

BUSINESS BRIEFS

Choptank Electric donates to Snip Tuck

CAMBRIDGE — Choptank Electric Trust recently presented a grant of \$1,014 to Snip Tuck Inc., a nonprofit organization formed to provide low-cost spay and neuter services to the citizens of Maryland's Eastern Shore.

The money was used to purchase surgical instruments for the organization's monthly spay and neuter clinic, held Oct. 18 at Healing Hands Animal Hospital in Salisbury.

Specializing in feral cats, one of Snip Tuck's missions is to reduce the number of kittens produced by feral cat colonies. This helps shelters on the shore by reducing the number of homeless kittens surrendered to them every year. Using the process of Trap Neuter Return (TNR) the colonies are sterilized and vaccinated.

For more information or to make a donation, contact Cindy Smith at 410-330-2268.

Federalburg residents launch music business

FEDERALSBURG — RSR Global Products LLC, a privately owned music sales company dedicated to bringing Irish/Celtic music to a broader audience, has recently launched its Internet business in conjunction with Amazon.com.

Owned by Federalburg residents Robert S. Riggan and his wife Debra Fishell Riggan, the business can be found at www.irelandsfolkmusic.com.



ROBERT RIGGAN

Robert has become an affiliate of Amazon.com and can offer special pricing for the music available at his site through Amazon.com.

Robert is a native of Laurel, Del., but has lived in Federalburg since 1992.

Another Delaware native Robert is featuring on his site is George Thorogood and the Delaware Destroyers. The group is featured prominently on the site, the rest of which is dedicated to Irish/Celtic folk music.

For more information, visit www.irelandsfolkmusic.com.



Aly Valentine, co-owner of Harrison Street Books, presents the check to Mary Adkins, director of the Judy Center, along with her staff. Pictured from left to right are Dina Myers, Adkins, Valentine and Pat Taylor.

Harrison Street Books donates to Judy Center; Women & Girls Fund

EASTON — Harrison Street Books recently held fundraising book sales for the Judy Center and the Women & Girls Fund.

The bookstore held an all-day benefit sale for the Judy Center Oct. 3 and donated \$80, which was 10 percent of the day's sales.

Store owners Aly Valentine and Peggy Neviasser also donated \$200 to the Women & Girls Fund of the Mid-Shore, money raised through a book sale held at the Oct. 7 event featuring photojournalist Paola Gianturco.

Harrison Street Books, located at 27 S. Harrison St. in Easton, is open from 10 a.m. to 5:30 p.m. Monday to Saturday.



From left, Peggy Neviasser presents a check to Val Lamont and Meg van den Berg, board members of the Women and Girls Fund.

For information, call 410-819-0000, or visit www.harrisonstreetbooks.com.

Waterfowl Festival launches its new Advantage Card

Card offers discounts at local retailers

EASTON — "You save bucks and we save Ducks" is the marketing slogan for the Waterfowl Festival's new Advantage Card that is now available for sale at \$20 to consumers, according to Judith W. Price, executive director of the Waterfowl Festival.

Card purchasers receive discounts or special offers at 12 Easton retail merchants whenever they use the card through Dec. 31, 2009.

They also receive a discount at Festival collectibles locations.

Participating merchants include Berrier Ltd., GM Giant Car Wash, Martini's Restaurant, Michelle Rose Salon, Miranda's Shoes, News Center, Postal Suites Plus, Roberto's Pizza, Robin's Nest Floral & Garden Center, Shore Sportsman, Skirtin Around and Town & Country Liquors.

The Advantage Card may be purchased at the Waterfowl Headquarters, Festival Collectibles locations, Festival Information Booths,

at the Festival Web site www.waterfowlfestival.org, from Festival Board members and committee chairmen and participating retail businesses.

All proceeds benefit Waterfowl Festival Inc., a nonprofit, 501c3 organization and its mission of wildlife conservation, the promotion of wildlife art and the celebration of life on Maryland's Eastern Shore.

"The card will make a great gift to employees for a job well done or to family and friends at holiday time," Price said.

David Wheeler shuts down Volvo sales department

By JOY LA PRADE
Business Editor

EASTON — The David Wheeler auto dealership has closed its Volvo department because of the brand's declining sales nationwide, but is expanding its Kia department.

Volvo is consolidating its dealer network across the country following several years of slow sales, said general manager Steve Rapp, and the dealership has returned its Volvos to be distributed to other sellers.

He said David Wheeler will retain its Volvo service department, but is shifting its focus to selling Honda as well as Kia, a brand it added last summer.

"The more active market is certainly for economy cars, high-fuel-mileage cars — Honda and Kia both fit into those categories," Rapp said. "This gives us the ability to focus on those two brands."

"From a business standpoint, this is a great thing for us," said owner David Wheeler in a press release. "While Kia is doing extremely well, many other manufacturers are

struggling right now. We're expanding our Kia operation as a direct result of what is taking place in the economy."

No employees are being laid off as a result of the change, Rapp said, and Kia sales will move into the former Volvo building. The dealership has cancelled plans to build a new 9,000-square-foot Kia department, for which it earned approval from the Talbot Planning Commission in July.

Wheeler has owned the dealership since 2000, when he bought the 25-year-old Fuller Automotive, a Volvo, Honda and Nissan dealership. The company has earned many awards over the years, including number one Honda dealership in the country for customer satisfaction; number one Volvo dealership in the Mid-Atlantic region for customer satisfaction and fourth-highest Volvo sales penetration in the U.S. It was named the Talbot Chamber of Commerce's large business of the year in 2004, and annually presents a new car for Talbot County's Teacher of the Year to drive throughout the school year.

FESTIVAL ADVANTAGE CARD "You Save Bucks • We Save Ducks!" 40 S. Harrison St., Easton, MD 21601 • 410-822-4567 www.waterfowlfestival.org		
Shore & Country Liquors 15% off any one quantity wine 282-48 St. Michaels Rd. Easton, MD 21601 410-822-1433	NEWS CENTER 12% off regular priced items. Excludes sales & discounted items. 218 N. Washington St. Talbottown Shopping Center Easton, MD 21601 410-822-7212	Michelle Rose Salon 10% off regular priced services 401 E. Dora St. Easton, MD 21601 410-822-3001
Postal Suites Plus Get \$2 off any GPS or FedEx Package 101 Marlboro Ave. #111 Easton, MD 21601 410-819-0246	Roberto's Pizza \$2 off large pizza or pasta dish Discount valid exclusively on pizza 707 Marlboro Ave. #225 Easton, MD 21601 410-770-3500	SHORE SPORTSMAN 10% off any in stock item 8332 Ocean Gateway Easton, MD 21601 410-820-5588
\$2 off any Waterfowl Festival Collectibles Merchandise order of \$20 or more Discount Card Valid 11/01/08 - 12/31/09		
Robin's Nest Floral & Garden Center 20% off any one sale item Not valid for delivered items Cash & Carry only 10000 Ocean Gateway - Lanes, MD 21601 410-822-4730	MARTINI'S 10% off any purchase 333 N. Dumfries St. Easton, MD 21601 410-822-9507	Berrier Ltd. 10% off regular priced items only 7 C. Dora St. Easton, MD 21601 410-819-0267
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AWARDS

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Courtney and Doug Estelov, who have run Caboodle Cartridges for nearly two years, were given the Entrepreneur of the Year Award. Tobin said they were nominated because "they provide great customer service and have increased their sales over last year."

She said they are "confident in their product" and "had the vision of recycling all of those unwanted ink cartridges."

Pastor Jeffrey Pearson and the congregation of The Bridge were awarded the Public Servant Award for reaching out into the community in a variety of ways, Tobin said.

She said they deliver Christmas gifts to people who



The Entrepreneur of the Year Award went to Courtney and Doug Estelov of Caboodle Cartridges. Making the presentation, center, is Merry Tobin.

otherwise might not have Christmas; hold a yearly event where more than 500 people attend a free evening of games, entertainment and giveaways; provide a Halloween night alternative

for local young people; help people with jobs around the home; and work in a homeless shelter.

The Excellence in Business awards are presented by the chamber annually.

YUMMIES

From Page D1

put recipes that use Pecan Yummies on her business cards with the idea that people would be less inclined to throw out a business card with a recipe on it.

"I have a lot of perseverance," she said. "I still think I am going to be on the Oprah show one of these days. It is fun. It is always changing, it is always different."

Today Pecan Yummies has

about 90 distributors all over Maryland and in several locations in Virginia and Delaware. The products are also available online.

This year Yule focused on attending as many festivals as she could — she has plans to attend festivals and shows 41 weekends of the year.

"What I need is for people to taste my product, because what I have found is that once people taste my product they really love it and then they are

going to buy it," she said.

Attending all the festivals has helped to make 2008 her best year by far, she said. Yule would like to continue expanding her business to nearby states and adding distributors.

"It is a happy business," she said. "People don't get mad at you. When you are a travel agent they do."

For information, visit www.pecanyummies.com or call 1-888-269-9853.

SHOWCASE

From Page D1

of Centreville. "We get to meet people face-to-face. I hope it's an annual event."

Jaime Peterson is marketing director for Cording Concepts of Worton in Kent County, a marketing and distribution services company that has been in business since April, and a new member of the chamber.

"It brings businesses in the counties together and allows business owners to talk to one another," Peterson said of the showcase. "It opens doors to stronger relationships."

Christina Wingate-Spence of

Corsica Hills Nursing Center of Centreville said the chamber did a "fantastic job" of organizing the event, which she called a "wonderful opportunity for businesses to get together and showcase their products."

"It's great," said Dana Cresanto of Spanning the Globe Travel in Chester. "Maybe some of the people here will decide to go on vacation."

Throughout the day there were seminars focusing on different business aspects, followed by a showcase reception.

Friday said the various spon-

sors were instrumental in making the day a success.

She cited Chesapeake Bay Beach Club; Homeland Title and Escrow; PNC Bank; Fishergate Inc.; Queen Anne's County and Easton Update; and the chamber, for sponsoring the showcase.

The luncheon sponsors were Chesapeake Publishing Corp.; Lundberg Builders Inc.; and Shore Sign.

Table sponsors were Anne Arundel Medical Center; Character Counts; and Shore Health System.

DCL Office Furniture Solutions sponsored the reception, she said.

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