

# CHAMBER NEWS

A Newsletter for Members of the Burgaw Area Chamber of Commerce

July 2008

## *Mojo Musical Supply Awarded 2008 Entrepreneur of the Year*

Written By: Donna Best-Klingel, Executive Director

The 12th Annual Coastal Small Business Awards Banquet was held on Friday, June 13 at UNCW's Warwick Center. Each year, local entrepreneurs are recognized by area Chambers of Commerce, the CFCC Small Business center, SCORE UNCW Center for Business and Economic Services, UNCW Small Business and Technology Development Center, the U.S. Small Business Administration and Wilmington Industrial Development. Once again, The Burgaw Chamber proudly participated in this event and is pleased to announce Nothing Shocking, LLC d/b/a Mojo Musical Supply as the 2008 Entrepreneur of the Year. The decision was based on number of years of operation, stable employee base and continuing sales growth. All of which contribute to the Pender County economy.

Mojo Musical is a company located in the heart of Burgaw that has strong ties with world famous musicians such as Eric Clapton, Cheryl Crow and ZZ Top but few people in the area are even aware of what this company does. At first glance, the plain looking building looks like a small warehouse. But one tour of the facility confirms looks can be deceiving. Mojo Musical Supply is one of the country's largest providers of vintage replacement parts for guitars and amplifiers. A company that originally started in California 18 years ago, Andy Turner, bought Mojo out of bankruptcy 10 years ago. Soon after, Turner brought in business partner, Michael McWhorter, a Wake Forest graduate who worked for Andy while in college. Under their direction, the company has filled a much

needed demand for supplies in repair, restoration and manufacturing of guitars and guitar amplifiers. The company's annual revenue has grown from \$400,000 in 2000 to \$3.3 million in 2007. So what's their secret to success? McWhorter



Michael McWhorter and business partner, Andy Turner, accept the 2008 Entrepreneur of the Year Award.

says "It's about building a company in two ways, on the web and through direct customer contact."

For example, Mojo's website offers online instruction and product demonstrations not only to sell its products but also to educate its customers in repair and manufacturing techniques. By utilizing creative custom graphics software, Mojo has introduced a cabinet configuration program that allows customers to design an amplifier cabinet and see over 2500 different combinations of vinyl, grill cloth and cabinet hardware.

The company is the existing manufacturer for Fender and Gibson,

two well known companies in the music industry. More recently, Mojo extended its partnership with international distributors in Germany, the United Kingdom, France, Sweden, Norway, Japan and Australia. Through this collaboration, Mojo has extended both its product range and customer base.

In April of 2008, Mojo launched a new product called Custom Wound guitar pickups. Custom Wound manufacturing utilized automated technology that simulates vintage wiring techniques. Again, it's the online ordering system which allows customers to custom design the sound of their own pickups by interchanging component types and values. The guitar pickup industry has never seen anything like it.

Additional plans for 2008 include the purchase of a computerized woodworking machine, a laser engraving and cutting machine, and a 5,000 square foot expansion to a second building located in Burgaw. The manufacturing division of the company continues to be the exclusive leader in comprehensive guitar amplifier manufacturing by adding six new amplifier manufacturing contracts in the first quarter of 2008. The Mojo cabinet shop has gone from a one man operation, building one cabinet at a time to 22 woodshop employees producing 1000 cabinets per month.

As busy as McWhorter and Turner are with their business, both gentlemen are involved in local affairs. McWhorter is active in the Burgaw Rotary, where he currently holds the office of Secretary.

(See 2008 Entrepreneur Page 2)



Michael McWhorter, Andy Turner, and Burgaw Chamber President, Pete Cowan, display Mojo Musical Supply's award.

He serves on the board for the Burgaw Chamber and is a member of the executive committee for the Boy Scouts of America. Turner is involved with his wife's non-profit organization, Alban Elved Dance Company, and is an avid participant in the local cycling community. Even employees are encouraged to participate in local civic activities.

Please join us in congratulating Michael McWhorter and Andy Turner of Mojo Musical Supply.

## Harrell's Department Store Celebrates Their 105th Anniversary!

Harrell's Department Store in historic downtown Burgaw is celebrating their 105th Anniversary. Created in 1903 by Chauncy Harrell, the department store is currently run by the fourth generation of Harrell's. The family has provided the Burgaw area quality name brand goods and customer satisfaction proven by the longevity of their business. As with any good celebration, there will be several prizes raffled with the grand winner receiving a home freezer. Registration does not require a purchase and the winners do not have to be present at the drawing to claim their prizes. Currently, there is a sale in progress with all clothing and shoes at least 20% off and some as much as 75% off. Visit Harrell's soon and tell them you saw them mentioned in the Chamber News.

## Burgaw Area Chamber of Commerce Awards Scholarships

Two outstanding Pender County graduates from the class of 2008 are recipients of \$500 scholarships awarded by the Burgaw Area Chamber of Commerce.

**Lauren Lanier**, a Pender High School honor graduate, is the daughter of Buron and Sarah Lanier of Burgaw. She will attend North Carolina State University where she has been accepted into the College of Agriculture and Life Sciences. Lauren was active in many activities during her high school career, which includes serving as Editor-In-Chief of the Pender High School yearbook, participating on softball and volleyball teams, membership in several school clubs, and numerous school and community service projects while maintaining high academic standing.

Lauren is concerned with the local community. She coordinates Operation Christmas Child for her church, worked with an area rebuilding ministry to make repairs to homes of disabled community members, and participates in church youth group service activities. Additionally, Lauren has worked in her family's hardware store for many years.

**Whitney Lewis**, an honor graduate of Heide Trask High School, is the daughter of Harry and Annette Lewis of Rocky Point. She will attend Wake Forrest University where she plans to major in Political Science. Her career aspiration is to become an attorney.

Whitney is a student leader with long term involvement in numerous school clubs as well as participation in many church, civic, and community events. She served four years as a member of Pender County Teen Court, assisted Pender County Special Olympics for three years, was crowned Jr. Miss Rocky Point Harvest Queen, and helped raise over \$1,800 for the Rocky Point Joint Community Development Center.

Whitney volunteers for projects such as Kids in Need Book Bag Drive, Burgaw Christian Services Food Drive, and Oodles of Noodles Drive for Soldiers in Iraq. Additionally, Whitney is an accomplished student athlete, lettering in both basketball and soccer.

Persons interested in donating to the scholarship fund may do so by sending a check payable to the Burgaw Area Chamber of Commerce, Attn: Scholarship Fund, Post Office Box 1096, Burgaw, NC 28425.

## Curves Has New Ownership

Curves of Burgaw has a new owner! Lisa Jones a long time employee of the establishment is the new proprietor. A ribbon cutting took place on Monday, June 23 to mark the occasion. Dedicated to women's fitness, Curves offers a proven 30-minute workout that combines strength training and cardiovascular activity. Jones invites all ladies of the Burgaw Chamber to come by and discover the power to reach your fitness goals. For more information contact Jones at 259-3033.

## Window Decorating Display Contest

The winners of the Blueberry Festival window decorating display contest:

- 1st Place: Bullard's Sports Club & Billiards
- 2nd Place: The Pender Chronicle
- Honorable Mention: WellCare Health Services

A special thanks to the judges: Shannon Pearce, First Citizens Bank; Vickie Morrison, Pender County Tourism Director; and Natalie Kosnik, Mary Kay Representative.

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Thank You to the Volunteers and Sponsors of Burgaw Area Chamber of Commerce's  
**Blueberry Open Golf Tournament**

The Burgaw Area Chamber of Commerce would like to acknowledge the businesses and individuals who helped make the Blueberry Open Golf Tournament a great success!



**Gold Corporate Sponsors**  
 AT&T

Coastal Beverage Company  
 River Landing Golf Club

**Silver Sponsor**

American Skin  
 Mojo Musical Supply

**Hole-In-One Sponsor**

Safeway Chevrolet

**Beverage Cart Sponsor**

Coca-Cola Bottling Co.  
 Exit Homeplace Realty -  
 Tammy Barnes & Debra Futch  
 Realty World - Vicki Foster

**Media Sponsors**

Star-News  
 The Pender Post  
 WHQR  
 Greater Wilmington Business Journal

**Volunteers**

John Lyon - AT&T  
 Candace Alexander  
 Barry Klingel - Burgaw Post Office  
 Tammy Barnes - Exit Realty  
 Debra Futch - Exit Realty  
 Shannon Pearce - First Citizens Bank  
 Becky Creech - Laney Real Estate Co.  
 Karen Burton - Laney Real Estate Co.  
 Red Robbins - Laney Real Estate Co.  
 Lynda Polinski - Mary Kay  
 Michelle Wilson - NewBridg Bank  
 Terry Jankosky - NewBridg Bank  
 Kay Warner - Pender Adult Services  
 Vicki Foster - Realty World  
 Sharon Powell - Realty World

**Championship Rotating Trophy**  
 Bullard's Sports Club & Billiards

**Prizes contributed by the following Golf Courses and Businesses**

Bald Head Island Golf Club  
 Bangz Hair Salon  
 Bar-B-Cutie  
 Café Liardi  
 Castle Bay Golf Club  
 Chick-Fil-A  
 Costco  
 Edward Jones Investments - Walt Floyd  
 Employment Security Commission  
 Hooters  
 Laney Real Estate Co. - Becky Creech  
 Macaroni Grill  
 Mad Boar Restaurant  
 Magnolia Greens Golf Club  
 Main Street Brewing Company  
 Mary Kay - Linda Polinski  
 Miller Motte Business College  
 Mojo Musical Supply  
 N.C. Blueberry Festival Association  
 North Shore Country Club  
 On The Border  
 Pender County Farm Bureau  
 The Pender Post  
 Riegelwood FCU  
 River Landing Golf Club  
 Rockfish Golf Course  
 Sam's Club  
 Southern Printing  
 St. James Plantation Golf Club  
 WHQR  
 Wild Wings Cafe  
 Wilmington Hammerheads  
 Wilmington Sharks

**Hole Sponsors**

All Carolina Crane Rental  
 American Skin  
 AT&T  
 Campbell Propane  
 CR Peele Construction Company  
 Exit Homeplace Realty -  
 Tammy Barnes & Debra Futch  
 Four County EMC  
 Greater Wilmington Business Journal  
 Jimmy T. Tate -  
 Pender County Commissioner  
 Laney Real Estate Co. - Becky Creech  
 Laney Real Estate Co. - George Laney  
 Lewis Farms of Burgaw  
 Martin and Ann Beach  
 Mojo Musical Supply  
 NewBridg Bank  
 Pelican Family Medical Clinic  
 Pender Accounting Services  
 Pender County Farm Bureau  
 The Pender Post  
 Progress Energy  
 Quinn-McGowan Funeral Home  
 Realty World - Vicki Foster  
 Safeway Chevrolet  
 Same Day Plumbing - Jake Tucker  
 Star-News  
 Thompson & Jones Surveying Company  
 WHQR  
 Wachovia Bank

**Blueberry Open Golf Winners**

The Blueberry Open Golf Tournament took place June 20th at River Landing Country Club. Following are the winners:

**Championship Flight**

*1st Place:*

Same Day Plumbing - Jake Tucker

*2nd Place:*

All Carolina Crane - Alan Whitetted

**Second Flight**

*1st Place:*

The Red Hots - Brenda Vesligaj

*2nd Place:*

Safeway Chevrolet - Edwin Simpson

**Third Flight**

*1st Place:* Pro Construction - Bill Dorese

*2nd Place:* Best Auto Sales - Joseph Best

*Long Drive (Men):* Gardner Eakins  
*Long Drive (Women):* Livian Jones  
*Closest to the Pin (Men):* Brad Murray  
*Closest to the Pin (Women):* Jenna Curry  
*Longest Putt Made:* Larry Harkey  
*Putting Contest:* Phil Couvillion  
*Short Drive:* Edwin Simpson

Thank you to all who participated!

Burgaw Area Chamber of Commerce  
P. O. Box 1096  
Burgaw, NC 28425

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## *Welcome New Members*

### **Burgaw Lions Club**

Suzanne Cooper  
PO Box 1252  
Burgaw, NC 28425  
910.259.9327

Non-profit organization, providing  
services to blind and visually impaired  
Pender County residents.

### **Davis Air, LLC**

Sandra & Ronnie Davis  
7784 NC Hwy 53 East  
Burgaw, NC 28425  
910.604.0862

Heating and Air Conditioning, Refrigeration  
Service and Installation HVAC Equipment

### **Curves of Burgaw**

Lisa Jones  
213 S Wright Street  
Burgaw, NC 28425  
910.259.3033  
Fitness Center

## *Burgaw Area Chamber of Commerce*

President - Pete Cowan  
Vice-President - Martin Beach  
Treasurer - Frank Crisafulli  
Secretary - Rosemary Pittman  
Executive Director - Donna Best-Klingel

Board meetings take place on the second Thursday of each month  
at 8:30 am in the Burgaw Town Hall located at 109 N. Walker St.

### *Advertising Guidelines*

This newsletter is distributed to members of the Burgaw  
Area Chamber of Commerce, distribution approximately 300.

Approved, camera-ready advertisements should be  
received by the first of the month preceding publication.

### **Ad Sizes**

1/8 pg. (3.5" x 2.25") - \$25      1/2 pg. (7" x 5") or (3.5" x 10") - \$85  
1/4 pg. (3.5" x 5") - \$45      Full Page Insert - \$100

### *Contributions to the Newsletter*

Please send to [info@burgawchamber.com](mailto:info@burgawchamber.com) or call 910.259.9817.

[www.burgawchamber.com](http://www.burgawchamber.com)

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