

Local
Postal Customer

PRRST STD
ECRWSS
U.S. POSTAGE
PAID
EDDM RETAIL

High Tide News

April 2014

Local news for the people, by the people



Vol. 02 Num. 04

www.hightidenews.com

Are we becoming slaves to a dictatorial government?

"I will fight for your freedoms..."

By Sussex County Sheriff Jeff Christopher

Greetings to all.

Ever wonder what is really behind the issues with The Office of Sheriff here in Sussex County Delaware? Well sit right back and I will give you the straight story.

When I moved here I observed some things going on behind the scenes that the public knew nothing about. When I asked the questions, being a 26 veteran of police work, I wanted to know why some of these improprieties were occurring. The only answer I could get is "that's the way its done here in Delaware" and "It's a good old boy system". Now most of you know I make no bones about the fact that I am a Christian and that I believe that we are our brothers keeper. That said, the police officer in me yearned to explore why some of these activities were being ignored by government, the police and certain people were turning their heads. I also learned that Constitutional rights were being thrown out in the courts and ignored by the judges and attorney generals in the

State. I knew that people, in general, would have a certain idea that things were happening against the constitution and the rights of people such as the illegal seizing of property, civil rights were being ignored and violated, bullying as well as blackmail and in some cases extortion, backstabbing by government officials. County council members setting up deals that benefited them directly but at the detriment to the people they served.

So I set out to run for Sheriff

Now that in itself was a challenge for the simple fact that, here in Delaware, certain representatives had been responsible for beheading the office of Sheriff.

As I explored the role and duties of a Sheriff, it all became clear as to why they would try to rid the power from the Sheriff. I looked at the state code (Title 11) and found in the definition section that Sheriff was defined as a Law Enforcement agency. Further that

he was elected by the people as is usual in the U.S. and why that was so important. The Sheriff had several roles here in Sussex County like he ran SCI (Sussex Correctional Institution) until the county gave that duty to the state in the late 50's early 60's. He arrested for the court under warrants and responded to calls to assist people with criminal violations of the law, such as theft and assaults.

The county, as it grew, began to make a pact with the DSP (Department of State Police) to allow the DSP to assume more and more the role of the office of Sheriff and to enforce the laws exclusively.

That was clear as to why, when I learned that New Castle County in the 50s and 60s tried this and it simply didn't work. The people wanted to be protected by their own county Police Department. It appears they approached the Sheriff there and he rejected the idea of doing his duty. He saw fit to col-



Sussex County Sheriff Jeff Christopher, running for Sheriff in the 2014 election.

lect taxes, foreclosures and property seizures, as back then, you see, he stood to gain monetarily from those duties. New Castle decided to go forward and created their own Police Department and to a drawn out objection by the Department of State Police. Now I have no issues with the hard working members of the DSP, all they want is to do their job and have the ability to be allowed to do it well. Well time passed and the office of Sheriff was diminished even further when deals were made to get people elected Sheriff in Sussex

continued on page 2



Have you ever heard of Tokaj wine?

By High Tide News contributing writer Vincent Paez

the grape to be highly sweet and the fermentation process to result in a high alcohol content. To some, it tastes like a light port wine. To me, it is a delightful wine, suitable for pre-dinner, during dinner, and post-dinner. I am not a wine connoisseur, but I do enjoy a global variety of reds, whites, and rose's. Tokaj has reached the top of my favorites list.

When I worked for Hewlett-Packard in Germany, I worked alongside very talented Hungarian sales professional, named

Janos (pronounced Ja nosh). We quickly became close friends, and are best friends to this day. I have invited him several times to Ocean City, where he says he left his heart. He is the epitome of a European gentleman, and has an extraordinary palate for fine wines. He introduced me to Tokaj wine, and he realized that I loved it from the start.

After some years of working together, he decided to study for his Master's in Business Administration (MBA) degree at the Uni-

versity of Debrecen (pronounced De bret sen) in Hungary. Before graduating, he needed to write a thesis and have a manager at a major corporation sponsor and critique his thesis. This sponsor would need to travel to Debrecen, Hungary to help him defend his thesis, so that he could graduate. Janos asked me to be his sponsor, and, naturally, I agreed. He wrote a very insightful and thorough thesis, and I traveled to Debrecen to help him defend it in front of his main professor. The professor

at the University of Debrecen was impressed and told Janos that he passed with flying colors. My dear friend was very happy and grateful that I made the trip and helped him graduate.

The following day, Janos invited me to go for a drive. I entered his car and noticed that his son was driving. I simply thought that his son was coming along for the ride. I didn't realize that his son was actually the designated driver.

We drove away from Debrecen,

continued on page 6

that had NO prior police or Law Enforcement experience.

That was in 1982 and lasted to around 1997, when Robert Reed was elected with Law Enforcement experience. Now Mr. Reed sought to be a county police and made no secret about that. He was shot down over the money and what it would cost. Which is where he and I are different. I feel that training, certification and acceptance into the Law Enforcement community with the small contingency that exists now in my office.

After all, the office of Sheriff has been here since 1669 and far exceeds in history any other police force. So what I seek is to be included in the well controlled system of Law Enforcement that has become the standard of the day. We do not need a county police, we need the Office of Sheriff serving the people and allowing them to have the choice to call upon the Sheriff to assist them in salving problems in a local way that recognizes local values.

Falling Behind in Police Protection

This prompted the force to go forward more aggressively than before for the county, recognizing they were falling behind in providing police protection to the residents of the county.

The objections were, though, that state taxes already provided for that protection and with the absence of an active Sheriff's Office, there was no other police protection. We are, by the way, the only county in Delaware that contracts with the state to provide police protection both from your county tax dollars as well as your state tax dollars and, by the way, there has been no additional troopers added, the county monies given to Department of State Police simply maintain the force that exists, when they say three additional? They don't tell you that it replaces retiring and transferring officers, so we remain in the arrears.

Representative Schwartzkopf, a retired DSP trooper decided to promote the exclusive use of the DSP in Sussex County policing. He, legislatively, removed the word "Sheriff" from Title 11 Sect 8302, which gave DSP their power and commission in 1925 or thereabouts. The law said this: "The DSP shall be the Conservators of the Peace and they shall have police powers similar to Sheriffs, Constables and other police officer in the state and they shall protect life and property and shall arrest for breaches of peace, malefactors...." and so on. Schwartzkopf removed through a bill #154 in the 2006-2007 session, and cited the reason that Sheriffs are no longer relevant or are outdated.

Now, given the problems we are faced with over arrogant and overreaching federal, state and local governments today, one

would wonder what a Sheriff was created for. Further, why an elected official of the law enforcement community?

Well, here is where it really gets good.

You remember your lessons in school about the three branches of government? Well it seems that in order to implement the Constitution of the US and to also honor uphold and defend the Constitution of the State of Delaware, an elected official took an oath and vowed protection of the people. Wow, seems we heard this before of the people, for the people, and by the people?? Sound familiar?

Well if this were being followed there would be NO issues of the federal government intruding into our private lives, nor would there be governors who, despite the will of the people, sign into law, pretended legislation that rawly flies in the face of our Constitutional rights, 1st, 2nd, 4th and 14th amendments.

Not to mention the countless attempts by the federal government doing all they can of late to violate the 10th amendment that guarantees the rights to the states to be sovereign and protected from a tyrannical federal government. Remember all thoughts, cliches our founding fathers stated, give me liberty or give me death, All evil needs to triumph is for good men to do nothing. And many more that warned us that our government would be come greedy, corrupt and tyrannical.

The Sheriff is the ONLY ELECTED Law Enforcement entity

Folks, this is why the founding fathers made the Sheriff at each of the 3088 counties in this country, ELECTED, answerable first to the people who elected him. And not subject to shutdown and retribution by those whom he rejects to protect your rights. The Sheriff is the ONLY ELECTED Law Enforcement entity. Not only that the federal government refers to the office of Sheriff as the CLEO, (Chief Law Enforcement Officer) of the County. That is their definition, not mine. This is not by accident but by design to protect us from these corrupted intrusions from other internal governments and to keep corruption from taking over the lives of those within a county and they know it.

Sheriffs Rising Up

This why you see all these Sheriffs rising up, Sheriff Arpiao, Sheriff Peyman Sheriff Mack, Sheriff Brad Rogers Sheriff Jon Lopey and many others. A sheriff was tasked to protect the people not just from criminals of theft, assault and other common law violations. The Sheriff was also duty bound by Oath to Uphold and DEFEND the Constitution. Who would the Sheriff protect and defend under that oath?, Not paper

or ink on that document but the people of whom it represents. From other governments who would dare ignore the Constitution US and state, and attempt to infringe upon the rights spelled out within that document. What do you think? Is this happening today?

Now if the federal government can NOW accomplish these days is by the belief that executive orders can run our lives, and states' police agencies must follow this because of contract under grants and an allegiance formed by the acceptance of these monies (tax dollars) then they (police agencies) will conform to these executive orders and thereby violate their own oaths of office to protect the people. What then is the difference?

Understanding the intent and implementation of the system of protection our forefathers set up for us is the only way we can protect against these modern threats of corruption.

There is an awakening throughout the country after (US Printz vs US 1994). Whereby Sheriffs began to realize that because of their elected status, they faced no sanctions, if they stood up against the pretended authority and decided to honor their oaths to defend the people from these arrogant governments, they could in effect reject these false anti-God anti-people laws and the people could then continue to live in peace. That is if the Sheriff in that county would indeed interpose, nullify and protect the people from an overreach of governments that amount to, so far, a form of slavery, how to raise our children, how to live and conduct business. How to run our families and households. Have you felt it?

A Sheriff who will stand up and now there are some 700 plus Sheriffs in the US who have discovered that they have the power, along with Posse Comitatis (power of the county) in other words the people, to reject, interpose and nullify anything at all that comes to the county in the way of a threat to your freedom and your children's freedoms.

It seems, despite our forefathers who fought and died for this very same reason from foreign governments and entities of threat to our freedoms has now become our duty for today if we value those liberties. Understanding the intent and implementation of the system of protection our forefathers set up for us is the only way we can pro-



Sussex County Sheriff
Jeff Christopher

tect against these modern threats of corruption.

Seeking the Truth

Knowing what do and how to use things such as your office of Sheriff, will be something we can do to continue to assure peace and tranquility in

the United States. My lawsuit against the county and the state was to seek the truth in the Constitutional violations that Mr. Schwarzkopf made as well as the cowering Sussex County Council. Mr Schwartzkopf said of these deeds he committed were because he, serves the will of the County Council, now I ask you, What happened to the will of the people in his district? Was he appointed by the County Council? What prompts his allegiance to the CC instead of the people in his district? I will leave that to you to decide. The fact of the matter is this CC has wasted millions of dollars on projects that have failed such as MUNIS, a recently failed payroll system that never made the papers, imagine that. Folks I will fight for your freedoms so long as God gives me that privilege and ability to do so, wont you help me to stand up for the rights you need and our children need to keep from becoming slaves to a dictatorial government.

High Tide News

Local news for the people, by the people

High Tide News is published monthly, year round, and delivered weekly to homes throughout Sussex County, Delaware.

Subscriptions are now available at:
<http://www.hightidenews.com/subscribe.html>

Volume 2 Number 4 April 2014

Publisher: Layman Enterprises
Editor: Judy Layman
Contributing Writers: Ron Ferrell, Vincent Paez, Richard Stutz, Sheriff Jeff Christopher

Please send correspondence to:
High Tide News
PO Box 870
Ocean View, DE 19970
Phone: 302-727-0390
email: news@hightidenews.com
online: www.hightidenews.com

All content is the property of **High Tide News** and cannot be reproduced without prior written consent.

1. Disclaimer: The opinions, beliefs and viewpoints expressed by the various authors in this newspaper do not necessarily reflect the opinions, beliefs and viewpoints of High Tide News.
The author of each article published in this newspaper owns their article. No reproduction of articles without the express consent of the author and High Tide News.
2. Submissions: An article may be submitted for possible publication in this newspaper by emailing your article to news@hightidenews.com or submitting online at www.hightidenews.com. Please include your full name, contact information and a short bio.

Mention *High Tide News* for possible discounts! Support your local businesses!

www.hightidenews.com




Landscaping • Security
Mulching • Pruning
Seasonal Maintenance

Shore Wave Property Management, LLC
"Enhancing Your Investment"

34131 Peppers Corner Rd. **(302) 245-6510**
Frankford, DE 19945 chadhall.1@netzero.com

Specials on winter clean ups

VINYL PANEL WINDOW PROFESSIONALS

JUST VINYL
CLEANING AND REPLACEMENT
OF VINYL PANEL WINDOWS

LOCALLY OWNED & OPERATED

SERVICING THE DE & MD AREA
10% DISCOUNT
FOR VETERANS,
POLICE, &
FIREFIGHTERS



24 HOUR
EMERGENCY
PANEL
REPLACEMENT
SERVICE

FREE
ESTIMATES

Vinyl Tech
WINDOWS

Eze-Breeze
Visibly Better

410-227-0798

WE TAKE THE CLOUDS AWAY & LET THE SUNSHINE IN!

Around the Home
Repairs LLC



Around The Home Repairs, LLC

Professional service you can trust!

302-231-2620

- Licensed & Insured
- General Household Repairs
- Kitchen & Bath Remodel
- Patios and Decks
- Concrete Sidewalks & Driveways
- Windows & Doors
- Crown & Chair Molding



◀ Cora and Mike Palmieri,
Owners

COUPON

10%
off
Labor

Early Bird
Spring
Special

Present coupon at time of estimate
for discount.
Coupon expires April 1, 2014



Est. 1993

Service Contracts
Age 62 or over take **10% off**
Mention *High Tide News* and take another **10% off!**
Not to be combined with any other offer

Look for us on YouTube

(302) 436-2922
ferrellcoolingandheating@comcast.net
(866) 228-4822
www.ferrellcoolingandheating.com

Heat Pumps
Gas Furnaces
Air-Conditioners
Hybrids
Geotherms
Air-Conditioners

scan QR code with your
mobile device for www.
ferrellcoolingandheating.com



5 year financing or rebate with approved credit **No down payment**

Converting your assets to an IRA when you retire?



If you're about to retire—or have already recently retired—you have an important decision to make about the money in your 403(b) or 457 plan account: Do you take a lump-sum distribution, or roll it over?

If your plan allows it, rolling over your account into an IRA may prove beneficial to you for a number of reasons.

More investment options.

403(b) and 457 plans generally offer limited investment options. With an IRA, you have access to a greater range of investments, including mutual funds, ETFs, stocks, bonds and cash. This allows you to develop a more precise mixture of investments that best reflects your own personal risk tolerance, investment philosophy and financial goals.

- **Lower fees.** The fees associated with an IRA can be lower than the expenses in your 403(b) or 457 plan. Fees

have a direct impact on your returns. With a wider range of investments to choose from, you can include a fee comparison component as part of your decision-making process.

- **Greater flexibility.** Some plans allow only lump-sum distributions, and others may limit the frequency of withdrawals. If you roll the money into an IRA, you can take it out on your own schedule, provided you are at least age 59½.¹

- **More convenience.** If you have worked at different jobs during your career and you roll all your previous employers' plan balances into an IRA, you'll have a single, consolidated account to track. This makes it easier to monitor your investments, rebalance as appropriate, and schedule required minimum distributions.

Tax Benefits

There are a number of tax benefits to consider, as well. A lump-sum distribution could potentially cost you thousands, as the table below illustrates. In this example, a 65-year-old teacher who is retiring with a \$350,000 balance in her 403(b) account would lose more than \$4,200 a year if she opted for a lump-sum distribution rather than a rollover.²

	Lump-Sum Distribution	Rollover
Beginning balance	\$350,000	\$350,000
Federal tax liability @ 35 %	\$122,500	\$0
Net investable assets	\$227,500	\$350,000
Hypothetical Distribution rate of return	5%	5%
Estimated annual payments, pre-tax	\$17,386	\$26,748
Estimated average annual federal tax	\$1,606	\$6,687
Estimated annual after-tax distribution	\$15,780	\$20,061

*Hypothetical illustration. Not representative of any specific investment

If you directly roll over to a traditional IRA, you don't need to pay taxes until you start withdrawing money from your account. Note that if you roll over the money from a traditional plan to a Roth IRA, you will have to pay income taxes on the full balance converted in the year you make the conversion. Any withdrawals made after a conversion are tax free once you have attained age 59½ and it's over five (5) years since the conversion date.

If you have after-tax contributions in your employer plan, you may opt to withdraw them without penalty when you roll over your assets. However, if you wish to leave those funds in your retirement account in order to continue tax deferral, you can include them in your rollover. When you begin regular distributions from your IRA, a prorated portion will be deemed nontaxable to reimburse you for the after-tax contributions.

Professional Support

Managing money in retirement can be complex. How should you invest? How much can you withdraw each year? What about your pension? When should you take Social Security? How do you compensate for inflation?

If you roll over your assets into an IRA, you can more easily access the guidance of a financial professional to

help you determine a strategy suitable for you. A financial professional can also help you with your estate planning needs. For example, with 403(b) and 457 plans, heirs must take out all the assets after the account holder dies and face a potentially large tax bill. However, beneficiaries of IRAs may be able to stretch distributions out over their lifetimes.

Let me work with you to help make your decisions.

Upcoming Seminar:

Where:

**Bear Trap Dunes
Golf Club**

When:

April 29th

Time:

6:00pm

Topic:

*Personal
Tax Planning Strategies*

Hosted by:

**Morgan Stanley Wealth
Management**

RSVP:

**Teresa Draughn
(302) 644-6621**

Footnotes/Disclaimers

¹Withdrawals made prior to age 59½ may be subject to a 10% federal penalty.

²Source: S&P Capital IQ Financial Communications. Assumes a 35% marginal tax rate applies to the lump-sum distribution, that distributions are taken annually for 20 years, and that a 25% marginal tax rate applies to the annual distributions. Does not consider the potential impact of state taxes.

If you'd like to learn more, please contact David Humes or Nicholas Shevland

Article by Wealth Management Systems, Inc. and provided courtesy of Morgan Stanley Financial Advisor.

Tax laws are complex and subject to change. Morgan Stanley Smith Barney LLC ("Morgan Stanley"), its affiliates and Morgan Stanley Financial Advisors do not provide tax or legal advice and are not "fiduciaries" (under the Internal Revenue Code or otherwise) with respect to the services or activities described herein except as otherwise agreed to in writing by Morgan Stanley. This material was not intended or written to be used for the purpose of avoiding tax penalties that may be imposed on the taxpayer. Individuals are encouraged to consult their tax and legal advisors regarding any potential tax and related consequences of any investments made under such account.

The author(s) are not employees of Morgan Stanley Smith Barney LLC ("Morgan Stanley"). The opinions expressed by the authors are solely their own and do not necessarily reflect those of Morgan Stanley. The information and data in the article or publication has been obtained from sources outside of Morgan Stanley and Morgan Stanley makes no representations or guarantees as to the accuracy or completeness of information or data from sources outside of Morgan Stanley. Neither the information provided nor any opinion expressed constitutes a solicitation by Morgan Stanley with respect to the purchase or sale of any security, investment, strategy or product that may be mentioned.

Morgan Stanley Financial Advisor(s) engaged High Tide News to feature this article.

David Humes and Nicholas Shevland may only transact business in states where they are registered or excluded or exempted from registration <http://www.morganstanleyfa.com/david.humes/> <http://www.morganstanleyfa.com/nicholas.shevland/>. Transacting business, follow-up and individualized responses involving either effecting or attempting to effect transactions in securities, or the rendering of personalized investment advice for compensation, will not be made to persons in states where David Humes or Nicholas Shevland is not registered or excluded or exempt from registration.

© 2013 Morgan Stanley Smith Barney LLC. Member SIPC.

CRC 700224 [07/13]



High Tide News

BOOKLIST

If you are an author or know of a Sussex County author who would like to have their book included in our listing here and online, please fill out the form and upload your cover photo at: www.hightidenews.com/books or email the information to: news@hightidenews.com. This section is updated with each High Tide News edition.

Local Books • Local Authors • April 2014

HIGH TIDE

A Work of Fiction Inspired by True Events

Author: Hal Alpiar

Email: Hal@TheWriterWorks.com

Book Description:

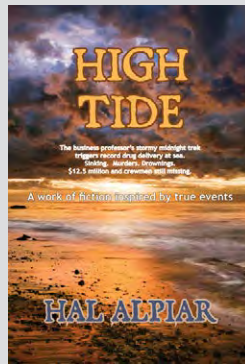
"SHOCKING!" "FUNNY!" "INSPIRING!" "ROMANTIC!"

From a national book award-winner...

Mystery, Intrigue, Suspense. Stormy midnight swamp-trek. America's biggest offshore drug deal. Murders. Drownings. Steamy Kisses. \$12.5 million and crewmen still missing.

Ordering Info and Price

\$16.95 +\$5 S&H for signed copy @ www.HighTideNow.com; \$15.86 @ www.Amazon.com; Amazon Reviews @ <http://ow.ly/ufiyf>; Available also under \$10 as E-book via i-Pad, Kindle, and Nook



24-hour Service

Water Conditioning • Goulds Pumps • Winterizing
New Construction • Bathroom and Kitchen Remodels

Office: (302) 732-9117

Fax: (302) 732-3438

31892 Elizabeth Drive

Dagsboro, DE 19939

oceanviewplumbing@hotmail.com

To receive an electronic copy of **High Tide News** in your email as soon as it is printed, please sign up online at www.hightidenews.com

To add your event or press release just send it in a email to news@hightidenews.com or submit it online at: <http://www.hightidenews.com/contact.html> If you have a topic or story you would like to learn about or share, contact us at news@hightidenews.com

Scan QR code below with your mobile device to go to: www.morganstanleyfa.com/david.humes/



Scan QR code below with your mobile device to go to: www.morganstanleyfa.com/nicholas.shevlan/



Retirement isn't an end. It's just the beginning.

A long and successful career should be followed by a long and happy retirement. But it won't happen on its own. You have to be sure you're investing properly to help you reach it, and then follow a solid strategy both now and through your retirement years.

As a Financial Advisor, I have the experience and tools to help you develop a strategy that is right for you, to adjust your investments as needed and to manage your wealth through all the potential changes to come. Call to arrange an appointment today and let us help you keep your wealth working for you.

David Humes

Senior Vice President
Financial Advisor
david.humes@ms.com

Nicholas Shevlan

Financial Advisor
nicholas.shevlan@ms.com

18344 Coastal Highway
Lewes, DE 19958
302-644-6600
800-258-3131

Morgan Stanley

The appropriateness of a particular investment or strategy will depend on an investor's individual circumstances and objectives.

© 2014 Morgan Stanley Smith Barney LLC. Member SIPC.

GP11-01364P-N09/11 7177651 MAR005 07/12

Let us take the work out of "work out!" ...Offering Hope & Health through Strength & Nutrition

Fun Fit Vibe

Fun Fit Vibe and Fun Fit Food

Owner: Gregory Mervine, Coach

Phone: 302-249-8000

Email: greg@funfitvibe.com

Website: www.funfitvibe.com

Two Locations to better serve you:

1604 Savannah Road Suite D

Lewes, Delaware 19958 &

Cedar at Central, Ocean Office Suites

Millville, DE 19966

POWER PLATE® Authorized Center

POWERPLATE.COM

Editor's note: It was a total surprise when I walked into Fun Fit Vibe in Lewes, Delaware a couple of weeks ago. I had no idea what "Power Plate" was or that **Fun Fit Vibe** and **Fun Fit Food** was a total body experience. It is with pleasure that *High Tide News* presents this article about a new approach to life by Fun Fit Vibe's owner Gregory Mervine!

What is POWER PLATE®?

Fitness. The Power Plate is used daily by people from all walks of life including professional athletes, Hollywood celebrities, fitness enthusiasts and even moms, dads, grandmothers and grandfathers. At Fun Fit Vibe we enjoy great grandmothers & fathers with great grandchildren!

Power Plate equipment features a plat-



Discover the Difference

form that generates precise harmonic vibration at rates of 25 - 50 times per second, triggering rapid muscle responses which activate as much as 95% of muscle fibers compared to as little as 40% or less with traditional exercise. This provides users a full body workout in 30 minutes utilizing all 5 elements of fitness - stretch, balance, core conditioning, strength training and massage.

What to Expect with Power Plate Training

Unlike traditional strength training that takes a long time and loads the body with mass, which increases the potential for injury, or cardio training that doesn't build muscle and increases impact and stress on joints. **Power Plate is a safe, medically-approved device that improves strength, power, flexibility, circulation, bone density, balance, weight loss, cellulite reduction, hormonal balance, and recovery.** All working together to help people look better, feel better and play better in less time.

"The First Wealth is Health"

Ralph Waldo Emerson

First, know you are among friends! As Trainers, we want to have FUN, while we are having FUN, FITNESS sneaks up on you and you catch a healthy VIBE by training with vibration training and hanging out with healthy people. A lifestyle that



Fun Fit Vibe's new location on Cedar at Central, Ocean Office Suites in Millville, DE, is pictured above. Lewes & Millville locations now scheduling free demos!

assures making time to fulfill my personal responsibility of taking care of my body every day, as natural as wearing my seat-belt. My body is with me 24-7. If I don't have my health I don't have anything.

Now you know our people & our product, what about price? It is an awesome deal, one on one personal training with the cutting edge of fitness technology, the Power Plate Pro 6 model for \$1.00 per minute, sessions range from 30-60 minutes. Couples & friends are encouraged to train together for the same price.

Your Goals are My Goals

Thanks for taking a moment to learn about Power Plate technology.

Fun Fit Vibe is your answer to harness the potential of Power Plate & maximize it's value for you!

Fun Fit Vibe customizes a fitness design for you based on our in depth evaluation & years of training. This successful system will accelerate your results!

Are you ready to experience the cutting edge of fitness technology? Are you ready to get fit now? Power Plate Technology is now available at the beach to make sure you are beach ready!

As a success story for Power Plate, I followed up my 70 pound weight loss, in 6 months by becoming a Power Plate Trainer and a Trainer of Health Coaches.

If I am involved it will be fun! And you will get fit, the easiest way possible, using the cutting edge of fitness technology...Acceleration training, also known as Whole Body Vibration.

Thus you will catch our VIBE, by using varying levels of vibration to contract and relax your muscles!

Please consider the benefits you will personally experience by exercising! Feel Better, Sleep Better, Look 20 years younger but most importantly your body will function 20 years younger!

Call, email, Facebook or stop by & speak to GREG at Fun Fit Vibe. Schedule your own free demonstration today! Contact Greg or call 302-249-8000 to see our studios in Lewes & Millville.

"I went from fat & flabby to fun fit & fabulous"

Marge

"As long as you keep me strong & alive I will be your client for life."

Donald

"Power Plate training with Greg at Fun Fit Vibe has me in a dress for my granddaughter's wedding that I wore to her mother's wedding 23 years ago!"

Margie

"From 7-87 we will come along side you & help you insure yourself against having you use your very expensive insurance."

Greg, Fun Fit Vibe

POWER PLATE®
Authorized Center

Fun Fit Vibe

Offering Hope & Health
through Strength & Nutrition

All in a 30 minute workout!

Fun Fit Vibe customizes a fitness design for you based on our in depth evaluation & years of training. This successful system will accelerate your results!

Schedule your free demonstration today!
(302) 249-8000

Two locations to better serve YOU! Now Open!!

www.funfitvibe.com
greg@funfitvibe.com

1604 Savannah Road
Lewes, DE 19958

Cedar at Central
Ocean Office Suites
Millville, DE 19966

Discover the Difference

"How I got my life back: Craziness sets in when as a young man, your body begins to attack you from the inside out. That is just one of the symptoms associated with an insulinoma tumor. My weight ballooned and my thoughts were foggy, so I redoubled my efforts & passed out on a hotel treadmill busting my nose & breaking a front tooth off. After surgery and an 8 day hospital stay, I left weak as a kitten and weighing 265, from wrestling 155 at Woodbridge High School, Delaware. My Dr. said no lifting or running, but you can stand on that Power Plate Machine! 6 months later & 70 lbs lighter, I had my life back & I was a believer in Power Plate technology."

Greg Mervine, CPT, HFA, PP1, 2 & Golf



Oasis
Wellness Spa

Mention this ad for \$10.00 off any service


Massage
Energy Healing
Facials
Ionic Foot Detox
Organic Sunless Tan
Yoga
Manicures & Pedicures
All natural products

Free Parking

Spa Packages
Ask about our group parties and spa packages
Spend a day at the Oasis!
415 Rehoboth Avenue
Rehoboth Beach, DE 19971
(302) 227-6260
www.oasiswellnessspa.net
OasisWellnessSpa@comcast.net



Ageless Beauty... Naturally

ALFRED FRIZZELL & FAMILY INC.
Frankford, DE 19945



Licensed DE/MD
MHIC 128099
Insured

ALL TYPES OF HOME IMPROVEMENTS/CONSTRUCTION
QUALITY WORK AT AFFORDABLE PRICES
SERVING ALL OF DELAWARE AND MARYLAND
E-mail: alfamilyinc@aol.com DE 302-436-9909
Website: AFFHOME.COM MD 240-344-9372



Jim Rash 9a til Noon M-F and 6a - 9a Sat

NewsRadio
WGMMD 92.7
THE TALK OF DELMARVA

LET'S TALK BUSINESS, No. 1

By contributing writer Richard Stutz

If you travel to the beach for the usual reasons (sun and fun), the thought of what it would be like to work here, has got to have passed through your head at least once. Maybe the first time was when you were in high school. Coming down for the summer, living away from home for the first time, yeah . . . that would be terrific. The hours would be long, as most of the business's who were hiring, were open early, and closed late, but you could make some money, and you would be living at the beach! Well, you might not have lived your dream . . . maybe reality got in the way, that job at home you had in the spring wouldn't be available after Labor Day, when you came back to school. Then there was the girlfriend who was only a sophomore, well she would dating someone else while you were down the ocean, so that kept you in Baltimore that summer.

Now some of your friends made their way here; there was Jimmy who worked the counter at Ponzetti's, on the board-

walk, and there was Kenny the surfer . . . didn't he open his own surf shop in Fenwick?

Now it's not too late to live that dream of working at the beach. You could start by working for someone else; it's an excellent way to learn how business here at the beach works. Just the other day, someone told me they ran into the owner of a local restaurant, working in the kitchen of a south Florida restaurant, supposedly to get new ideas that could work for him this summer. You've got to be creative, that's for sure; knowing what people want, especially if they can't get it here. Everybody likes a Philly cheese steak, and there are plenty of places to buy one. But you got to stand out. Location is important, in fact in real estate, we often describe demand as being driven by three things: location, location and location.

There's a bar and restaurant in Fenwick Island that is known for its submarine sandwiches, and every day the bread and rolls travel from Philadelphia to its

carry out window, and to its customers' plates. That combined with an interior feel that says both East Baltimore, and South Philly, contributes to a successful enterprise. There is another approach to a business startup, and that is to identify a service or product to sell before customers even know they want it. There's a friend of mine who will be renting metal detectors to beach goers for a second season; the first season started off slow, but he's going to have repeat customers this summer, a father who rented for a day last year, who will be back with his children this year for a two day rental.

I suppose you get my point: it's not too late to live your dream. What it takes to make a success of a business venture is the same everywhere. Start with life experience; if you're too young to have much, go get some. You don't have to take a job someplace, although experience as an employee in a several places will help you when you make the leap to starting up a business. That job experience will



Richard Stutz is a Commercial and Residential Realtor with Berkshire Hathaway HomeServices, Gallo Realty, Bethany Beach 302-537-2616

also serve you well if you consider the purchase of an existing business. It will help you with what the venture capitalists call the "due diligence" portion of evaluating a business to purchase. I had a great uncle whose intelligence gathering on a business consisted largely of camping out in front of the store, and counting the number of customers going through the front door that day.

We will talk business again soon.

Have you ever heard of Tokaj wine? continued from page 1

Hungary, and after about two hours, I saw a road sign for the town of Tokaj.

"Ah ha! You're taking me to Tokaj!" I said to my friend and his son.

"Yes, we are. I want to show you my appreciation for helping me defend my thesis," replied Janos.

"Wow," I said, "maybe we could stop to buy a couple of bottles for me to take back to the States." I was getting excited.

"No problem," said Janos, "you will have all the wine you want."

We stopped at a winery. Amongst the vineyards was a small shop, where one could purchase bottles of Tokaj wine from that winery. We parked the car in a dusty parking lot and walked inside the small shop. A man in his fifties or sixties dressed in overalls and dirty boots met us in the shop. He did not speak one word of English, and I did not speak Hungarian, so my friend translated for us.

"I am happy to be in Tokaj to be able to taste the wine where it is grown," I said to

the man in overalls. Janos translated.

"Janos is a dear friend of mine, and he tells me that you are a damn good guy," he responded through Janos, my interpreter.

"Well, thank you to Janos. May I ask who you are?" I asked.

"I own this winery. These seventy-seven hectares of Tokaj wine belong to me.

Suddenly, the trip took on a whole new feeling. All I was hoping for was to buy a few bottles of wine, and what I got was a personal tour of the winery from the owner. After viewing the manufacturing facility, the owner walked with us across the street. It was July and the weather was hot. He brought us to where his Tokaj wine was stored, in a cave in the side of the mountain. The cave had a door with a padlock. He unlocked the padlock with one of the many keys he had on his key ring, which was hanging from his overalls. We walked inside to a maze of hundreds of yards of tunnels, all lined with barrels of Tokaj wine. I tried to make a quick calculation in my head of the

amount and the value of all the wine I saw. I figured millions of dollars...

The tunnels were lit by light bulbs in the ceiling, which were all connected by a main electrical line. I estimated the temperature to be at about fifty-five or sixty degrees Fahrenheit. At the end of one of the tunnels was a picnic table with a light bulb, hanging from the ceiling. On the picnic table were three wine glasses – just enough for us (not including the designated driver). He proceeded to explain to me (through Janos) the production process and the grape growing challenges. I learned so much. He carried with him a pipette, which is a long glass tube used to suck the wine out of the barrels. It is also used in chemistry labs, which is why I knew what it was. The owner went from barrel to barrel sampling wines of varying sweetness and color. I was loving it. He sampled wine that was two years old and seventy years old. What a treat. Each time we drank, the owner said, "Cheers!" in Hungarian, or "Egészségére" (pronounced:

Egg eh shig ed dra)!

The flavors were all sweet, and some of the wines had more full flavors than others. After two hours of wine tasting, laughing and telling stories through Janos, it was time to leave. I thanked my new friend in overalls and we all proceeded to find our way out of the tunnels, following the light bulbs on the ceiling. When we exited the tunnel, the hot air hit us like a brick wall. We both became faint and had to sit down to get used to the heat and prevent ourselves from passing out. After a few minutes in the hot sun, we were ready to get back in the car, so that Janos' son could drive us back to Debrecen, where I stayed the night before flying home to the USA.

Tokaj is a special wine and has special memorable effects on the drinker. It is well worth a try. Although it is difficult to find in wine stores, there are a number of web sites, which can help one find a good year and great flavor. Egészségére!



For press releases and important events, view our complete list at www.hightidenews.com

Scan the QR (Quick Response) code (left) with your mobile device and go directly to up-to-the-minute news and community events at www.hightidenews.com.

To add your event or press release just send it in a email to news@hightidenews.com or submit it online at: <http://www.hightidenews.com/contact.html>



**News from the
Indian River High School
ALUMNI ASSOCIATION**

IR Pride Scholarship

Indian River High School Alumni Association is proud to offer the IR Pride Scholarship for graduating IRHS students. This award isn't about academics or financial aid, but your school spirit at Indian River High School. Whether you're an athletic captain, top scholar, club leader or just genuinely proud of your school, we want to hear about it.

We seek to award scholarships in the amount of up to \$1000. Applicants must be a 2014 graduate of IRHS, complete the application and essay, and have their chance to "shine" during a personal interview.

Applications are available in the school guidance office or on our website: www.IRHSAlumni.com

DEADLINE: EMAIL, DELIVER, OR POSTMARK BY: Tuesday, April 29
For more information: visit www.IRHSAlumni.com or contact Principal Bennett Murray at (302) 732-1500.

**INDIAN RIVER HIGH SCHOOL HALL OF FAME
2014 NOMINATIONS BEING ACCEPTED**

Do you know an IRHS graduate that deserves recognition? Nominations are now being accepted for the 2014 IRHS Hall of Fame.

The nominee, or candidate, must have graduated from Indian River High School at least ten years prior to the nomination. Once the nominee qualifications are verified, the candidate will be evaluated on achievements and recognitions in their chosen fields. They must demonstrate outstanding qualities of citizenship, leadership and have made significant contributions to society. The candidate must demonstrate these qualities in a manner that will inspire the students of Indian River High School in their pursuit of their careers and lifestyles.

The deadline for nominations is Thursday, April 17, 2014.

Nomination packets can be viewed and printed from our website: www.IRHSAlumni.com. For more information, please contact Principal Bennett Murray at (302) 732-1500.



TRANSFORM YOUR GARAGE!

Modern Garage Storage Solutions

GarageExperts™ specializes in the installation of high quality floor coatings, custom cabinets, ceiling storage units and wall system accessories. Let us revitalize and transform your garage into a modern and stylish room that you can be proud of. We'll design your dream garage and make it the envy of your neighborhood!

Call Us Today For **Free** Consultation.

302.804.1251



Shannon Builders, Inc.
Residential & Commercial Contractor

Building Relationships Since 2004

- Custom Homes
- Interior Renovations
- Exterior Improvements
- Insurance Restorations
- Construction Management
- General Construction
- Trade Services
- Pre-Construction Services

302-378-7004

www.ShannonBuilders.com

**Business Owners
Is this your To Do List?**

- order forms and checks
- get QuickBooks® help or bookkeeper
- order giveaways and promotions
- design & order business cards
- get computer & software assistance
- find printer for flyers & brochures
- buy labels & rubber stamps
- order company shirts & caps
- find someone to design logo
- hire virtual or part-time assistant

**ONE call
takes care of it all..**



**Professional Services for
Small Business**

(302) 732-3460
Dagsboro, Delaware

Call The Main Office, Inc.
Team Blanchette, Lisa and Art

15%
off first order of promotional/advertising specialties
Expires 6/30/14. Some restrictions apply.

FREE
One Hour
QuickBooks® Training or Support
Service provided at our office. Expires 6/30/14. QuickBooks is a registered trademark of Intuit, Inc.

1000
Full Color Business Cards
(14 pt. white with UV coat on front side includes full setup, design work)

only \$39.95
Add'l charges for 2nd side, drop shipping, etc. Ask for details. Expires 6/30/14

20%
off **new** checks and forms orders from Business Printing Catalog
Does not apply to reorders. Expires 6/30/14

CHURCH DIRECTORY

BAYSIDE CHAPEL

www.baysidechapel.com
302-436-7585
38288 London Avenue Unit 9
Selbyville, DE 19975
Adult Sunday School 9:30 am
Coffee Hour fellowship 9:30 am - 10:30 am
Praise and Worship: 10:45 am
Kingdom Kids Children's ministry during the worship hour for ages 5-12
Nursery Care during worship

BLACKWATER FELLOWSHIP CHURCH

302-539-3945
Corner of 17 & Daisey Rd.
Roxana, DE
Sunday Service
9:30 am Sunday School
10:30 am Worship Service
6:00 pm Evening Worship
Wed. 7:00 pm Bible Study

CALVARY BAPTIST CHURCH

22860 DuPont Blvd.
Georgetown, DE 19947
302-856-3773
pastormatttolosa@gmail.com
www.calvarygeorgetown.com
www.verticalfocusde.com
Senior Pastor Peter Radford
Student Ministries Pastor Matt Tolosa
Sunday Service
9:30 am Sunday School
10:30 am Worship Service
Thursday
6:45 pm Student Ministries
7:00 pm Prayer Meeting

COMMUNITY CHURCH OF OAK ORCHARD

302-945-0633
www.oakorchardchurch.com
32615 Oak Orchard Road
Millsboro De 19966
Sunday Services
8am Praise and Worship
11:00 am Traditional
Jr. Church /Nursery at 11:00 am.
6:00 pm Prayer Gathering

FRANKFORD PRESBYTERIAN CHURCH

302-732-6774
www.ovpc.org
34 Main Street
Frankford, DE 19945
Sunday Service: 11:30 am

GRACE OF GOD LUTHERAN CHURCH

302-947-1044
www.goglc.org/
gogluth1@yahoo.com
www.facebook.com/goglc.org
Cheer Center at Long Neck
26089 Shoppes At Long Neck Blvd., Millsboro, DE 19966
Sunday Services 10:00 am

COMMUNITY LUTHERAN CHURCH

302-732-1156
www.clc19945.org
clcomar@mchsi.com
30897 Omar Road
Frankford, DE 19945
Sunday Services
8:00 am & 10:30 am
Sunday School
Adult 9:00 am
Children 10:30 am

CORNERSTONE BIBLE CHURCH

302-542-7174
cornerstonechurchde.org
Leisure Point Retail Center
32783 Longneck Rd
Longneck, DE 19966
Pastor Shaun Fink
Worship Service
10:30 am Sunday
Bible Study
7:00 pm Wednesday

FENWICK ISLAND BAPTIST CHURCH

FenwickIslandBaptist.com
36806 Lighthouse Road
Selbyville, DE
Sunday Services
9:00 am Sunday School
10:00 am Worship & Celebration
6:00 pm Worship
Wednesday
5:30 pm Awana Clubs (K - 12th grade)
6:00 pm Bible Study

GROOME UNITED METHODIST CHURCH

Savannah Road & Dewey Ave
Lewes, DE 19958
Sunday worship 9 & 10:30 am
Sunday school -10:30 am
Youth Group, Sunday - 6:00 pm
Open for public prayer every
Wednesday:
4:00 pm to 6:00 pm
Soup and sandwich fellowship
6:00 pm
Bible study 6:30 pm
Rev. Bill Hopkins
Call 302-645-6256

LEWES PRESBYTERIAN CHURCH

302-645-5345
133 Kings Highway
Lewes, Delaware 19958
Sunday Service
8:00 am, 9:00 am, 11:00 am

LUTHERAN CHURCH OF OUR SAVIOR

302-227-3066
20276 Bay Vista Road
Rehoboth, DE 19971
Sunday Service
8:00 am, 9:45 am, and
11:15 am

The Lewes Church of CHRIST at The CROSSING

15183 Coastal Hwy
Milton, DE 19968
302.645.0327
www.lccnow.com
lcc@lccnow.com
Sunday Worship: 9 & 11 am
Wednesday Service: 7 pm
Men's Huddle: Sat. 7:30 am
Women's Bible Study: Tuesdays
9 am

MARINER'S BETHEL

302-539-0713
MarinersBethel.org
Rte. 26 & Central Ave.
Ocean View, DE
Sunday Service
8:00 am Casual Traditional
9:30 am Extreme Praise & Worship and Children's Church
11:15 Traditional with Choir
Sunday School
8:30 am Open Door Adult
9:30 am 2 Adult Classes
10:45 am 3 Adult Classes, MS & HS
11:00 am Young Adult Class
6:00 pm C.R.A.S.H. Youth

MILLVILLE UNITED METHODIST CHURCH

302-539-7877
millvillemethodistchurch.org
Corner of Rt. 26 & Club House Rd. in beautiful Millville, DE
Saturday Worship - 6:00 PM
Sunday Worship - 9:00 AM
Adult Sunday School following morning worship service

NEW LIFE BIBLE FELLOWSHIP CHURCH OF DELMARVA

302-945-8145
Longneck, DE
Sunday Service
9:00 am Sunday School
10:00 am Worship Service

OCEAN VIEW CHURCH OF CHRIST

302-539-7468
OceanViewChurchofChrist.com
Corner of Rt. 26 & West Ave.
Sunday Service
9:00 am Fellowship Breakfast
9:30 am Bible School
10:30 Morning Worship
7:00 pm Evening Worship
Wednesday
6:00 pm Mobile Outreach
7:30 pm Adult Bible Study

OCEAN VIEW PRESBYTERIAN CHURCH

302-539-3455
www.ovpc.org
67 Central Avenue
Ocean View, DE 19970
Sunday Service 9:30 am

OUR LADY OF GUADALUPE

Rt. 17/ Roxana Rd
Saturday: 5:30 pm
Sunday: 9:00 am & 10:30 am
1:00 pm (Spanish)
email: Office@stannsbethany.org
Office hours: Monday-Friday:
9:00 am - 12:00 noon & 1:00 pm - 4:30 pm
To register in the parish, please pick up a parish census form at any of the exits, complete and return to the office, via offertory basket, mail, etc. Confessions on Saturdays at St. Ann's at 9:00 am and 3:00 pm

PENINSULA COMMUNITY CHURCH

302-436-4522
www.pccministry.org
revodom9@gmail.com
28574 Cypress Road
Selbyville, DE
Sunday Service
9:00 am Discipleship & Coffee
10:00 am Celebration Worship

SONRISE CHURCH

www.sonrise.cc
Casual • Friendly • Awesome • Live Band • All-age Children's Programs • Relevant/Powerful and Inspiring Messages • Free Breakfast •
Every Sunday
8:00, 9:30 am & 11:00 am
Stephen Decatur High School - Cafeteria,
Rt. 50 East
Berlin, MD

ST. ANN'S CATHOLIC CHURCH

June 29, 2013 - Labor Day
Saturday: 4:00 pm & 6:00 pm
Sunday: 7:30 am, 9:00 am, 10:30 am & 12:00 noon
Daily Mass (all year):
Monday thru Saturday 8:30 am
email: Office@stannsbethany.org
Office hours: Monday-Friday:
9:00 am - 12:00 noon & 1:00 pm - 4:30 pm
To register in the parish, please pick up a parish census form at any of the exits, complete and return to the office, via offertory basket, mail, etc. Confessions on Saturdays at St. Ann's at 9:00 am and 3:00 pm

ST. PETER'S EPISCOPAL CHURCH

302-645-8479
2nd & Market St.
Lewes, DE 19958
Sunday Service
8:00 am
10:00 am

SOUND UNITED METHODIST CHURCH

37894 Lighthouse Road (Route 54)
Selbyville, DE 19975, approximately
4 miles west of Fenwick Island and Ocean City.
Service is at 8:30 am on Sundays.
email: pascft@gmail.com
http://www.facebook.com/SoundUMC

ST. MARTHA'S EPISCOPAL CHURCH

302-539-7444
StMarthasBethany.org
Maplewood & Pennsylvania Ave
Bethany Beach, DE 19930
Sunday Service
8:00 am, 10:00 am
10:00 am Children's Class

SAINT JAMES ANGLICAN CHURCH

Rectory 302-238-7364
23269 Park Avenue
Georgetown, DE 19947
Sunday Service
8:00 am
10:00 am

SAINT MARK'S EPISCOPAL CHURCH

Stat & Ellis
Millsboro, DE 19966
Sunday Service 9:00 am
302 934-9464
The Rev. David Archibald
302 430-8231

SAINT MARTIN'S EPISCOPAL CHURCH

75 West Church Street
Selbyville, DE 19975
Sunday Service 11:00 am
302 934-9464
The Rev. David Archibald
302 430-8231

SALEM UNITED METHODIST CHURCH

302-436-8412
www.sumc.com
29 West Church Street
Selbyville, DE 19975
Sunday
8:30 am Informal Service in Sanctuary
9:45 am Contemporary Worship in Salem Center
11:00 am Traditional Service in Sanctuary (nursery available)
9:45 am Sunday School classes for all ages
6:30 pm Zeke 37 Youth
Thursday
7:00 pm Ministers In Training (MIT) classes

THE FATHER'S HOUSE YOUR CHURCH FOR LIFE

302-381-3362
TheFathersHouseDE.com
7 Main Street.
Frankford, DE 19945
Sunday Service
10:30 Frankford Fire Hall

THE BEACON BAPTIST CHURCH

32263 Beacon Baptist Road, Rt.26
Millville, DE 19967
302-539-1216
Sunday School 9:00 am
Sunday Morning Worship 10:00 am
Sunday Evening Worship 6:00 pm
Wednesday Evening 7:00 pm

THE BIBLE CHURCH OF CHRIST, INC.

302-732-3351
Diamond Acres
Dagsboro, DE 19939
Sunday Service
10:00 am Sunday School
12:00 noon Worship Service
Wednesday
7:00 pm Prayer Service

THE RIVER

35175 Roxana Road
Frankford, Delaware 19945
(302) 436-8841
www.riversonline.org
10:30 Sundays

UNITARIAN UNIVERSALISTS OF SOUTHERN DELAWARE

Toddy's Business Complex,
33739 Marsh Rd. #2
Lewes, DE 19958
Sunday Service 10:00 am
Children & Youth Classes and Nursery Care 10:00 am
302-645-6334
web site: http://uusd.org/


WESTMINSTER PRESBYTERIAN CHURCH

302-227-2109
King Charles Ave.
Rehoboth, DE 19971
Sunday Service
10:00 am

ZION ROXANA UNITED METHODIST CHURCH

35914 Zion Church Road
Frankford, DE 19945
Adult Sunday School 9:15 am
Sunday Service 10:00 am
302-436-5451
email: pascft@gmail.com

If you would like your church listed, please have your listing e-mailed to: news@hightidenews.com and we will be happy to include it here. Or submit it online at: <http://www.hightidenews.com/list-your-church.html>



Sore muscles? Back pain?
Stress?
You need a massage.

**DAILY
Massage**
For as little as
\$10.00
Per Month

Come check out our state-of-the-art
HydroMassage bed that offers you an amazing
deep-tissue massage in just 10 minutes!

Try HydroMassage Free Today!
AT
RACC Fitness
35025 Pyle Center Road Frankford, DE 19945
302-436-7222 / www.raccfitness.com

RACC Fitness Now Offers A Unique Massage Experience

RACC Fitness announces the addition of HydroMassage to their club. Combining the soothing benefits of heat, water and massage, HydroMassage guarantees users "the best daily massage."

RACC Fitness has added HydroMassage to offer customers a alternative form of massage that is convenient and affordable. HydroMassage is a fully customizable, user-friendly massage system that gives users a powerful, heated massage in as little as 10 minutes. Users remain clothed and comfortably dry throughout their massage. Plus with its interactive touchscreen, users have the ability to control every aspect of their experience, including speed, pressure and area of massage.

More and more Americans are realizing the benefits of massage to manage stress and ease the aches and pains we all feel. Until now the cost and time of traditional massage limited many people from experiencing these benefits. Since RACC Fitness has added HydroMassage, users may enjoy similar benefits in as little as 10 minutes and at an affordable cost.

"I love it, it's so relaxing"
- Theresa Shockley (RACC Fitness Member)

Contact: John M. Gilman, CEO
RACC Fitness
302-436-7222
jgilman@raccfitness.com
www.raccfitness.com

DAGSBORO PAINT AND WALLPAPER

In 2015 Dagsboro Paint & Wallpaper will be celebrating 50 years of business. Dagsboro Paint & Wallpaper has served Dagsboro and the surrounding area with exceptional customer service and a professional team of sales people, installers and designers. We are locally owned & operated and have been partnered with Mohawk as a Floorscapes dealer since 2002. We have professional in-house installers who are very particular and precise about their work. Come in and visit today to start your project and find the right style for you!

We understand how difficult it can be to find just the right flooring for your home or business, and we are here to help! At Dagsboro Paint & Wallpaper, we can help you choose from luxurious carpets in thousands of colors and patterns or the handcrafted beauty of exotic and domestic hardwoods. We can also help you pick from our diverse styles and designs of intricate patterned tile or our durable laminate flooring, sheet vinyl and luxury vinyl tile. Located in the beautiful Dagsboro, Delaware, Dagsboro Paint & Wallpaper provides so many choices for every room in your home that lets you express your personal style.

Dagsboro Paint & Wallpaper began a partnership with Mohawk in 2002 as an exclusive Mohawk Floorscapes Dealer. Our extensive knowledge of the Mohawk product line as well as several other lines, along with our focus on Customer Service allows us to provide the highest quality flooring solutions available today. Please

browse our website and then stop in and visit us or call to set up an at home appointment to see for yourself why our focus on Customer Service gives YOU the clear advantage in flooring!

Services

Dagsboro Paint & Wallpaper is a full service flooring and wall covering provider, as well as a full service HunterDouglas window treatment dealer. We take every step to ensure your happiness and satisfaction. In addition to providing the most comprehensive offering of flooring products from manufacturers we also offer our expertise in the following flooring services: Interior Design Assistance; Estimates; Installation; Guarantee.

Still unsure about taking that step & beginning your renovation? With our worry-free guarantee you don't have to stress any longer! Dagsboro Paint & Wallpaper will make sure you are happy before we leave!

Visit Our Showroom!

At Dagsboro Paint & Wallpaper, we offer: FREE in-home estimates, full service showroom, A knowledgeable and friendly staff.

Dagsboro Paint & Wallpaper Inc
33307 Main St., Dagsboro, DE 19939
Phone: 302-732-6661
Fax: 302-732-3166

Come see us! Monday through Friday - 7:00am to 4:00pm; Saturday - 8:00am to 12:00pm; Sunday - Closed.

Come in and ask for Dean or Teresa, our professionals are ready to serve you!

dagsboro paint & wallpaper inc.

SINCE 1965



Scan the QR code above on your mobile device to visit www.dagsboropaint.com

Specializing in Residential & Commercial Flooring

- Mohawk Floorscapes
- Ceramic Tile
- Armstrong Vinyl Flooring
- Congoleum Floors
- Laminate & Hardwood Floors
- Hunter Douglas Window Treatments



302-732-6661

Free Estimates

Main Street, Dagsboro
dagsboropaint.com

Sales & Service



SERVICE DIRECTORY

SAVE THIS SECTION FOR FUTURE USE.
MENTION THAT YOU SAW THE AD IN *HIGH TIDE NEWS* FOR DISCOUNTS.

Alfred Frizzell & Family, Inc.

Quality work at affordable prices.
Serving all of Delaware and Maryland
Frankford, DE 19945
DE 302-436-9909 MD 240-344-9372
alfamilyinc@aol.com
www.affhome.com

Fun Fit Vibe

Offering Hope & Health through Strength & Nutrition
Gregory Mervine, Coach
302-249-8000
greg@funfitvibe.com, www.funfitvibe.com
Two Locations to better serve you:
1604 Savannah Road Suite D
Lewes, Delaware 19958 &
Cedar at Central, Ocean Office Suites
Millville, DE 19966

Just Vinyl

Cleaning & replacement on site of vinyl panel windows, we provide all services after installation. Locally owned & operated, Frankford DE. Servicing south NJ to North VA. 24 hour emergency panel replacements. Replacement of screens for Eze-Breeze & Vinyl Tech window systems.
410-227-0768 or 443-980-8031

Garage Experts

Transform your garage!
Specialize in the installation of high quality floor coatings, custom cabinets, ceiling storage units and wall system accessories.
Call today for a free consultation
302-804-1251

Shannon Builders

Residential and Commercial Contractor, building relationships since 2004
www.shannonbuilders.com
302-378-7004

RACC Fitness

35025 Pyle Center Road
Frankford, Delaware 19945
302-436-RACC (7222)
www.raccfitness.com
jgilman@raccfitness.com

WGMD

92.7 on your radio
The Talk of DelMarva
WGMD-FM/Resort Broadcasting Rehoboth Beach, DE 19971 1-800-933-9027

The Main Office, Inc.

One stop shopping for your business needs
302 732-3460, 31039 Country Gardens, Suite E3, Dagsboro, DE 19939
www.themainofficeinc.com

Dagsboro Paint & Wallpaper

Paint, Wallpaper, Flooring, Window Treatments
Dagsboro, DE 19939
302-732-6661 or
302-732-3333

Ferrell Cooling & Heating

Gas Furnaces, Heat Pumps, Geotherms, Air-Conditioners, and Hybrids
Sussex, Kent, Cape May
866-228-4822 or 302-436-2922
ferrellcoolingandheating@comcast.net
www.ferrellcoolingandheating.com

Morgan Stanley

David Humes, Senior Vice President
Nicholas Shevland, Financial Advisor
18344 Coastal Highway
Lewes, DE 19958
302-644-6600 or 800-258-3131

Math Tutoring Grades 6-11

Experienced former classroom teacher offering home tutoring services in General Math Algebra I and II and Geometry.
\$50 per hour at your home.
Patty Bennett
703-362-2117

Around The Home Repairs, LLC

Professional Service you can trust!
Cora and Mike Palmieri, Owners
Licensed & Insured
General Household Repairs
302-231-2620

Shore Wave Property Management

Landscaping, Security, Mulching, Pruning, Seasonal Maintenance
34131 Peppers Corner Rd
Frankford, DE 19945
302-245-6510
chadhall.1@netzero.com

MARKETING 101...

by Ron Ferrell

In the beginning was your dream and your dream was good. After crossing all your "T"s and dotting all your "I"s your business was created.

Now it's time to let everyone know how good your business is. This is one thing you didn't think much about and it is one of the most important parts of your dream. Without it your business won't make it.

Marketing your business is as important as your dream itself. The is only so much funding for marketing and if you're not experienced you can easily buy the wrong kind. Buying the wrong kind of advertising in the beginning of your business can bring an end to your business. Your goal for your business should be to become a house-

hold name or a local icon. Ever wonder why Coca-Cola or McDonalds still spend millions on advertising? Coca-Cola and McDonalds know the minute they stop marketing their names they start shrinking in size and profit.

Sometimes older businesses can become burned out and lose interest in advertising ...thinking that because of the age of their business they no longer need to advertise. Marketing your business right in the beginning can insure success for your business. Here are a few do's and don'ts that I have learned over the last thirty years the hard way. I know these few tips will help your business grow and allow you to increase your profits. No matter what size or how old your business is ...the rules are the same.

Your company's logo and colors should stay the same for the life of your business.

This will be the least expensive and most effective ad you will ever have. Television ads can be very expensive and have little results because there are too many channels to chose from. I bet you've notice the gecko on Geico's television ad. That's because they can spend a lot of money on a lot of channels.

If you can't afford a lot of channels, don't do it! The internet has many ways to advertise for free ... YouTube, Linked In, Facebook, etc. Don't think that's all that you need. You have to advertise your free ads. Tagging your free internet ads to your newspaper ad is great. For example, you put a free video commercial on You Tube and you mention your You Tube ad in your newspaper ad... two ads for the price of one.

Advertising is a lot like fishing: the more times you can through a line in the water the more chances you have of catching one. Buying an ad that you cannot afford every month will be wasting your money. Sometimes you may not get a response, so running your ad continuously is the only way to retrieve your advertising investment and become a household name.

Look for something that is mailed directly to homes not just put out on a convenience store floor. Postcards that are direct-mailed can cost as much twenty times more than direct mailed newspapers...such as *High Tide News*. For example a direct-mailed post card can cost as much as \$4,400.00 for ten thousand. (Yes, I paid that much!) But an ad in the *High Tide News* direct-mailed to ten thousand is only \$200.00 ...a big difference.

WANT ADS

Technician

Technician Wanted for busy shop in Fenwick, DE, with own tools. Reliable, honest & professional. Pay based on experience. Apply in person at: Bout Time Auto or call 302-988-8226

Ad Sales

HIGH TIDE NEWS, Sales person needed, work your own hours, commission basis. Very lucrative position for a highly motivated person. Contact: 302-727-0390, or sales@hightidenews.com

Office Help Wanted

Selbyville area, call: 302-436-2922

Plus your ad is more likely to be seen in *High Tide News* than a post card because of the local stories. Some newspapers will have as many as 150 ads which means your ad gets lost and has less chance of being seen unlike the *High Tide News* which only has 36 ads in each paper and only 12 pages. It's an easy read. *Your ad will be seen.*

