



New Haven Chamber of Commerce Newsletter The E-Connection

**A Voice for Business and the Betterment
of the Community**

December 21, 2009

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Member Spotlight **Profits On Hold**

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Web: www.pohp.com



From the moment a telephone conversation is initiated and placed On-Hold, customers and potential customers are making value judgments about doing business with a company. Bud Brenneman owner of Profits On Hold Productions, LLC states, "We turn hold time into sold time. Instead of silence, or a radio station, which can give information about a business's competitor, Profits On Hold Productions, LLC puts information about the company on the phone. There is hidden potential just sitting there, what a great opportunity to tell about all of a company's products, services, or web site."



For more story click [here](#).

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Thank you for rating Auto-Owners Insurance for the J.D. Power and Associates 2008 "Highest in Customer Satisfaction with the Auto Insurance Claims Experience."

Auto-Owners Insurance ranks highest among auto insurance providers in the J.D. Power and Associates 2008 Auto Claims Study. Study is based on 11,221 responses from auto insurance owners who filed a claim from July 2007-July 2008. For more information visit www.jdpower.com. Results are based on experiences and perceptions of respondents surveyed July 29-August 1, 2008. Your experience may vary. Visit jdpower.com.



PHP, in conjunction with the New Haven Chamber of Commerce, is offering a discount up to 5% on employee health insurance. Select the PHP plan of your choice and save. All you have to do is be a Chamber member or join today, and have a business with 2-50 employees that are eligible for coverage. Save money by staying local with your health insurance, courtesy of PHP, the physician owned, not-for-profit health insurance company. To sign up or find out more contact PHP or call the Chamber at 749-4484.

800-982-625 7

www.phpri.com



Members In the News

Parkview News

The Samaritan flight program celebrated 20 years of service last month. Samaritan flight crews have transported more than 16,000 patients from throughout the region via helicopter to a **Parkview Health** facility, according to a Parkview statement. Samaritan was established in 1989 with a Fort Wayne-based helicopter. In 1999, a second helicopter based in Rochester was added. Each can fly up to 100 miles from its base.

Parkview North expansion continues. After relocating utilities and reconfiguring roads and foundations, the steel frame for the Parkview Regional Medical Center is emerging from the ground.

Parkview Health also won the Picis 2009 Customer Recognition Award, which recognizes hospitals that use Picis products to improve clinical, financial and operational performance in the emergency room, operating room or intensive care unit. Parkview Health uses Picis information technology products in critical care areas to document patient assessment data.

Do it Best Corp

Mike Altendorf was named vice president of information technology at Do it Best Corp in Fort Wayne. He joined the company in March as director IT business planning and architecture. He replaces Kay Williams, who is retiring.

Tim Miller was named vice president of marketing. He joined Do it Best in 1993 and has worked in a variety of positions over the years. He replaces Bill Zielke, who is retiring.

Sales of existing single-family homes increase. State wide, existing single-family home sales increased nearly 21 percent, to 5,754 in October 2009 from 4,759 in October 2008. The October report from the Indiana Association of Realtors represents 98% of the housing

market statewide, the group said. The median sales price increased 3.3% statewide, to \$108,000 in October 2009 from \$104,500 in October 2008. The full report is available at www.indianaishome.com.

The New Haven Lions Club and the Shoaff Park Lions Club worked together to build a handicap ramp for 9-year-old Haley Schnelker's New Haven home. Mom Tina Schnelker approached the New Haven Lions Club for help with the project. Menards gave the New Haven Lions a discounted price on all materials, and several members of the Shoaff Park Lions helped to build the ramp in early November.

Superstar card keeps seniors connected to EACS

For the older citizens of **East Allen County Schools**, their tax bill may be the only remaining connection with the schools. One way EACS can say thank you for years of support is to offer a Senior Superstar Card for those who are 65 years of age or older and are legal residents of EACS.

The card cannot repay senior citizens for their many contributions to public education, but it can provide a way for them to continue to participate in, and benefit from, EACS school programs. Seniors can enjoy high quality fine arts and athletic events showcasing students' talents.

The Senior Superstar Card opens the doors of all EACS schools, to all seniors in the EACS community and will give them an opportunity to enjoy being a part of EACS schools again.

To receive a Senior Superstar Card contact Tamyra Kelly Public Relations Liaison at 446-0100, ext. 1050, or call any EACS school.

Van Gilder & Trzynka P.C. has been recognized as a Pro Bono Publico Law Firm of the Year by the Indiana Bar Foundation. **Ann M Trzynka** of the law firm of **Van Gilder & Trzynka** has been recognized as the Outstanding Contributor to the Allen County Bar Association for 2008-2009.

Several local TV and radio stations won first-place honors in the annual Spectrum awards, presented by the Indiana Broadcasters Association. One of those was **WANE - TV** a Chamber member. WANE won best newscast, best news special or documentary and best weathercast.

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Enviro Ink Moves to New Haven

Enviro Ink is a locally owned small business that provides discount remanufactured and OEM ink and toner cartridges. In July 2009, Eric Byanski and Seth Bennett purchased the business with the intent to re-establish the business and grow it within the local community. Eric and Seth are both graduates of Indiana University and natives of Fort Wayne.

On November 16, 2009 Enviro Ink decided to move its location from Leo Crossing to the Wayne Haven Industrial Park located in the New Haven area. While they do offer a physical retail store location, Enviro Ink's main focus here in New Haven is to provide businesses with savings on their ink and toner consumption. Enviro Ink is interested in saving both the people and businesses of New Haven money on their printing needs.

Through strategic partnerships and alliances, Enviro Ink is able to supply end-users with discounted prices on OEM and remanufactured ink and toner cartridges. All of Enviro Ink's remanufactured products come with a 1-year 100% satisfaction guarantee. This combined with their superior customer service and free local business delivery provides customers with the ultimate experience for their printing needs. Call Enviro Ink or check out their [website](#) today for a quote on savings you could be missing out on.

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TinCaps' Logo Named Best of the Year



The Fort Wayne TinCaps' apple logo was honored Wednesday by BallparkDigest.com as the national Co-Logo of the Year. The emblem debuted in October 2008 and has quickly become one of the most popular brands in Minor League Baseball.

"We liked the logo when we first announced the name change, and it's been well-received," TinCaps president Mike Nutter said. "The apple, the colors and the TinCaps name do a great job of conveying what this organization is all about: affordable fun for the whole family."

Ballpark Digest's article said, "We saw the appeal of the [TinCaps] brand during a June 2009 visit to Yellowstone National Park, where we saw not one, not two, but three different tourists wearing TinCaps apparel at different places in the park. That told us the logo was working."

To read the entire article click [here](#).

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Readies

At their first annual Learn United youth reading event, Allen County United Way paid tribute to everyone who contributed to an outstanding inaugural year of success in improving the reading skills - and closing the reading gap - of our community's children.

In particular, several companies were recognized for their amazing volunteer efforts.

Do it Best Corp was specifically cited for their growing group of Real Men Read volunteers, their very active Women's Initiative and their dedicated Study Connection tutors. For these efforts, Do it Best Corp was presented with the "Readies" award (a play on Wheaties, of course).



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The Edge Community Food Pantry

It seems as though everyone has been touched by the tough times right now with the way our economy is. There is a strong need in the East Allen County communities for food assistance. The Crossing Church is pleased to announce the Edges Community Food Pantry located at 909 Main Street in New Haven.

The Edges Food Pantry is an agent for the Community Harvest Food Bank. Edges Food Pantry will be open every Saturday from 3:00 p.m. to 5:30 p.m. and by appointment only during the week.

We are accepting donations of food or money. Should you know of anyone that is in need, please refer them to the Edges Food Pantry. You may leave a message for Andy or Tina Moore at 493-9508.

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Calendar

***January 8** - Executive Meeting - Time to be determined - Chamber Office

***January 8** - Legislative Preview - 7:30 - 9:00 a.m. - New Haven City Building, Police Training Room

***January 14** - Ambassador Meeting - 7:30 a.m. - Compass Professional Center Board Room

***January 20** - Board of Directors Meeting - 7:30 a.m. - Compass Professional Center Board Room

* Indicates a New Haven Chamber of Commerce sponsored event.

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New and Renewing Members

Welcome to our New Members!

Morgan Distribution, Inc.

Chris Morgan

4930 Maumee Road

Fort Wayne, IN 46803

Phone: 260-748-2302 Ext.

Fax: 260-748-2323

Web: www.morgandist.com



Morgan Distribution, Inc. has a long history in the refinishing supplies business and their customers are the reason for their success. Morgan's knowledgeable staff, and extensive supply of products, is only a call, click, or fax away from being delivered to your place of work as early as tomorrow.

Morgan Distribution has weathered many storms, down economies, and influxes in business since it was started in 1928. This family owned business is now on its third generation of ownership with brothers Keith and Perry leading the ship. The dedication to providing the best, and most personal, service in the industry is something that differentiates Morgan from the competition.

Morgan Distribution can be found in the heart of the Midwest in what is considered the tri-state area. This centralized location allows next day delivery to 98% of their clients. The facility itself has 42,500 square feet under roof, with a multitude of semi bays to facilitate a constant flow of shipping providers throughout the day. The entire facility is climate controlled to ensure that each product you order is delivered to your door as expected.

Thank you to our renewing chamber partners in business

Salesman & Son Trucking, Inc.
Rustic Hutch

O'Daniel Ford, Inc.
 Murphy Insurance, Inc.
 L & S Alignment
 Home Lumber of New Haven, Inc.
 Gerardot Realty, Inc.
 Garmater Auto Salvage, Inc.
 Crumback-Symons Chevrolet
 Chessex Manufacturing
 Almet, Inc.
 New Haven Pet Hospital
 Advanced Window Cleaning, Inc.
 Lake Forest Apartments
 1st Source Bank
 DeKalb Financial Credit Union
 Derheimer Plumbing, Heating, & Air Conditioning
 Goeglein's Catering
 Kwik-Lok Corporation
 Louis D. Realty Corp.
 Fruchey, Don R. Inc.
 Protective Coatings, Inc.
 S & S Optical Company, Inc.

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School News

Central Lutheran School's Robotics Team placed in the top 10 in the FLL Lego League District competition that was held at Indiana Tech. They also placed 3rd in the category of robot design. The team will now move on to the State competition on December 12 at I.P.F.W. C.L.S.'s Robotics Team combines the excitement of sport with the rigors of science and technology. Under strict rules, limited resources, and time limits the team is challenged to hone teamwork skills and build and program robots to perform prescribed tasks against a field of competitors.

It is as close to "real-world engineering" as a student can get. Volunteer professional mentors lend their time and talents to guide C.L.S.'s team. The team is coached by Kevin Hayward and Jim Kremer. The members of the team are Jordan Holle, Garrett Bricker, Micah Koeneman, Cody Croussore, Matthew Mensing, Ryan Perkins, Addison Gepfert, Anna Werling, Conner Evans, and Zack Wietfeldt.

New Haven Celebrates Academic Success

These students achieved a 12.0 or above GPA for the first trimester in the 2009-2010 school year. **Mancino's Restaurant** sponsored this lunch event free of charge. Listed below are students who made Honor Roll and Honorable Mention. Honor Roll students must have a 10.0 GPA or above and Honorable Mention students must have an 8.0 GPA or above. During lunch last Friday, December 4, students with an 11.0 GPA or above celebrated their achievements with free pizza and drinks.



Pictured left to right: Mr. Mohler, Nicole Jones, Madison Perkins, Vince Buchanan (Owner of Mancino's), Kayla Chin, William Beyer, and Corbin Blair. Not pictured: Chad Wilson

EAST ALLEN COUNTY SCHOOLS' TO HOST 2nd ANNUAL COMMUNITY LEADERSHIP ACADEMY

East Allen County Schools will host the 2nd annual Community Leadership Academy. The Academy is designed for a diverse group of individuals within the East Allen District to gain a clearer understanding and become more knowledgeable in regards to the inner-workings of the corporation. This Academy is another way for the corporation to communicate with patrons, parents and community members in the East Allen County district.

The Academy will begin on Wednesday, February 3, 2010 and end on March 17, 2010. The seven week, 2-hour a week program will be held at the EACS Administration Building (1240 State Rd. 930 East, New Haven, IN). The sessions will begin at 11:30 am to 1:30 pm each week. No more than 20 individuals will be accepted.

Click [here](#) for Application Information

For more information or to receive an application, please contact Tamyra Kelly, Public Relations Liaison at 446-0100 ext. 1050 or tkelly@eacs.k12.in.us.

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New Haven News

Waste Collection Bid Saves Money!

Good News! The New Haven Board of Public Works & Safety awarded the waste collection bid for the residents of New Haven. The successful bid came from National Serv-All. This contract will run beginning January 1, 2010 through December 31, 2012. We would like to thank all four companies for bidding. I would personally like to thank Waste Management for their outstanding service these past three years.

There will be a few minor changes in the service, which are outlined in the city newsletter but the good news is that the cost of weekly waste collection is going down in New Haven. [For more information, please review the orange colored insert included with your utility bill.]

To see the changes in service click [here](#).

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In Indiana

Order Your 2010 Legislative Directory Today!

Have questions for your state legislators, but aren't sure how to contact them? Curious about their committee and community involvement? Answers to these questions and many more can be found in the 2010 Indiana General Assembly Legislative Directory. The Indiana Chamber publication provides valuable information on all 150 state legislators. Featured in the 2010 edition are:

- new legislator biographies, photos and contact information;
- updated committee assignments and leadership lists;
- updated seating charts;
- cross index by county and district number;
- district maps; and
- all full-color pages (new).

The cost to purchase one guide is just \$6; bulk discount pricing is available. Pre-order your

directory [online](#) or call (800) 824-6885. Books will ship near the start of the 2010 legislative session in January.

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Profits On Hold Productions, Cont'd

After working for Sweetwater Sound, LaBov and Beyond, and Muzak Brenneman started Profits On Hold Productions, LLC in 1998. "I love music, I love people, and I love marketing so this was a way I could do a little bit of everything that I like doing," said Brenneman in a recent interview.

The mission of Profits On Hold Productions, LLC is to provide their clients with a professional image utilizing on-hold messaging to increase their profits. Their industry leading, on-hold programs, can truly set a company apart from their competition. Profits On Hold Productions, LLC incorporates state-of-the-art DIGITAL messaging equipment for optimal sound quality along with professionally written scripts and background musical arrangements that will tastefully represent a company's unique style and image to the world. Profits On Hold Productions, LLC, partners with companies to create a professional "mental imagery" tailored to their business. That means added sales and increased profits!

Profits On Hold Productions, LLC, also partners with a company's marketing department designing on-hold programs that are an extension of a company's overall marketing plan. Profits On Hold Productions feel that advertising should be kept consistent by utilizing a company's current broadcast advertising campaign, as well as their mission statement, slogan, and jingle. Consistency is a major advantage that can be beneficial with an on-hold marketing program from Profits On-Hold Productions, LLC.

Profits On Hold Productions, LLC has been a member of the New Haven Chamber of Commerce for six years. The biggest benefit they have received from their membership in Brenneman's opinion is legitimacy. "The percentage of people that have on hold marketing in New Haven is head and shoulders above any other city including Fort Wayne. In New Haven 60 to 70% of the businesses have on hold marketing. The majority have it from us. I believe this is because New Haven is more progressive thinking. And New Haven businesses are good at word of mouth referrals. That has been very beneficial to me and my company. I really appreciate the New Haven businesses for their referrals."

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Our Mission Statement

The New Haven Chamber of Commerce will provide services to its members and, through its strategic partnerships, be a leader in promoting economic development for the benefit of the greater New Haven community.

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New Haven Care and Rehabilitation Center

Steve Harants
Miller & Harants Law

Charlie Hatten, Vice-Chairperson
Briljent LLC

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Trinity Home Design Center

Darren Renier, Treasurer
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Do It Best Corp

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