

THE VIEW

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MOBILE AREA CHAMBER OF COMMERCE

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USA Redefines Tire Recycling

Used tires could soon be converted into a cleaner, cheaper oil now that a company bought the rights to further develop the technology created and patented at the University of South Alabama.

Advanced Recycling Sciences (ARS) will build a pilot plant in the next six to twelve months according to Keith Fryer, executive vice president of The Quantum Group Inc., a California-based environmental recycling company that recently acquired ARS. The plant will most likely be located in California, but a specific site is yet to be determined.

Focusing primarily on the tire industry, The Quantum Group generally sells technology systems outside the U.S. that shred and granulate tires into crumb rubber used in asphalt to pave roads and a wide range of industrial and commercial products. Fryer says the company sees this new recycling method as an opportunity to proceed into advanced technologies and acquired the rights to pursue it.

The plant will employ USA's Supercritical Fluid (SCF) tire recycling technology to further reduce the nation's mounting number of scrap tires. "The SCF process essentially removes agents that are binding everything together and returns the material to its oil state," explains David Hayhurst PhD, dean of USA's College of Engineering.

The new method will produce 20 to 30 percent more synthetic crude than the conventional recycling method and will cost 40 percent less. Early estimates are the process could yield more than 12 million barrels of synthetic crude oil a year.

It was the OPEC oil embargo and the long lines at the gas pumps in the 1970s that first gave Jagdish Dhawan PhD, a professor of chemical engineering at USA and one of the inventors of the new technology, his idea. At that time he was part



Photo ©/Courtland Richards © 2000 USA PR

Jagdish Dhawan PhD, a USA chemical engineering professor was one of the inventors of a new process that transfers old tires into oil that can be used to make a cleaner, less expensive gasoline.

of a group studying whether Canadian coal could be converted into gasoline. He remembers thinking, "a similar idea can be applied to tires."

The SCF tire recycling technology took its

inventors, Dhawan and Richard Legendre PhD, a retired professor of chemistry, more than six years to develop.

Once the tire is shredded to remove the steel, SCF involves a simple process that produces a synthetic crude that can easily be upgraded in existing oil refineries. The shredded tire is put into a container much like a pressure cooker with a solvent similar to paint thinner. The rubber is converted into oil when it is heated at mild temperatures and pressurized explains Hayhurst. It is then cooled and separated into oil that can be used to create gasoline and carbon that can be recycled into filler for new tires.

"In most of the other technologies you have a lot of undesirable byproducts, and in this process there are almost no unusable byproducts," says Hayhurst.

"Environmentally, this is the most friendly process," says Dhawan. "This processes does not produce any gases that are harmful to the environment, specifically sulfur." The Environmental Protection Agency is pushing refineries in the next several years to produce gasoline with lower sulfur additives. Therefore, explains Dhawan, this method produces a leaner, better quality oil with less waste that is easily upgradable to a consumer product such as heating oil or gasoline," says Dhawan.

"There is a growing market for these technologies," says Fryer.

More than 250 million tires a year are discarded in the U.S., adding to the estimated 2 billion already accumulated. According to the Environmental Protection Agency, nearly 80 percent of these tires wind up in landfills, stockpiled or illegally dumped. Further complicating the

problem, landfill space is scarce and disposal is expensive and difficult.

Although a modest amount of recycled tire material is used to resurface highways and make shoe soles, the nation's consumption of tires far exceeds its secondary use. And, since tires are made predominately from petroleum, motorists are quickly using a limited natural resource.

Others have attempted to convert scrap tires into an energy source, however their methods have proven too costly. USA's technology makes the best use of scrap tires, yielding petroleum along with steel and carbon that can be recycled.

Dhawan adds this new recycling technology provides the cleanest form of synthetic crude. "It's the next best thing to Mother Nature."

USA's Scrap Tire Recycling Technology:

- ▲ Conserves natural resources while cleaning up the environment
- ▲ Represents a potential energy source totaling more than 12 million barrels of crude oil each year
- ▲ Yields 20 percent to 30 percent more synthetic crude than the conventional recycling method
- ▲ Costs 40 percent less than the conventional method
- ▲ Produces a synthetic crude that is easily upgraded in existing refineries
- ▲ Provides the cleanest form of synthetic crude oil – the "next best thing to Mother Nature"

Local Foundation Funds School-to-Work Programs in Area At-Risk High Schools

The Crampton Trust, a foundation managed by Regions Bank here in Mobile, recently awarded the Chamber's Center for Workforce Development (CWD) a \$50,000 grant to launch School-to-Work programs in four local, at-risk, inner-city high schools.

"We hope to help set up community and business partnerships at Vigor, B.C. Rain, Citronelle and Blount high schools as we've done in South Mobile County," said CWD Executive Director Barbara Estes who wrote the grant. "These School-to-Work partnerships bring business and educators together to re-design curriculum and programs to ensure students are prepared for the work world."

Because the Mobile County Public School System is so large, local community based and supported School-to-Work initiatives (like South and North Mobile County) can be of great benefit to communities, providing:

- a vehicle to generate additional resources through setting up local nonprofit education foundations to secure grants and other funding;
- students with additional opportunities to prepare for their careers as well as eventually enter the workforce;
- the inspiration for local citizens to garner support for education; and
- a way to identify new community leadership.

The plan calls for School-to-Work liaisons to be hired for each school. These new hires could be teachers or even principals already at the schools. Next, a business/education advisory board would be established to drum up community support for the initiative. Board members would be trained, by CWD staff and others, in such things as developing goals and objectives, strategic planning and visioning for school-to-work programs. The group would then develop a structure and function chart to determine individual roles. In addition, a community needs assessment would be conducted to determine what skills area businesses need in their employees. Finally, a strategic plan is drawn up and a marketing plan devised to promote the plan prior to implementation.

"The Chamber will provide two years of technical assistance in setting up the programs," said Estes. "We expect the pre-launch process to take anywhere from six months to a year, depending on the enthusiasm of the community."

"We are most grateful to the Crampton Trust for this assistance," said Estes. "Our goal is to leverage their generous contribution for maximum impact. We believe this grant will reap significant benefits for the business community as well as the students preparing to go into the workforce."

Here is one of several support letters written by students for the grant...

"I am writing to thank you and to give support for the School-to-Work programs in Mobile County. I am a 17 year-old married student, enrolled in the Aquaculture Academy at Bryant High School. I feel it is very important to participate in school activities, but as an independent married student, it is also necessary that I help with financial commitments at home. I am fortunate that I have been given the privilege to not only participate in aquaculture, but to earn money in the process.

Upon entering the program to earn credits to graduate, I had no idea the doors it would open for me. I have been exposed to a world of opportunities through the class and a summer internship. I have learned the responsibility needed to develop, improve and succeed in the aquaculture industry. Also, through Bryant's aquaculture program, I earned a job at Alabama Sea Farms. Along with five others, we discovered variations from the tank growing process to growing fish in ponds. I have been exposed to a world of career opportunities. In one year of aquaculture studies, I have worked in the following areas: purchasing, accounts payable, accounting, marketing and quality control. I feel that a more productive and efficient individual once I graduate. I strongly support your efforts on behalf of the School-to-Work initiative, and I thank you for the opportunities it has given me.

Sincerely,
Jenny Brinkman

State Results Prompt Envision Taskforce to Address School Readiness

Based on testing by Alabama teachers, the State Department of Education (DOE) reports that approximately one half of the 7,000 children who entered kindergarten in the Mobile and Baldwin County school systems last fall were not ready to learn.

This startling fact prompted an Envision Mobile-Baldwin group of volunteers to address the Envision strategy striving to "Provide an opportunity for each child to be prepared to enter the kindergarten system ready to learn. Create an environment that encourages the development of quality early-childhood programs that will enhance the social, emotional, physical, as well as mental growth of all children."

Envision Mobile-Baldwin is a long-range strategic plan created by area citizens focusing on the areas of education, quality of life, infrastructure (transportation, housing, utilities, etc.), economic development, government and community leadership.

Last fall was the first time the DOE collected data on the status of all kindergartners in public schools in Alabama. The Alabama Early Learning Inventory study contains a snapshot of how children performed in beginning sounds, familiarity with printed material, levels of language, recognition of uppercase letters, and pre-math skills.

Led by State School Board Representative Bradley Byrne, a group of childcare providers met to work on the Envision strategy, set a benchmark to measure the number of children not ready to

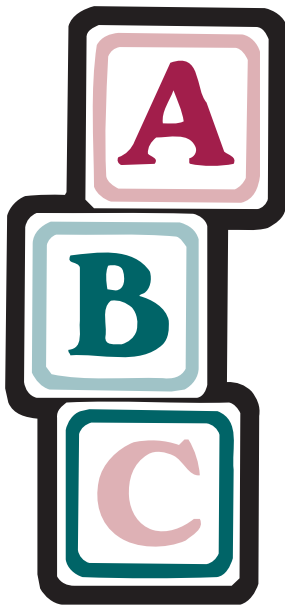
learn and develop action steps for reducing those numbers. Byrne said the Governor's Office of School Readiness director Pam Baker is looking at the initiative in Mobile and Baldwin counties to prepare children for school.

In a brainstorming session to address the issue, participants brought up ideas such as having a systematic curriculum in childcare facilities, parent education programs, expanded four-year-old preschool programs, and better communication of what knowledge children need to meet developmental milestones. It was also suggested that hospitals, physicians and other health care providers would be good avenues to help circulate information about child development.

"The data from the state's assessment program, and responses from questionnaires sent to all kindergarten teachers, confirm that far too many of our children in Mobile and Baldwin counties enter kindergarten unprepared," said Byrne. "We are creating a coalition of people in this area to formulate

and implement a plan, tied to measurable results, for solving this critical problem. No one wants any parent to put their young children in developmentally inappropriate programs, but there are widely recognized and accepted ways we can help young children prepare for school."

The group will be meeting to develop a set of specific action steps related to this readiness issue and will set multi-year benchmarks to measure progress. Representatives from childcare agencies are welcome to attend the monthly meetings. For more information, contact Ginny Russell at 431-8618.



Volunteer Mobile Brings Home National Award

The Points of Light Foundation presented Volunteer Mobile with its Annual George W. Romney Volunteer Center Excellence Award during the 2000 National Community Service Conference in Orlando recently.

The award is the nation's highest honoring volunteer centers and is named after Romney who was a three-term governor of Michigan and the founding chairman of The National Volunteer Center as well as a founding member of The Points of Light Foundation.

Volunteer Mobile also received a \$1,000 check. "This is not just an honor, it's really recognition for Mobile," said Penny Dendy, executive director of Volunteer Mobile.

"This award says a lot about how important volunteerism is to our community. The fact that we have so many volunteers who are willing to help is a measurement, if you will, of our community pride," added Ginny Russell, the Chamber's director of community development and coordinator of Envision Mobile-Baldwin, the area's long-range strategic plan.

Last year, the organization referred more than 4,000 volunteers to fill 5,400 plus jobs to local agencies, schools and organizations. Local volunteers provided more than 250,000 hours of service having an impact of over \$3 million on Mobile's economy.

"That has increased by 50 percent over the last eight years," said Dendy, who added the increase came after the organization participated in a visioning process with the Points of Light Foundation, a national, Washington D.C. based organization devoted to promoting volunteering.

"It's not just the numbers, it's the impact on the lives of citizens," stressed Dendy. "What's more significant are the kinds of tasks that volunteers are involved with."

Among the many activities area volunteers performed in 1999 are running the Nicholas and Alexandra exhibit, reading to school children, mentoring, delivering meals and providing youth motivation to stay in school through job shadowing programs.

Dendy credited Envision with creating a sense of service in the business community. "Businesses have always been generous donors. Now they



Penny Dendy, Volunteer Mobile's executive director, receives national award.

recognize donating man hours makes good business sense and is an investment in the community."

According to Russell, one of the Envision strategies is to encourage employers to provide opportunities and time for their employees to participate in community civic affairs and school activities. Volunteer Mobile partnered with the Chamber and presented the first Corporate Community Service award to Brown and Root in January at the Chamber's annual meeting.

Volunteer Mobile received the award for demonstrating excellence in connecting volunteers with the opportunity to serve, promoting volunteerism, building capacity for effective local volunteering, participating in strategic initiatives mobilizing volunteers to meet local needs, and promoting the partnership between the national network of Volunteer Centers and the Points of Light Foundation.

In addition to recruiting and referring volunteers to fill the needs of local organizations, Volunteer Mobile coordinates the Compass and Connections Mentoring program for Mobile and Baldwin counties' foster care youth; Family Coaches Program; under contract with Mobile County Department of Human Resources; Operation Good Morning, a telephone reassurance program serving the elderly and the homebound; and Mobile Commits to Kids, Mobile's local initiative of America's Promise. It also serves as the Volunteer Emergency Response Center under the county's emergency management plan.

To learn more about volunteering or the organization, visit www.volunteermobile.org or call 433-4456.

Step Two in the Air Quality Study

◆ Specific work plans reviewed by task force

The Air Quality Task Force has taken another step toward conducting a comprehensive study of Mobile's air situation. The group has met twice with ICF Consulting, the California-based environmental engineering consulting firm hired a few months ago to prepare the scope of work or specific elements of the study. The Air Quality Study is a project of Envision Mobile-Baldwin that when complete, will provide Mobile citizens with an overall understanding of the community's true air quality. Data from the study will be used to develop local plans and policies.

"As far as I know, we're the only community doing this type of study without being under a state or federal mandate," said Chamber Economic Development Vice President Jim Apple.

During ICF's presentation, the task force reviewed the company's recommendations for five work-plans forming the scope of work. The first calls for monitoring or an actual sampling of Mobile air.

Next, the group looked at the modeling plan that projects the quality of air in every part of Mobile County. Since costs limit testing to a few general spots, researchers will take information

such as meteorological data, point source emissions (chemicals released by specific industries), mobile sources (exhaust from cars, trucks, small engines), and area sources (fumes from businesses such as dry cleaners, gas stations, etc.) and put it all together to determine the likely air quality in areas of the county that were not directly measured.

The third work-plan considered by the task force is called community-based expectations. This is an exercise to establish what our environmental hopes are as a community. The opinions of individuals and community leaders will help shape this portion of the study as well as future plans.

The two remaining plans address quality, both of the overall project and the handling and shipping of the data collected during the research.

The task force expects to have a vendor to do the actual study by early September.

"The Chamber is a participant in this study because we believe it will provide an accurate description of our environmental status and will help governments and organizations around Mobile County set future development policies," Apple concluded.

...and then the boss said to me

"I've got this great idea for our new business location, but it'll need to be in just the right town with just the right site, and it should have a unique design and little shops all around it — make it happen"...

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State Economic Developers Visit Mobile & Baldwin Counties

Project managers from the state's economic development organization, Alabama Development Office, (ADO), were in the area a few weeks ago to take a look at what might be considered future sites for prospect companies.

The tour was organized by the Chamber and the Baldwin County Economic Development Alliance (EDA). The group toured available sites, buildings, current infrastructure and several area businesses.

ADO Project Manager Dave Echols was one of four who participated in the tour. Echols said while he was familiar with the area, it helps to go through it periodically.

"You have some outstanding companies. People who work with them make a lot of money and contribute a lot to the community. They make world renowned products and that is a valuable thing. A vast majority of these companies have a great (environmental) record and are great places to work. They are also bringing in a lot of technology. And people there may take that for granted."

"Often businesses or consultants will go through the state to find available sites because they either don't know all the areas or want to bypass the local community and work with the state in the beginning of a selection process," explained Kevin Mapp, a project manager in the Chamber's economic development department.

When asked about the area's strengths and weaknesses, Echols said, "I think the quality of life is outstanding. I think you have progressive leaders in both (counties), and I think there is a preference for quality development."

He added, "I know I'll be down there with a prospect between now and next year."

Echols pointed to education as the primary weakness in the area saying that while the public schools in Baldwin County seem to have a better reputation, the perception is that the schools in Mobile are underfunded. "It's a very long drawn out problem that has to be dealt with that is not just unique to Mobile."

"It was a hectic two days," said Mapp. In addition to sampling some of the Gulf Coast's finest food and a deep sea fishing excursion, the group visited the State Docks; Middle Bay Home Port, built in the early 1990s for navy vessels; Mobile Commerce Park, a light industrial park with a campus-like setting; and Brookely, a 1,700 acre airport and industrial complex that was a former military base.

In Baldwin County, the group visited available sites and buildings in Daphne, Bay Minette, Loxley, Robertsdale and Foley. Also on the tour was Long-Airdox in Daphne, a manufacturer of pulley's

and conveyor belts, and Vulcan, a manufacturer of aluminum signs made for transportation departments throughout the country.

The Chamber and the Baldwin County EDA have hosted similar events in the past.

"Over the last several years ADO introduced us to a number of project opportunities," said Jim Apple, the Chamber's vice president of economic development. "It was from them that we first learned about West Teleservices, SpillTech,

"I know I'll be down there with a new prospect between now and next year."

Dave Echols
project manager for ADO

Minolta-QMS Earns Regional Exporter Award

Mobile-based Minolta-QMS was recently recognized as one of the region's Exporters of the Year. The other award went to Separation Systems Inc., a provider of specialty gas chromatography systems in the petrochemical and environmental industry. The awards were presented by the World Trade Council of Northwest Florida in May.

Rep. Sonny Callahan presented the award to Minolta-QMS at the World Trade Conference held in Point Clear.

Greg Jones, Hand Arendall, representing the volunteer task force nominating the company said he believes, "Minolta-QMS has taken control of its own destiny in international trade matters.

"They did such an exemplary job in Europe and Asia, and teamed up with Minolta, all in '99."

Within the last year, the company reacquired its former European subsidiaries including those in the Netherlands and Germany, took control over its Japanese distribution operations serving Japan, Korea and China, and formed an alliance with Minolta Co. Ltd.

"By reacquiring the international subsidiaries and partnering with Minolta, we have more than doubled our presence on a global basis. That combined with the competitiveness of our product, has allowed us to capture 25 percent of the European marketshare and enter Latin American, Japanese and Asian markets," said Ed Lucente Sr., Minolta-QMS chairman and chief executive officer.

"Our operations people have just installed a surface mount technology assembly line, installed an Enterprise Resource Planning system and shipped record volumes this past quarter. This

award reinforces their hard work," Lucente added.

Ed Lucente Jr., the company's director of economic development, and other company officials have gone with the Chamber on several Latin American trade missions, working to expand its overseas market, said Tony van Aken, the Chamber's director of trade and technology.

"International marketing is a very important part of their strategy and the fact that they have been purchased by Minolta makes them even more of a player," van Aken said.

Headquartered in Mobile, the company develops and manufactures color and monochrome laser printers and associated supplies and accessories for offices, electronic publishing, graphic design, advanced imaging and home offices.

QMS was founded in 1977 and established itself as a technological pioneer with a long-standing record of industry firsts including: first PostScript laser print system, 1985; first laser printer under \$2,000, 1985; first color PostScript print system, 1988; first desktop color laser printer, 1993; first color laser print system under \$5,000, 1996; and first desktop color laser printer under \$1,300, 1998.

In June 1999, Minolta Co. Ltd. acquired a majority stake in QMS and in November 1999 Minolta's Peripheral Products Division merged with QMS to form Minolta-QMS. QMS has expertise in controller architecture, while Minolta built its reputation on printer engine design and development. The new partnership is expected to lead to better control of manufacturing costs, faster time in bringing products to market and improved product quality.

Small Business of the Month Jade Technologies Network Solutions

In this fast-paced world, consumers are constantly migrating toward companies that can save them time (not just money) – seeking out the one place that provides or sells everything in a single location. Jade Technologies Network Solutions, August's Small Business of the Month, can offer businesses that kind of service in the area of computer network and design.

Owners Andy Odle and John McGiboney had a "one-stop shop" in mind when they started the company three years ago. Odle previously worked for a computer company and McGiboney worked for a cable company.

Together, their expertise covers the gamut from building computer systems to connecting cable and telephone lines, to system repairs. The company's client list ranges from individuals to small companies with network needs, to small cities and large corporations installing a complete computer system throughout the Southeast including Alabama, Mississippi, Louisiana, Georgia and Florida. The company even designs Web pages.

Odle and McGiboney make service a priority and know the quicker a problem is fixed, the happier and more productive the customer. "We provide service to our customers the same day we are called or within 24 hours," McGiboney said.

In addition, the two partners invest in staff member training and keep up with new technologies. Another key to their success has been the support of the Business Innovations Center (BIC). McGiboney is grateful that the BIC is available to help promote and expand small businesses in Mobile.

Jade Technologies Network Solutions has four major divisions providing services to individuals and companies, large and small, throughout the Southeast. The cabling division offers phone and fiber optic cabling with all the accessories, plus installation and repair. The Computer division provides sales, service, networking capabilities and service contracts on all brands and models. The telephone division sells service on most telephone brands and models including Lucent and Altigen. The company recently added a fourth division offering Web page design.

"We've been very fortunate in that, over the years, we've received more and more business through word-of-mouth because of the quality of our work, our strong commitment to our



Front row (l-r) Jeff Odle, Chris McKerchie, Mike Rabig, Aaron Moore. Back row (l-r) Jess Mason, Sherrie Lammons, John McGiboney, Andy Odle, Jason Peacock, Rudy Moers.

customers and our well-trained staff," said McGiboney.

The company has grown tremendously from a three-person operation to a staff of 13 employees. By the end of June, the company had already doubled last year's sales.

"We strongly believe in our 'Three Rules of Business,'" says McGiboney, "One – Take care of the customer. Two – Take care of the customer. And three – Take care of the customer."

Both Odle and McGiboney say their commitment and honesty help them never lose sight of the customer or their "rules." They have that same dedication to the community and support several local organizations including the Dixie Youth Teams, America's Junior Miss and the YMCA.

To contact Odle or McGiboney, call 665-4800.

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

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Board of Advisors

The Board of Advisors represents many of the Chamber's most generous supporters, and provides member company CEOs, owners and principals an avenue for valuable input on critical Chamber and community issues. This group meets three times a year at various locations. Meetings offer opportunities to receive advance information pertinent to Mobile's progress from a business perspective, to hear from business and government leaders and other speakers of timely importance, and to be represented as issues about the community's future are discussed.

Past meetings have featured speakers such as Gene Schreiber of the New Orleans Trade Center; Neal Wade, Economic Development Partnership of Alabama; former Gov. Fob James; Jack Kelly, former United States Olympic Committee member; Bailey Thomson, University of Alabama; Gov. Don Siegelman; and Elmer Harris, Alabama Power Co.

For more information contact Katrina McCrory at 431-8611.



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Union Planters Bank



Owen Bailey
Thomas Hospital



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Mobile Register



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Ben M. Radcliff Contractor Inc.



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Dennis L. Shorridge Jr.
Mobile Infirmary Medical Center



Cheryl A. Thompson
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NOT PICTURED

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- Christopher "Kit" Bonvillian**
Iberville Insulations
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TeSeCon Inc.
- James G. Roach**
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Robert S. Wilbanks
SouthTrust Bank N.A., Mobile

Mobile Bachelor Makes People's Top 100 List

People magazine combed the country looking for America's 100 most eligible bachelors. The search took four months and when the results were published in the July 10 issue Mobile's Andy Newton was on the list along with actor George Clooney, New York Yankee Derek Jeter and a variety of doctors, lawyers, bankers, even a comedian.

Seems the magazine wanted to prove "a good man isn't hard to find — if you look in the right places."

Thanks to a phone call that came to the Chamber's communications department and a recommendation from friend Reeda Taylor, the Chamber's director of customer service, Newton's name along with several others from the Mobile area went into the hat.

Newton owns Newton Construction company, an endeavor he started four years ago. "I love to build. It's very tangible. You can see what you're doing everyday."

Recently he became part owner in Southern Light, a fiber optic company. What made the editors at *People* decide he had the right stuff? In addition to being an entrepreneur at 28, he has built houses for Habitat for Humanity. Several years ago he went to Africa and worked in some villages

— building houses and pig pens with concrete floors to help contain a disease the pigs were spreading. In 1996 he was part of a construction team that went to Venezuela.

Newton says he's getting 20 to 30 calls a day from women all over the country. A few have been from Mobile girls, but several have come from New York and New Hampshire and at least one from California.

When asked if he might pursue a relationship with one of the many callers, Newton said maybe someone from Mobile, but he wasn't interested in a long distance relationship.

Newton said he doesn't feel too different after the article hit the magazine stands. "Some people

point at me and some ask me my name, but my friends have kept me pretty humble," said Newton.

"Okay, so it's not the typical national public relations story you'd expect the Chamber to promote to let the rest of the world know what a great place Mobile is to live, work and play," said Susan Rak Blanchard, the Chamber's senior communications specialist who worked with *People's* reporter covering the Southeast. "But isn't it great anyway?"



Local builder, Andy Newton

Group Works to Secure the Future of Technology on the Gulf Coast

Recently Mobile business leaders in a variety of technology-related companies have launched another endeavor to enhance the city and the region's image — a technology council.

Why? "The primary objective for me was to increase the visibility of technology solutions in the Mobile community," says Ryan Johnston, indirect channel manager at BlueStar, an area business DSL provider.

It is Johnston who is credited with getting this Council off of the planning pages and into action. After working in Dallas and talking recently to co-workers in Memphis, Johnston says he decided, "It was the best way for him to get involved with other companies in area that are technology-related."

"And when I heard the Chamber had been thinking about it, I said, why not do it now. I'll be down there next week to talk about it," adds Johnston.

The Chamber is facilitating the group that started meeting four months ago. Its popularity is apparent since the first three meetings have each drawn between 20 to 40 people. Together, they have created a mission for the group: "The Gulf Coast Technology Council is the voice of technology business, working to create an environment that fosters technology expansion to ensure the Gulf Coast is a global leader in technology and application."

The group is in the process of building a Web site, www.gulfcoasttechnology.com, establishing an executive committee and has already created three subgroups focusing on skills/training, recruiting employees and community education/awareness.

Keith Ellenberg, chief operating officer at Chappura, a Mobile-based software manufacturer for Microsoft products, says his involvement has mainly to do with recruiting and retaining employees. "At Chappura, we always see a need for,

and are always looking for good people."

"Recruiting and keeping good employees is not a challenge unique to Mobile," adds Jim Apple, the Chamber's vice president of Economic Development who staffs the recruitment subgroup. "But we have a plan."

Ellenberg explains that Chappura along with several other companies, have their greatest success in recruiting workers when there is a Mobile connection. Either they were raised here and have since moved away, have family here or went to one of the area's universities or colleges.

"So instead of running ads in the Atlanta paper, let's get the message out locally. If you have a son or daughter who moved away looking for a technology job, cut out this ad and send it to them. Let them know there are jobs open here."

Johnston is the type of employee they are referring to. He was born here and, except for several summers, lived outside of Mobile most of his life. "So when I got tired of living in a big city and driving an hour to work, I started looking for a place to raise my kids."

"People have reasons to stay in Mobile because there are opportunities that are technology-based that 5 years ago were not here," adds Johnston.

Other plans by the group are to host a Technology Week this Fall that would involve a high tech trade show and job fair.

"The group is still growing and evolving," explains Kevin Mapp, an economic development project manager who is coordinating the Council.

Short term, the group will begin working on seminars and workshops and completing its Web site.

Long term, the members of the Council see this group as a support system that will also attract other technology-related companies.

Franklin Primary Health Center Inc.



5th ANNUAL CELEBRITY GOLF TOURNAMENT

Saturday, August 26

at Timbercreek

Registration: 7:15 a.m.

Tee time: 8:30 a.m.

Corporate Team: \$800
Includes 4 players, breakfast,
19th Hole Reception and award

Individual Golfers: \$125

Gala and Auction

Friday, August 25 • Historic District Holiday Inn
Tickets - \$20 each / Tables of 10 - \$200

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Closest to the Hole and Longest Drive



To register, or for information on sponsorships and program advertising, contact Sylvia Williams at 330-2158.

Proceeds will support the construction of the new Martin Luther King, Jr. Medical Center.

Speakers Needed to Lead Technology Seminars

- Making Your Web site Work for You
- E-Commerce – What is it?
- How can E-Commerce Benefit Your Company
- How to Do E-Commerce, Step-by-Step

These are a few of the technology-related topics members are interested in learning more about. If you have the knowledge and expertise to lead one of these seminars, or know someone who does, call Walter Underwood in the Chamber's Small Business Development Department at 431-8652.

Most seminars begin at 11 a.m., last about an hour and include a boxed lunch.

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Chamber Chase Campaign Winding Down



CHAMBER CHASE '00

This year's total resource development campaign, Chamber Chase 2000, ended last month. As of mid-July the cadre of 150 volunteers reached 73 percent of the \$825,000 goal, raising a total of \$601,100.

Throughout the month, volunteers will continue to bring in additional sponsors, cash, goods and services – all of which will count toward individual and team goals.

The Chamber's Vice President of Membership Carolyn Golson urges volunteers to keep recruiting new members in hopes of reaching the campaign's goal of 400, and also continue to let current members know about the number of sponsorships still available.

All in all the campaign is good shape, added Golson. Last year at this point, volunteers were at 74.3 percent of goal with \$557,522 raised.

"It's amazing to see how well Chamber Chase has gone this year," said Chairman Kinnon Phillips of Lewis Communications. "Our volunteers have committed to having a great time while participating in a vital part of the Chamber's success. Individually none of us could have accomplished what this team has been able to do."



A colorful Chamber crew joins together to motivate Chamber Chase volunteers at a recent carnival-style Report Session.

Chamber Chase teams have really excelled this year. Jerry Campbell, captain of the Mobile Gas team who already exceeded its goal of \$46,000, believes in the importance of the annual fundraising event supporting the Chamber, as well as showing off Mobile Gas' commitment to this community.

"Mobile Gas is recognized as a good corporate citizen, and I'm proud of that," explained Campbell. "This is just one of the ways I'm giving back to make our community even stronger."

Read more about the final days of Chamber Chase 2000 in the September and October issues of *The View*.

Business Spotlight of the Month PVF Supply Company



Phyllis Parker is very proud of her son, Michael. Michael was a salesman, a very good salesman, who started selling pipes, valves and fittings which eventually led him, with the help of his business-savvy mother, to start PVF Supply Company, the August Spotlight Business of the Month. PVF stands for, simply enough, pipes, valves and fittings, and is a wholesale distributor. While their customers include Ingall's Shipyard, they are not solely marine pipe suppliers, since pipelines are the same no matter where they are used.

PVF is strongly committed to its customers and goes above and beyond the normal focus on quality assurance. The company sought and achieved ISO 9000 certification, an internationally accepted set of generic Quality System Standards providing minimum requirements for businesses producing products in any industry. Along with the ISO 9000 certification, PVF is a Certified Minority company by the state of Alabama.

PVF's work is based on competitive bids, however, the company's management believes that every job or request is important and relies heavily on the well-trained and experienced staff.

"We are a family and everyone here has the same goal – to take the client seriously and personally," says Phyllis Parker. "People remember

Front row (l-r) Maria Jiminez, Buz Godwin, Scottie Streetman, Glenn Butler
Back row (l-r) Sen George Callahan, Phyllis Parker, Pat Manning, Brad Cobb

relationships and word-of-mouth recommendations." Regardless of how large or small the job, PVF is committed to the project and the customer.

"It goes above and beyond just the big contracts," says General Manager Brad Cobb. "If someone needs something (small) and they are unable to find it themselves, that's what we're here for."

With the help and support of Sen. George Callahan and three staff members, PVF has grown into a multi-million dollar company in just two short years. Recently the company opened a branch office in Chesapeake, Va.

Phyllis Parker believes in the power of networking and becoming involved in the community. To contact PVF, call 653-6676.

Business Spotlight of the Month is selected from a random drawing of business cards collected at the prior month's Business After Hours event.

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Area Youth Find Summer Work at Local Job Fair

In years past, the federally-funded Job Training Partnership Act (JTPA) provided money to put 1,000 disadvantaged youth to work. Those days are pretty much over, but local groups rallied to the challenge of placing kids in jobs by holding the first annual Job Fair.

Sponsored by the Workforce Investment Board's Youth Council, the Mobile County Public Schools and the Chamber, the employment opportunity event placed 76 youth in jobs with remaining federal funds and another 11 were paid directly by the private sector through participating companies. Company executives say more youth may be hired throughout the summer.

"We believe we're the only area in the state to seek jobs for youth through private sector funding since the JTPA funds were reduced," said Rachel Lunsford, program coordinator for the Chamber's Center for Workforce Development.

High school students enrolled in the school system's School-to-Work program and career technical education programs (more commonly known as vocational programs) were invited to the job fair. More than 100 youth and their parents attended. In addition, 25 local businesses set up tables to talk with youth about job openings and hire qualified candidates.

Once hired, participants were asked to attend a Leadership Institute presented by the Chamber and Youth Council. Students were exposed to elements of leadership and professionalism through such topics as problem solving, customer service, communication skills, teamwork, time management, initiative and more.

Youth Council President Darick Simpson said, "Without the support of the business community, efforts such as this would fail." He added, "It was refreshing to see the students turn out with such fervor and enthusiasm about interviewing with employers."

Following the Leadership Institute, students were asked to comment on their experience. Here is what a few of them said:

"I feel like they must really care because they took the time out to do all this for us."

"I received a lot of helpful information and I was opened up to a lot of . . . things that I never knew were open to me. I met people who are willing and able to help me in choosing and getting started on my future career. Thank you."

"For youth, I think this is program is the best workshop I ever went to."

Participating companies in the Summer Job Fair were:

Alabama Power Company
 Autre Greer & Sons Inc.
 Batchelor's Mechanical Contractors
 Bender Shipbuilding and Repair
 Coastal Builders Inc.
 Franklin Primary Health Centers
 Harmony Corporation
 Metals USA/Jeffreys Steel
 Minolta/QMS
 Mobile Fire and Rescue Department
 Mobile County Health Department
 Mobile Police Department
 Morgan Stanley Dean Witter
 Remedy Intelligent Staffing
 Rogers and Williard Inc.
 Saunders Engine Company Inc.
 Smith Electric & Associates
 T. Bachelor and Son Inc.
 Thames, Batre, Matei, Beville & Ison Insurance
 Twin Oaks Nursing Home
 United States Coast Guard
 Whitney National Bank

Diplomat of the Month

Michele Knowles



Armed with an understanding that it's always good to market and network yourself and your business, Michele Knowles is really making a name for herself. Selected as Diplomat of the Month, Knowles is a permanent placement recruiter for Long's Human Resource Services.

Employed at Long's for a year, Knowles has been a Diplomat for about four years – first with her previous employer and now representing Long's. Working as a Chamber volunteer, Knowles believes, is an important part to her job.

"As most people know, Long's is extremely committed to this community and the Chamber," she explained. "My working as a Diplomat is a great way to meet potential customers, and to make sure that our current clients are happy."

In addition to attending ribbon cuttings, First Fridays and working the registration booths at many Chamber events, Knowles said her favorite gathering to attend is the Chamber's monthly Business After Hours.

"It's one of the most well-attended events, and I really enjoy getting to meet so many new people," she said. "And it's not just a social event either, you really can conduct business as well."

When off work, Knowles is an active volunteer in "Le Krewe de Bienville" an organization that works with various tourist venues. She and the other volunteers are committed to performing, often in costume at various locations throughout the city, promoting the importance of tourism as well as Mobile's rich history.

For more information on the Chamber's Diplomat program contact Reeda Taylor at 431-8649.

Ask the Expert Goes Online as a Tool for Small Business Owners

As a small business owner, you're supposed to know every facet of your business, right? Wrong! It's impossible. So what happens when you realize there's a problem with the company and all eyes are on you for the answer? You're the boss, remember. Well soon there will be an expert on board at the Chamber to help.

Ask the Expert is a Web-based, small business assistance program available to all Chamber members. The format of the new program is simple, but provides a wide variety of services. Small business owners and employees can ask questions and post them on a virtual message board on the Chamber's Web site – www.mobilechamber.com or www.netgain.cc. Experts, designated by the Chamber's small business department, in the areas of accounting, legal services, insurance, financial consulting and technology, will respond personally to each person's question.

"This is the first critical step to offering advice to our members online," said Jason Thrower, vice president for small business development. "We packaged it well and it's going to open up a whole new world of answers for our small business owners."

Ask the Expert has been in development for nearly two years. During this time, its focus has become more defined and will offer more than just general information.

"Ours is an incredible program, opening the doors for small businesses, but should be used in conjunction with other services

available," said Thrower.

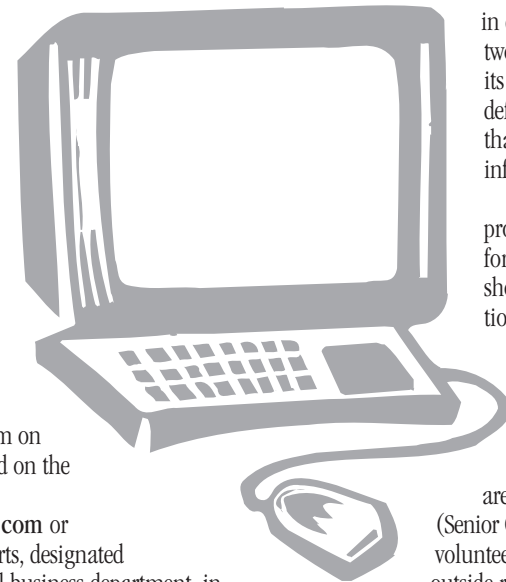
For example, in addition to using

Ask the Expert, one-on-one consultations

are available with SCORE (Senior Corps of Retired Executives) volunteers, Chamber staff and

outside resources. Ask the Expert

is expected to go online this summer. For more information on this program, contact the Small Business Department at 431-8607.



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Plan to Tee-Off

Serious golfers say it's always a great time to play golf. But most will agree, with the triple digits the area had this summer, it's nicer to play when the temperatures are cool.

Make your plans now and sign up for the Chamber's 13th Annual Fall Golf Tournament scheduled for Friday, September 22. The shotgun start time is 8:30 a.m. at Magnolia Grove Golf Course.

Breakfast and registration will start at 7 a.m. Plan to treat clients, customers and yourself to a fun day!

Hole sponsorships are available for \$800 and individual tickets are \$150. This event sells out quickly, so reserve your place on the greens now. For more information call Pratt Vereen at 431-8638.

Major event sponsors of this year's tournament are Adelpia Business Solutions, Alltel, Metals USA/Jeffreys Steel, MesaStaff and Williams Gas Pipeline-Transco.

The awards ceremony sponsor is Naman's Catering.

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Special Courses & Opportunities Offered to Area Professionals through USA

It's been said that learning is a never-ending process. For those that have adapted that philosophy, the University of South Alabama's Department of Conference Activities and Special Courses has a vast variety of courses, seminars and training opportunities.

USA is continually adapting and evaluating courses to meet the changing needs of business. The University's training programs are recognized nationally by business and technical professionals. Participants from across the nation are drawn to the Department's approximately 600 personal enrichment and professional development programs.

While most may be familiar with the University's non-credit, evening short-courses such as computer software classes, legal research and writing workshops offered, the staff also works with area companies.

"We work closely with manufacturing, service and government sectors to develop results-oriented seminars and workshops designed to increase performance and productivity," said Marcy Matherne, the University's chair of Dept. of Conference Activities and Special Courses.

The University will customize programs to focus on company-specific problems and issues, an attractive option to the organization that has a group to train. In addition to being more cost

effective, these programs bring the training on site at a convenient time.

People throughout the area have also had the opportunity to hear renowned speakers addressing current issues in their field through USA's conferences and teleconferences.

This year's "Worldwide Lessons in Leadership Series," an annual teleconference set for Nov. 15, will feature **Stephen Covey**, author of *The Seven Habits of Highly Effective People*; **Tom Peters**, author of *In Search of Excellence*; **Ken Blanchard**, author of *The One Minute Manager*, and more along with an exclusive FORTUNE executive panel consisting of Intel founder **Andy Grove**, Yahoo! Founder **Jerry Yang** and **Martha Stewart**.

For those exploring new career opportunities or wanting to enhance their career, USA Special Courses offers seven certificate programs. These non-degree programs consist of a series of required courses and electives and take an average of two years to complete. Each certificate program's instructional team is comprised of professionals in their respective fields. Certificates available are accounting assistant, executive secretary, administrative assistant, data processing, photography, paralegal and data processing.

Call USA's Department of Conference Activities for the Fall schedule or a catalog at 431-6411.

The Saints Come Marching in to Mobile

◆ Area ticket office announced, plus local pre-season practice set for Aug. 19

Local New Orleans Saints fans will have a more convenient ticket office and a chance to see one of their favorite teams practice in Mobile on Aug. 19.

Striving to increase their presence along the Gulf Coast, the Saints announced that the Mobile BayBears will operate a regional sales, ticket and information satellite outlet at Hank Aaron Stadium.

And later this month, the team will conduct one of its open practices at Ladd-Peebles Stadium. Saturday, Aug. 19, the Saints' trip to the Port City will commemorate "New Orleans Saints Day" in Mobile. The event, beginning at noon, will host youth and female football clinics and a flag football game involving the Saintsations, the Saints 40-member cheerleading team. After practice the football players sign autographs for their Mobile fans.

"We have great fans along the Gulf Coast," said

Saints General Manager **Randy Mueller**, "this event gives us the chance to showcase our new team to the Mobile community."

The practice, which takes place during the third week in the Saint's preseason schedule, was arranged through the combined efforts of Mobile Area Sports Commission President **Danny Corte** and **Arnold D. Fielkow**, the Saints' director of administration.

"The Gulf Coast area is a very fertile market for the NFL and Mobile is an ideal area for us to concentrate these efforts," said Fielkow. "The BayBears have a proven formula for success and this partnership should be beneficial to our (promotional) plans along the Gulf Coast."

The hours of operation for the satellite ticket office have not yet been determined, but plans are to begin offering tickets to individual games this season.

Contact **Dan Zusman** at 479-2327.



Photo by Michael C. Hebert/New Orleans Saints

Swinging Back to Mobile

◆ AFLAC Returns to Magnolia Grove

The world's finest women golfers have found a home in Mobile. The AFLAC Champions presented by Southern Living will return to Magnolia Grove on The Robert Trent Jones Golf Trail October 16 - 22. The tournament is also expected to come to Mobile in 2001.

The upcoming Ladies Professional Golf Association Tournament will showcase past winners from the 1998, 1999 and 2000 seasons as well as all active Hall of Fame members. **Karrie Webb**, **Nancy Lopez**, **Annika Sorenstam** and **Juli Inkster** are just a few of the great players who have committed to come to Mobile for The AFLAC Champions.

Mobile will again be featured in more than 73 million households on national television. Last year tickets for this event were sold in 14 states, bringing thousands of visitors to the Azalea City. The economic impact of last year's tournament has been estimated at \$6 million.

Also, a portion of the tournament proceeds is designated to benefit breast cancer awareness.

For more information and ticket sales, call **Mike Ginn** or **Laura Teague** in the tournament office at 645-1101.



Photo © Anderson Photographics 1999

Karrie Webb will be one of several well-known players in Mobile this October.



Troy H. Middleton, III, M.D.
W. Brent Faircloth, M.D.
Juan F. Ronderos, M.D.
Robert L. White, M.D.
Edward M. Schnitzer, M.D.

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450-5097

Local Artists -- Showcase and Sell Artwork at Upcoming Competition

Local artists and photographers have the opportunity to showcase their work capturing the unique sites and features of the Mobile-Baldwin area at the Chamber's annual Business and the Arts Competition, Show and Sale.

The event is held in conjunction with Business After Hours, and encourages businesses to purchase artwork for their lobbies, conference rooms and boardrooms. Entries are due Wednesday, Oct. 20.

Sponsored by ACO Employment Services and Stewartfield, this year's competition will be held Thursday, Oct. 26 at Stewartfield on the campus of Spring Hill College from 5 to 7:30 p.m.

Awards will be given in three categories: painting/drawing/ graphics, photography, and sculpture/ mixed media. There is a \$10 entry fee for each category and a limit of three pieces of art per artist.

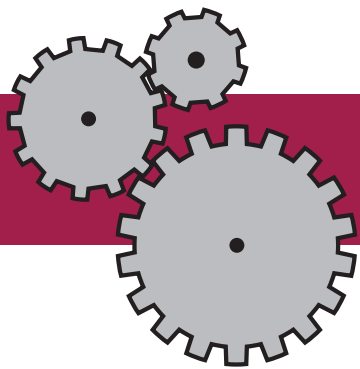
Last year more than 60 artists displayed and sold about 200 paintings, photographs and sculptures.

Interested businesses can sign up as Art Patron sponsors of the event for \$200 and the commitment to purchase a piece of art for their offices. Last year prices for art ranged from \$10 to \$1,000 with an average price of \$150.

Call **Ashley Collins** at 431-8606 for more information.



The Chamber At Work For You



Communication is Key

Relationships don't just happen, they are nurtured and then maintained. Periodically, the Chamber hosts a quarterly luncheon to talk about a variety of business and community issues with City and County leaders.

A Continuing Process

The Envision Steering Committee met with facilitator Henry Luke, Luke Planning in Jacksonville, Fla., to discuss ways that would move the project forward, expand current activities and set up a benchmarking process for action on future strategies. Following the meeting, David Johnson PhD with the University of South Alabama, agreed to help organize a new Benchmarking Committee.

The Chamber also convened a meeting with the Daphne City Council and Baldwin Transit Coalition to discuss plans for Baldwin County transit needs assessment.

The Team Approach

The Chamber's Workforce Development Center staff talked with the Southeast College of Technology staff looking for ways to partner with the business community through programs intended to improve the area's workforce skills.

Getting Ready for Character Counts!

Two elementary school guidance counselors attended Character Counts! Character Developmental training last month. Watch for more details in next month's issue of The View about the plan to launch this national effort in the area.

Getting Ready for the Future

The Chamber recently met with the president, professors and deans from the University of South Alabama involved in engineering, business and economic development. The group meets bimonthly discussing issues ranging from regional transportation opportunities to technology transfer.

A Helping Hand

The Chamber provides a helpful guide for members planning ribbon cuttings and grand openings, and schedules its Diplomats, Chamber ambassadors, to attend. Recently the group participated in events at Greater Mobile Jeep Chrysler, The Cronus Group and The Three Sisters Gift Shop.



Whether you're an employer looking for highly skilled workers or want to get involved with School-to-Work, the Center for Workforce Development's site at www.mobilechamber.com is right for you.

www.mobilechamber.com

In Front of the World

◆ Alabama companies to be promoted at world technology show

Looking for ways to secure a place on the map for Alabama's technology companies, the Chamber, along with the North Alabama International Trade Association, Alabama Development Office and the Economic Development Partnership of Alabama, will lead a trip to one of the world's largest technology shows.

Set for October 13-21, the partners are also subsidizing half of the costs in hopes that small companies can participate without assuming the cost of buying or manning a full booth.

The trade show SITEF is considered to be an international market for advanced technology, drawing an average 800 exhibitors from 20-25 countries and 60,000 professional visitors from

around the globe. It provides an unparalleled opportunity to high tech firms, start ups and small businesses.

The conference will be held in Toulouse, France's fourth largest city and part of the country's fastest growing region, in the heart of the European space and satellite industry.



The participation fee is \$500 and includes pre-arranged business to business meetings, company forums, seminars and conferences, listing in the SITEF exhibitor catalog, pre-show marketing and counseling, translators, hospitality visits and more.

For more information contact Tony van Aken in the Chamber's Trade division, at 431-8651.

Comparative Economic Indicators

May '00 vs May '99

Unemployment Rates		4.1% May '00
		4.2% May '99

Business Licenses		333 May '00
		293 May '99

Homes Sold		437 May '00
		434 May '99

Air Passengers From Mobile		34,662 May '00
		30,034 May '99



An Eternal Commitment to Education

Edna Evelyn Olson loved teaching. When she died at the age of 94, the retired teacher from Theodore, left a legacy that will help hundreds of young men and women follow in her footsteps.

She left a gift of \$258,400 to establish the Olson-Barnes Endowed Scholarship Fund at the University of Mobile in honor of Olson and her sister, Helen Barnes.

Scholarships for education majors will be offered in the Fall of 2001, first to eligible graduates of Bryant, Theodore and Mary G. Montgomery high schools, then to other Mobile County high school graduates.

Olson began her career in Wilmer and taught throughout Mobile County, with the majority of her career spent at Murphy High School from the 1930s to the 1960s.

A Simple Thank You

With technology making communications faster and easier, people

still prefer a personal thank you according to a recent USA TODAY Snapshots report. A survey conducted by the International Communications Research for the Society of American Florists showed 84 percent believe it's acceptable to thank someone for a gift in person; 82 percent – handwritten notes; 68 percent – phone call was acceptable. Technology communications tools ranked quite a bit lower: 29 percent said a voice-mail message was acceptable; 27 percent – e-mail; and 24 percent – faxed note.



Shop & Talk

For all the businesses selling online, it should come as no surprise that one-third of online shoppers of all ages would have liked to ask a question about a particular product or service. The May 9 USA TODAY Snapshots report broke down percentages by age groups: 18-24 – 34 percent; 25-34 – 28 percent; 35-44 – 28 percent; 45-54 – 30 percent; 54-64 – 23 percent; and 65 and older – 35 percent.

Southeast Not Expected to Escape Economic Slowdown

The Wall Street Journal's Southeast Edition featured predictions from regional economists for the third quarter of 2000. While it's expected that the region's economy won't rally as it did this time last year, the consensus of the experts is that the Southeast will still exceed the national rate.

The WSJ reports the region's gross state product, the value of goods and services, is expected to increase 4.3 percent over 1999's third quarter.

Mark Vitner, economists at First Union Corp. in Charlotte, told the WSJ "What consumers and businesses are feeling are the first significant headwinds for the economy in over five years." Vitner was referring to higher interest rates, soaring gas prices, the region's severe drought and the fact that consumers are curtailing their spending.

Most economists agree that indicators aren't pointing to a recession and expect a "gentle landing" for the region this quarter.

Honda Deal – A Top 10

The May 2000 edition of Site Selection lists Honda Manufacturing of Alabama's \$440 million auto and engine plant among 1999's Top 10 deals.

"Like some Southern rendition of 'Home on the Range,' seldom was heard a discouraging word about this deal," states the article.

Jeffrey Smith, American Honda senior corporate affairs and communications manager tells Site Selection that the biggest factor in choosing Alabama "was the tight teamwork among the Alabama Development Office, Economic Development Partnership of Alabama, Birmingham Metropolitan Development Board and the Talladega County Economic Development Authority."

Source: Developments, a publication of the Economic Development Partnership

Six Steps to Absorb More

Use this LADDER to sharpen your listening skills:

- Look at the speaker
- Ask questions to learn more such as "How did that make you feel?" and "What happened next?"
- Don't interrupt.
- Don't change the subject.
- Empathize with the speaker with phrases such as "I see" and "That must have pleased you."
- Respond verbally and nonverbally. Examples: Nodding your head in agreement or raising your eyebrows in surprise.

Reprinted from Communications Briefings, July 2000. Adapted from Bits & Pieces, The Economics Press Inc. (800) 526-2554, www.epinc.com.



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CALENDAR VIEW

August 15 Business Time Management

Time: 11 a.m. - 1 p.m.
Place: Chamber McGowin Room
Cost: \$15, includes lunch
Call: Brenda Rembert at 431-8607

August 16 Business Planning

Time: 11 a.m. - 1 p.m.
Place: Chamber McGowin Room
Cost: \$15, includes lunch
Call: Brenda Rembert at 431-8607

August 24 Business After Hours

Time: 5 - 7:30 p.m.
Place: Arthur R. Outlaw Mobile Convention Center
Cost: \$2

August 29 What's Up Mobile

Time: 7:45 - 9 a.m.
Place: Arthur R. Outlaw Mobile Convention Center
Cost: \$10
Call: Ashley Collins at 431-8606

COMING IN SEPTEMBER

September 8 First Friday

Time: 7:45 - 8:45 a.m.
Place: Best Inn & Suites, 150 South Beltline Hwy.
Cost: \$2 for members/\$5 for potential members

September 12 Member Breakfast and Briefing

Time: 7:15 - 9 a.m.
Place: Chamber Atrium and McGowin Room
Cost: FREE
Call: Pratt Vereen at 431-8638

Member Breakfast and Briefing

Come meet the Chamber staff and learn more about the different departments at the Member Breakfast and Briefing. Breakfast will be served and a briefing on Chamber activities will be held afterwards. This event is a great opportunity to market your company and see what the Chamber can do for you.



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No problem. Instead of getting the finger-pointing runaround from a handful of telecom vendors, ITC^DeltaCom gives you a single point of contact for all of it - local, long distance, data, internet and phone systems. And to make it even easier, we put everything on one bill. So wave good-bye to all that finger pointing and say hello to ITC^DeltaCom. Call our Mobile Sales office at 338-8700 or visit us at www.itcdeltacom.com.



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CHAMBER ANNIVERSARIES

40 YEARS

Tractor & Equipment Company Inc.

25 YEARS

Four Star Oil & Gas Company

20 YEARS

Lou's Jewelry

15 YEARS

Ehman Equipment Sales Company Inc.
 Gulf Coast Truck & Equipment
 Super-Lube 10-Minute Oil Change

10 YEARS

Arc Controls Inc.
 Hermann, Carter & Van Antwerp
 LA Research & Engineering Inc.
 Monkey Tail Flags

5 YEARS

Advance Appraisal & Consultant
 Betheze Realty Company Inc.

New Members

Continued from back cover.

Staples #1065
 Elizabeth Pratt
 1802 US Hwy. 98
 Daphne, AL 36526-4281
 (334) 621-0029
Office Supplies

Theodore Dental PC
 Gus Bahos
 7319 Theodore Dawes
 Theodore, AL 36582-4029
 (334) 653-1300
Dentists

Tyner's Catering
 Michael Tyner
 4725C Moffett Rd.
 Mobile, AL 36618-2236
 (334) 342-2369
Caterers

U-Save Auto Rental
 Hollis L. Gray
 1770 S. Beltline Hwy.
 Mobile, AL 36606-2740
 (334) 662-1771
Automobile Renting

UniqueHomes Online.com Inc.
 Demetrius L. James
 5608 Cottage Hill Rd. #125
 Mobile, AL 36609-4248
 (334) 665-0007
Real Estate-Sales

Vencare Pharmacy Services
 Robert Dunn
 5237 Halls Mill Rd.
 Mobile, AL 36619-9676
 (334) 661-9009
Insurance - Long Term Care

Vergos Apartment Rentals
 Gus M. Vergos
 1010 Government St.
 Mobile, AL 36604-2404
 (334) 432-1779
Property & Leasing Management

Vickie's Lawn Service
 C. R. White
 7221 Swedetown
 Theodore, AL 36582-6115
 (334) 653-1562
Lawn Maintenance

Weiss Appraisal Company
 Greg Weiss
 3266 Stein St.
 Mobile, AL 36608-5814
 (334) 380-0750
Real Estate Appraisers

Workshops, Etc.!
 Ramona Marsalis Hill
 P.O. Box 3079
 Daphne, AL 36526-3079
 (334) 591-9981
Leadership Development, Process Improvement, Teambuilding, Training & Development

As of June 31, 2000

What's Up Mobile?

◆ Summer briefing promises in-depth update on area happenings

With everything going on in the area, it's hard to keep up with who's doing what and how local projects are coming along.

Tuesday, August 29 the Chamber and the Mobile Convention and Visitor Corporation (MCVC) will host "What's Up Mobile?," an event designed to give its audience the latest details about a variety of topics including: downtown redevelopment, tourism, arts and business ventures.

Sure to peak the interest of every curious citizen, this seminar will be especially helpful to those who deal with out-of-town visitors in the business, tourism and service sectors.

On the agenda:

- ★ Mayor Mike Dow will cover downtown redevelopment and String of Pearls;
- ★ Brenda Scott, president and CEO of

MCVC will highlight tourism and attractions;

- ★ Jean Galloway, executive director of Mobile Arts Council will discuss local arts community; and
- ★ Win Hallett, president of the Mobile Area Chamber of Commerce will update local business and industry expansions.

Don't miss this interesting meeting so the next time someone asks, "Do you know what's going on with . . .?" You'll most likely know the answer.

"What's Up Mobile?" will be held from 7:45 to 9 a.m. at the Mobile Convention Center. A full breakfast will be served. Cost is \$10.

Reservations are required and can be made by calling Ashley Collins at 431-8606.

Business Time Management

Need help identifying time traps and time wasters in your business? This seminar can help. Ramona Hill with E.D. Raedyn & Associates will help you develop plans and strategies to use each minute to the fullest.

Cost to attend the seminar is \$15 and includes lunch. For reservations, contact Brenda Rembert at 431-8607.

Business Planning

Are you planning to start your own business or does your existing business need some restructuring? The Business Planning Seminar is just what you need! The seminar will help you develop a business plan to determine your competitive advantage and the processes and resources needed for growth.

Cost to attend the seminar is \$15 and includes lunch. For reservations, contact Brenda Rembert at 431-8607.



Business After Hours

Business After Hours is back again and, this time, is at the Arthur R. Outlaw Mobile Convention Center. Come enjoy the food and refreshments while making new business contacts. There will be a grand prize drawing for "Cruisin around Mobile." This gift package for two will include tickets to Mobile-area attractions. Don't miss it!

This is not the routine after hours event, there will be 50 table top exhibitors, door prizes and a performance by the Paraplue Dance Company.

No reservation is needed. The cost is \$2.



First Friday

Stop by the Best Inn & Suites located at 150 South Beltline Highway for a delicious continental breakfast for September's First Friday. Come by anytime between 7:45 and 8:45 a.m. to meet and network with business contacts. Reservations are not necessary. Cost to attend is \$2 for members and \$5 for potential members.



ATTENTION MEMBERS!

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

- Tom Lewis at 431-8629/pg: 582-2076
- Melody Lipscomb at 431-8627/pg: 371-9634

WHO'S NEW?

Cardiology Associates announced the association of Eliyya G. Abbud MD, F.A.C.C. and Charles W. Parrott MD, F.A.C.C. Both doctors will be practicing Clinical Interventional Cardiology and Peripheral Vascular Diagnosis and Intervention.

Fred W. Taul was appointed president and board member of Regions Bank-Mobile. Taul, a Mobile native who began his career with the bank in Mobile in 1968, is returning home from New Orleans where he served as executive vice president of Regions' Louisiana credit functions. He is a graduate of the University of Alabama and the

**Taul**

National Commercial Lending Graduate School at the University of Oklahoma. He also attended the Graduate School of Banking at Rutgers University.

Also Bryan B. Neth was promoted to assistant vice president commercial loan officer. Neth, who joined the bank in 1991, has a bachelor's degree from Springhill College and is a graduate of the Alabama Banking School at the University of South Alabama.

Jill Alene Jiminez joined the staff of the Mobile Museum of Art in the newly created position of curator of special exhibitions. She will coordinate and oversee the Museum's special and traveling exhibitions. Jiminez comes to Mobile from the Cleveland Museum of Art where she held a similar position. She holds a bachelor of Fine Arts in visual art and film writing from the University of Southern California and a master's degree in modern art from the Courtauld Institute of Art in London.

**Jiminez**

United Way of Southwest Alabama announced the addition of Monique Earl-Lewis PhD to its staff as director of its community investment division. A Mobile-native, Lewis received her master's in counseling and behavioral studies and a doctorate in organizational psychology. Previously she lead the development efforts at Most Pure Heart of Mary school in Mobile.

BUSINESS ENDEAVORS

The University of Mobile's School of Nursing developed several college courses now offered via videotape. The first two videotaped courses, Nursing 430: Nursing Research and Nursing 417: Community as a Client will be offered for the first time this Fall. Taught by the UM faculty, the courses are designed for working nurses interested in earning a bachelor of science in the RN-to-BSN program.

For more information, call Mattie Easter, assistant professor of nursing, at 442-2337 or 1-800-946-7267.

TeleVox Software, the Mobile based doctor-to-patient communications software company, recently announced the nationwide expansion of its medical and dental divisions' sales forces.

The expansion news comes on the heels of another announcement, that TeleVox has signed a three-year lease for its new corporate headquarters. The 15,000-sq. ft. site is located at 1210 Hillcrest Rd. and houses the company's 75 employees.

MEMBER NEWS**WELL DONE!**

Lorraine McDonald Reynolds was named career services director for Education America-Southeast College of Technology. She will assist students and graduates with employment searches related to their fields of study. Reynolds has six years of placement and career services experience and a bachelor's degree in Human Resource Management from Faulkner University.

Lamar Snow MD, a surgeon with Surgical Associates of Mobile, affiliated with Mobile Infirmary, was recently recognized at the 7th World Congress of Endoscopic Surgery held in Singapore for performing the world's first laparoscopic adrenalectomy in Mobile back in February, 1991. The surgery removes the adrenal gland from those suffering with a cyst or tumor on the gland.

Snow has pioneered many laparoscopic procedures and also performed the first laparoscopic cholecystectomy, removal of the gall bladder, in Alabama in April, 1989.

Springhill Memorial Hospital recently announced its new medical staff officers. They are: Randy Dotson MD, president; Liston Jones MD, vice president/president-elect; Gerry Phillips MD, secretary/treasurer; and E. Dodd Ozment MD, member-at-large.

Regions Bank recently promoted Gail T. Davenport to assistant branch manager of the Forest Hill Office. She joined the bank in 1981, working in several areas including the International and Trust Departments before working in the Retail Division's management training program. Davenport has a bachelor's degree in Business Management from Spring Hill College.

Leanne L. Laurence was also promoted to assistant branch manager at the University Blvd. office. Laurence started with Regions in 1993 in the retail Division's Management Training Program. She has a B.S. degree in Communications from the University of South Alabama.

Janet K. Rich was promoted to employee benefits trust officer. Formerly, she was an associate of Regions Financial Corporation's Trust Group. Rich joined Regions in 1998 in Arkansas as an allocation specialist and later transferred to Mobile to work in the Employee Benefits Record Keeping section of the Trust Department. She has a bachelor's degree in Mathematics from Mercer University in Atlanta.

University of Mobile recognized faculty with recent promotions. Anne Porter was promoted to assistant professor of Nursing. Associate professorships were given to: Dr. Harry Cole, English; Dr. Nancy Huff chair of Health, Physical Education and Recreation (HPER); Tara Kamassai, Nursing; and Dr. Dale Younce, Religion.

Associate professors granted full professorship are: Dr. Thomas Bilbo, Biology; Dr. Anne Lowery who is Dean of the School of Business, marketing and business; Dr. Judith McPeak who is chair of the Department of Communications, Communication; and Dr. Mary Funderburk, early childhood and elementary education.

FunStuff Productions' new LetterFun ABC Book and companion book on cassette were declared a winner of a Parent's Choice Award, and received a spot on the Spring 2000 Approval List. Commendations from the Parents Choice Foundation are considered to be the Oscar in children's entertainment, with only 6 percent of submissions receiving awards.

The LetterFun ABC Book and cassette help children learn the shapes and sounds of letters. All of the artwork in the book is by Mobile County elementary school children.

FOR YOUR CALENDAR

The Society Mobile-la Habana will exhibit a collection of photographs made by the society and others on travels to Havana, Cuba. The exhibit, Cuba: An American Perspective, will be held Sept. 8, from 6-8 p.m. at Savage Photo Lab & Gallery and popular local artist Randy Moberg will curate. For more information, call 450-0007.

Calvin Trillin, acclaimed reporter and author, will speak at this year's Tables of Content Gala, a project of The Friends of the Mobile Public Library. The event will begin at 6 p.m. on Sept. 21 at the Adam's Mark Riverview Plaza and is the library's annual fund-raiser to support its capital campaign as well as other programs.

Published in *The New Yorker*, *Time* and *The Nation* over the last 30 years, Trillin is noted for his humor and broad range of subjects. For more information, call 208-7021.

The Diary of Adam & Eve will be performed at the Upper Room Dinner Theatre at the University of Mobile on August 24, 25, 26, 31, and September 1& 2. The show is an adaptation of Mark Twain's *Extracts From Adam's Diary*. Show times are 6:30 p.m. For ticket information call 442-2383.

"People, Places & Wonderful Things" is latest exhibit on display at the Mobile Museum of Art's new Expo Hall location at the Mobile Civic Center. The display is a unique arrangement of pieces from the Museum's permanent collection and includes portraits, sculptures, paintings, furniture and crafts.

Admission is free. Hours are 10 a.m. to 5 p.m. Monday through Saturday, and 1-5 p.m. on Sunday.

The deadline to enroll in Spring Hill College's Adult Degree program is fast approaching. Fall registration is Aug. 15 from 9 a.m. to 6 p.m. For additional information call 380-3065.

COMMUNITY NEWS

United Way of Southwest Alabama received a grant from Microsoft Gulf States District Software Donation Program of software valued at \$11,980. With the advanced technology the Microsoft Office Professional 2000 software provides, United Way expects to improve its campaign efficiency and donor tracking system, enhance agency relations and communications with member agencies, assist in local fundraising and the distribution of funds to member agencies, and create Web designs and presentations.

The Software Donation Program provides software to nonprofit organizations in Alabama, Florida and Mississippi.

Mobile Infirmary has begun referring women with high-risk pregnancies who are under doctor's order for bed rest to a support network, Sidelines, newly established in Mobile. Sidelines matches patients with one of its 5,000 volunteers for peer support through e-mail, telephone and home visits. All Sideline volunteers are specially trained and have themselves had high-risk pregnancies.

For more information about Sidelines, call Mobile Infirmary's Center for Women and Children at 435-2000.

One year ago Goodwill Industries of the Gulf Coast and Easter Seal Rehabilitation Center of Mobile merged. Goodwill Easter Seals of the Gulf Coast celebrated its one-year anniversary with the grand opening of a new facility at 1330 Springhill Avenue at Five Points. The facility offers disabled and disadvantaged children and adults a variety of services including job placement, workshops, retail sales training and day care.

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@mobilechamber.org

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