

Dog groomer comes to you

Couple travels across the U.S. to fetch mobile grooming van

By EDWARD STRATTON
The Daily Astorian

HAMMOND — A pet groomer for 14 years, Karen Lincoln was thinking of a job for her partial retirement. Little did she know it would take her and her husband, James, on a cross-country journey.

They traveled to New Hampshire to pick up a converted Dodge Sprinter van with a full-service grooming station inside for her new business, The Dog Wash Waggin'.

"The most common issue I've heard from pet owners is that they don't like the time it takes to drive to the groomer, wait two or three hours to pick up their pet and then return home again," said Lincoln, who will travel from Knappa to Cannon Beach to owners wanting their animals groomed.

The van features a self-contained heated water source of up to 60 gallons, stores its own wastewater and uses a vacuum system that picks up hair as a dog is clipped and a



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Karen Lincoln, a pet groomer for 14 years, traveled to New Hampshire with husband James to buy a mobile dog washing and grooming vehicle for her new business, The Dog Wash Waggin'.

hand-held dryer. The stainless steel bathtub is outfitted with a Bathing Beauty System using pulses of warm water to

massage dogs as they're being cleaned, and the electric grooming table adjusts for different sizes of pets.

Prices for dog grooming are based on the breed of the pet and the condition of its coat, said Lincoln, who styles each clip to the customer's specifications.

Cross country

When the Lincolns went looking for mobile dog grooming vans, the search took them to the other end of the country in New Hampshire, from which they proceeded south to Florida to visit friends, then on to San Diego and finally back up to Hammond.

The van had to follow a snowplow for 150 miles through a storm, said James Lincoln, but the roughest part was going through demonstrations in New York City. The Lincolns traveled through New York City during protests in the aftermath of the Dec. 3 decision by a grand jury not to indict NYPD officer Daniel Pantaleo in the choking death of Eric Garner.

Now back in Hammond after her whirlwind tour of the U.S., Karen Lincoln said she's starting the business, setting up a Facebook page and her website at www.thedogwashwaggin.com. She's also available at 503-440-6225.



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Jerry Richardson runs Advanced Collision Repair in Seaside. Richardson, who has won multiple environmental certifications and awards, has taken pains to make his operation more environmentally conscious, including a fully enclosed downdraft painting booth.

Making the Dollar

INTERVIEWS WITH LOCAL BUSINESSES
BY EDWARD STRATTON

Jerry Richardson, owner
Advanced Collision Repair
1202 South Holladay Drive
Seaside
503-738-9321 or
jerry@crash1-4me.com

What do you do?

"All phases of automotive repair. Collision is our primary business, but we do home mechanical, also. We have to, because when a car's in a wreck, the mechanical part gets damaged. People don't think of a body shop as a mechanic's shop, but we're actually more qualified than most mechanic's shops."

How did you get into this business?

"I started as a kid in school, just interested in cars. Started working in my garage, around my folks' house fixing things when I was a kid and got a job at a shop — in 1968 was when I first got paid to fix something. This business, I got the name Advanced Auto Body in 1972. And it's followed me tax-wise. I moved down here in '82 from Longview (Wash.) and worked in a shop that was in Gearhart ... for a while and then bought a piece of property and had my own shop at the (Seaside) airport where Kiwi Glass is. Then (I) sold that and went home and worked for a while — was doing insurance work at home — and then bought this place and started fixing it up. I think we (Richardson and wife Jan) bought this in 2003."

Who is your clientele?

"We get a mix of everything. We have people come from the Long Beach (Wash.) Peninsula, from Tillamook, Seattle. We have some customers who actually save their dents up and come to experience what we do here. We do really high-quality work. The other shops talk about it or advertise it, but we actually do it."

What are some of the quirks or challenges of running your business?

"Challenges are dealing with the insurance company, hampering our ability ... to make a profit, or work at such a tight margin to do a quality job that it's difficult. The insurance company's the biggest problem. Everybody thinks 'Oh, they pay so much.' No, they don't. They chisel us down so tight that most shops will buckle to that and do a cheap job and 'Boom; there you go.' But we try to do a quality repair, so we're on a tighter margin."

Buoy Beer barrels into Portland

Buoy Beer Co. announced that Maletis Beverage will distribute its lineup of beer to the greater Portland, Salem and southwest Washington regions.

"Maletis does great work with a fantastic reputation and we're excited to partner with them to get our beer out more efficiently to a larger area in the coming months," said Buoy Beer co-founder David Kroening.

"This partnership with Maletis is very



exciting because it will allow us to expand from the coast and get our beers into the beer mecca that is Portland," added Buoy Beer Head Brewer Kevin Shaw, a 20-plus-year veteran of brewing in the Pacific Northwest. "Maletis has great relationships with retailers and we look forward to working with them to bring our beers to the thirsty consumers in the northwest."

Buoy Beer Co. brews on a 20-barrel

Metalcraft Fabrication brew house for its main-line of European Style Lagers and Northwest Ales. It also brews on a Portland Kettle Works three-barrel pilot system for specialty beers served in its taproom and restaurant.

"Buoy's waterfront location in Astoria, where the Pacific Ocean meets the Columbia River, is one of our country's greatest natural wonders and our sales team will help bring a bit of that experience to thousands of retailers in Oregon and (southwest) Washington," said Rob Maletis, owner of Maletis Beverage.

Mathews presides over chamber in 2015

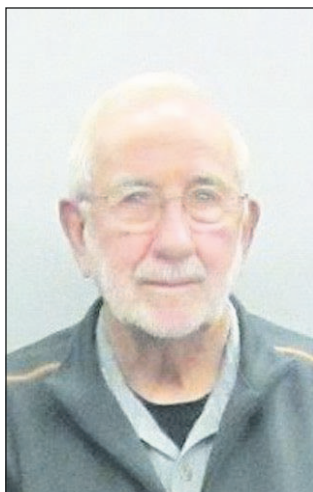
The Astoria-Warrenton Area Chamber of Commerce, at its annual banquet Saturday night, announced Loran Mathews, organizer of the Scandinavian Midsummer Festival, as the president of its board of directors for 2015. He is joined by:

- David Reid, the president throughout 2014 and the local proprietor of Aflac. His term on the board lasts until 2017.

- Treasurer Lorrie Radu of P & L Johnson Mechanical, whose term lasts until 2016.

- Caroline Wuebben of Holiday Inn Express, whose term ends this year.

The chamber's advisory board includes Andi Day from the Long Beach Visitors Bureau; Astoria City Manager Brett Estes; Warrenton City Manager Kurt Fritsch; Superintendent Craig Hoppes of the



Loran Mathews

Astoria School District; Director Kevin Leahy from Clatsop Economic Development Resources (CEDR) and Clatsop Community College's Small Business Development Center; Brandon Craft from the Chamber Ambassadors; and Clatsop County Manager Scott Somers.

Tongue Point Job Corps earns chamber honor

While Buoy Beer Company was named Astoria-Warrenton Area Chamber of Commerce's member of the year for 2014, Tongue Point Job Corps Center took home the honors for January.

Many people driving past the Tongue Point Job Corps Center sign on U.S. Highway 30 might not know about the 64-acre campus, home to 473 students training in 16 different trades, as well as earning college credit. Opening its doors to students 50 years ago on Feb. 2, 1965, more than 25,000 young adults have studied at Tongue Point.

The fourth largest employer in Clatsop County, Job Corps has employed more than 150 local residents every year since it opened. Through wages, student spending, college tuition, local contracts and local purchasing, it infuses about \$10.5 million annually to the local economy.

In addition to items crafted by students as part of their learning, which are popular auction items for nonprofits' fundraisers, students and staff annually contribute more than 5,000 hours of community service and career service training, worth about \$100,000, to nonprofit organizations and local agencies.

Grow your business with social media

The Astoria Downtown Historic District Association (ADHDA) is holding one of its merchant-focused series of short Novel Efforts Downtown (NED) Talks, "Five Ways to Get More Customers through the Door with Social Media," at 6 p.m. Tuesday at Street 14 Coffee, 1410 Commercial St. NEDTalks

are free and open to the public. No RSVP required.

Speaker Tara Gentile will help business owners channel their everyday activity into social media updates that bring in customers, both new and loyal. Gentile is a business strategist and the creator of Quiet Power Strategy. Since 2009, she's

grown a thriving business online using social media with active communities on Twitter, Facebook, and her blog. Her work also has been feature in Fast Company, Forbes, DailyWorth, and Design*Sponge.

For information, call Alana Garner at 503-791-7940.

'Ready, Set, Start Your Business' class offered

Clatsop Economic Development Resources (CEDR) returns with its continuing workshop Ready, Set, Start Your Business Jan. 21 in Astoria.

Instructor Tom Leiner, co-owner of Pat's Pantry spice shop and an adviser with CEDR and Clatsop Community College's Small Business Development Center, teaches partic-

ipants how to:

- Identify their reasons for starting a business.
- Decide whether business ownership is right for them.
- Evaluate business opportunities.
- Learn the basics of starting a business.
- Research market potential and the feasibility of an idea.

- Plan for and manage growth.

If participants decide they want to actively pursue opening a business, they can schedule a free, confidential appointment with an adviser from the college.

The workshop costs \$20, payable at class with check or credit card. To register, email SBDC@clatsopcc.edu, or call 503-338-2402.

Clatsop County Property Transactions

Sellers: Robert G. Murray and Janice L. Murray
Buyer: Angela J. Cooter
Address: 89556 Shady Pine Road, Warrenton
Price: \$520,000

Seller: Generation Mortgage Company
Buyers: Jeffrey Bodner and Celeste Bodner
Address: 2145 N. Wahan-

na Road, Seaside
Price: \$340,000

Seller: Clatsop County Sheriff's Office
Buyer: U.S. Bank National Association
Address: 799 4th Ave., Seaside
Price: \$301,074

Seller: Sunrise Homes, Inc.

Buyer: Michael A. Murock
Address: 170 S.W. Kalmia Ave., Warrenton
Price: \$285,000

Seller: Steven M. Scigliano
Buyer: Justin M. Guyette
Address: 421 12th Ave., Seaside
Price: \$215,000

Sellers: Donald M. McDaniel and Edith H. McDaniel
Buyers: Justin C. Hall and Alesia Lau
Address: 1268 Kensington Ave., Astoria
Price: \$196,000