



M·A·C·C

MARCH 1998

THE VIEW

VOLUME XXX, NO. 3

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

(334) 433-6951

Chamber's 1998 Legislative Agenda

The process of developing the Chamber's 1998 Legislative Agenda was designed to allow input from members, small business leaders, local industry representatives and public and private sector leadership. Chamber members were surveyed on a variety of issues and were asked to rank the issues in the order of importance.

The Legislative Affairs Task Force reviewed the results and developed a recommended agenda that was presented to the Chamber's Board of Directors for approval in January.

The following is the Mobile Area Chamber of Commerce's 1998 State and Federal Legislative Agenda as approved by the Board of Directors.

ALABAMA STATE AGENDA

Tax Reform

- While recognizing the importance of a financially stable local government, the filing of multiple tax returns continues to place a bureaucratic burden on the state and local business community.
- Due to the current threshold amount for filing, there is an unreasonable amount of paperwork required of business owners.

The Mobile Area Chamber encourages and endorses legislation reducing the number of forms businesses are required to file, increase the threshold of monthly filing and reduce the number of government audits.

Alabama Aviation & Technical College

- The Alabama Aviation and Technical College (AATC) is an important source of local training for a growing aerospace industry work force.
- The AATC's Mobile facilities are in desperate need of repair and are unable to accommodate the number of students the industry requires.

The Mobile Area Chamber encourages and endorses legislation providing additional funding to the AATC in Mobile for a new facility that will accommodate more students and provide a greater adequate training for the Mobile area's future aerospace needs.

► See LEGISLATIVE, Page 4

Canadian Firm Expands to Mobile

Spill Tech Industries Inc., a Canadian-based company producing a super absorbent material used to clean up oil and chemical spills, recently confirmed it will make its first international expansion in Mobile. The company will bring 40-60 jobs with a payroll in excess of \$1 million, and \$1.5 million in new capital investments.

Beginning operations in April, Spill Tech is located in an 80,000 sq. ft. building in the Brookley Industrial Complex where it is producing non-woven absorbent booms, socks, pads, rolls and other speciality products made of tiny plastic filaments. These filaments combine to form what looks like a giant paper towel. When used to soak up petroleum oil, the oil can later be recycled and used again.

Mobile's far-reaching and diverse transportation system and the area's high-quality work force were key deciding factors explained **Dave Smith**, the company's chief administrative officer and general manager of the new operation. "The solid and dynamic support offered during our due diligence process confirmed our belief that Mobile was open for business and sealed our decision to locate here."

"When fully operational, the Mobile plant will run 24 hours a day, seven days a week. Our long-term goal is to add two more lines to the plant thus making it one



Shown here with Spill Tech's product are from left to right, Larry Cook, Mobile Airport Authority, Brad Canning, Spill Tech, Dianne Irby, Irby Strategic Services, Bay Haas, Mobile Airport Authority and Jim Apple, Mobile Area Chamber of Commerce.

of the largest producers of sorbent products in North America," said **Brad Canning**, the company's chief operating officer.

Not only will this plant be a manufacturing facility, it will serve as a distribution center. With dealerships around North America, Spill Tech leadership hopes to capitalize on Mobile's extensive transportation network. The company also plans to begin exports to Europe and Latin America in the near future.

Dianne Irby, Irby Strategic Services, and the Chamber's vice chair of economic

development thanked the organizations that helped bring Spill Tech to Mobile. "The Chamber had many partners with this project and we must especially thank the Airport Authority, Alabama Power, BellSouth and Mobile Gas," said Irby.

The Chamber's Vice President of Economic Development **Jim Apple** explained that Spill Tech's technology represents the value added process in the plastic-production chain. The company is also one of the target industries identified by McEnroe Consulting in its 1996 marketing study for Mobile and Baldwin County.

Smith indicated that the financial spin offs for other Mobile businesses will be substantial both during the construction of the new plant and afterwards. "We have already done business with a large number of local businesses," reported Smith.

Setting up business in Mobile was not all about economics however, Smith advised. "We are genuinely delighted with the southern hospitality that our new neighbors have shown us. We wanted to locate our facility in a community where our executives would be comfortable relocating their families to and Mobile offers what families need," said Smith. He plans to move his family to Mobile this Spring. "This is a place that my family and I can and will call home."

Miami Provides Answers for Future Mobile Development

Mobile is one step closer in developing a strategic plan to improve entrepreneurial development after studying two of Miami's outstanding programs.

A group of area representatives from the Chamber, City, County and the community recently visited a one-stop entrepreneurial center and a training facility in Miami, Fla., looking for ideas that would in theory, transfer to Mobile.

"With unemployment rates the lowest our area has seen in more than 20 years, many people are under the impression that we don't have a problem. There is a challenge though in the African-American community because unem-

ployment is in the double digits," said **Norman Hill**, the Chamber's vice president of small business development.

Hill says while many speculate, no one is exactly sure why the unemployment rate is so high for this particular segment of the community, but explains it is not from a lack of jobs.

He, along with other community partners, believes training, motivation, more effective communication and basic information on what it takes to get a job could help lower the unemployment rate in the African-American community.

How we achieve this is, at this point, the \$64 question explains Hill. In the aftermath of Hurricane Andrew, Miami

had a unique opportunity to build an extensive resource center backed by a public-private partnership grant of \$3.5 million in the middle of Liberty City, an area racked with riots just a few years ago.

The Enterprise Community Center is a one-stop shop for finding a job or developing a business. Affordable loan programs, information on licensing and permitting requirements, seminars, workshops, resume writing, and legal, financial and business management advice are just some of the services provided free of charge.

While it's too soon to determine results, the interest is definitely there. In one-year's time more than 4,000 people have taken advantage of this program.

Many of the same resources already exist in Mobile but they are currently scattered throughout the community.

► See FUTURE DEVELOPMENT, Page 6



Additions and Expansions Abound in South Mobile

Mobile Commerce Park is a popular address for expanding companies and operations.

"Mobile is becoming more of a regional distribution area for Blue Bell," said **Wayne Hugo**, branch manager. **Blue Bell Creameries** bought 1.75 acres next to its current site in Commerce Park to accommodate additional deliveries and parking.

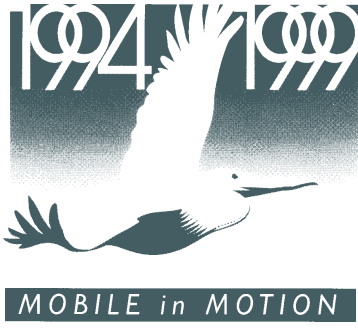
Davies Air Design, a local HVAC company, will build a new 5,000 sq. ft. facility on three acres in the park. The construction will

include offices, a warehouse and showroom for the latest products. Owner **Steve**

Davies said the investment and location were key components in selecting his site.

"We like the surroundings and the safety offered in the park and the most important factor was interstate accessibility. Rangeline Road is where we wanted to be," he explained.

The Chamber manages and markets the development of Commerce Park for the Industrial Park Board. The 300-acre campus-like park was created to develop Mobile's premier commercial location. Located near the intersection of I-10 and Rangeline Road, companies interested in the area should call **Ozzie Elortegui** at 431-8616.



City and County Announce Plans for Area at Luncheon, March 18

Most people agree that our community is on a roll. Together the City and the County have racked up a number of successes for our region. Come learn about some of their most recent initiatives and peer into the future plans of both governments as the Chamber presents a "State of the City and County" luncheon on Wednesday, **March 18** at noon at the **Adams Mark Hotel** downtown.

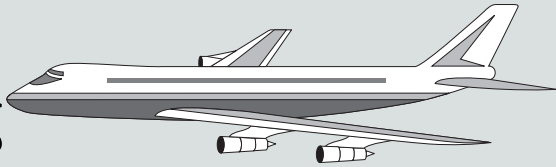
Speakers for the event will be **County Commission President Sam Jones** and **Mobile Mayor Mike Dow**.

"We'll hear about some of the latest economic development projects out in the County as well as new initiatives downtown," said **Margie Wilcox** of **Mobile Bay**

Transportation who serves as vice chairman of the Chamber's Governmental Affairs Department. "The Mayor may even tell us about some of the City's state-of-the-art technology and Commissioner Jones about some of the new plans to fight juvenile crime. This is a 'must do' for anyone interested in Mobile's future."

Thanks to sponsors **Alabama Power Co.**, **AmSouth Bank**, **Colonial Bank**, **Compass Bank**, **Mobile Gas Co.**, **Regions Bank**, **SouthTrust Bank**, and **Whitney Bank** tickets to the luncheon are only \$10 each or \$100 for a reserved table of 10. Anyone wishing to attend can call **Shelly Mattingly** at the Chamber at 431-8612 for reservations.

Mobile Regional Airport Lands More Jets This Spring



AirTran Airlines and **Continental Express** will expand jet service this spring at the Mobile Regional Airport.

On March 1, AirTran added another nonstop flight to Atlanta and on April 5, Continental Express will upgrade two of its four flights with jet service to Houston.

The service expansion by both airlines is great news for Mobile travelers. The increased flights and upgraded services provide better connections to key business markets such as Atlanta, Houston, New York and Washington D.C.

"AirTran's and Continental's service expansions are a direct result of the outstanding response and support of Mobile area travelers," said Director of Marketing for Mobile's Airport Authority **Marc Pelham**. "Added flights mean better service and lower fares," he said.

For more information contact your local agent or the airlines directly.

History Docks in Mobile

Imagine building a ship that unlocked the secrets of the United States' largest enemy in the Cold War.

The *Glomar Explorer* was designed by U.S. military leaders, intelligence officials and engineers to raise the remains of a Soviet nuclear submarine that mysteriously exploded and sank to the bottom of the Pacific Ocean in 1968.

With Cold War speed, U.S. Military intelligence raced to find a way to raise the sub. The retrieval project brought together top military officials and the CIA with front monies from Howard Hughes in one of the most remarkable intelligence gatherings in history.

Designed by Global Marine, the *Glomar Explorer* is two football fields in length and 23 stories high, and has a submersible claw that picked up sections of the sunken submarine.

In 1972, after 40 days at the recovery site, the ship retrieved Soviet nuclear explosive devices and enough code information to work over a backlog of intercepted messages. This invaluable military knowledge provided the U.S. with the needed information as negotiations neared in the Strategic Arms Limitation Treaty.

The ship then spent 26 years as part of the U.S. Naval fleet. In 1996, Global Marine regained possession to refurbish the vessel for deep-sea drilling.

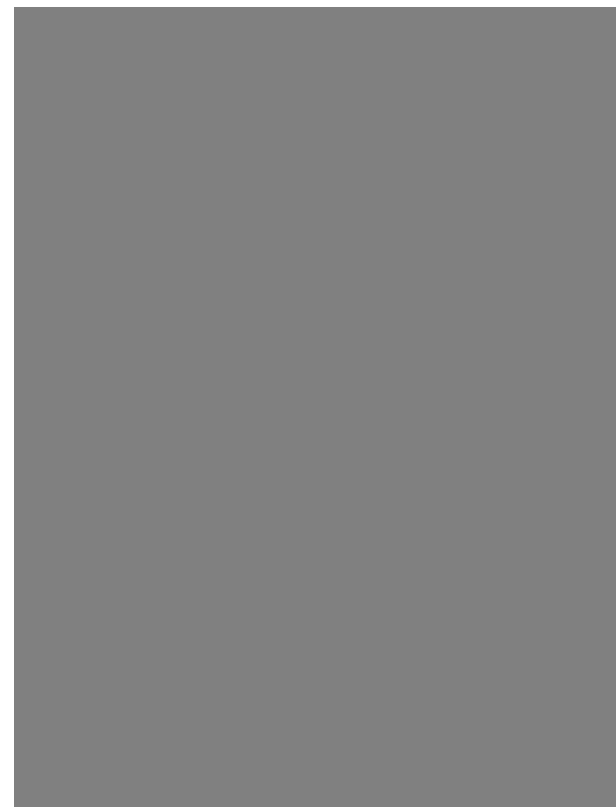


Photo by Dale S. Moore.

Atlantic Marine completed the final renovations on the historical *Glomar Explorer*.

Atlantic Marine Inc. completed the third and final stage of *Glomar Explorer's* reactivation from a Navy vessel to an ultra deep-water drill ship here in Mobile. The conversion process took five months, and the *Glomar Explorer* left the Port of Mobile in February to begin its first drilling assignment in the Gulf of Mexico.

Editor's note: If you're interested in reading more about the Glomar Explorer's original mission, The Jennifer Project, a book recently reissued by Texas A & M University Press and written by Clyde Burlison is currently available in area bookstores.

Good News/Bad News for Alabama Economic Development

On the surface, the state's economy looks very good overall, but lurking beneath is one of Alabama's weakest links — workforce development, reported **Jim Williams**, executive director of the Public Research Council of Alabama (PARCA) at the organization's annual meeting in Birmingham last month.

Williams gave several examples. From 1978 to 1990, the state struggled to get its unemployment rate out of the double digit range and in line with the national average. During that time, Ala. remained 20 to 40 percent higher than the U.S.

Since 1990, however, our state has reduced unemployment significantly with current rates in the 4 to 5 percent range — close to or below the national average. That's the good news.

In 1996, *Financial World Magazine* listed Alabama's strengths (related to new business) as its low cost environment and its economic potential. It ranked its major weakness as poor education of its labor force.

Similarly, in 1997, the Corporation for Enterprise Development listed Alabama's strengths as the diversification of its economy, its financial resources (bank deposits per capita), employment growth and entrepreneurial energy (new companies). It then stated its weakness was human resources-based due to the number of high school dropouts, the poverty level and teen pregnancy.

Currently, the state has a high school drop-out rate of 25 percent and college graduate rate of 18 percent. The U.S. averages an 18 percent drop-out rate and a 23 percent college graduate rate. In addition, Alabama's per capita income has only been 83 percent of the national average since 1992.

Envision Mobile-Baldwin Co-chairman John Davis of **Mobile Gas** outlined our region's Envision process at the annual meeting of the Public Research Council of Alabama (PARCA). Earlier, PARCA Executive Director **Jim Williams** asked the rhetorical question: "Is the State of Alabama ready to be a partner with individual communities (in the state) that have a vision and are ready to do things creatively on their own?"

"The education of a workforce is directly linked to per capita income," said Williams. "We collect fewer tax dollars than any other Southeastern state. The migration of well-educated people from other areas is low both in Alabama and Mississippi, so we have to make gains by educating our own people."

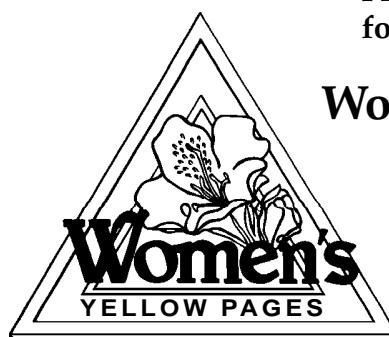
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Small Business of the Month Security Equipment

Protect your home and business by calling Security Equipment.

It's 6:00 a.m. and your phone rings at home. It's the police. It seems someone has broken into your business and stolen all of the computer equipment.

You didn't have a security system so no one knows when the theft occurred or who might have done it. Had you had a camera and controlled entry system through **Security Equipment Inc.**, the Chamber's **Small Business of the Month**, you wouldn't have half the problems you're facing now.

Security Equipment specializes in cameras, monitors and key card control systems that record who enters and exits a building. Company president and co-founder **Boyd Megginson** began his company in 1972 after the company he was managing was sold and he became a victim of "downsizing."

Around that time, he noticed the security system business was wide open and there wasn't much competition. So, he moved from unemployed to entrepreneur. "We began by purchasing a franchise business that carried equipment to deter shoplifters," said Megginson. "Eventually, we moved out of the franchise and into our own company and offer closed circuit TV and access control systems."

Though the name Security Equipment

leads people to think the company deals only in crime deterrent, Megginson said many companies use his equipment for process control. "For example, if a company is manufacturing widgets and one of those widgets gets caught in the machine, it can cause a disaster. But with our monitoring systems, someone can see a problem on the line and stop it before it jams up the whole process."

As is the case with many start-up companies, Megginson's company began with two employees. "We sold all day and installed all night," he recalled. Today the company has between eight and 10 people and now, with his two sons joining the business, he sees an expansion ahead.

Security Equipment is certified to design, install and service video/access control systems.

"The one thing that separates us from other companies is we offer a true integrated system," said Megginson who added sometimes companies supply systems that are not compatible. "We also offer a 13-month installation warranty. He concluded by saying he hires people with "great attitudes" who operate with integrity and "do what they say they're going to do."

Seminar Presenters Needed

If you are comfortable speaking to a group, and have an interest in sharing your knowledge and expertise, the Chamber has a forum and a ready-made audience. The **Small Business Development Department** is looking for seminar leaders for its monthly series targeted to Small Business owners and managers.

Topics range from internal loss reduction and estate planning, to computers and the year 2000 problem to retirement planning. More than 600 members and potential members attended a total of 19 seminars in 1997.

Most of the seminars begin at 11 a.m. and run for an hour. A catered lunch is served and everyone can get back to their offices by 1 p.m.

A recent member survey revealed interest in the following topics:

- Marketing
- Sales Techniques
- Employment Recruitment
- Business Writing Skills
- Worker's Compensation Laws
- Buying Health Insurance
- Advertising
- Finance
- Public Speaking
- How to Figure Business Taxes
- Stress Management
- Business Planning

If you have expertise in any of the above areas and are interested in presenting a workshop, call **Walter Underwood** at 431-8652.

Worry-Free Retirement

It's no secret that planning is essential in order to secure a happy, worry-free retirement.

Net Gain, the Chamber's small business program, will present **Retirement Plans for Small Businesses**, on **March 18** from 11 a.m. - 12:30 p.m.



The seminar is geared for small business owners and human resource managers of companies with 100 or fewer employees. Several plans will be discussed including SEP IRAs, Simple IRAs and Money Purchase Plans.

There is still enough time before tax deadlines for employers to set up retirement plans for their business and their employees.

The \$15 fee covers seminar literature and a boxed lunch. For reservations, call **Jacqueline Jones** at 431-8607.

Making Time Work For You

Learn how to increase productivity, meet deadlines, control interruptions, master paperwork, establish clear goals and conquer procrastination. The **Net Gain** seminar, **Making Time Work For You**, is the path to time management.

If these goals sound unreasonable, **Larry Krysk** of **Homeport Training & Development** will make them a reality during this session. The seminar will run from 11 a.m. - 12:30 p.m. in the Chamber's McGowin Room. The cost is \$15 per person and includes lunch. For reservations call **Jacqueline Jones** at 431-8630.

5TH ANNUAL SPRING GOLF TOURNAMENT

FRIDAY, MARCH 2

(rain date - Thursday, April 2)

TIMBERCREEK GOLF COURSE

Registration opens 9 a.m.

Putting contest 9 - 10:45 a.m.

Brunch 10:00 a.m.

Shotgun start at 11:30 a.m.



Call **Carolyn Golson** today at 431-8622.

Hole sponsor \$800 -

Individual Tickets \$150

(Includes green fees, cart fees, brunch, range balls, tee favors, complimentary beverages and a post-tournament reception.)

Prizes Include:

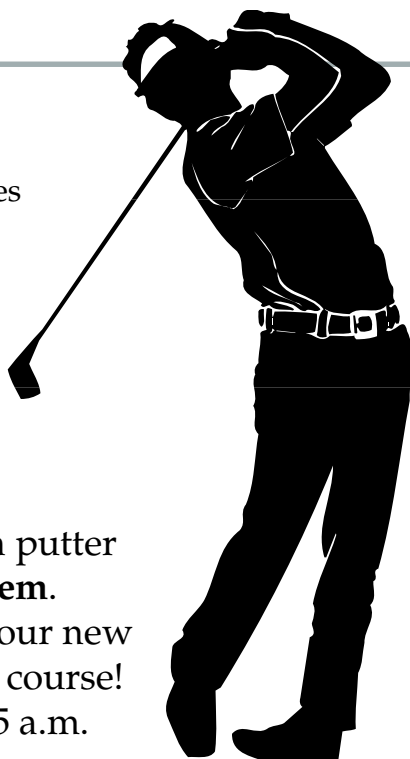
- ◆ 1st, 2nd & 3rd place winners on three courses
- ◆ Closest to the pin
- ◆ Longest Drive
- ◆ Great Door Prizes!



PUTTING CONTEST

Participate in the Putting Contest and win a putter with the new **Slazenger Putter Fitting System**.

A certified golf pro will do the fitting and your new putter will be ready when you come off the course! The Putting Contest is scheduled for 9-10:45 a.m. so come early and join the fun!



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*Diplomat of the Month***David Dockery**

David Dockery, associate agent of **Dockery and Associates-Nationwide Insurance**, has been selected as the Chamber's **Diplomat of the Month**.

Dockery has been a Diplomat of the Chamber for two years, and this is his first time to be awarded this title. "I think this is an outstanding program because it gives you the opportunity to give back to the community. You are making contacts for your business and the Chamber," he said.

Through the Diplomat program, Dockery recruited new members of the Chamber, and he professionally networked his skills at the Chamber sponsored monthly events.

Dockery and Associates is a Nationwide Insurance Co. that has been in business since 1982. Dockery said he is in business to serve, and through his accomplishments, he is able to sell the benefits of Mobile and the Chamber as well.

David Dockery

Legislative

Continued from page 1

Children First

- Children First is a proposed youth program that would provide increased state funding for juvenile programs, youth services, alternative schools, school safety programs as well as programs for at-risk children.
- Children First would address the issues of improved discipline and increased funding for local education.

The Mobile Area Chamber endorses Children First legislation increasing funding for at-risk programs through a nominal tax increase on cigarettes.

Tort Reform

- For years, Alabama has led the nation in the amount of punitive damages that juries award against plaintiffs. Frivolous lawsuits in this state continue to receive national media attention despite major efforts through the special legislative session in 1996 to address the problem.
- Area businesses, who have named this the number one issue of importance, continue to operate under the hammer of litigation we must work together to prevent the hammer from unfairly falling on our area's business community.

The Mobile Area Chamber encourages and endorses legislation that will fairly address the issues of limiting frivolous lawsuits, limiting attorney fees, amending the rules of discovery and evidence, encouraging mediation and most importantly, placing reasonable limits on punitive damage awards through constitutional amendment.

Education Reform

- Education continues to be identified as the second most important issues affecting our area's business community.
- With the largest public school system in Alabama, education is of special importance to Mobile county's ability to attract new industry and recruit a qualified work force to fill newly created jobs.

The Mobile Area Chamber encourages and endorses legislation providing more continuing education for teachers, updated technology in classrooms, school-to-work programs for interested students, capital improvements and increased funding for K-12 through the local property tax referendum supported by Citizen's For Better Education.

Workers' Compensation Reform

- As with education reform and tort reform, workers' compensation reform has largely remained unaddressed by the Alabama Legislature.
- The cost to area businesses of providing workers' compensation to their employees continues to escalate because of system abuse and attorney fees.

The Mobile Area Chamber encourages and endorses legislation requiring businesses to show proof of coverage when obtaining a license, create incentives for safety programs, limit attorney fees, decrease accident reporting time from 90 days to two working days, and create a fraud unit within the Dept. of Industrial Relations for the purpose of prosecuting worker's compensation fraud cases.

Employee References

- Area businesses currently have little protection from liability in providing good-faith job references for former employees.
- Protection from liability is needed for the free flow of accurate job reference information which can benefit both employers and employees.

The Mobile Area Chamber encourages and endorses legislation limiting the liability of employers to provide job references for employees.

State Docks Infrastructure

- The Alabama State Docks is a vital part of our state and local economy, providing jobs, revenue and support for an increasing number of Alabama businesses participating in the global marketplace.
- As one of the few deep water ports on the Gulf of Mexico, the Alabama State Docks is in a unique position to capture increasing trade from Central and South American markets.

The Mobile Area Chamber encourages and endorses legislation providing increased state funding to the Alabama State Docks for expansion and badly needed infrastructure improvements.

Small Business Incubator Programs

- Most businesses in Alabama fall into the category of "small business" and we must address the continued success of this important sector of our community.
- As the small business incubator for the Mobile area, the Business Innovation Center has launched more than 141 new businesses accounting for more than 272 new jobs with a net impact on the local economy of over \$17,500,000 since 1987.

The Mobile Area Chamber encourages and endorses legislation that would fund and support small business incubator programs such as the Business Innovation Center.

FEDERAL AGENDA**Environmental Reform**

- The Mobile area is unique in its special ecology, situated on the Mobile Bay and at the mouth of the Mobile River. This rich ecological diversity is important to area tourism and a healthy quality of life.
- Job growth and industry expansion are of equal importance to the area's health and economy and must not be unfairly burdened or hindered by unnecessary regulation.

The Mobile Area Chamber encourages and endorses legislation promoting voluntary environmental self-assessment and disclosure and safeguards to the environment based on sound scientific study and do not impose undue regulations on the area's business community.

Fast Track

- More and more business are becoming dependent on foreign trade. In the first half of 1997, exports from Alabama to the world increased 12 percent. Exports to Mexico increased by 48 percent during the same period of time and are expected to tremendously increase before the end of the century.

*Business Spotlight***Berney Office Solutions**

Berney Office Solutions (formerly South Alabama Business Machines and United Office Systems), the Chamber's **Business Spotlight of the Month**, is an office equipment supplier helping their customers accomplish every day tasks faster with the latest in digital technology.

Based out of Montgomery, Berney offers sales, service and supplies locally. **David Mayhall**, area marketing director of the Mobile office, operates the copier, fax and office equipment retail business with the primary goal to help customers advance into the digital market. "We provide and market the future of office equipment technology today by offering analog and digital products from Sharp Electronics Corp. and Konica Business Technologies," Mayhall said.

A unique aspect of Berney Office Solutions is that all decisions are made locally. "This is a welcomed fact in this industry and very helpful to our customers," Mayhall said. Local management is empowered to ensure customer satisfac-

tion. Without corporate walls to break down and the absence of the middle man, Berney customers can conduct business directly with Berney and provide better solutions in a timely manner.

Berney offers written guarantees for lifetime performance, under four-hour service response, authorized supplies, training support and upgrade flexibility.

It has also implemented an innovative idea called "Team Sourcing™," meaning working with their customers to understand not only their technology needs today, but where their business wants to go and how they want to get there.

Berney Office Solutions provides sales and service for Mobile, Baldwin and Washington Counties and is currently located in two locations: 4321-B Midmost Drive (Sales) and 715 Lakeside Drive West (Service). To ensure its commitment to the Mobile market, a new 17,000-sq. ft. building has been purchased at 779 Lakeside Drive to bring sales and service into a single location.

David Mayhall & Berney Office Solutions will put your business on the cutting edge of technology.

- The South as a region is more dependent on exports than any other region of the country, exporting a larger percentage of goods and services.

The Mobile Area Chamber encourages and endorses "Fast Track" legislation increasing the ability of the nation's executive branch to negotiate trade agreements with foreign countries.

Tax Reform

- Federal tax reform continues to be an important and popular part of federal policy debate.
- While an overhaul and reorganization of the Internal Revenue Service has begun, a great deal of work needs to be done to create a fairer, less burdensome system of federal taxation.

The Mobile Area Chamber encourages and endorses legislation cutting the capital gains tax, reducing estate taxes, and replacing the current tax code with a new system that includes simplicity, stability and the elimination of multiple taxation.

ISTEA Reauthorization

- The reauthorization of the Intermodal Surface Transportation Efficiency Act (ISTEA) will determine how billions from federal gas taxes that states put into the Highway Trust Fund are distributed for road construction and other transportation projects.
 - Under the current act, Alabama has become a "donor" state receiving less money from the trust fund than the state remits each year in taxes.
- The Mobile Area Chamber encourages and endorses legislation to provide multi-year reauthorization of ISTEA returning a greater percentage of transportation funding to donor states to address a backlog of transportation needs.

Healthcare Reform

- Healthcare reform continues to be an important part of federal debate, and the interests of employers and employees in this debate must be carefully balanced.

- A market-based health care system is important, however, government micromanagement and regulation of health care is in neither the employer nor employee's best interest.

The Mobile Area Chamber opposes legislation that would increase the federal governments role in regulating private healthcare and increase the cost of providing health coverage to employees.

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Chamber's Strategic Plan In Line With Area Goals

In January, the Chamber Board of Directors approved a strategic plan to help guide the Chamber in developing its annual goals and objectives for the next five years. "The strategic plan is a result of the Chamber's efforts to incorporate strategies from *Envision Mobile-Baldwin* into its annual plan of action," said John Davis, chairman of *Envision* and Chamber chairman-elect.

"As one of the 299+ Vision Partners, it is our responsibility to put our energies into those strategies we feel we can impact. Until our vision becomes part of our work, it will never be realized," Davis added.

The strategic plan can be summarized into four major strategies:

- Develop a work-prepared community populace.
- Lead efforts for economic advancement.
- Champion partnerships for regional success.
- Enhance the Chamber's ability to meet the needs of its customers.

"None of these strategies will be realized in a vacuum," said Chamber President Win Hallett. "Partnerships and collaboration between public and private sectors, educators, business people and citizens on both sides of Mobile Bay will be necessary in order to move our region forward."

For a copy of the entire strategic plan, please call **Katrina McCrory** at 431-8611.

OSHA EXPO '98

The Occupational Safety and Health Administration is holding their annual Central Gulf Coast Occupational Safety and Health Seminar and Exposition, Expo '98, on **April 2** at the **Mobile Convention Center**, from 8 a.m. - 4 p.m.

Expo '98 is presented by the Mobile Area OSHA office, the Mobile Bay Area Section of the American Industrial Hygiene Association (AIHA), the Mobile Chapter of the American Society of Safety Engineers (ASSE), the Mobile Occupational Health Nurses (MOHN) and the Gulf Coast Maritime Safety Association (GCMSA).

This partnership has allowed the Department of Labor to provide the Mobile area the opportunity to participate in an outstanding event devoted specifically to occupational health and safety. The purpose of the Expo is to promote continuous improvement in occupational health and safety through information and education, and to establish proactive relationships between the Occupational Safety and Health Administration, business and health and safety community.

Assistant Secretary of Labor, **Charles Jeffress**, has been invited to speak during the opening session to kick-off the day long event. **Frank Poliafico**, founder and president of Emergency and Safety Programs Inc. will deliver the keynote address.

This year's expo will feature more than 16 technical breakout sessions on topics such as: how to survive international business travel, OSHA guidelines for maintenance employees, how to effectively communicate health and safety to your employees and zap! electrical safety can save your life.

This program is a unique avenue of assistance that provides access to governmental regulators, health and safety professionals and the opportunity to view the latest in technology offered by vendors of related products and services.

The cost is **\$60** per person and includes lunch. Registration information is available by calling the Occupational Safety and Health Administration at **441-6131**.



The Leading Edge

Now Available! *The Leading Edge* is the first directory spotlighting more than 300 minority leaders in our area. Each participant was recommended by someone who recognized their potential as a community leader, and has a personal commitment to community projects and is willing to serve.

For years, the Mobile Chamber and other community groups have expressed the need for a pool of qualified minority leaders to increase

diverse representation. Organizations like *Blacks in Government*, *Leadership Mobile* and the *Coalition of 100 Black Women* assisted in the recruitment of minority representatives.

Thanks to sponsors **Alabama Power**, **Bank of Mobile**, **Davis Photography** and **SouthTrust Bank**, the first copy of *The Leading Edge* is free, additional copies are \$5 each. For more information, come by the Chamber or call **431-8621**.

Join Us For OSHA EXPO '98

April 2 • Mobile Convention Center • 8 a.m. - 4 p.m.

Expo '98 is presented by

- Mobile Area Occupational Safety and Health Administration Office
- Mobile Bay Area Section of the American Industrial Hygiene Association (AIHA)
- Mobile Chapter of the American Society of Safety Engineers (ASSE)
- Mobile Occupational Health Nurses (MOHN)
- Gulf Coast Maritime Safety Association (GCMSA)

Features 16 technical breakout sessions on topics such as:

- How to Survive International Business Travel
- OSHA Guidelines for Maintenance Employees
- How to Effectively Communicate Health and Safety to Your Employees
- Zap! Electrical Safety Can Save Your Life

The cost of the Expo is \$60 per person. Lunch is provided. Registration form provided below. Further information is available by calling the Occupational Safety and Health Administration at 441-6131.

1998 Central Gulf Coast Safety and Health Seminar and Expo Registration

Mail to: AHIA, c/o Elf Atochem, P.O. Box 99, Hwy 43 N., Axis, AL 36505, ATTN: Sonny Weeks

Make checks payable to AHIA/EXPO 98
SORRY, NO CREDIT CARDS, PURCHASE ORDERS OR INVOICES.
NOTE: Payment must be received no later than March 23, otherwise the registration fee is \$75.00.

Name _____
 Company _____
 Address _____
 City _____ State _____ Zip _____
 Phone _____ Fax _____
 _____ \$60 PREPAID (Payment received by March 23)

Please indicate seminar choices. Select one from each session per person.

SESSION 1

- ___ 1A. How to Survive International Business Travel
- ___ 1B. Associated Builders & Contractors "Basic Plus" - Safety Course for Construction Employees
- ___ 1C. OSHA's New Respirator Standard
- ___ 1D. Alternatives to Silica in the Maritime Industry
- ___ 1E. OSHA Guidelines for Maintenance Employees
- ___ 1F. What to Do when the News is You - Handling the News Media

SESSION 2

- ___ 2A. "Guilty or Not Guilty" - Workers Compensation on Trial
- ___ 2B. Associated Builders & Contractors "Basic Plus" - Safety Course for Construction Employees (continued)

- ___ 2C. How to Effectively Communicate Safety and Health to Your Employees
- ___ 2D. Central Gulf Coast Federal Safety and Health Council Meeting (Closed Session)
- ___ 2E. Bloodborne Pathogens for Construction
- ___ 2F. A Holistic Approach to Safety and Health

SESSION 3

- ___ 3A. Preplacement Physicals - the Do's and Don'ts
- ___ 3B. Associated Builders & Contractors "Basic Plus" - Safety Course for Construction Employees (Continued)
- ___ 3C. ZAP!! Electrical Safety Can Save Your Life
- ___ 3D. "Just Say Know" - Making an Informed Choice About Alcohol (Frank Policifico presentation)

Small Company? Get Large Group Insurance Rates

"We're happy with the savings and the service," says **David Gardberg, Gardberg Furniture**, when asked about his new employee health insurance plan.

Gardberg and his wife are long-time supporters of the Chamber and this past year they estimate that *Chamber Advantage*, a program offering a choice of three Health Partners group health insurance plans, saved him close to 10 times his dues.

Specifically for companies with 1-99 employees, as a member of the Chamber your employees and their dependants are eligible for medical benefits at competitive rates usually reserved for larger employers.



Information and enrollment materials are available at Health Partners' Mobile office in the Union Planters (formerly Magnolia Federal Bank Building) at 851 Beltline Hwy., Ste. 610. To have a summary sheet faxed to your business, call Health Partners' representative, Cindy McCrory at 470-8508. To participate in *Chamber Advantage*, it is necessary to be a current member of the Mobile Chamber.

For additional information about Chamber membership, please call the Membership Department at 431-8622.

Domestic Violence and Its Impact in the Workplace Workshop

Providing a safe, secure work environment for employees is always a priority for employers. Dangers from outside forces such as a violent employee or an abusive spouse disrupt many workplaces, and are causing employers to rethink their approach to workplace safety.

Avoiding such workplace violence has become an important goal for business owners and managers. On Friday, April 3, 8:30 - 10:30 a.m. the Chamber, in cooperation with Mayor Dow's Domestic Violence Task Force, is sponsoring "Effects of Domestic Violence in the Workplace," a workshop that will provide useful direction and preventative steps. Other topics will include legal responsibilities and liabilities, behavior patterns and profiles of potentially violent individuals and referral resources.

Presenters include attorney **Bradley Byrne, McRight, Jackson, Myrick & Moore**, human resource manager **Katherine Chumley, Atlantic Marine Inc.**, behaviorist **Dr. Irene McIntosh, University of South Alabama College of Education**, Deputy **Ron Sheffield, Mobile County Sheriff's Office** and a representative from Penelope House, a community shelter for abused women and their children.

The workshop will be held in the Chamber's McGowin Room. There is no charge to attend. Reservations may be made by calling the **Chamber's Community Development department** at 431-8621.

Five Years of Fabulous Flowers and More

Spring isn't official until the Festival of Flowers. This year's event, set for March 26-29 at Spring Hill College, will feature the latest advancements in gardening by well-known landscape artists and floral designers from Auburn University.

One of the largest garden festivals on the Gulf Coast, highlights will include more than 100,000 sq. ft. of flower and garden displays, creative ideas for patios and landscaping and an exhibition of flowers from around the world.

Keep Mobile Beautiful will again host the children's venue on Saturday and Sunday. Among the activities, Mr. and Mrs. McGregor will be reading from *The Tales of Peter Rabbit*.



Story time in the Children's Garden is popular among young festival goers.

Daily admission is \$8, advanced tickets are \$6 and children 12 and under are free. For more information, call the Providence Hospital Foundation at 639-2050.

Future Development

Continued from Page 1

What we need is a community-wide strategy to make these resources more accessible, combining them into one central location or at least one general area," Hill said.

Dr. Conrad Smith, Bishop State, traveled with the group to Miami because he believes the college plays an integral role in the community. "With the Minority Technological Center, work force development and job training at Bishop State, we see ourselves as a resource for economic development and we want to be involved."

Miami's Small Business Resource Library is one component of the Enter-

prise Community Center and offers reference materials, business software, statistical data and Internet access. This essential resource center fascinated Dr. Smith and he's exploring the possibility of creating a similar program with Bishop State's computer lab.

This fall, the Chamber and Bishop State, along with other community partners will sponsor a summit to measure interest and probe into the challenges of unemployment, underemployment and business development within the African-American community. Packed with seminars, mini-workshops and job information, area leaders hope this will lead to a solution-oriented plan to address these issues and improve quality of life.

Coast Safe and Lock Ad

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.

Shizuo "Kita" Kawakita is president and CEO of Mitsubishi Polysilicon. He graduated from Japan's Kyoto University with a BS in Applied Chemistry, and worked for Mitsubishi Materials Corporation for 35

years in non-ferrous metals production. He joined Mitsubishi Polycrystalline Silicon America Corp. in 1996, and has headed the company's operations in Theodore since September, 1996.

Shizuo "Kita" Kawakita
Mitsubishi Polysilicon

Harold E. Miller is division president of Winn-Dixie Stores, Montgomery Division, which includes the Mobile area. The Montgomery Division operates 123 retail supermarkets, and has recently undertaken aggressive expansion in the Mobile area. He began his career in Auburn, Ala., and has been in his current position since 1983.

Harold E. Miller
Winn-Dixie Stores

William R. Seifert II is executive vice president and south area executive for AmSouth Bank. He is a graduate of McGill Institute and the University of Alabama. He joined American National Bank, predecessor of AmSouth, in 1971 and served in various retail and commercial capacities prior to his present position. He serves on the boards of Southwest Alabama United Way, Providence Hospital, WHIL, America's Junior Miss Foundation, Senior Bowl and the Lerio Corporation. He is treasurer for the Mobile Arts & Sports Association and a community advisor for the Junior League of Mobile.

William R. Seifert II
AmSouth Bank

Michael (Mike) G. Shannon is president of Gayfers/Maison Blanche, a position he has held for three years. Previously, he served as president of the Southeast division, and prior to that he served as an officer of the parent company, Mercantile Stores Co. Inc. On the corporate level, he was influential in establishing a corporate business school, Mercantile Stores University, and played a leading role in designing the company's entire infrastructure for technology.

Michael (Mike) G. Shannon
Gayfers/Maison Blanche

Bob L.H. Tan is president and CEO of Mobile Aerospace Engineering. He joined Singapore Aerospace in 1985 as an assistant manager, and was promoted to general manager in 1991. He relocated to Mobile in 1992 to assume leadership of the Mobile operation.

Bob L.H. Tan
Mobile Aerospace
Engineering



6 First Friday

Time: 7:30 a.m. - 8:30 a.m.
Place: Seascape Furniture
 967 Hillcrest Rd.
Cost: \$2 for Members
 \$5 for Potential Members
 Reservations are not required



17 Member Reception and Briefing

Time: 5-7 p.m.
Place: Chamber McGowin Rm.



19 Making Time Work For You

Time: 11-12:30
Place: Chamber McGowin Rm.
Cost: \$15 Includes a catered lunch
Call: Jacqueline Jones at 431-8607



26 Business After Hours

Time: 5:30 - 7 p.m.
Place: Bienville Bistro Inc.
 358 Dauphin St.



11 State of the City and County Luncheon

Time: 12 Noon
Place: Adam's Mark Hotel
Cost: Tickets - 10, Table of 10 - \$100
Call: Shelly Mattingly at 431-8612



18 Retirement Plans for Small Businesses

Time: 11 - 12:30 p.m.
Place: Chamber McGowin Rm.
Cost: \$15 Includes a catered lunch
Call: Jacqueline Jones at 431-8607



20 Fifth Annual Spring Golf Tournament

Time: Shotgun start at 11:30 a.m.
Place: TimberCreek Golf Course
Cost: \$150
Call: Carolyn Golson at 431-8622



3 First Friday

Time: 7:30 - 8:30 a.m.
Place: DigiPH PCS, 851 Beltline Hwy.
 Ste, 804 in the Union Planters Bldg.
Cost: \$2 for Members
 \$5 for Potential Members

Business After Hours

It's Beach, Bayou and All That Jazz...

...when BellSouth Mobility presents the "Sounds of Mobile" at March's Business After Hours at Bienville Bistro on Thursday, **March 26.**

Whether you prefer sandals and seafood, blue jeans and jambalya or cocktails and jazz, **BellSouth Mobility** will provide your favorite atmosphere to network with Chamber members.

Also, register to win a pair of tickets to see

George Strait live in concert in Birmingham on April 5.

Be sure to visit each room at the Bistro to discover your favorite place and prepare for a few surprises. Bring a business associate and enjoy a relaxing evening compliments of BellSouth Mobility. Bienville Bistro is located at 358 Dauphin St. Admission is \$2 for members and \$5 for potential members.



BELLSOUTH Mobility

Beth Tate Named Account Executive of the Year



Beth Tate

Beth Tate, account executive at the Chamber, was honored as the **1997 Account Executive of the Year.** Tate earned the title not only for her enthusiasm and positive attitude, but also for her willingness to serve members and outstanding achievements in recruiting new members.

"An account executive's job at the Chamber means more than just recruiting new members, it also means helping to retain their membership," said Carolyn Golson, the Chamber's director of resource development.

Much of Tate's success can be attributed to her constant awareness of whether or not businesses are members. She also encourages and nurtures the new members she brings in, keeping them involved and taking advantage of networking events.

Tate has been with the Chamber for three years and has earned this distinction both times it has been awarded. "I look forward to my job every day and enjoy working with some of the most professional and enthusiastic people in Mobile," she said.

Golson added, "Beth is an important member of the Chamber's team and her desire to see Mobile, the Chamber and its member businesses do well is contagious."

Forum Alabama Presents New U.S. Chamber President

As the first U.S. Chamber of Commerce President in 25 years, **Tom Donahue** says he intends to build new relevance for the organization in today's fast changing business environment.

Donahue will speak on **Tuesday, April 21** at *Forum Alabama*, a program designed to build awareness for significant business-related issues and raise the profile of the Mobile Baldwin region.

Primarily addressing federal-level issues and policies, the U.S. Chamber is the world's largest business federation of companies, local and state Chambers of Commerce and trade and professional affiliations.

The U.S. Chamber has taken a particularly active role in trade policies. Mobile Chamber President Win Hallett has served for several years on the

international policy committee that has endorsed NAFTA and other trade expansion activities.



Decisions made on the federal level directly or indirectly affect the way we do business in Mobile, so mark April 21 on your calendar and get a glimpse of where the U.S. Chamber is headed. Sponsored by Alabama Power, the luncheon will be held in Room 204 A & B at the Mobile Convention Center. Call **431-8638** for reservations. Tickets are \$20 per person or \$160 for a table of eight.

Member Orientation

If you've recently joined the Chamber, or would like to know more about Chamber services and activities, mark your calendar for the **Member Reception and Briefing** scheduled for Tuesday, **March 17** from 5-7 p.m. During the meeting you'll meet Chamber staff members and learn about primary focus areas: economic development/job creation, community involvement, governmental affairs and member services.

Hors d'oeuvres will be served at 5 p.m. and the briefing begins at 5:30 p.m. A networking session follows. This meeting is free to all Chamber members, however, reservations are appreciated. Please call **Karen Turner** in the Membership Department at **431-8638.**

April's First Friday

Mark your calendar for April 6 and come to the Chamber's **First Friday** hosted by **Digiph PCS** located at 851 S. Beltline Hwy., Suite 804 in the Union Planters Bank Bldg. A continental breakfast will be served.



Learn more about the newest cellular technology and take advantage of this opportunity to network with other early birds. The breakfast begins at 7:30 a.m. and ends promptly at 8:30 a.m. Cost is \$2 for members and \$5 for potential members. Reservations are not required.

SIPCO Ad Here

Who Can You Trust to Service Your Computer?

The Computer Broker, Inc. has been providing computer systems design and service to Mobile area businesses for over a decade. You can't be around that long without doing a lot of things right. We listen to your needs select the most cost effective solutions and provide uncompromising service.

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- Non-Profit
- Construction
- Automotive
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- Retail

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Call Sam St. John for a free consultation at 661-3111, or visit our showroom at 1678 S. Beltline Hwy., near Cottage Hill Road.

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ATTENTION MEMBERS!

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

- Beth Tate at 431-8647, pager: 371-0562
- Jeff Lambeth at 431-8627, pager: 582-1899
- Tom Lewis at 431-8629, pager: 582-2076

Ralph and Betty Williamson announced the opening of their new store, **The Vintage**, located at 1300 Schillinger Rd. S., Suite D. The Vintage will specialize in antique reproductions, classic furniture and collectibles. For more information call 634-8601.

The **University of Mobile** Board of Trustees unanimously elected **Dr. Mark R. Foley** as president of the University on Feb 13. He was formerly Executive Vice-President of New Orleans Baptist Theological Seminary. Congratulations!

Kay Farrar Brown, dean of graduate and special programs at the **University of Mobile**, successfully defended her dissertation and was conferred the Ed.D. in administration in higher education by Auburn University.

Teledyne Continental Motors announced **Robert J. (Bob) Jacklin** has been promoted to the position of vice-president and general manager. The company also appointed **John Oakley** to the position of director of manufacturing operations.

Baker High School student **Stephen Richardson** won the 71st Annual Mobile County Spelling Bee held at **Mobile Gas** last month. Richardson, an eighth grader, sealed his victory by spelling the word, docent. **Jessica Emerson** from Clarke Middle School was runner-up in the county-wide contest.

The **Medical Society of Mobile County** recently appointed **Sheree Smith LaCoste** as executive director. LaCoste holds a bachelor's degree in Nursing from Troy State University. Before accepting this position, LaCoste served as the executive director of the American Foundation for Health Care.

Congratulations to **Lewis Advertising** for bringing home the gold at the Advertising Federation's ADDY awards Banquet. Overall the agency won 27 ADDYs and more than a dozen certificates. The agency also won Best of Show that was accepted by **Charlene Patterson**, account executive, and Best of Show Broadcast presented to creative director **John Carroll**. Great job!

The **Sports Extreme** boys gymnastics team took home the third place trophy at the TCG Invitational in Hattiesburg, Miss. Winners included **Daniel Culpepper**, **Corey Valesquez** and **Chance Richardson** who won medals in all events. For a schedule of meets and tournaments call Joanne Novikov at 693-0099.

Hand Arendall L.L.C., announced **Patricia J. Ponder**, **Henry T. Morrisette**, **Edwin O. Rogers** and **Stephen Harvey** have become members of the firm. The firm also announced **J. Ken Thompson**, **Jeffrey D. Dyess**, **Jaime W. Betbeze** and **E. Shane Black** have joined the firm as associates.

Corr Tech Inc. has recently opened a new facility located at 3349-A Halls Mill Rd. serving Ala., Miss. and Fla. The company is a multi-branch distributor of corrosion resistant and high purity fluid and air handling products. Contact Johnny Brown at 479-7887 for additional information.

Ella Moye of Miflin was recently named Ms. Senior Gulf Coast of Alabama. Moye is married with six children and 12 grandchildren. The pageant was held at **Senior Citizens Services** in February.

The **Mobile Public Library** has contracted **Paul Fox**, a local independent philanthropy consultant, to coordinate the Library's Capital Campaign.

Fox

Prudential Cooper & Co. Inc., REALTORS announced their new associates. **Lindy Kaiser** and **David Dockery** will be working out of the Azalea Rd. office. **Judy Sande** and **Paul Karavitz** will be working out of the Hillcrest S. office. **Jeanne McKay**, **Paula** and **Chris Bonner**, **Carolyn Cooper** and **Don Lloyd** will be working out of the Foley office.

Infirmiry Health System announced that **Hercules Panayiotou, M.D.** joined the multi-specialty group, Diagnostic and Medical Clinic, P.C. on Jan.1 as a staff cardiologist. Dr. Panayiotou is board certified in medicine and cardiovascular disease.

Bishop State Community College President Dr. Yvonne Kennedy has appointed businessman **Charles W. Porter** to direct the college's Minority Technology and Entrepreneurial Center (M-TECH), which is housed within the college's Division of Continuing Education and Economic Development.

Porter

University of Mobile's women's soccer coach **Uwe Tittl** was presented the 1997 National Coach of the Year award for Senior College Women, and was also named National Association of Intercollegiate Athletics Coach of the Year for Women's soccer.

ST&T Inc., a Mobile-based telecommunications company serving the South, announced the following promotions: **Patti Sager**, corporate sales manager; **Wayne Hendrix**, branch manager; **Tom Alford**, field service supervisor; and **Matt Brown**, infrastructure specialist. Congratulations!

Employers Drug Program Management Inc. (EDPM) of Birmingham and Mobile has been selected to manage the drug and alcohol services for the Mobile County Public School System. The school system is required by the Omnibus Transportation Employee Testing Act of 1991 to conduct pre-employment, random, reasonable suspicion, post accident and return to duty follow-up testing for drugs and alcohol.

Members of **Compass Bancshares Inc.** acquired Fidelity Resources and its subsidiary, Fidelity Bank N.A. with 13 full-service bank offices in Dallas, Texas. The acquisition is Compass' largest to date and brought more than 20 percent in deposit base. For more information call Ellen Laden at (205) 933-3554.

Kathleen Morgan has been named **Ideal Technical Services Inc.'s** Mobile branch manager. Morgan brings to Ideal a strong background in human resources and management experience, as well as marketing and sales background.

The **March of Dimes** annual Walk America fundraising event will be held Saturday, **April 25** at the Greater Gulf State Fairgrounds. Local company teams are being recruited to raise money for more babies to have a healthy start in life. For more information call the 438-1360.

Mike Loncono has joined the **Jackson Agency**. Loncono will specialize in employee benefits programs and has over five years of experience in this area.

Loncono

Thomas Hinds, chairman and chief executive officer of **Regions Bank-Mobile** announced the promotion of **Betty D. Steber** to retail lending officer. Steber has worked in several areas in the retail division, including Bel Air and Tillman's Corner Branches.

Springhill Memorial Hospital Vascular Lab now has a fully registered staff. **Mariena White** is now a registered Vascular Technologist.

Ben H. Harris III has joined the firm of **Zieman, Speegle, Oldweiler & Jackson L.L.C.** Harris is a graduate of the University of the South and a graduate of the University of Alabama School of Law.

The **University of Mobile** Alumni Council named **Lynn Bellew**, executive director of America's Junior Miss, the 1998 Alumna of the Year. Bellew, a native of Fairhope, is a 1979 honors graduate of the University of Mobile with a bachelor's degree in elementary education.

Dr. Emmanuel Cutrone, professor of sacramental theology and liturgical studies at **Spring Hill College**, was recently elected vice president of the North American Academy of Liturgy at the group's annual meeting in San Antonio. Cutrone will serve one year as vice president before assuming the role as president.

The **Better Business Bureau of South Alabama Inc.** received more than 95,000 calls in 1997. The majority of the calls were inquiries, not complaints, seeking pre-purchase information. In all, the BBB processed approximately 1,400 customer complaints. For more information on the BBB call Dean Smith at 433-4101.

Member News features Chamber member announcements, such as grand openings and relocations, or employee news, such as promotions. 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*

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The Lerio Corp.
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Anniversary Shop & Art Gallery
Haverty Furniture Company
The Pillars

15 YEARS

Parisian Inc.
WPMI / WJTC TV

10 YEARS

Green Park West Manufactured
The Mobile Record
Montlimar Apartments

5 YEARS

Burkholder Insurance Inc.
Buyer's Agent of Mobile Inc.
Dixie Service Cleaners
Elevator Escalator Safety
Elevator World
First Enterprise Acceptance Co.
Gulf Long Distance Inc.
Infiniti of Mobile
Isle of Capri Casino Crowne Plaza
Killion & Vollmer P.C.
The Paint Store Inc.
Real Estate Book of Mobile
Robinson Lumber Company Inc.
Treadwell Honda

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