

# COMMENTARY

April 2006

A PUBLICATION BY THE WARREN COUNTY REGIONAL CHAMBER OF COMMERCE

## WARREN COUNTY REGIONAL CHAMBER OF COMMERCE

### 14TH ANNUAL SPRING FESTIVAL

Spring has sprung and the yearly tradition of the Warren County Regional Chamber of Commerce's Spring Festival is right around the corner. The festival offers a weekend of traditional family fun, featuring entertainment, rides, a large variety of food vendors, game booths and a petting zoo. Festival hours are Friday from 6:00 pm to 10:00 pm, Saturday from 1:00 pm to 10:00 pm, and Sunday from 1:00 pm to 6:00 pm. As always, admission to the festival is free. Discounted carnival ride tickets will be available at the Chamber office and other advertised locations from early April until noon on Friday, April 28th. Friday is Bracelet night. Pay one price and ride the amusements all night. Wristbands are on sale from 6 pm – 8 pm only on Friday April 28th.

See the insert in this month's *Commentary* for more information about this highly anticipated event. Please place this flyer at your business in support of this annual event.

#### SPECIAL POINTS OF INTEREST

##### FLAVOR OF WARREN 2006

MEMBER SPOTLIGHT  
*Lin Supply/Link & Son  
Plumbing & Heating*

MEMBERS IN THE NEWS  
*HRMC Foundation  
Centenary College  
Warren County Community Singers*

##### 7TH ANNUAL GOLF THING & SUMMER GOLF SERIES

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### ADMINISTRATIVE PROFESSIONAL'S DAY LUNCHEON ~ 2 LOCATIONS

Date: April 26th, 2006 ~ Time: 12:30 pm - 2:00 pm

**MATTAR'S RESTAURANT**  
**ROUTE 517, ALLAMUCHY, NJ**  
**HARKER'S HOLLOW GOLF CLUB**  
**ROUTE 519, HARMONY, NJ**

TAKE THE PLANNING AND WORRY OUT OF "WHAT TO DO?" FOR PROFESSIONAL ADMINISTRATIVE ASSISTANTS DAY! THIS IS AN ELEGANT EVENT BEFITTING THE PROFESSIONALISM OF YOUR STAFF AND IT'S A GREAT NETWORKING OPPORTUNITY FOR ALL...

**RSVP by April 20, 2006**

\$40 per person member ~ \$50.00 per person non-member and includes a superb lunch, gifts and door prizes.



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Reservations will be accepted on a first come, first served basis. Space is limited, so reserve your spot today! Call the Chamber office 908.835.9200 or email us at [info@warrencountychamber.org](mailto:info@warrencountychamber.org).

## 2006 BOARD OF DIRECTORS

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Susan Zukoski

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## CHAMBER STAFF

Robert L. Goltz

*President/CEO*

Jennifer Tavormina

*Director of Marketing and Communications*

Jody Dodge

*Executive Assistant*

Ph: 908-835-9200 Fx: 908-835-9296

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Jennifer Tavormina, Editor*Produced by Warren County Regional Chamber of Commerce*

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## CHAMBER NEWS

## PRESIDENT'S MESSAGE

Events, events and more events, what a line up we have for Warren County in the month of April. The Flavor of Warren, Administrative Professional's Luncheon and ending the month with the 14<sup>th</sup> Annual Spring Festival, this does not even include some of our monthly scheduled events. With this much going on, I am hoping to see every member sometime this month. So I am going to give you some quick thoughts on events I believe you should participate in and why for April.

Flavor of Warren Business Expo – Meet other business people, exchange business cards and all this while tasting food from around the county. This event has typically brought in 450-500 people annually and this year looks like another great one. (Where else can you eat for under \$10.00.

AM BIZ – Are you meeting people who can help your business grow? At AM BIZ you are given the opportunity to tell others about your company and what makes a good lead for you. Come and be a part of this growing monthly meeting of business professionals that believe that networking is a key to success in their business plan.

State of the County Breakfast – What is going on in the county in the way of economic development? Well this month we are going to assist you in getting some information on what the county is doing and how it effects the business community. Our first forum of this kind and attendance is growing fast.

Administrative Professional's Luncheon – Don't have the time and don't know what to get those individuals that support you at the office everyday? Then send your administrative professionals to one of our luncheons. This year we have two locations to better serve our members: Mattar's in Allamuchy and Harkers Hallow in Harmony Township. We



**ROBERT L. GOLTZ** - Chamber President & CEO

supply each attendee with a great meal, gift and the chance to win some great door prizes. Take the worry out of your day and register your support staff right away.

Spring Festival – where do you start with an event going into it's 14<sup>th</sup> year of success. Over 60 vendors, an average of 20,000 attendees per year, entertainment and family fun over three days. Be associated with some of the largest businesses in Warren County like: Masterfoods, USA, Hackettstown Regional Medical Center, Centenary College, PNC Bank, Warren County Community College, Skylands Community Bank, and Comcast of Northwest NJ.

How can you boost your business then.. participate... participate.. participate. Come out and meet other members, set up a booth, come out and tell your businesses story all the while reaching out to potential customers that can help you grow your business.

That's a lot for one month, so I better get back to work. I hope to see you at one of our events or hear from you by phone on ways the Chamber can Help You, Help Yourself, increase your businesses bottom line.

Focused on the Future of Business in Warren County,

CHAMBER OF COMMERCE

WARREN COUNTY REGIONAL

**Monday April 3rd, 2006 ~ 5:00 pm - 8:00 pm****Abilities of Northwest Jersey, Inc.  
264 Route 31 North, Washington****FLAVOR OF WARREN  
BUSINESS EXPO & TASTING**

*Join us for this exciting networking opportunity with Restaurants and Businesses throughout Warren County. Door prizes! Tickets will be available at locations throughout Warren County. Check the website for updated locations.  
[www.warrencountychamber.org](http://www.warrencountychamber.org).*

**ADMISSION IS \$5.00 IN ADVANCE AND \$8.00 AT THE DOOR.**

*For more information call the Chamber Office 908.835.9200 or visit  
[www.warrencountychamber.org](http://www.warrencountychamber.org)*

CHAMBER OF COMMERCE

WARREN COUNTY REGIONAL

**SAVE THE DATES  
7th Annual Golf Thing  
& Summer Golf Series**

**Golf Thing  
Minebrook Golf Club  
Monday, August 14, 2006  
12 noon Shotgun Start**

**Be on Par with Third Thursday**

**Hawk Pointe - May 18th**  
Pitch-Putt-Drive

**Architects Golf Club - July 20th**  
9 hole round - TWICE THE FUN IN HALF THE TIME

**Water Gap Country Club - September 21st**  
9 hole round - TWICE THE FUN IN HALF THE TIME

Golf will be held from 2 pm - 5 pm. Networking will take place from 5 pm - 7 pm.  
**Register for all four events in advance of the season, and tee-off at a discounted rate.**

*For more information call the Chamber Office 908.835.9200 or [www.warrencountychamber.org](http://www.warrencountychamber.org)*

Register for all four events by May 15th and pay only **\$175.00**. Retail value is \$250.00 - a \$75.00 savings. Play the Golf Thing and one other venue of your choice for **\$130.00**. Contact the Chamber to reserve your individual or group space.

## UPCOMING EVENTS APRIL 2006

This month we will hold our monthly **AM Biz** morning networking session at Warren County Community College, 475 Rt. 57 West, Washington. AM Biz will be held on Friday morning, April 7th. Each month this event begins at 7:15 am. This event is FREE to members. Non-members can utilize a one-time free pass.

Our monthly **BUSINESS OVER BREAKFAST** series will be held on Wednesday, April 12th at The Comfort Inn, 1925 Route 57 West in Mansfield. The topic will be "State of the County and Economic Forecast of Warren County" with Deputy Director, Freeholder, John Dimaio, County Engineer, David Hicks and Planning Director, David Dech.

This event costs \$15.00 for members and \$20.00 for

non-members. A breakfast is included in the price. Time 7:45 a.m. - 9:00 a.m.

The monthly series **SECRETS OF SUCCESS** luncheon will be held this month in honor of Administrative Professional's Day on Wednesday, April 26th at Mattar's Restaurant in Allamuchy or at Harker's Hollow Golf Club in Phillipsburg. Please contact the Chamber to reserve your place as space is limited. This event costs \$40.00 for members and \$50.00 for non-members. Time 12:30 pm - 2:00 p.m.

**THIRD THURSDAY**, our monthly after hour's social and networking event, will be held on April 20th at the newly restored Belvidere Hotel, 400 Front Street in Belvidere. This event is FREE!

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## MEMBERS IN THE NEWS - HACKETTSTOWN REGIONAL MEDICAL CENTER FOUNDATION

### WRNJ RADIO AUCTION RAISES \$24,590 FOR JOAN KNECHEL CANCER CENTER

The 7th Annual WRNJ Radio Auction to benefit the Hackettstown Regional Medical Center (HRMC) Foundation utilized 16 hours of on-air the weekend of March 3-4 and came away with \$24,590 for the Joan Knechel Cancer Center.

"The response was terrific," said an elated Lisa Dimiceli,

Special Events Coordinator for HRMC, noting that the total eclipsed last year's numbers by over \$3500. "We'd like to thank the many businesses that contributed over 200 items and packages to the auction, as well as a very willing Radio Auction team who gathered those items, and the hundreds of listeners who bid on them."

To learn more about the HRMC Foundation and how it can benefit you, phone the Foundation office, (908) 850-6876.

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## MEMBERS IN THE NEWS - CENTENARY COLLEGE

### CENTENARY COLLEGE STUDENTS PREPARE INCOME TAXES FOR FREE

Professor John Sommer, assistant professor of accounting at Centenary College, and his students are offering the community the opportunity to have their taxes prepared free of charge. The students have been certified by the IRS and are volunteering for a program

called VITA (Volunteer Income Tax Assistance) which offers free tax preparation assistance to low- to moderate income families. They will be taking appointments in March and April at the Hackettstown campus of Centenary College.

The VITA program trains the students how to "prepare basic tax returns" for low- to moderate-income (\$38,000 and below) families.

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## MEMBERS IN THE NEWS - WARREN COUNTY COMMUNITY SINGERS

The Warren County Community Singers are pleased to announce an additional venue and performance to their 13th Annual "Springfest of Music." They will perform, for the first time, at Centenary College in Hackettstown on May 6th at 7:30 p.m. and again at the First Presbyterian Church in Washington on Sunday, May 7th at 3:00 p.m.. Admission is free. There will be a free-will offering at each concert.

They are non-profit organization sponsored, in part, by the Warren County Cultural & Heritage Commission, program ads, member dues, donations and fund raisers.

Additional information can be found on their website [www.wcsingers.org](http://www.wcsingers.org).

## MEMBER SPOTLIGHT - LIN SUPPLY/LINK & SON PLUMBING & HEATING

Charles Link and his son Phillip moved to Oxford in 1951 with the intention of raising chickens. They started doing some plumbing work when their neighbors found out that they were plumbers in Irvington. They gave up the chicken business and went into plumbing full time around 1953. Phillip's sons, Steve and Dave, went out with their father and grandfather every summer while they were in school.

As time went on they discovered a need for a plumbing supply house in the area, and by 1968 opened a shop in Washington, where the Taylor Rental currently resides. They soon outgrew that location and in 1972 bought properly on Route 31 North, put up a brand new building that has served as their headquarters ever since. Charlie now ran the retail store while Phil and Steve did the repairs. It was no time before they had to start hiring plumbers to keep up with the work.

In July of 1979 the company was incorporated, by this time Dave had graduated college and was also part of the business. An addition was put onto the back of the original building in 1986 and all the facilities have been expanded, including a larger show room, added lines of merchandise, and improvements to the outside of the building were made. Plans are currently underway for yet another renovation to further improve service and to expand merchandise offerings.

Today, Dave and Steve operate the business. The tradition continues into the fourth generation with the addition of Steve's daughter Jennifer as the Office Manager and her husband William as Service Manager. There are now 11 employees in the company with goals of expanding even further.

Lin Supply and Link & Son have been dedicated to serving the community for over 50 years. The professional and

highly trained technicians can handle any plumbing, heating, air conditioning or water treatment issue, and the friendly, knowledgeable counter staff is here to help with all your "do-it-yourself" projects. This is the only company that offer's a 1-year guarantee on all of their work, both parts and labor, which is virtually unheard of in the industry (most only offer 30-60 days). Plus there is a policy of up front pricing for every job so you know exactly what will be done and how much it will cost before any work is done. Discounts are also offered for seniors and active military and police personnel.



### WELCOME NEW MEMBERS

#### A LEG UP

*Gail Rosenbery*  
479 Route 31 South  
Hampton, NJ 08827  
(908) 537-6711  
(PET GROOMING)  
pawprints2004@comcast.net

#### LIBERTY MUTUAL GROUP

*Candice Cilvik*  
764 Memorial Parkway  
Phillipsburg, NJ 08865  
(908) 454-3062  
(FINANCIAL / INSURANCE SERVICES)  
www.libertymutual.com

#### REALTY PARTNERS

*Gloria Decker*  
480 Memorial Parkway  
Phillipsburg, NJ 08865  
(908) 859-0600  
(REALTORS)  
gloria@njrealtypartners.com

#### ACHIEVE 24 FITNESS

*Benjamin Krymis*  
199 Main Street  
Hackettstown, NJ 07840  
(908) 813-1966  
(RECREATION & FITNESS)  
www.achievefitnessnj.com

#### PITNEY BOWES

*Kathleen Cross*  
2321 Riverbend Road  
Allentown, PA 18103  
(610) 703.4448  
(MAILING SERVICES)  
www.pb.com

#### WARREN COUNTY INTERFAITH HOSPITALITY NETWORK

*Richard Smith*  
401 Aldin Road  
Stewartsville, NJ 08886  
(908) 479-6737  
(NONPROFIT ORGANIZATIONS)  
www.wcihn.org



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www.us-kitchens.com

101 Bilby Road Hackettstown, NJ 07840      319 Route 10 East East Hanover, NJ 07936

**Sue Zukoski** 

Marketing & Sales Director

**Abilities of Northwest Jersey, Inc.**  
264 Route 31 North, Washington, NJ 07882

Ph: (908)689-1118  
Fx: (908)689-6363  
www.abilitiesnw.com  
szukoski@abilities-nw.com

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## New in 2006 ~ Question of the Month

What benefits are important to or for your business or organization?

<http://survey.usachamber.com/TakeSurvey.asp?SurveyID=5128831I5565G>

Please submit all answers to to the above link. Survey results will be announced in the May edition of the *Commentary*.

# business friendly



*Ken Nickel  
Senior Vice President  
Community Lending*

**FREE...Small Business Checking**

No minimum daily balance requirement or maintenance fees for the 1st year and then only a \$499 minimum balance.

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Stop in a Valley branch, orcall 1-800-257-BANK (2265)... 24 hours a day... 7 days a week, for details and application.



www.valleynationalbank.com

Rates, fees and terms are subject to change at any time without notice. Call or see a customer agent or representative for other terms and conditions that may apply.  
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**ECONOMIC DEVELOPMENT - NEW SMALL BUSINESS FINANCING PROGRAM ANNOUNCED WITH PNC BANK**

**P**NC Bank, in conjunction with the Warren County Regional Chamber of Commerce, is pleased to present this special offer for a Choice Credits for Business Line of Credit to all businesses referred to us through the Chamber.

PNC Bank and the local Chambers of Commerce in New Jersey all work to enable the small businesses we serve to grow and prosper - whether it's a new business, a business expansion or a mature business ready to explore new options.

An important way we've teamed together is to help businesses in our communities get easier access to the credit they want – with less paperwork and faster credit decisions -- and an introductory interest rate that makes it easier too.

Prime + 0% fixed introductory interest rate for one year \*.  
Unsecured credit line amounts between \$2,500 and \$100,000.

Available as a PNC Bank Choice Credits for Business Line of Credit.\* Offer applies to new lines only and cannot be used to refinance existing PNC Bank credit.

First year's annual fee waived – a savings of up to \$175.

Get a quick credit decision in one business day or less on credit requests of \$100,000 or less.

With loan decisions in one day or less, an easy application, and a great rate like this, a relationship with PNC makes business financing easy.


Contact Robert Goltz at the Chamber to open the door and take advantage of this financing opportunity.

## "Work the Pond" NETWORKING CRUISE


upon Carnival Cruise Line's Victory Ship

August 21 - 26, 2006

New York to Halifax




Monday	New York	Departure 5pm
Tuesday	Fun Day at Sea	
Wednesday	Saint John, New Brunswick <small>(Seminar with Darcy Rezac - 10 am - 1 pm) (Networking, St John Board of Trade)</small>	8 am - 4 pm
Thursday	Halifax, Nova Scotia <small>(Metropolitan Halifax Chamber of Commerce Tour)</small>	9 am - 6 pm
Friday	Fun Day at Sea	
Saturday	New York	Arrival 8 am




**Darcy Rezac:** Author of *"The Frog and Prince: Secrets of Positive Networking to Change Your Life"* and *"Work the Pond: Use the Power of Positive Networking to Leap Forward in Work and Life"*.

Oceanview Cabin \$1099 / Balcony Cabin \$1199.  
Price based on double occupancy. Price includes cruise, transportation to ship, portage, meals, on board entertainment, all taxes, gratuities, port charges, speaker, and insurance.  
Call for pricing for inside cabins, triple and quads.  
Deposit \$500.00 - final payment due June 15, 2006.  
Call to reserve: 908.852.7081. Space is LIMITED!


In addition, there will be networking events and personal coaching available throughout the ship.




Skyland World Travel



NORTH ESSEX  
CHAMBER OF COMMERCE  
*"In Business For Business"*



WARREN COUNTY REGIONAL  
CHAMBER OF COMMERCE



WARREN COUNTY REGIONAL  
CHAMBER OF COMMERCE

10 Brass Castle Road  
Washington, NJ 07882

Phone: 908.835.9200

Fax: 908.835.9296

Email: info@warrencountychamber.org

**WE'RE ON THE WEB**

**WWW.WARRENCOUNTYCHAMBER.ORG**

FOCUSED ON THE FUTURE OF WARREN COUNTY BUSINESSES

# April 2006

SUN	MON	TUE	WED	THU	FRI	SAT
						1
2	3	4	5 ★	6	7 ★	8
9	10	11	12 ★	13	14	15
16	17	18	19	20 ★	21	22
23	24	25	26 ★	27	28 ★	29 ★
30 ★						

## SCHEDULE OF EVENTS

4/5/06 - **Maximize your Membership**  
4:00 pm at the Chamber Office

4/7/06 - **AM Biz Networking**  
7:15 am - 8:30 am at Warren County  
Community College in Washington.

4/12/06 - **Business Over Breakfast**  
7:45 am at The Comfort Inn, Mansfield.

4/20/06 - **Third Thursday** - 5:00 pm  
Belvidere Hotel in Belvidere.

4/26/06 - **Administrative Professional's  
Day Luncheon**

12:30 pm at Mattar's Restaurant,  
Allamuchy **AND** Harker's Hollow Golf  
Club, Phillipsburg.

4/28/06 - 4/30/06 - **Spring Festival**  
5th & Reese Avenues, Hackettstown