



Live Steam

Rotary Club of Pittsburgh, District 7300

Chartered in 1911 as the 20th Club. Today, one of 33,135 worldwide.

Volume LXXXX

415

March 16, 2011

ROTARY BUSINESS CENTER & CLUB OFFICE

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Hours:

Monday–Friday | 8:30am–5:00pm

*Rotary is a leader in
making Pittsburgh
a place where every
young person has
an opportunity
to succeed.*

ROTARY LEADERSHIP 2010-2011 Officers

Linda Fischer, *President*
Andy Dlinn, *President Elect*
Ray Amelio, *1st VP*
Jim Ludwig, *Secretary*
Peter Smerd, *Treasurer*
Ben Luffey, *Sergeant-at-Arms*
Wally Jenkins, *Past President*

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Jeff Martin
Greg Boulos
Mary Jo Corsetti
Stacey Riscoe
Lynne Scanga

Executive Director

Terry Dougan

President of Rotary International

Ray Klinginsmith
www.rotary.org

District 7300 Governor

Cindy Sakala
www.district7300.org



LAST MEETING: 3-9-11

By: Wynne Fedele

This is my maiden voyage as reporter for our Rotary Club of Pittsburgh so please keep my rookie status in mind!

President Linda called the meeting to order and reminded the members we are “Citizens of Rotary.” The thought for the day was by an Unknown Author - “Anger blows out the lamp of the mind.” The Caring Habit for March is “Resolve Conflicts.” The invocation was given by **Greg Boulos** of Blackberry Meadows Farm in the absence of **Kelli Robbins** who was unable to attend due to a family illness. The pledge and song were led by **Wally Jenkins** in a respectable rendition of “For the Beauty of the Earth” on a rainy, windy Pittsburgh day. **Jim Hall** accompanied our members’ lovely singing on the piano.

President Linda reported that **Andy Dlinn** attended President-Elect training and she attended Assistant Governor training.

Jim Ludwig, Secretary, took a few moments for announcements and some Rotary history. He told our members the story of a major storm and resulting flood in 1913 that was the catalyst for changing Rotary from a purely business association into a humanitarian organization.

Clarissa Prosser introduced Rana Grossman Tanti, Guidance Counselor at Brashear High School who introduced our Student of Distinction, Jennifer Bacvinskas. Jennifer thanked the club for the recognition and thanked her mother (which we should all do!)

Ray Amelio, **Stacy Riscoe**, **Tamara Vukotich**, **Karl Ohrman** and **Phyllis Comer** introduced guests.

Harry Corbett introduced our speaker, Regis Delmontagne who spoke to the club about conducting business overseas – especially as it relates to the printing industry. Mr.

Delmontagne told several fascinating stories about his experiences in international business.

- Pittsburgh was an early adopter of the “global economy.” H.J. Heinz Company was doing business in London in the 1800’s. Rockwell and Mine Safety Appliances were also early entrants in the global marketplace
- Mr. Delmontagne was recruited by the National Printing Equipment Company in the mid-1970’s when most American printing equipment companies were not doing much overseas business. He was sent to Germany then to Warsaw, Prague and Budapest. He learned how to do business in Eastern Europe during the Soviet era. Everything had to go through Moscow bureaucrats.
- He learned a key to doing business in Eastern Europe was to provide service after the sale because American companies had a reputation for selling equipment and not returning for service. Now there are 120 American printing companies doing business in the former Soviet Union.
- In 1982, printing in China had not advanced beyond the 1500s. He sold a great deal of American printing equipment in China and now everything there is state-of-the-art and they are taking business away from American companies. Labor costs are starting to be an issue in China. Just as American businesses moved around the country and then to China and elsewhere for lower labor costs, now companies are moving from China to India for lower labor costs.
- By the age of 5 most Chinese can speak English. English as a second language is mandatory in Russia. India has the largest middle class and the most English speakers in the world.
- In the electronic age, printing has declined precipitously in America and the change is coming to China, Russia and Eastern Europe. Fortunately, America has strength in digital printing.
- In Europe, business and government work hand-in-glove. Mr. Delmontagne recommends American business an government take a page from Europe’s book.



NEXT MEETING

Date: March 16, 2011

Speaker: Lourdes Sanchez Ridge

Title: Senior Counsel, International Law Practice Group,
Thorp Reed & Armstrong;
President, Hispanic Chamber of Commerce





It's a Great Day for Rotary!

UPCOMING EVENTS & MEETINGS

Event: New Member Orientation
 Date: March 16th
 Time: 1:30 – 2:00 pm
 Location: 3rd Floor Conference Room

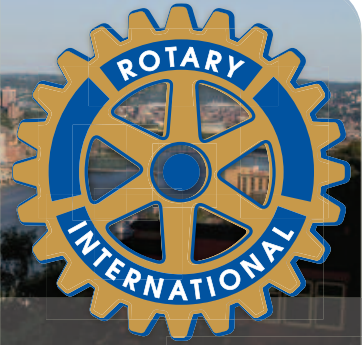
Event: New Citizens Reception
 Date: March 18th
 Time: 10:30 – 11:30 am
 Location: Lawrence Welk Room

FUTURE PROGRAMS

WEDNESDAY MARCH 23RD
 Kurt Rankin
 Senior Economist
 PNC Bank

WEDNESDAY MARCH 30TH
 To be Determined

WEDNESDAY APRIL 6TH
 Chuck Tanner Event
 Kick-Off Meeting




Club President Linda Fischer and Guidance Counselor Rana Grossman Tonti recognize Jennifer Bacvinskas as a student of Distinction

SAVE THE DATE May 11, 2011

Ethics in the Age of Information and Social Networking
 2011 Ethics Symposium for High School Students
 A full morning program consisting of workshops, a keynote speaker, and lunch is planned for:
Wednesday May 11, 2011
 at Duquesne University

Please hold the date. More details will follow. This annual symposium is organized by Rotary to enable students from throughout the Pittsburgh area to discuss ethical issues which will affect their working and professional lives.
 For more information call: 412.471.6210
 Email: office@pittsburghrotary.org



CLUB BIRTHDAYS

Kelli Robbins March 17th

CLUB ANNIVERSARIES

Dan Long 19 years
 David Gilpatrick 16 years
 Pamela Robinson 2 years

For more information about the Rotary Club of Pittsburgh or if you're interested in joining, visit our website at www.pittsburghrotary.org or call the Rotary office at (412) 471-6210.



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*Rotarian: Saul Kurtz
 of Blessed Memory*

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