

## The Tragic Story of the Bill Family

The Bill family held its annual family reunion recently in Brownville. \$10 Bill met \$20 Bill and asked, "Hey, 20, where have you been? I haven't seen you around town in awhile."

\$20 Bill answered, "I've really been busy this past year. First I was spent over at S & L Auto Parts in Milo. Then Jack used me at the General Store and More in Brownville. Steve skipped me across town and bought some lumber at Bailey Lumber. Next I paid for groceries at the Milo Farmer's Union and then I was on to Dover-Foxcroft.

I was used to buy gas at A. E. Robinson's convenience store, helped pay for a cleaning at Steinke & Caruso Dentists, a blood test at Mayo Regional Hospital and a grease job and oil change at Prouty Ford. Suzanne Fortier got me for helping someone with their tax return at H & R Block, I helped pay for a tank of fuel from McKusick Petroleum, a car tune up at Tim Merrill & Company, pizza at Foxbrook Variety and I even bought a bouquet of flowers at Hearts Desire in Guilford.



I also passed through Bangor Savings Bank, Camden National Bank and the Maine Highlands Federal Credit Union. All those women were very nice and they treat you with respect. You know what I mean?"

Well, old \$10 Bill couldn't believe it. "Man you do get around don't you? You've been all over Piscataquis County!"

"Yup. I can't talk long, said \$20 Bill, because I'm due to do some grocery shopping at Edward's Shop & Save and then I might be headed to the Bear's Den for lunch. By the way, whatever happened to your handsome cousin, \$50 Bill? I haven't seen him in years."

\$10 Bill looked very, very sad and said, "I don't know what happened to 50. In 1968 someone spent him in a Bangor big box store, he went out of state and he's never come back."

The End

## First Ever 'Women of Worth' Conference April 22

The Piscataquis Chamber of Commerce is working with Merlene Sanborn & Helen Kelly of the Penquis Higher Education Center, Kathy White from the town of Brownville, Robbie Butcher of the Charlotte White Center and Brownville Artist Suzette East to present the very first "Women of Worth" Conference on April 22. The event will celebrate working women on Administrative Professionals Day, formerly Secretary's Day.

Although some details are yet to be confirmed, highlights of the conference include Proper Dress with style consultant Susan Stacey, Self Esteem & Assertiveness in the Workplace, Time Management, the Brain Gym, the Wage Project, Networking and a closing presentation by Maine



humorist Randy Judkins entitled "Laughing in the Face of Change."

The conference is being designed not only to educate but also to validate, inspire, empower and motivate the business and working women throughout the region. If you would like to attend this remarkable event or would like to sponsor a part of the event, please call Merlene Sanborn or Helen Kelly at 564-2942 the Penquis Higher Education Center.



*"Statistics suggest that when customers complain, business owners ought to get excited about it. The complaining customer represents a huge opportunity for more business."* - Zig Ziglar

## Bangor Savings Bank 'Launches' New Drive-Up Gizmo

Banks are not traditionally known as 'fun' places to go. But I must tell you that my inner child popped out the other day when I made a visit to Bangor Savings Bank and discovered their new-fangled, canister-shooting, drive-up teller machine. It's just like the one you see on TV where the little kid in the bank loads it with pens and stuff and then launches them right through the side of some unsuspecting customer's car. I love that ad.

When I came to a stop beside the gigantic plastic and metal tube thing, a voice said, "Zrmxtle grtkble orntimnzxy." I looked up and there on a television screen was the face of a pretty young teller peering at me with a huge smile. In the background I could see two more tellers and a few customers standing at the counter. "I think you're a little close to the microphone. I just want to cash this check," I said as I launched my check back at her by stuffing it into the plastic bullet like cannon fodder and then

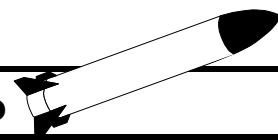
pressing the 'fire' button. I waited for tellers and customers to hit the deck and scream "INCOMING!," but to my dismay nothing of the sort happened.

"If I stuffed the trash bag into that thing, I think the extra weight would take out Heather Weymouth's door from here," my inner child said.

"If you do anything to that machine other than take the cash out of it, I will personally take you out. Now, act your age," my wife replied through clenched teeth.

Not having acted my age since I was nine and knowing that my friend Dick Stutzman (who never acts his age either) would happily fix me up with some model airplane fuel, I smiled into the camera and with my very best Arnold Schwarzenegger impression said, "Thank you. I'll be back."

Boy, banking is going to be a lot more fun than it used be.



## Rowell's Garage: Putting Rumors to Rest

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My appointment was with Larry Pullen, a friend of mine and the son of one of my early mentors at Moosehead. Larry was recently appointed general manager of Rowell's Garage by Karen Pomeroy. As Larry explained it, "Karen has her own career and she didn't want to give that up to be here, so she asked me if I would step in and manage the organization for 6 months or so." A Dover-Foxcroft native and FA graduate, Larry is a former Moosehead Mfg. board member and recently retired executive vp of Portland's Seltzer & Hydholm (after 18 years of service.)

My visit was aimed at dispelling rampant rumors, myths, half truths and outright lies. Larry wasted no time in setting the record straight. "No, our franchise has not been pulled. We have no intention of giving it up and we are in the process of securing our lines on into the future. Karen wants to keep and operate the business to provide jobs for our employees and a service to the region."

But what about the auto industry and the bailout and the restructuring that will take place? "There is certainly a place for a good General Motors dealership in this area and we think we are that dealer. The GMC line is our strongest brand but Pontiac is important to us, as well. The auto industry is in a state of flux right now and there will undoubtedly be some consolidation of models, maybe even brands. In the end we think it will make General Motors and Rowell's stronger."

Other than yourself, have there been any other additions or changes? "There were a couple of changes made before I came. In the service department our longtime shop foreman, Jim Chambers replaced Paul Hayes as service manager. And, there was the addition of Randy Herring as sales manager. Both are very capable young men and both are doing well."

Now I'll ask the really tough question. How do you respond to those who say 'You can't trade cars locally. You have to go to Bangor or Augusta or Portland to get a good deal.' "Right now the big guys are probably hurting more than the small guys. In crazy times the big guys would sell more cars because they were taking shorter margins and trying to make it up more or less in volume. You can't do that long term and



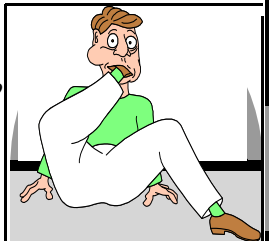
remain in business. Bottom line is we don't have the overhead or the expensive advertising that the big guys do. We have the same GM incentives and we should be able to give you as good a deal as anywhere in the state on comparable vehicles.

All we want is for people to give us that opportunity."

How about financing? Is credit still hard to get? "It was last fall with many banks getting out of the auto loan business and GMAC raising its credit standards and interest rates so high no one could do business with them. Now it's different. We've developed a relationship with Katahdin Trust and of course we have the local credit unions. Things are much better now and we expect them to continue to get better."

Is the bus service going to remain a part of Rowell's corporate structure? "Yes. Karen wants to keep the bus service. Jenny Chase does a great job managing that end of the business and we'll be bidding again on the bus-sing contract for the Greenville School system. That's a one year contract and we'll be looking to get it again next year."

Certainly the road ahead is going to be challenging for businesses, big or small. And, although much depends on the creativity & business savvy of the GM execs, Karen Pomeroy has put together a team that will lead Rowell's through this recessionary dark tunnel & make it much stronger when it emerges on the other side.



"No matter how hard companies try to improve their products of services, their futures depend on their people's interaction with customers." - Dr. Terry Vavra in *Aftermarketing*

## Saturday Night in D-F Sponsors & Schedule Set for '09

The Chamber of Commerce and the Center Theatre would like to thank the 2009 sponsors of the highly acclaimed Saturday Night in Dover-Foxcroft concert series.

All of our sponsors are returning sponsors and we thank them most sincerely for understanding and acknowledging the impact that this series has on the region both from a cultural and an economic perspective.

The list of 'thank you's' goes out to Mayo Regional Hospital, A.E. Robinson Oil Company, Dave's World, Maine Highlands Federal Credit Union, Camden National Bank, The Varney Agency, Hardwood Products Company, Lumbra Hardwoods Inc., Trask Insurance, Bangor Savings Bank, and Hibbard Nursing Home.

The 7 show series begins on June 20th with a return perform-

ance by the Jerks of Grass. The all female drumming ensemble Inanna follows on July 18th. Mike Miclon (pictured) brings his unique brand of comedy to town on August 15 followed by a Friday & Saturday 2-show appearance by the High Ryder Golden Oldies Show September 18 and 19. It's a vaudeville ragtime harvest review, with Glenn Jenks on October 17 followed by the comedy of Susan Poulin on November 21. The Series closes with its annual Christmas show, this year starring the Don Campbell Band.

Season tickets are \$70.00. Individual show tickets are \$12.00 in advance and \$15.00 at the door.

