



# Brownsville/Haywood County Chamber of Commerce

121 West Main Street  
Brownsville, TN 38012  
[brownvillechamber@newwavecomm.net](mailto:brownvillechamber@newwavecomm.net)

Phone:731-772-2193  
Fax: 731-772-2195  
**CHAMBER STAFF**  
Joe Ing, Executive Director  
Beth Thomas, Administrative Asst.  
**Board of Directors**  
Nick Nichols, President  
Albert Campbell, President Elect  
Glenda Pettigrew  
JoAnne Finn  
Rhonda Thompson  
Pam McCarley  
Debbie Sterbinsky  
Lisa Carlton  
Joey Conner  
Betsy Waddell  
Carolyn Flagg  
Dave Rasmussen  
Bob Wallis  
Hayden Hooper  
**Website**  
[www.haywoodcountybrownsville.com](http://www.haywoodcountybrownsville.com)

## HAYWOOD

### COUNTY HAPPENINGS.....

1. **Brownsville Energy Authority Board Meeting**, 5 p.m. B'ville Utility Dept., **Stanton Planning Commission Meeting**, 7 p.m., Stanton City Hall
4. **Trooper John Gregory Mann Down home Picnic**, 6:30 p.m., Woodlawn MB Church
7. **Labor Day**
8. **Central Dispatch Board Meeting**, 9 a.m., City Hall Courtroom, **Brownsville City Board Meeting**, 5:30 p.m., City Hall Courtroom
9. **How to Write a Resume Seminar**, 11 a.m. & 1 p.m., Insouth Bank Lounge
10. **INSOUTH Bank Carl Perkins Golf Tournament**, 11 a.m., Brownsville Country Club
11. **Patriot Day**
13. **Grandparents' Day**
14. **Haywood County Conservation Board Meeting**, 5 p.m., 100 Boyd Ave. - Parks & Rec. bldg., **Haywood County Commission Meeting**, 7 p.m., Courthouse
15. **Brownsville Business Association Meeting**, 5:30 p.m., Delta Room, **VFW Meeting**, 5:30 p.m., Hibachi Restaurant, **Stanton City Board Meeting**, 7 p.m., Stanton City Hall
16. **Brownsville Housing Authority Meeting**, 11:30 a.m., 205 Summer Oaks
19. **1st Annual Gospel Music Festival**, 3-6 p.m., Volunteer Park, **Rosh Hashanah**
21. **Toddler Time**, 11 a.m., Elma Ross Public Library
23. **Lunch & Learn**, 12 noon, Elma Ross Public Library
24. **City Planning Commission, Historic Zoning Commission**, 4 p.m., City Hall Courtroom

### Welcome New Members

**Girl Scouts Heart of the South**

**1007 Old Humboldt Road**

**Jackson, TN 38305**

**Phone- 731-668-1122**

**Fax- 731-661-0011**



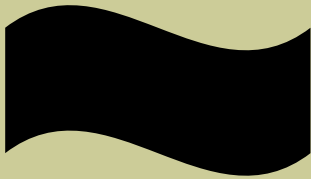
**THANK YOU FOR YOUR RENEWALS!**

- **Ross Manufacturing**
- **Cash Masters– Brownsville**
- **Lasco Fittings**
- **Brownsville Medical Clinic, PC**
- **Hatcher Autoplex**
- **Wal-Mart Super Center-Brownsville**
- **Lea & Halbrook Public Accountants**
- **Mr. Dixon Hood**
- **Wesley Lake Sporting Club**
- **Hatchie Wholesale**
- **Elma Ross Public Library**
- **Haywood County**
- **Tom Lawler's Inc.**
- **Crestview HealthCare**
- **City of Brownsville**

Brownsville/Haywood  
County Chamber of  
Commerce

121 West Main Street  
Brownsville, TN 38012

Phone: 731-772-2193  
Fax: 731-772-2195  
Email address:  
brownsvillechamber@  
newwavecomm.net



### A letter from the director:

#### From The Desk of Joe Ing

I would have never thought that August could have been busier than July but I was wrong! August was filled with so many good things; it will be hard to speak of them all. August 4<sup>th</sup> Alderman Carolyn Flagg held Brownsville's first "National Night Out Against Crime"; this was a wonderful event where I had the pleasure of speaking to the crowd about how we all play a part in keeping Brownsville safe. I expect this will become a yearly event that will grow year after year. Superintendent Marlon King's "State of the Schools Address" was very inspiring; at all levels our scores are going up. Great Job Marlon! August 7<sup>th</sup>, Relay for Life event was so inspiring for everyone, we had a great crowd, the Chamber thanks everyone who took part in this event. On the political side of things, I've met with most of our elected officials this month speaking on behalf of our local industries and our Mega-Site. Congressman John Tanner, Senator Bob Corker, Speaker Jimmy Naifeh and State Senator Delores Gresham have all been in conversations with this Chamber this month. I have also just returned from the Tennessee Chamber of Commerce Executives Convention in Mt. Juliet. I had several great opportunities to speak to East Tennessee Directors and elected officials about everything going on in Haywood County. The support of our Mega-Site is becoming a Statewide supported project; it was very encouraging. I hope to have many of these people visit Haywood County in the near future. As September begins, it too looks to be filled with so many more good things, I can hardly wait. Please let me say that so many people have asked and encouraged me to announce as a candidate for next year's Brownsville City Mayor election. I want everybody to know that I appreciate all of the positive remarks. Katrina and I are talking and praying daily about this matter and it could very well happen at the first of the year. My plans are for now to continue to lead this Chamber to the best of my ability and to continue its work of preparing this community for what I know will be an exciting future for all of our Haywood County citizens. Until next time.....Remember Folks....."Your Chamber Needs You!"

Joe Ing

Executive Director





## **USEFUL TIPS FOR BUSINESS OWNERS/MANAGERS**

### **SHOULD YOUR PRICES BE REDUCED?**

There may be a time when the market place can no longer live with your current prices. Sales are slowing down in many areas and you may see potential customers looking at your products or services, or calling for quotes, but orders aren't following. One solution- **ASK** them why they're not buying your product or service! Many people will be glad to tell you if you ask in a friendly manner.

That is also a good time to sell the advantages and benefits of your products or services. What do you offer that is better than your competitor? Is it selection, guarantee, enhanced service or better delivery? Or are your competitors pushing lower prices? Have you looked closely at the prices for your products or services to determine if they are within current market trends?

Here are some reasons why **YOU** may want to consider lowering prices:

- Your supplier cost is now less.
- You have downsized your staff.
- Excess inventory has been moved.
- New technology has forced a price reduction.
- You are receiving large order discounts.
- Is it the slow time of year?
- Products are becoming a commodity.
- Manufacturing costs have been reduced.
- Suppliers are offering easy payment discounts.
- Sales have increased and you may be able to accept a lower profit percentage to gain market share.
- Do you need to increase gross sales before selling the business?

It is important to remember that if you reduce your prices too low, you may force your competitors to react accordingly. Don't start a price war that makes everyone go lower. (No one wins in these situations.) Consider that too low a price may defeat your profits altogether. Having a value added service may allow you to sell a little higher in some instances, especially if you have outstanding customer service. But don't reduce your prices so low that it cuts back on your ability to provide better customer service than your competition.

Always keep in mind that you are in business to **'MAKE A PROFIT'**!

**TENNESSEE COMMUNITY SERVICE AGENCY**

6 Stonebridge Blvd.  
Suite G  
Jackson, TN 38305  
Phone- 731.984.9030  
Fax-731.664.4623

**PLEASE ANNOUNCE AND POST**

Dear Sir/Madam:

Need help getting your G.E.D.? We can help pay for it. The West Tennessee Youth Success (WTYS) Project is seeking to enlist youth ages 17-21 that are performing poorly; at risk of dropping out of school; or to provide assistance to young people pursuing a G.E.D.

We can assist with paying for preparation materials, free tutoring, filling out job applications and basic employment skills. Applicants must meet criteria for the program.

We are located between Deals and Los Portales on Stonebridge.

For more information please contact: Program Specialist- Haywood County Cassani Fouse (731) 984-9007.

Please contact me to get started on a new path toward getting your G.E.D. and setting career goals.

Thank you for your time and consideration!

