**NetWork News**

A Center for Simulated Business Services Newsletter

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**CSBS Welcomes New Firms . . . .**

We have had several new members join us this year, and expect a couple of additions in the spring. You have probably heard from them, but we would like to formally introduce them to you.

Beauty Devine, Inc., and Sport City are two firms from Phineas Banning High School (Wilmington, CA); Burlington Metal Works (Burlington, WY); Liquid Energy from Mercer County Technical School (Pennington, NJ); New Spice from Pascack Valley Regional High School (Hillsdale, NJ); Dorm Designers and Sun Dial Co. from Pascack Hills High School (Montvale, NJ); and Piece of Cake from Ewing High School (Ewing, NJ). It is a pleasure to add these firms as CSBS trading partners.

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**What’s happening at Java & Joe?**

Java & Joe has been making several changes to our selection. We started out our season with many products and single selections of coffee that one could purchase. We quickly learned that without a greater amount of daily sales we would not be able to stay open. So Java & Joe is proud to present our new line of products. We are now offering bundle packages. We believe that offering this kind of packages will allow us to create more business and take out the hassle of deciding what items go together; we are providing that for you.

Currently marketing is working on revamping our promotions to fit the new product line. We are also working on gather data from the surveys as they are coming in to see how people are enjoying our new line. Marketing is also working on creating a new photo gallery for print and web items.

Human resources have been working hard on gathering information for the employee hand book. They are working hard to create a new hand book with more valuable information that can apply to students and their success in this class.

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IT is working diligently on translating the website into Spanish. They have also updated the order form, the survey, along with rewording and revamping the site to accommodate the new bundle packages.

Accounting is working hard on making sure that all invoices are being paid within a reasonable amount of time. They are also doing daily tasks such as invoices. They have successfully entered into the Chinese market. This has been an up hill battle, but they have accomplished this market and we are all looking forward to doing business with the new market.

Purchasing has been in constant contact with the China market. They have been doing a lot of business with them and making them aware of our business. They are also working hard to getting into companies we have not previously purchased with.

Overall the company has been doing much better in business than before. We are working hard on revamping the business to make the most success!
Important Information . . .

New Teacher Training (February 28 and 29, 2008)

Network members can attend training for ½ of the regular fee. If you are new to the program, consider attending this two-day session. Visit www.mccc.edu/ibpf for more information.

New York City Trade Fair (April 3 and 4, 2008)

Registration is currently taking place for the trade fair. Visit www.veinternational.org/ for more information. Please let us know at CSBS if you are planning to attend.

CSBS Bank Upgrade (December 2007)

There will be a new and better CSBS bank in January 2008. It is expected that the migration of the current bank will take place around December 15, 2007. The new bank will be part of the US Network bank, and will look very similar to the current bank. If you are comfortable with that, you will have no problems. We will send new directions for the bank and also post them on our website. In addition, we will develop some PowerPoint tutorials for you and your students.

B-Gone Travel Inc. has the latest, exotic, and greatest trips than ever before. We have a new created webpage, which shows pictures and details of our best trips. B-Gone Travel Inc. has both domestic and international trips, cruises, and weekend getaways. We make all the necessary arrangements for you, so you can have the best experience ever. All departments have been working hard to offer the best service to our customer.

The Purchasing & Sales Department has been working very hard this semester processing costumers orders. They have also created 13 amazing packages, which include domestic and international trips.

The Marketing Department is doing a great job promoting our trips, sending out flyers. They’re also busy working on creating our webpage. They’re even had a special promotional turkey sale event. They created Power-Point Presentation for the video conference that we have had.

The Finance Department is busy learning to use QuickBooks, setting up our payroll, processing invoices, and keeping track of our finances.

Employee Motivation Department is keeping our employees motivated. They created a great program, which they call “PIP” Purchase Incentive Program. It rewards the employee who purchases the most items from other CSBS businesses. The goal is to get other businesses to buy from us.

The Human Resource Department, in which some of our EMD employees are include, is keeping busy conducting staff meetings, updating policies and manuals. They have added several employment policies to the Employee Handbook.

The employees at B-Gone Travel Inc

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Say It With Socks
Frederick Community College, Frederick, Maryland

We Make Your Feet Warm and Happy
By Saghar Kourroe

On a winter day when you need to find something to make your feet warm and comfy, there is only one name that can help you find the right thing. Say it with Socks is a virtual business that began eight years ago. When I started the business simulation class in late August, I could not believe how fun and educational it can be. In this company employees sell virtual socks and other products related to your feet. Our team has done many things to make our business more successful and adventurous for our clients. One important tactic we used to help our company grow is adding new inter-
estoring items in our catalog such as cornucopia, somebody shock me, colorful turkey socks, autumn leaves top, and NFL socks, examples of the new items that were added for different occasions. Sending out different flyers for Halloween, Thanksgiving, and Christmas is among other activities that our employees have done well for the success of the company. We offer different sales and discounts to our customers, and we are proud to announce that items are shipped as soon as possible for the company. Having fast, reliable, and appropriate communication with our customers and other companies is one important factor that has contributed a lot to our success. With an average of $1600 sales per month and receiving more orders, we are confident that our business is on the right track.

Our dedicated employees in the sales department work hard to address our customer’s need and interest. However, if it were not for our human resources and financing department, none of these achievements would have been possible. We can assure our customers that Say it with Socks will provide them with the best and most satisfying service that they are looking for in regards to their feet. Say it with Socks and say it with confidence.

Consider Video Conferencing . . .

Once again, a few firms in the work took advantage of video conferencing technology. CSBS firms, B-Gone Travel, Switchin Tempo, Way Out West, Favor It, and EM Sports connected with two firms in Finland and one firm in Belgium. From those meetings, there was increased communication and trading as a result. We at CSBS would like your firm to consider experimenting with video conferencing to enhance communication between and among domestic and international firms. You can get involved with very little expenditure. All you need to do is purchase one desktop camera, such as a Logitech. CSBS will provide you with the software and necessary log on information so that you can connect with another firm. It is as simple, as making contact with another firm, determining a convenient time, and then . . . connect! Although we did use more sophisticated equipment during our sessions this past fall, this is not necessary; it can be done firm-to-firm with one small camera and software.

All participants agreed that the experience was well worth it for everyone who participated. Students fine tuned their presentation skills, learned what kind of PowerPoint worked well with the camera, the importance of body language, the challenge of different time zones, and cultural differences. It was interesting to note that cultural differences were also apparent within the United States, when you “travel” from one region to another. Solid business partnerships develop when you can “put a face” to a company.

Contact me at csbs@mccc.edu if you are interested in experimenting with this technology in the spring.

Dates to Remember:

Feb. 27, 28 and 29, 2008 BPF Training at Mercer

2007 BPF Training


See you next year!