



**The New Haven Chamber of Commerce Newsletter**  
**The E-Connection**

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

October 14, 2009

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**Member Spotlight**

**AAA Auction**

*Ron Steinman*  
2110 McConnel Dr  
New Haven, IN 46774  
**Phone:** 260-493-6585  
**Fax:** 260-749-0195  
**Web:** [www.aaaauctionservice.com](http://www.aaaauctionservice.com)



AAA Auction Service, Inc. has been a long-standing icon in the community and business world in the Allen County area for many years. The sound of an auctioneer's chant when he was a child inspired O.G. "Bud" Steinman's dream of being an auctioneer. After attending Reppert's School of Auctioneering in Decatur, Indiana, Bud decided to leave his job of bookkeeping and work full time as an auctioneer.



A new era in the auction company began when Ron Steinman, Bud's son, joined AAA Auction full time in 1986 to help with the whole process of the company. Ron pursued his

auctioneering license, real estate license, and his appraisal certification. Ron learned every aspect of the auction business to have the knowledge and experience

to make executive decisions in every department.  
 For the rest of the story click [here](#).

**If you would like to see your company in the Members Spotlight, just contact the Chamber at [info@newhavenindiana.org](mailto:info@newhavenindiana.org) or call 749-4484.**

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Our Sponsors



Upcoming Events



**Thursday, November 12**  
**Cash Bar & Silent Auction open at 6:00 p.m.**  
**Dinner at 6:45 p.m.**  
**Geoglein's Reception Hall**  
**7311 Maysville Road, Fort Wayne**  
**Featuring Rick Fisher, ventriloquist and his companion Riley Rabbit**  
**\$35/person, \$265/a table of eight**

**RSVP by**  
**November 1**  
**749-4484**

Sponsorship opportunities are available at this time.

***DON'T MISS OUT!***

Early commitments will aid the planning committee as they finalize the event.

**Gold Level Sponsor , \$500.00** - A Gold Level Sponsorship will guarantee you two paid tickets to the Annual Dinner, a full page ad in the Annual Dinner Program, and Recognition in Chamber's bi-weekly E-Connection newsletter.

**Underwriter/Sponsorship, (Suggested cash donations: \$50 - \$250)** - Cash donations will be used to defray the many costs incurred with this event, including: entertainment, linen rental; postage; etc. Special recognition will be given for all cash donations. Receipts will be sent for cash donations. If you need an invoice, please let us know before October 21st.

**Silent Auction Donations** are being taken at this time. The items need to have a \$25 minimum value please.

Please email your commitment to the Chamber Office - [info@newhavenindiana.org](mailto:info@newhavenindiana.org)

If you have any questions, please contact a member of the Annual Dinner committee:  
 Betty Wheeler, Peter Franklin Jewelers - 749-4315  
 Cindy Frederick, 1st Source Bank - 493-3754  
 Rob Callahan, Temporary Solutions - 493-8367

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**YOU ARE INVITED TO ATTEND  
 MAKING HARD DECISIONS IN TOUGH TIMES**

**October 27th  
 7:30 to 8:50 a.m.**

**Rack & Helen's Bar & Grill  
 Presented by  
 Melissa Jaegle  
 the Founder and Partner of Master Consultants LP**

**RSVP by October 21  
 749-4484**

This session will address core decision making principles that are key in today's business arena.

Working to make the right choices under sometimes extreme circumstances demands an approach that will ensure the VERY best results. Weighing and measuring the projected consequences is essential.

We will equip each participant with a decision making process toward producing the highest return with

**People**

**Productivity**

and



## Profitability.

Melissa Jaegle has been a professional business consultant for over 30 years and has helped over 300 companies enhance their workplace culture and develop their professional staff.



Melissa has recently authored 4 books that include seminars and workbooks. She has also published her 1st CD titled "Passion: How to unwrap it and give it to your employees."

Her number one goal is to improve the measurable performance in productivity and profit for individuals and companies.

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## Members In the News

Angela Grant was promoted from commercial banking officer to assistant vice president of commercial banking for **Star Financial Bank's** Fort Wayne region.

### **BFGoodrich® Tires Celebrates the Thrill of GO with an Online Community for Auto Enthusiasts**

**-The Nation of GO is now live at NationofGO.com-**

BFGoodrich Tires® announced an action-packed online gathering place for those who live for the thrill of the drive. The place is NationofGO.com, and its purpose is to provide an online community where people with a passion for driving can celebrate and share what they love to do best. While there are many different types of automotive enthusiasts, some who live for the trail, others who live for the road, all are driven by the same thing - a passion for GO. Created for enthusiasts by enthusiasts, BFGoodrich Tires took all of the action of auto and housed it all under one roof at NationofGO.com. For this entire story click [here](#). To check out the Nation of Go website click [here](#).

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## Calendar

\***October 8** - Ambassador Meeting - 7:30 a.m. - Compass Professional Center Board Room

\***October 9** - Executive Meeting - 7:30 a.m. - Chamber Office

**October 20** - Board of Works Meeting - 9:30 a.m. - New Haven Administration Building, Council Chambers

**October 20** - School Board Meeting - 6:30 p.m. - School Administration Building

\***October 21** - 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 new members!***

#### **A-Abolite Maintenance, Inc.**

*Joey Summers*

520 Anderson Avenue

Fort Wayne, IN 46805

**Phone:** 260-424-4443

#### **Central Christian School, Inc.**

*Boyd Leichthy*

5801 Schwartz Road

Fort Wayne, IN 46835

**Phone:** 260-493-0193

**Fax:** 260-493-0193

**Web:** [www.ccsfw.org](http://www.ccsfw.org)

Central Christian School is non-denominational and adheres to the doctrinal statement of the Association of Christian Schools (ACSI) and of Central Church. It is intended that each student will obtain a Christ centered and Biblically - integrated education with an emphasis on academic excellence.

Central Christian School's mission is to glorify God through the discipleship of students and the pursuit of excellence in education with the Bible as the foundation and Christ as the focus.

#### **Colon-Rectal Surgeons**

*Lisa Hauschild*

7900 W. Jefferson Blvd.

Fort Wayne, IN 46804

**Phone:** 260-609-3734

**Fax:** 877-471-0521

#### **Northwestern Mutual Financial**

*Paul Michel*

110 W. Berry Street

Fort Wayne, IN 46802

**Phone:** 260-443-7674

**Fax:** 260-424-4038

**Web:** [www.rapp-agency.com/](http://www.rapp-agency.com/)

The Rapp Agency of Fort Wayne believes that when the financial well-being of individuals and their families is at stake, nothing but a proactive approach will do. Its Financial Representatives build close relationships with clients that permit shared understanding of needs and dreams. Armed with this information, The Rapp Agency is vigorous in its efforts to develop appropriate financial solutions, whether they're the product of collaboration within the office or with other Northwestern Mutual Financial Network specialists. The focus always is on

the client.

***Thank you to our renewing chamber partners in business ....***

Kul Solutions, Inc.  
First Data  
Treescape  
469 Sports & Spirits/Garnos Italian Eatery  
Lash Auto Service  
Miller & Harants Law Office  
Partners 1st Federal Credit Union  
Summit Orthodontics, P.C.

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## Taking Care of Business

### **Indiana Tax Seminar Will Address Recent Developments, Legislation**

Key experts and state officials will discuss the latest issues and legislation at the Indiana Tax Seminar on October 22 at the Indiana Chamber Conference Center in downtown Indianapolis.

This Indiana Chamber seminar will feature:

- Indiana Department of Revenue Commissioner John Eckart delivering a report from the administration;
- a report from Tim Rushenberg, commissioner of the Department of Local Government;
- Eli Lilly and Company Vice President of Global Taxes David Lewis offering an update on what's happening in Washington, health care reform and international taxes;
- Sen. Brandt Hershman, majority whip and chair of Tax and Fiscal Policy Committee, providing the luncheon keynote address;
- E. Mitchell Roob, Jr., president of the Indiana Economic Development Corporation discussing Indiana tax credits and federal stimulus programs; and
- experts from Ice Miller LLP addressing other topics such as Indiana property tax, state and federal income tax, and state sales tax.

Cost is \$329 per person. Indiana Chamber members receive discounted price of \$299. To register to attend, visit [www.indianachamber.com](http://www.indianachamber.com) or call (317) 264-6885 or (800) 824-6885.

The event is presented by Ice Miller LLP and sponsored by Indiana Michigan Power.

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## School News

### **New Haven Elementary**

Have you started collecting those Box Tops yet? Did you know there's another way you can help earn Box Tops for NHEL? By clicking on the link below, you will visit the Box Tops website. Once there, click on the tab that says "Earn" and then "Bonus Box tops." Each month there is at least one contest taking place which will earn an extra 100 or more Box Tops for our school if you are the lucky winner. Most contests can be entered once each day.

Please consider making this a routine part of your computer work each day to help us earn a few extra Box Tops for our collection! Thanks for your support!

[www.boxtops4education.com](http://www.boxtops4education.com)

## Heritage High School

Senior Named National Merit Scholarship Semi-Finalist

Nathan Bienz, Senior at Heritage Jr./Sr. High School has been named a National Merit Scholarship semifinalist. There are approximately 16,000 Semifinalists in the 55th annual National Merit Scholarship Program. These academically talented high school seniors have an opportunity to continue in the competition for some 8,200 National Merit Scholarships, worth more than \$36 million, that will be offered next spring.

To be considered for a Merit Scholarship® award, Semifinalists must fulfill several requirements to advance to the Finalist level of the competition. About 90 percent of the Semifinalists are expected to attain Finalist standing, and approximately half of the Finalists will win a National Merit Scholarship, earning the Merit Scholar® title.

**CONGRATULATIONS NATHAN BIENZ !**



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## New Haven News

### City Begins Annual Leaf Collection

The New Haven Utility Department will begin its annual (leaf only) pick up on October 12, 2009 and continue through December 4, 2009. Leaves that are picked up are recycled into compost, which is available free to the public at the Utility Complex located at 2455 Summit Street. Therefore, eliminating trash and debris is of the utmost importance.

Bagged leaves WILL NOT be accepted as this will inhibit the pick up process and the bags are not conducive to composting.

Leaves should be ready on the first pick up day of the week that crews are scheduled to be in your part of the city.

Leaves must be raked onto the park strip between the sidewalk and curb (NOT IN THE STREET), and away from street signs, poles, mailboxes and parked cars. Long rows are preferred over one big pile.

Weather conditions, utility emergencies and mechanical problems may alter the schedule slightly, but all leaves will be picked up as close to the published schedule as possible.

#### **2009 Leaf Pick Up Schedule**

East of Werling Road

October . . . . . 12-16

October . . . . . 26-30

November . . . . . 9-13

November . . . . . 23-25

West of Werling Road

October . . . . . 19-23

November . . . . . 2-6

November . . . . . 16-20

December . . . . . 1-4

\*Note: Shordon Estates is WEST of Werling Road.

### **Official Trick or Treat Hours in New Haven**

**Schnelker Park** - 4:00 - 5:30 p.m. - If you don't want your child going door to door for treats, children are invited to the Halloween Carnival at Schnelker Park in New Haven. The

event is sponsored by the New Haven Parks Department and children will receive treats and participate in games and other events.

**Downtown on Broadway** - 4:00 - 6:00 p.m. - Local Business owners will participate in handing out treats to children down Broadway. The fire and EMS vehicles will also be on display for the kids.

**Trick or Treating Hours** - October 31st, 6:00 - 8:00 p.m. - These are the official Trick or Treat hours for the city of New Haven. "Additional police officers and other officials from the Fire Department will be on staff during this period to ensure the safety of everyone," said Police Chief Mike Sweet. Mayor McDonald is asking all motorists to exercise extra caution during this time as children venture through neighborhoods and cross intersections. Also parents remind your children to only visit those houses with their lights on.

**We hope everyone has a safe and spooktacular time celebrating Halloween!!**

## **New Haven ends playing in street**

### **Council passes law to keep kids out of city's right of way**

Written by Amanda Iacone for The Journal Gazette

By the end of the month, New Haven children will no longer be allowed to play pickup games of basketball or hockey in the street.

The New Haven Council unanimously passed a city ordinance Tuesday night prohibiting games in the city's right of way. That includes streets, park strips, sidewalks, cul-de-sacs and alleys. Ongoing problems in a few city neighborhoods prompted the ordinance.

Residents were calling police to report frustration with children playing ballgames in the street and refusing to move for traffic.

But police said that their hands were tied.

A citation could be written only if an officer witnessed the children impeding traffic, Police Chief Mike Sweet said.

Often by the time officers get to the street, Sweet said, the children had gone inside or stopped playing after seeing the police car.

Street play is a safety hazard for pedestrians, impedes the flow of traffic, can limit on-street parking options and puts the children at risk for being hit by a car, the police chief said.

Officers will initially issue warnings as residents learn about the law, Sweet said.

The law prohibits any recreational equipment from being placed in the right of way, including basketball hoops, hockey nets, trampolines or swings.

Police can confiscate the equipment and also issue a ticket.

Tickets will likely be written to a responsible adult but could be written for the property owner in the case of rental homes, Sweet said.

Residents can ask the city's municipal court judge to return any confiscated equipment, he said.

Fines range from \$50 to \$500 per violation.

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## **In Indiana**

### **Indiana's Business Tax Climate Ranking Improves**

Indiana's growing national reputation as a great state to do business has received another boost. The state moved up two places in the Tax Foundation's 2010 Business Tax Climate Index for business tax climate. Indiana is 12th overall, up from 14th in 2009, and remains the top state in the Midwest for business tax competitiveness.

The Tax Foundation is a nonpartisan tax research group based in Washington, D.C.

Rankings for other nearby states include Michigan 17th; Kentucky 20th; Illinois 30th; Wisconsin 42nd; Minnesota 43rd; Iowa 46th; and Ohio 47th.

"While other states are imposing tax increases to cover budget shortfalls, Indiana's solid fiscal house and competitive tax environment have earned us national attention as a frontrunner for new jobs and investment," said Mitch Roob, Secretary of Commerce and chief executive officer of the Indiana Economic Development Corporation. "While there is still much work to be done, Governor Daniels' focus on job creation and economic development continues to pay off, even during a time of national recession."

The Tax Foundation's full report is available at <http://www.taxfoundation.org/>

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## AAA Cont'd

Ron now has turned his focus to the industrial and commercial end of the company. Over the years, he has developed a vast network of clients involved in the industrial and commercial fields. Ron told me, "I do a tremendous amount of bankruptcy work all over the US. I am on the road a lot. I will go into the business appraise the equipment and remove it, storing it here. Then I will sell the equipment once I get approval. The professional equipment will be sold mostly online, the office furniture etc. will be sold at The Auction Center.



As of today, AAA Auction is conducting auctions throughout the Midwest and conducting appraisals throughout the nation. "I have done appraisals from California to Canada; from Pennsylvania to Detroit", stated Ron. AAA Auction is also involved in many benefit auctions such as the Kidney Foundation, Daybreak Foundation, Big Brothers Big Sisters, and the New Haven Area Heritage Association.



AAA has been a member in the Chamber since 1988. Ron was active on the Chamber Board of Directors at that time. He said, "I always made my Dad be part of the Chamber. AAA has benefited from Chamber membership by having a way to network with business leaders and by staying active in the community."

The most well known job AAA recently had was the liquidation of the Wizard's Stadium. AAA also liquidated the Fort Wayne Hobby House when they went out of business. Ron shared that they have liquidated funeral homes, Montessori schools, a fertility clinic, a coffee shop. Ron said, "You never know when the phone rings what it will be, but when the phone rings I usually have a job."

For the entire story click [here](#).

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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.

### Board of Directors

**Cindy Frederick, Chair**

1st Source Bank

**Mary Ann Slater, Vice-Chair**

Trelleborg Sealing Solutions of Fort Wayne

**Darren Renier, Secretary/Treasurer**

Community Development Corporation

**Tom Barfell, Past-Chair**

Do It Best Corp

**Craig Dellinger**

New Haven Print & Copy

**Vicki Shipp**

Pre-Paid Legal Services, Inc.

**Jeff Stephen**

O'Neal Steel, Inc.

**Sherri Berghoff**

New Haven Care and Rehabilitation Center

**Steve Harants**

Miller & Harants

**Kevin Walsh**

Trinity Home Design Center

**Larry Lash**

Lash Auto Services, Inc.

**Chris Baker**

MartinRiley Architects & Engineers

### Advisory Panel

**Jan MacLean**

East Allen County Schools

**Marjorie Stephens**

Better Business Bureau

**Brian Yoh**

City of New Haven

**Kelli Funk**

Ft. Wayne/Allen Cnty Econ Dev Alliance

**Al Weimer**

Grabill Bank

**Brad Lichtenberger**

Parker Hannifin Corporation

### Chamber Staff

**Vince Buchanan**

President/CEO

**Sue Byrd**

Member Services Representative

**Andrew Culbertson**

Newsletter Editor



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