrust Bank
Regions Bank
David Volkert and Associates
Whitney Bank

Victory Celebration

BellSouth

A Very Special Thanks Goes to

LYON FRY CADDEN

Insurance Agency, Inc.

for loaning the Chamber Erling Riis III
for it's 16-week total resource development campaign,

CHAMBER CHASE '98

Erling, we couldn't have succeeded without you.
And to the folks at Lyon, Fry, Cadden Insurance –
we sincerely appreciate your sacrifice.

The Chamber At Work For You

Pat on the Back

The Mobile Area Chamber ranked in the Top 25 percent among Chamber's nationwide for its recruitment of new members by the NAMD (National Association of Membership Development). Mobile was ranked along with New Orleans, Atlanta and Nashville.

Online Advice

The small business website is one step closer to offering online assistance. Stimulated by a technology grant awarded by BellSouth last year, the website will soon feature "Ask the Expert," a Q & A format to help the small business owners with management, legal and technical assistance.

Bridging Communities

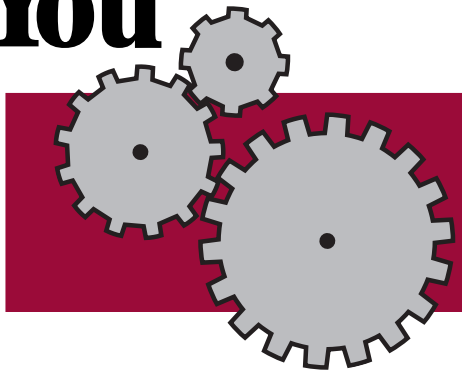
As part of an ongoing effort to build partnerships between Mobile and Baldwin counties, superintendents Dr. Harold Dodge and Dr. Albert Thomas were invited to address a group of business representatives. The two counties share similar interests for their students and schools.

We've Got the Leading Edge

Last year, the Chamber produced the first minority directory of more than 300 community leaders. Several Chambers around the country have been impressed by the way Mobile has embraced its diversity and are looking at creating similar directories in their communities.

In the Know

Congressman Sonny Callahan, Dr. Harold Dodge, Mayor Mike Dow and Commission



President Sam Jones are just a few of the people the Chamber has updated on current issues and projects important to Chamber members. On the agendas were issues like school-to-work, home-rule, highway funding and Envision Mobile-Baldwin.

Impacting Legislation

Representing Mobile's interests, a local delegation attended the Business Council of Alabama's Annual Governmental Affairs Conference. State-wide and national issues addressed were tort reform, fast track, tax reform and workman's comp reform.

In Quotes

Chamber staff assisted various broadcast and print media with stories related to teacher internships, jobs, the Southeast U.S./Japan Conference, back to school and various seminars.

Record Setting Attendance

The August Business After Hours hosted by the Eastern Shore and Mobile Chambers, drew more than 400 members to its joint event. Exhibits by 45 companies, a fashion show and some fancy dancing made this the most popular joint venture yet.

Throw Me Some Tourists, Mister!

What do you get when you cross Mardi Gras and more than 5,000 Chicago residents? One fantastic tour of Mobile!

Beginning in November and running through the rest of the year, more than 5,000 tourists will travel to Mobile to learn about the history of the original Mardi Gras. While in Mobile, they will be treated to a tour of the nationally-renowned Bellingrath Gardens and Home, sample succulent seafood from the Gulf at Roussos Restaurant and complete the day at the City of Mobile Museum.

"We're going to dazzle them with Mobile's history and charm," exclaimed **Gordon Tatum**, director of the museum, and site for the day's history lesson. Chocked-full of Mardi Gras gowns, royal robes, costume sketches and the largest collection of the Port City's history, Tatum said visitors to the museum are sure to learn a great deal about Mardi Gras, and "get into the spirit" of the celebration.

The tour has been in the works for more than a year said **Ron McConnell** of the Mobile Convention and Visitors Corporation. Mayflower Tours, one of the largest in



the country, worked with the city to provide its customers with a full day of fun. Promotion of the trip in the Chicago-area was a tremendous success. What started out as a small tour for mostly senior citizens, grew from about 2,000 participants to over 5,000 in a matter of months.

"The Mardi Gras craze and fascination is spreading across the country, along with the fact that Mobile is its original birthplace," Tatum said.

It's not only Mardi Gras that visitors are crazy about, but also the colors, plants and flowers in bloom at Bellingrath Gardens. **Laura McGill**, the garden's marketing director said most winter tourists are from the Midwest and North and can not get over how many plants are in bloom during the winter.

"We take it for granted, but they just love it," she said.



GULF COAST EXPLOREUM

MUSEUM OF SCIENCE

Whether you are impressed by towering dinosaurs or the tip of Mount Everest, the attractions at the new Gulf Coast Exploreum are soaring to new heights.

On Saturday, October 10 the anxiously awaited Exploreum opens the doors of its newly constructed downtown location. Opening features will include EVEREST in the IMAX dome theater, the Jurassic Park dinosaurs and more than 50 playful, hands-on exhibits in the 65,000 sq. ft. museum dedicated to promoting science. "We're not just for kids anymore. The Exploreum has something for the kid in all of us - no matter

what age you are," said Executive Director **Michael Sullivan**.

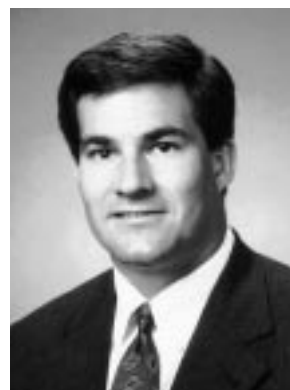
Officials are projecting first year attendance will surpass 345,000 as it launches an extensive marketing plan throughout Southern Alabama and neighboring states. "We hope to become a regional attraction," said Sullivan.

With the addition of the City Museum, the Maritime Museum and other tourist attractions, the Gulf Coast Exploreum may just be the first drop of an ongoing flood of family entertainment downtown.

Tickets are available for the Exploreum and the IMAX (ranging from \$5 - \$6.50) or in combination packages (from \$8 to \$10). Hours through May will be 9 a.m. - 5 p.m. Sundays through Thursdays and 9 a.m. - 9 p.m. on Fridays and Saturdays. Call 208-6870 for more information.



DON'T THINK YOU HAVE AN ESTATE PLANNING PROBLEM? THINK AGAIN



Tim D. Ward, CPA Agent



Sid A. Brevard, CLU, ChFC Agent

Sid A. Brevard, CLU, ChFC
Tim Ward, CPA
1110 Montlimar Dr.
Suite 1010
Mobile, AL 36609
Phone: (334) 460-4606
Fax: (334) 342-4814

Congratulations. Been pretty successful haven't you? Nice house, good sized nest egg, maybe even a vacation home. But an estate planning problem? You don't think so.

Think again.

If your net is worth over \$2 million, you should have an estate plan. A plan that details how assets should be passed from one generation to the next; lays out a business succession plan, perhaps benefits a favorite charity and most important, helps reduce your estate tax bill.



As member agents of New York Life's exclusive Nautilus Group, we can help provide the planning solutions that you may need.

Through the Nautilus Group, we have a team of specialists supporting us and more importantly, you. These top flight professionals provide both the creativity and technical expertise needed to make sure your plan is customized for your situation.

Give us a call today. We'll work with your advisors to make sure your plan fits your needs.



The Company You Keep®

Diplomat of the Month Annette Adams



"It's easier to do business with people you know," answered **Annette Adams**, this month's Diplomat of the Month, when asked why she is involved in the Diplomat program. "On more than one occasion, I have been able to do business with people I know personally and that really makes a difference."

Initially she was invited to join the Diplomats because she enjoyed the

Chamber's monthly Business After Hours events and was a frequent participant, Adams said. In the six years she has been a Diplomat, she has made numerous contacts that have helped her be more successful as the residential manager for Roberts Brothers.

Among her Diplomat activities, Adams enjoys helping entrepreneurs kick-off their endeavors. "Ribbon cuttings, grand openings — these are really a lot of fun and the owners truly appreciate the Chamber's presence." Adams also assisted with the Chamber Chase '98 Operation Thank You and delivered dozens of special welcome packets for new members who joined during the campaign.

Adams is the treasurer of the Mobile Chapter of the U.S. Singletons, a civic organization that assists with community events such as DoDah Day, Bayfest and First Night Mobile. She is also a member of the Arts Patrons League and volunteers for the Saenger and Joe Jefferson Players.

Mobile Commits to Kids

America's Promise: Mobile Commits to Kids is a forum for civic, community, educational, business and service organizations concerned about the success of today's youth. On Monday, November 16, beginning at 9 a.m. at the Mobile Convention Center, a Volunteer Summit coordinated by Volunteer Mobile will take place to support this community-wide volunteer initiative.

The Summit is designed to educate volunteers on the five basic areas of Mobile Commits to Kids, which are mentoring, protecting, nurturing, teaching and serving.

Mobile Commits to Kids was developed by incorporating 17 Envision Mobile-Baldwin strategies. For this reason, Mobile has been named a "Community of Promise" and is dedicated to focusing its energy to make a lasting difference in the lives of youth.

The initiatives of Mobile Commits to Kids are: to identify an inventory of Mobile County's successful youth service programs; find "gaps" in youth services; gain commitments from organizations, individuals and businesses to provide necessary fundamental resources to youths; develop activities to foster these fundamental resources; identify methods to attract and place volunteers; raise public awareness of the needs and methods to serve youth; promote the importance of volunteerism; and assist youth in their efforts to develop and implement activities.

For more information on participating in the Volunteer Summit, contact **Penny Dendy** or **Kate Flynn** with Volunteer Mobile at 433-4456.

Golson Graduates from U.S. Chamber Institute Program

The Chamber's Director of Resource Development **Carolyn Golson**, graduated this summer from an extensive six-year continuing education program sponsored by the U.S. Chamber of Commerce.

Approximately 100 participants, primarily from the Southeast region, graduated from the Institute for Organizational Management at the University of Georgia. Institute offers Chamber professionals course work designed to introduce new methods and improve existing programs at their organizations.

"Institute has provided me with the skills I need to be successful at the Chamber. Specifically, I have developed managerial skills and learned excellent problem-solving and negotiating techniques," explained Golson.

Through this program, Golson has also been able to help identify our Chamber's strengths and weaknesses. "There are more strengths, I might add," commented Golson, "the Mobile Area Chamber is considered to be among the leading Chambers in the United States."



Courses mirror similar graduate-level courses and cover material ranging from customer service to economic development initiatives. One course Golson found particularly helpful as the Chamber kicked off its total resource development campaign was motivating and recruiting volunteers. "Our success with Chamber Chase is dependent on volunteers. For example, it took more than 200 volunteers and one vivacious chairman to reach our goal of recruiting new members, sponsorships and in-kind gifts," Golson said. "It's a real challenge to keep volunteers motivated during a 16-week campaign."

While gaining executive level skills, participants are able to share and learn from other top chamber officials. "This is one of the greatest benefits of this program," said Chamber President Win Hallett. "We are always looking for a better way and new ideas, and who better to learn from than our counterparts in other communities."

Business Spotlight Gwin's Printing and Engraving

If you're looking for one of the most technologically advanced printing companies in Mobile, then take a look at October's Business Spotlight of the Month, Gwin's Printing and Engraving. Gwin's was established in 1913 by H.P. Gwin. In 1973, its current president, **Mike Payne**, and his family bought the printing company. "Our commitment to efficient production methods guarantees the fastest turnaround with quality to meet your highest standards," said Payne.

Gwin's is a locally-owned and privately held business primarily run by young professionals trained in the design field. "It's like one big family here, and we focus on teamwork to get our jobs done efficiently," said **Julie Buckner**, sales representative.

The 20 employees at Gwin's treat customers as clients to help them solve their problems. "It's more than customer service, it's personal attention that we strive for here," said Buckner. She said every employee deals directly with the clients. "If a client has a problem, then they will get immediate solutions from whomever they talk with at Gwin's," she said.

Payne said he likes for people to get exactly what they want. "We help transform ideas into a completed project."

Gwin's latest technology ranges from a new Heidelberg four-color printing press, full service typesetting and design, to an image setter and scanner. "We have invested in the future for the sake of our clients. Their satisfaction drives us to excellence," said Payne.



No matter what your printing needs are, the team at Gwin's is ready to get the job done.

JEEPERS!

Film output in
24 HOURS
or less?!

Digital scans, matchprints
AND
color laser copies?!

All of this **PLUS**
a friendly,
experienced staff?!

UNBELIEVABLE!



Believe it...

We do whatever it takes to get the job done.

Deadlines. They're a fact of life. Stressful, unrealistic, impossible. Gwin's can't make your deadlines go away, but we can make them a lot easier to live with. State-of-the-art imaging equipment, as well as know-how is what it takes to get the job done - Gwin's has all of that and more!

And, while Gwin's is the most technologically advanced printing company on the Gulf Coast, we still offer good old-fashioned service. Our friendly, experienced staff is always ready to work with you.

So, give us a call and let us take care of those big ol' nasty deadlines. That's what we're here for.

Fast. Friendly. Really Keen.

GWIN'S
COMMERCIAL PRINTING AND ENGRAVING
SINCE 1913

410 Saint Francis Street Mobile, Alabama 36602 334.438.2226

Chamber Wins \$132,000 in Grants

The Chamber recently spearheaded several grants that will provide much needed funding for communities and schools in Mobile County.

As part of a grantwriting contract with the Mobile Area Education Foundation, the Chamber secured a \$2,000 grant from the International Paper Foundation to fund a parent/teacher dialogue program in Maysville. In addition, a \$110,000 grant from the Alabama Department of Economic and Community Affairs was secured to initiate the Home Instruction Program for Preschool Youth (HIPPY). The HIPPY program is a nationally recognized parent involvement program helping parents learn how to work with their children to increase academic achievement.

The Chamber also secured its own \$20,000 grant from the governor's School-to-Work partnership to underwrite a teacher/counselor internship program. In August, this program placed 15 teachers and counselors into 11 businesses for three weeks of hands-on instruction.

As part of Mayor Mike Dow's workforce development initiative, the Chamber and school system staff also wrote a proposal to the U.S. Department of Labor to finance a comprehensive workforce development system. In June, \$200,000 of the \$4 million proposal was released to create a one-stop career center for information, training and counseling for anyone looking for a job..



U.S. is Strong Continued from Page 1

We are all interrelated. It takes a problem in all of Asia before it hits the U.S. hard. But a problem in the U.S. alone, can affect the whole world. "

The Good News

In contrast to current consumer uncertainty, *The Washington Kiplinger Letter* predicted another growth year ahead in 1999 and published expectations that the Alabama economy would mirror the national growth although not at quite the same rate.

Local economist Dr. Chang agrees with the Kiplinger predictions. "Local sales taxes tell us the economy is very strong and is growing at three times the rate of inflation," said Chang. He does however concede the Asian crisis will get worse before it gets better.

"We haven't seen anything like this since before World War II, so no one knows exactly how much worse it will get or how long it will last," Chang explained. He did however say that this economic downshift could last anywhere from two to five years.

Safety Course Offered by Bishop State

For only \$25, employees of local small businesses can attend a safety program that is comprehensive and teaches how to comply with OSHA regulations. Called the Small Business Institute for Safety and Health Training, the program is offered by Bishop State Community College thanks to a federal grant which subsidizes the cost.

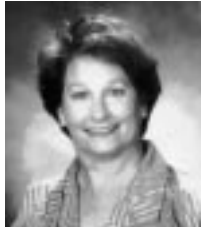
The 20-hour course is designed to provide site-specific guidance to employers with fewer than 250 employees. It also offers three levels of training: for managers, safety coordinators and for employees. A safety team also conducts inspections and safety audits before and after training to insure continued success.

For information on this program, contact Bishop State's Division of Continuing Education and Economic Development at 690-6406.

Featured Profiles Advisors

Each month, the Chamber is proud to salute members of its Board of Advisors. These business leaders represent key businesses whose significant dues investment leads the way in funding the Chamber's programs and initiatives. For more information, please contact **Katrina McCrory** at 431-8611.

Cathy Anderson-Giles is president and CEO of Equity Technologies. She earned a bachelor's in physical education at Jackson State University in Mississippi and a Juris Doctor degree from the Mississippi College School of Law. She previously had her own law practice. Anderson-Giles has been active with the Mobile Area Chamber Board of Directors, United Way and the South Alabama Medical Science Foundation.



Cathy Anderson-Giles
Equity Technologies



Ronald N. Yeakle
Piping and Equipment Inc.

Ronald N. Yeakle is the chairman of the board of Piping & Equipment Inc. He holds an industrial management degree from Georgia Tech. Among his current activities, Yeakle is a Diplomat for the Pensacola Chamber

of Commerce and is on the board of the Navy League, Lakeview Center Foundation and the West Florida Regional Medical Center. He is also a member of the Technical Review Committee for Escambia County and the Finance Committee of First United Methodist Church.

William Henry "Hank" Holman is the president of the Pump and Save Division of Jitney-Jungle Grocery Stores of America Inc., which operates 55 gasoline stations in the Southeast. He holds a master's in marketing and food distribution from Cornell University and received a bachelor's from the University of Mississippi. He is currently a member of the University of Mississippi Advisory Council, Jackson Rotary Club and St. Andrews Cathedral. He also is the chairman of the Jitney Celebrity Classic Golf Tournament to benefit the University of Mississippi Kidney Foundation.



William Henry "Hank" Holman III
Jitney-Jungle Grocery Stores of America Inc.

What's Ahead for Mobile

Since 1990, Mobile's economy has grown better than the national economy. Dr. Chang believes there's a good chance "we could ride it out." It's inevitable though, he adds, companies that heavily depend on exports will suffer some.

Dr. Chang's Advice

According to Dr. Chang, "Local companies right now should be working to improve efficiency and cut costs. Ultimately, they may be forced to cut prices or lower prices to stay competitive."

DOC
REED AD



Walk in now or roll in later

Don't ignore your heart.

Many times, the real symptoms of a heart attack aren't what you'd expect. But if you know the early warning signs, chances are you can walk in for help instead of roll in helpless when a cardiac emergency has already occurred.

More than 60% of all heart attacks begin with early warning signs, but many people ignore them. Early care is the key. Time is heart muscle.

That's where the Chest Pain Center at Providence Hospital comes in. The health care provider you've trusted for close to 145 years now has Mobile's only full-spectrum emergency cardiac care* to evaluate your situation before it gets worse. In many cases, we can even prevent a severe heart attack.

And if your heart checks out okay, you can leave in a matter of hours with peace of mind. That reduces days in the hospital, extra costs and time away from day-to-day activities.

So when the early signs of a heart attack appear, take a step into the Chest Pain Center. While it's still your choice.

CHEST PAIN CENTER
PROVIDENCE HOSPITAL
Emergency Entrance

* American College of Emergency Physicians national guidelines

CHARACTER COUNTS! Continued from Page 1

CHARACTER COUNTS! - 1:30 p.m. to 5 p.m.

(Registration at 1:00 p.m.)

Through his institute, Josephson created and launched CHARACTER COUNTS! - a partnership of more than 200 leading national and regional youth-serving organizations to teach children the importance of ethics based on the "Six Pillars of Character" - trustworthiness, respect, responsibility, fairness, caring and citizenship.

This program will outline how the weakened character of American youth is a real and serious problem and address solutions that will instill good character through partnerships and alliances among schools, youth organizations, civic groups, religious communities, the business sector and other interested parties.

The cost to participate in the morning session is \$25, the afternoon session is \$15 or participants can sign up for the whole day for \$30. Lunch will be on your own. Reservations can be made by calling the **Community Development** department at 431-8621.

CALENDAR VIEW



October 13 Morning Marketing Meeting

Time: 7:30 - 8:30 a.m.
Place: Chamber McGowin Room
Cost: \$5
Call: Karen Turner at 431-8638.



October 14 Net Gain: Turn Your Gut Instinct Into Profit

Time: 8:30 a.m. - 12:30 p.m.
Place: Chamber's McGowin Room
Cost: \$44
Call: Jacqueline Jones at 431-8607.



October 14 Transatlantic Marketplace Euro Conference

Time: 8:30 a.m. - 2:30 p.m.
Place: Adam's Mark Hotel
Cost: \$45
Call: Tony Van Aken at 431-8636.



October 15 Net Gain: Estate Conservation

Time: 11:00 a.m. - 1:00 p.m.
Place: Chamber's McGowin Room
Cost: \$15
Call: Jacqueline Jones at 431-8607.



October 19 Member Service Day Annual Vaccinations

Time: 11:30 a.m. - 1:30 p.m.
Place: Chamber McGowin Room
Cost: \$15 Flu, \$20 Pneumonia



October 22 Business After Hours

Time: 5:30 - 7:00 p.m.
Place: Bienville Club
Cost: \$2
Call: Reservations not required.



October 26 Red Cross Blood Drive

Time: 10 a.m. - 2 p.m.
Place: Chamber Parking Lot
Cost: None



October 30 Eagle Awards

Time: 5:30 p.m. - 8:30 p.m.
Place: Mobile Convention Center
Cost: Individual tickets are \$25.
 Table of 10 is \$250.
Call: Jacqueline Jones at 431-8607.



November 6 First Friday

Time: 7:30 - 8:30 a.m.
Place: Dean Whitter Reynolds Inc.
Cost: \$2 for members and \$5 for potential members



November 11 Veteran's Day Activities

Time: 11:30 a.m. - 1:30 p.m.
Place: Mobile Convention Center
Cost: \$15 for luncheon
Call: Shelly Mattingly at 431-8612.



November 17 Ethics Seminar

Time: 9:00 a.m. - 5:00 p.m.
Place: Mobile Convention Center
Cost: \$25 for morning seminar, \$15 for afternoon or \$30 for both seminars
Call: Angela Erwin at 431-8621

Morning Marketing Meeting

Show off your company at the October Morning Marketing Meeting, sponsored by Southern Valve Service. You can promote your business in a two minute "infomercial." Come to the Chamber on Tuesday, Oct. 13, from 7:30 - 8:30 a.m. prepared with brochures, flyers and other promotional items to distribute to the audience.

The cost is \$5. Please call **Karen Turner** at 431-8638 for reservations.



October Business After Hours

Enjoy a skyline view of Mobile's waterfront on the 34th floor of the AmSouth Bank building at October's Business After Hours, sponsored by the Bienville Club. Set for Thursday, Oct. 22, from 5:30 - 7 p.m., this will be the perfect opportunity for you to meet new business contacts in a relaxing setting.

The Chamber is still running its BAH special, each member who brings a non-member will earn free admission for them self and the guest. For members who do not arrive with guests, the cost is \$2. The cost for potential members is \$5. Reservations are not required.



November's

First Friday

Invest an hour of your morning in November's First Friday, Nov. 6, sponsored by Dean Witter Reynolds Inc. From 7:30 - 8:30 a.m., learn more about your own investments and how to make wise decisions. With recent fluctuations in the stock market, you won't want to miss this timely presentation.

The cost is \$2 for members and \$5 for potential members. Reservations are not necessary. **MORGAN STANLEY DEAN WITTER**

Exporting Can Save Tax Dollars

If saving money on your taxes interests you and, if your business exports products and/or services, don't miss the Chamber's November seminar, "Reducing Your Taxes & Optimizing Your Foreign Sales Corporation Benefits."

"Years ago, Congress passed a tax incentive to encourage export sales, leasing and certain engineering and architectural services. But still many companies are not aware of its benefits," said Tony van Aken, the Chamber's director of trade and technology.

This seminar is designed for CEOs, CFOs, tax managers and others interested in saving tax dollars for companies that export with a Foreign Sales Corporation (FSC). David Sharkley of Arthur Anderson LLP in New Orleans will revisit the FSC outlining how it can help your business.

Set for Friday, Nov. 20 from 10- 11:30 a.m., the seminar is offered free of charge. Please confirm your attendance by calling 431-8636.

Estate Conservation

Do you know how much your estate is worth? Thursday, Oct. 15 a seminar will cover estate conservation, distribution techniques and how to determine your net cash flow and worth. The Principal Financial Group will explain the importance of estate planning from 11 a.m. - 1 p.m. and will offer complimentary consultations after the seminar.

The cost of the seminar is \$15 and includes a catered boxed lunch. For reservations, call **Jacqueline Jones** at 431-8607 or fax her at 431-8646.



Turn Your Gut Instinct Into Profit

Gut instinct, hunches, that little voice, the feeling that helps you make a decision. No matter how you describe it, everyone, at one point in their lives, been relieved they followed that feeling.

Come hear Lynn Brown Robinson PhD, former marketing professor at the University of South Alabama, speak about how to explore innovative management techniques for small business owners and managers.

Research clearly shows that intuition is natural, normal and capable of being fine-tuned. "Everyone is capable of developing intuitive skills," encourages Dr. Robinson.

This seminar will make you aware of all the possible intuitive skills you have, but don't use to your fullest advantage.

Set for Wednesday, Oct. 14, from 8:30 a.m. - 12:30 p.m., the cost is \$44. Lunch will be provided. For reservations, please call **Jacqueline Jones** at 431-8607.

The Changing Transatlantic Marketplace Are You Ready for the Euro?

Europe's new currency, the euro, is scheduled to debut in January 1999. Find out how it will step-up competition, affect trade, along with its legal aspects and its impact on banking. Speakers will answer these questions, plus others, and provide checklists to help your business be prepared.

Seminar sponsors are the U.S. Department of Commerce, Alabama District Export Council, the Chamber, the Alabama Development Office, Alabama World Trade Center and the Center for International Trade and Commerce.

The meeting is set for Wednesday, Oct. 14 at the Adam's Mark Hotel from 8 a.m. - 2:30 p.m. Registration is \$45 and includes lunch. Individual appointments and reservations can be made by calling 431-8636.

Veteran's Day Activities

Salute our Veterans at the 13th Annual Mobile Bay Area Veterans Day Commission Celebration on Tuesday, Nov. 10. The "Patriot of the Year" Luncheon, from 11:30 a.m. - 1 p.m. will honor Admiral Leighton "Snuffy" Smith.

Remember, it's a school holiday, so bring the kids downtown for the Veteran's Day Parade at 10:00 a.m., and the official ceremony at the U.S.S. Alabama at 3:00 p.m.

The cost for the luncheon is \$15. Call **Shelly Mattingly** at 431-8612 for reservations and if you can donate tickets for active duty enlisted personnel.

Member Services Days

Looking for the perfect time to fit in a flu vaccination this year? Come to the Chamber on Monday, Oct. 19 between the hours of 11:30 a.m. - 1:30 p.m., for your opportunity. Volunteers from the Visiting Nurses Association will be on hand to provide members with their annual shot. No appointment is needed.

And on Monday, Oct. 26, we're out for blood. To build up reserves for the American Red Cross, the Chamber is hosting a blood drive and all members are invited to participate.

Come to the Chamber from 10 a.m. - 2 p.m. and show your life-support for those in need.

MEMBER

NEWS

MEMBER

ATTENTION MEMBERS!

If you know of a company interested in benefiting from Chamber membership, please contact our account executive:

- Tom Lewis at 431-8629, pager: 582-2076
- Clayton Smith at 431-8647, pager: 582-1899

The American Cancer Society will host "Health, Humor, Hope" a woman's symposium on breast cancer, on Oct. 22 at the Mobile Convention Center. For more information, contact the Society at 344-9856.

WNTM Newsradio 710 has hired local radio personality Chris Smith. Smith will host the new talk show "Right Now with Chris Smith" on weekday afternoons.

Compass Bancshares recently acquired Hill Country Bank, which has four locations in Austin, Texas. They also announced their acquisition of Albrecht & Associates, a Houston-based firm providing specialized divestment and advisory services to the oil and gas production industry.

USA Knollwood Park Hospital's Blood Gas and Clinical Laboratories were recently awarded two-year accreditation by the Commission of Laboratory Accreditation of the College of American Pathologists (CAP). The awards were based on the results of recent on-site inspections.

Cardiology Associates and Springhill Memorial Hospital will be hosting a "Focus on the Heart" lecture series. The series will consist of five free workshops, all of which are held at SMH. For more information, call Siri Johnson at 607-9797 ext.275.

The Mobile Section of the American Society for Quality (ASQ) announced its officers for the 1998-99 year. They are: Kate Adler, chair; Brad Choate, vice-chair; Jim Percy, secretary; Linda Tripp, treasurer; Ken Rice, certification chair; Chuck McPherson, webmaster; and Debbie Haley, program chair. For more information on ASQ, call 602-0007.

Operation Bounce-Back, Mobile Infirmary Medical Center's cardiac rehabilitation program, celebrates its 20th anniversary this year. More than 300 people have participated in the program, one of the first of its type in the country. Admission is by physician referral. For more information, call 435-5157.

The American Red Cross is providing a free guide, *Emergency Management Guide for Business and Industry*, to help businesses prepare for disasters. For more information, call the Red Cross at 436-7906.

The Lerio Corporation's Board of Directors recently elected Richard B. Skinner as vice-president of engineering and William B. Welch Jr. as corporate secretary. In addition, Kelly S. Norton was promoted to director of management information systems and Jeffrey T. Schock to controller.

Hermann, Carter and Van Antwerp Inc. has promoted J. Paul Carter to president and Joseph L. Hermann to chief executive officer.

Remedy Intelligent Staffing recently announced the addition of Colleen Speller as staffing coordinator.

The Sixth Annual March of Dimes Wild Ghost Chase 5K Run/Walk in partnership with Elf Atochem North America will be held Saturday, Oct. 24, at 4 p.m. at the Adam's Mark Hotel Courtyard. Applications are available at area fitness facilities and sporting goods stores. For more information, call the March of Dimes at 438-1360.

Administrator Colleen M. Skurka of The Heart Group PC, has gained admission as a nominee in the American College Medical Practice Executives (ACMPE).

PDS Business Systems Inc. and Advanced Appraisals Inc. have merged and created International Business Brokers Network Associates LLC (IBBNA).



Gaillard

Whitney National Bank announced the addition of Peter P. Gaillard as vice president and commercial lending officer.

Orrin K. (Skip) Ames III, a lawyer with Hand Arendall LLC, has completed "Arbitration Training," a course conducted by the Resolution Resources Corp. under the auspices of the Alabama State Bar Assn.

The University of South Alabama is offering the last two of four workshops aimed at improving business and professional skills of women. Conducting effective interviews will be held on Oct. 13 and embracing diversity on Nov. 13. For more information, call 431-6536.



Sands

The First Community Bank in west Mobile recently hired Robert M. Sands to manage the bank, still under construction. The new branch is slated to be open this fall.

Regions Bank-Mobile announced the promotion of David E. Sutley and Hugh L. White as managers in the commercial loan department.

Janet N. Scott, L.M.T. and other therapists of Mobile and Baldwin County will be celebrating National Massage Therapy Awareness Week by demonstrating on-site stress relief with chair massages at the Mobile Chamber of Commerce Thursday, Oct. 29 from 8 a.m. to 5 p.m.

Spring Hill College named Mark Priede, a 1984 graduate, as the new athletic director.

In other news, Sharon Williams recently joined the College as its first facilities coordinator. In the newly created position, Williams is responsible for promoting the campus to area businesses and organizations.

Helpline, the area's 24 hour hotline, is giving free volunteer training. Fall classes run through Oct. 20. To register or for more information, call 431-5100.

Alabama Shipyard Inc. has reached an agreement with Edison Chouest Offshore LLC of Galliano, La., to build three offshore supply vessels (OSV's) with an option for an additional vessel.

A grant from the Cramton Trust has funded Cochrane Plaza, a new simulated community environment for patients at J.L. Bedsole/Rotary Rehabilitation Hospital. For more information about J.L. Bedsole/Rotary Rehabilitation Hospital, call 435-3417.

The American Lung Association of Alabama, Gulf Region, recently welcomed new board members for the 1998-99 year: Martha Allegri, David Dumas and Toni Reuter from Baldwin County and Jim Brown, Jimmy Cook, Shelia Crim, Amy Friedlander, Sandy Harding, Emily Coats Watson and Katherine Wessinger from Mobile County.

Hercules Panayiotou MD FACC, a cardiologist at Mobile Infirmary Medical Center recently contributed to the third edition of *Diagnostic and Therapeutic Cardiac Catheterization*.

House of Blends recently announced Shirley Jackson as their new on-premise wine director. For information on upcoming events, call 380-9463.

The University of Mobile has appointed several new faculty members for the 1998-99 academic year: Lisa Carwie, nursing instructor; Bess Isom, education professor; Susan Walker, music instructor; and William Thomas Wilson III, nursing instructor.

In other news, the University was well represented at the Marshall Space Flight Center in Huntsville, this summer as assistant professor of physics, Dr. Ray Munroe, participated in a NASA/American Society for Engineering Education Summer Faculty Fellowship and UM biology and chemistry senior, John Paul McLendon, participated in a summer student fellowship.

Edward L. Faddis AIA, president of TAG The Architect Group Inc., has been named Chairman of the State of Alabama Board for Registration of Architects. Faddis joined the Board in 1990 and is currently serving his second four-year term of office.

The Better Business Bureau® of South Alabama advises if a consumer is contacted by callers claiming to represent the handicapped, ask direct questions about the charity or organization to avoid contributing to an unethical solicitation. Consumers should ask the group's name, address, and whether it is non-profit or for-profit before making a donation.

In addition, the organization issued a warning against various promotions and advertisements touting offers to earn money by working at home. In most cases, the BBB says people who respond to these promotions will probably gain very little, or nothing in return.

B&B Pet Stop Inc. made a \$1,090 donation to the Spay and Neuter Fund at the Mobile Animal Shelter. Funds were raised by customers participating in a \$1 raffle this summer.

The Mobile Convention & Visitors Corporation was recently recognized and honored by Alabama Bureau of Tourism and Travel for outstanding achievement as the Tourism Organization of the Year.

Southern Waste Services Environmental First Response announced the addition of Earl Hopper to its corporate business development team. His areas of responsibility include Florida's panhandle and southern Alabama and Mississippi.

Congratulations to the Eastern Shore Chamber of Commerce on its 75th anniversary! The Chamber promises a big celebration in conjunction with its Annual Meeting. We'll keep you posted.

Ideal Technical Services Inc., a SkillMaster company, announced new staff members: Jim Cobb, Southeast sales territory manager, Stephanie Davis, Southwest sales territory manager and Jenifer Clement, payroll coordinator. Ideal has opened a new office in New Orleans under the direction of John Mayes, territory manager.

Judge Joseph S. "Rusty" Johnston was chosen as the new chairman of the U.S.S. Alabama Battleship Commission at its September meeting.

Nine new instructors have been added to the fall faculty at the Alabama School of Mathematics and Science. Victor Anderson PhD, physics; Pam Caldwell, drama; Caroline Menendez, senior librarian; Joe Rambo PhD, chemistry; Tom Ward, history; Kevin Levin, philosophy; Patricia McCoy, French; Michaela Specht, pianist and jazz saxophonist; and Joe Wolff, counselor.

The Junior League of Mobile announces the 14th Annual Christmas Jubilee Holiday Market at the Mobile Convention Center Nov. 12 - 14 from 9:30 a.m. - 8 p.m. More than 114 merchants from across the U.S. will be showing their specialty items. This year's market will be the premiere of the Junior League's new cookbook, Baytables. Shoppers will have the benefit of child care during market hours for \$8 with a maximum of two hours per day. General admission tickets are \$5 for adults and \$1 for children. Tickets can be purchased by calling 471-3348.

The Heart Group PC announced the addition of Amy Ezell LPN as Prottime nurse and Susan Bryan RN as research coordinator. Ezell will be coordinating the new Prottime Clinic which specializes in caring for patients on anti-coagulation therapy and will open Oct. 5 at the Providence location. Bryan will expand the research department.

Robert C. Hofer, chairman of the ISO (International Standards Organization) Auditing Consortium will discuss methods and means to becoming an ISO registered company on Oct. 27 from 3 to 5 p.m. in the Chamber's McGowin Room. The IAC, also known as ISO provides companies with an avenue to secure a cost-effective pre-assessment audit before ISO assessors judge a company.

Linda Tipp with Alabama Power Company, a sponsor of the meeting, said a good ISO rating for a company is similar to a "good seal of approval" for its industry. Assessors enter a company or business and rank how it operates to a list of pre-set standards. Hofer's Consortium can provide a step to the process before assessors evaluate the business. The consortium is more cost-effective to companies than other national groups.

For more information about the meeting, contact Linda Tipp at 694-2356 or Walter Underwood at 431-8852.

Member News features Chamber member announcements, such as grand openings and relocations, or employee news, such as promotions. All Member News is due by the 5th of the month to appear in the following month's issue. If you have a news item, please send your information to: Member News, The VIEW, MACC, P.O. Box 2187, Mobile, AL 36652-2187, fax to 431-8646 or E-mail to susan@mobcham.org

ANNIVERSARIES

Thank You for Your Continuous Support of the Chamber

25 YEARS

Dillard's
Kelly Temporary Services

15 YEARS

All-South Subcontractors
Bayview Professional Associates
Craftsmen Supply Inc.
WorldCom

10 YEARS

Alabama Central Credit Union
Pittman, Pittman & Carwie