

# THE LANCASTER AREA CHAMBER

Building a Better Business Community  
Serving Lancaster, Depew & Elma

# JOURNAL

Your LACC Newsletter  
Spring 2011

Grow your business—attend a LACC event.

Visit our website today for more details!  
[www.laccny.org](http://www.laccny.org)

**2nd Annual Golf Classic**

Monday, July 25, 2011  
Lancaster Country Club  
6061 Broadway, Lancaster, NY

**Broadway Driving Range & Miniature Golf**

Thursday, August 11, 2011  
4367 Broadway  
Depew, NY  
Members ONLY!

**Lancaster Area Tradeshow—SAVE THE DATE**

Tuesday, September 27, 2011  
Lancaster Opera House  
21 Central Avenue  
4:00 pm to 8:00 pm

**Business After Hours**

2nd Tuesday of each month

**Tuesday, July 12, 2011**

Magruder's Restaurant and Banquet House  
4995 Broadway, Depew, NY  
5:30 pm to 7:30 pm

**August 9, 2011**

Bank of Akron  
3619 Walden Avenue  
Lancaster, NY

**Morning Business Exchange**

Every Wednesday morning

July, August, September  
Lucky's Family Restaurant  
3400 Transit Road  
Depew, NY  
8:00 am to 9:00 am

**Industrial Forum**

3rd Wednesday of each month

September 21, 2011  
Ripa's Restaurant  
4218 Walden Avenue  
Lancaster, NY  
Noon to 1:30 pm



## LACC's 2nd Annual Golf Classic **Monday, July 25, 2011** Lancaster Country Club



6061 Broadway Street  
Lancaster, NY 14086

11:30 AM Registration  
& Lunch

1:00 PM Shotgun Start  
Followed by Cocktails &  
Dinner

Thank you to our sponsors:



Allstate Insurance, Charlie Snyder Agency  
Eagle Systems, Inc.  
Rural/Metro Medical Services  
Sheridan Benefits, LLC



I recently went to visit my family in Massachusetts and had a wonderful time! However within the first 4 hours I managed to drop my phone in the Jacuzzi. At first I was devastated– the cost to replace, did I back the phone up properly, would my contacts still be able to be retrieved, would anyone need to reach me in an emergency or perhaps a funny must read email was sent to me!

Then the day turned into night and I no longer missed being connected. Well..maybe a bit but it was the first time I had been without my phone and I SURVIVED! To the delight of my family I was not posting a status on Face Book or checking my email. Being away from work and truly being in the moment with my family made such a difference.

On page 7 please read The Mayonnaise Jar and 2 Cups of Coffee. My friend sent this me and it has made a difference to me and hope it helps you to put work/life balance into perspective. Enjoy your family and friends. The phone, work, computer, etc. can wait!

Stay tuned for more details on the **LACC Tradeshow– Put a SPOT light on your Business**, Tuesday, September 27, 2011 from 4:00 pm to 8:00 pm at the Lancaster Opera House.

I am proud to welcome Adin Bradley, General Manager, Rural/Metro Medical Services to the Lancaster Area Chamber of Commerce Board of Directors. He is serving the remainder of Dave Karb's term. Mr. Karb was recently transferred to the Niagara Street Tops Markets. Thank you both for your service and leadership.

It was another busy Spring at the LACC. Check out the recaps of events on page 5.

**THANK YOU** for your friendship and continued support,  
Megan Burns-Moran  
Executive Director  
Lancaster Area Chamber of Commerce  
716-681-9755

The LACC has a new home.  
**11 West Main Street, Suite 100.** Please stop by!

## NEW LACC EVENT

Reserve your table today!

# THE SPOTLIGHT ON BUSINESS

Lancaster Area Trade Show  
**Tuesday, September 27, 2011**  
Lancaster Opera House  
21 Central Avenue  
**4:00 pm to 8:00 pm**

Spotlight your business at the  
**Inaugural Lancaster Area Chamber  
of Commerce  
2011 Trade Show.**

An opportunity to focus and shine  
to your customers, prospects  
and other businesses.

**Thank you to our sponsor:**



Space is limited! Contact the LACC for  
pricing and to reserve your spot.  
Tables range from \$150 to \$250.

LACC Member and Future Member pricing  
are available.  
First come first serve.  
Sponsorships are available.  
716-681-9755

**THANK YOU to all who attended our OPEN HOUSE!**  
**48 people attended and LOTS of business was exchanged.**  
**We are so happy to be in our new space. Please stop by to visit!**

## Member Spotlight

Reserve your space today and share your good news



**IntegrYS Energy Services of New York, Inc.** (IntegrYS NY) is proud to be a sponsor of the LACC Golf Classic again this year.

**IntegrYS NY**, formerly Advantage Energy, Inc., has been serving New York State electricity customers since 1997. In fact, **IntegrYS NY** was one of the first Energy Service Companies (ESCOs) to market electricity to customers in the National Grid and New York State Electric and Gas (NYSEG) territories. Our customers come from the industrial, commercial, educational, municipal and agricultural sectors.

**IntegrYS NY** has been endorsed by numerous business associations, including the Lancaster Area Chamber of Commerce. The alliance with the LACC has been in existence for over ten years. During that time, members have received the benefit of extremely competitive electricity rates by buying through the Chamber program.

**IntegrYS NY** has offices in Buffalo, NY and the Buffalo office staff has been working diligently with the local business community to provide the best products and energy solutions possible so businesses remain cost competitive. IntegrYS NY takes great pride in our ability to help the businesses in our backyard see continued success.

**IntegrYS NY** has satisfied all of the creditworthiness requirements and obtained approval to serve from the New York State Public Service Commission, New York Independent System Operator, Orange & Rockland Utilities, Central Hudson Gas and Electric Corporation, Consolidated Edison, Rochester Gas & Electric, National Grid, and NYSEG.

To learn more about **IntegrYS** and our experience with energy and related services, please visit our website at [www.IntegrYSEnergy.com](http://www.IntegrYSEnergy.com).

**LACC Member ONLY Free event**

***Last Hurrah of the Summer!***  
**Broadway Driving Range Miniature  
 Golf & Green Acres Ice Cream**  
 4367 Broadway, Depew

**Thursday, August 11, 2011  
 5:00 pm to 7:00 pm**

Each will receive One Free Hot Dog, Sausage or Hamburger  
 One Free Round of Miniature Golf  
 One Free Small Soft serve cone  
 Complimentary beverages will be available.

**Reservations requested.** Please call  
 LACC at 716-681-9755.  
 by **Monday, August 10th**

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## *The Mayonnaise Jar and 2 Cups of Coffee*

When things in your life seem almost too much to handle, when 24 Hours in a day is not enough, remember the mayonnaise jar and 2 cups of coffee.

A professor stood before his philosophy class and had some items in front of him. When the class began, wordlessly, he picked up a very large and empty mayonnaise jar and proceeded to fill it with golf balls. He then asked the students if the jar was full. They agreed that it was.

The professor then picked up a box of pebbles and poured them into the jar. He shook the jar lightly. The pebbles rolled into the open areas between the golf balls.

He then asked the students again if the jar was full. They agreed it was.

The professor next picked up a box of sand and poured it into the jar. Of course, the sand filled up everything else. He asked once more if the jar was full. The students responded with a unanimous "yes."

The professor then produced two cups of coffee from under the table and poured the entire contents into the jar, effectively filling the empty space between the sand. The students laughed.

"Now," said the professor, as the laughter subsided, "I want you to recognize that this jar represents your life. The golf balls are the important things - God, family, children, health, friends, and favorite passions -- things that if everything else was lost and only they remained, your life would still be full.

The pebbles are the other things that matter like your job, house, and car.

The sand is everything else --the small stuff. "

"If you put the sand into the jar first," he continued, "there is no room for the pebbles or the golf balls. The same goes for life.

**Continued on page 7**

*Redlinski Chiropractic Office*

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Administrative Director

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Phone: (716) 683-1776  
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dave@lancopera.org  
www.lancopera.org



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## Chamber Moments and Thank You's

Thank you to **Elected Officials Luncheon** guests, speakers and LACC board members and chamber members for attending the luncheon. Do YOU want to see the LACC host more FACE to FACE meetings with our elected officials? Please let us know. We believe it is important to let our elected leaders hear from YOU, the business community.

Welcome to **Depew Mayor Steve Hoffman** and **Elma Supervisor Dennis Powers**.

Thank you to all who attended **June Industrial Forum Series** sponsored by **Integrus Energy Services of New York**. Float or Lock was the topic. Contact Milo at Integrus today to **save on your Electricity**.

716-362-1708 ofc | 716-581-0219 cell | 716-822-7673 fax

[mgwuslich@integrusenergy.com](mailto:mgwuslich@integrusenergy.com) email |

[www.integrusenergy.com](http://www.integrusenergy.com) web



Above: Karen Lewis, Chamberfest Chair and Debbie Glowny, First Niagara Bank ham it up for the camera!

Thank you to Morning Business Exchange Host:

**Forestview Restaurant** for hosting the April, May, June Morning Business Exchange.

### MORNING BUSINESS EXCHANGE

Join LACC every **WEDNESDAY, 8:00 am to 9:00 am.**

July, August, September  
**Lucky's Family Restaurant**  
3400 Transit Road  
Depew, NY

Sponsorships are available for this weekly networking breakfast.

**Have you attended yet?**  
Network in a relaxing environment and build relationships that will enhance and grow your business!

Thank you to our **Business After Hours** Hosts:

May, **Frank's Grille**

Thank you for opening your doors to the LACC.

### BUSINESS AFTER HOURS

**Second Tuesday of every month– Join us!**

**Tuesday, July 12, 2011**  
**Magruder's Restaurant & Banquet House**  
4995 Broadway  
Depew, NY

**Tuesday, August 9, 2011**  
**Bank of Akron**  
3619 Walden Avenue  
Lancaster, NY  
**Bring lots of business cards!**

We are looking for hosts.

Please contact the Chamber today!

**Thank you to 11th Chamberfest Sponsors:**  
**Integrus Energy Services of New York**  
**First Niagara Bank**  
**Apple Rubber**  
**Twin Village Recycling**  
**Sheridan Benefits, LLC.**

Participating restaurants:

Cassilio's Pizza & Subs, Eddie Ryan's, Forestview Restaurant, Lancaster's Broadway Deli, Tops Markets (Broadway and Transit locations), Paddy's Pizza, Ripa's Restaurant, T's Catering.

Beverage donations:

Bully Hill, Certo Brothers, Crystal Rock, Try-It Distributing Co., Inc.

Entertainment:

Sully and MacQueen

Our hosts:

Bowmansville Fire Dept Pavilion

Please support our sponsor businesses!  
**Shop LOCAL**

**Lancaster Area  
Chamber of Commerce**  
11 West Main Street, Suite 100  
Lancaster, New York  
Phone: (716) 681-9755  
Fax: (716) 684-3385  
www.LACCNY.org

**Mission:**

The Lancaster Area Chamber of Commerce actively supports business, industry, institutions, organizations and individuals in a effort to enhance the quality of life for the business community and the residents of **Lancaster, Depew and Elma.**

**2011 Board of Directors**

John Evoy, Chair  
Bank of Akron

Deborah Glowny, Treasurer  
First Niagara Bank

Adin Bradley, Rural/Metro Medical Services  
Ryan Haffey, Morgan Stanley Smith Barney  
Barbara Kaczmarek, Events of Excellence  
Joseph Keefe, Esq.  
Hal Kingsley, Trocaire College  
Karen Lewis, Metro Group, Inc.  
Lori Miller, Developing Professionals  
Matthew Murphy, Aurora Imprints  
Charlie Snyder, Allstate Insurance Company

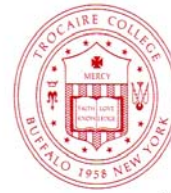
Megan Burns-Moran, Executive Director

**Office Staff**

Diane Bove', Member Relations  
Kathy Wolski, Office Manager  
Melissa Miller, Intern, Lancaster High School

**The Business Card Exchange**

1. Face your card toward the person.
2. Hold the card by its edges, thank the person and read the card.
3. Do NOT grab the card and simply shove it into your pocket.
4. Look at it, comment on company or location.
5. Learn something about the person and the company that could help you transition into a meaningful conversation."
6. FOLLOW-UP, send a note, an email, add to your contacts



**Hal P. Kingsley**  
*Director of Workforce Development*

**Russell J. Salvatore**  
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## Welcome New LACC Members!

## *The Mayonnaise Jar and 2 Cups of Coffee*

Continued from page 7

### **Aladdin Village Cleaners Inc.**

Brian Schneider, President  
Kristen Fedick, Assoc. Mgr.  
123 Stutzman Road  
Bowmansville, NY 14026  
(716) 206-2322  
www.aladdinvcleaners.com

Dry Cleaners  
10% discount for Chamber members

### **Bloomsbury Lane Toy Shoppe**

Tracy Diegelman, Owner  
Mike Diegelman, Owner  
1 West Main Street  
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[www.bloomsburylanetoys.com](http://www.bloomsburylanetoys.com)  
Specialty Items  
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### **CAPTYK**

Charles Pilon, Dir. Business Development  
Jeff Petyk, Co-owner  
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### **Charlie and Checkers**

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Joseph Hamilton, Manager  
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### **D. Jaszka Energy Consulting**

Daniel Jaszka, Jr., Energy Consultant  
29 Hidden Trail  
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[www.djaszkaenergyconsulting.com](http://www.djaszkaenergyconsulting.com)  
Consultants  
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tax exemptions

### **Forcier Orthodontics, P.C.**

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Orthodontists

### **Intuitive Creations**

Dianne Ulrich, Owner  
9 Nicholas Lane  
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(716) 560-8798  
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### **Lancaster-Depew Rotary Club**

David Karb, President  
Tom Tarp, Secretary  
PO Box 53  
Lancaster, NY 14086  
Civic/Business Club of Rotary International

### **Moldtech Inc.**

H. Wayne Gerhart, President  
Jim Wittman, Comptroller  
1900 Commerce Pkwy.  
Lancaster, NY 14086  
(716) 685-3344  
[www.moldtechrubber.com](http://www.moldtechrubber.com)

Manufacturer  
Rubber Injection Molder

### **Northeast Mechanical Inc.**

Roger Hoffman, Owner  
139 Sawyer Avenue  
Depew, NY 14043  
(716) 684-6301  
[www.heatcoolingbuffalo.com](http://www.heatcoolingbuffalo.com)  
Heating & Cooling

### **NorthPoint Free Will Baptist Church**

Brian Williams, Lead Pastor  
Darin Alvis, Associate Pastor  
3725 Walden Avenue  
PO Box 186  
Lancaster, NY 14086  
(716) 393-9673  
[www.northpointbuffalo.com](http://www.northpointbuffalo.com)  
Churches

If you spend all your time and energy on the small stuff, you will never have room for the things that are important to you.

So...

Pay attention to the things that are critical to your happiness. Play with your children. Take time to get medical checkups. Take your partner out to dinner. Play another 18. There will always be time to clean the house and fix the disposal.

"Take care of the golf balls first --the things that really matter. Set your priorities. The rest is just sand"

One of the students raised her hand and inquired what the coffee represented.

The professor smiled. "I'm glad you asked".

It just goes to show you that no matter how full your life may seem, there's always room for a couple of cups of coffee with a friend."

### Member to Member Discount Program A LACC Members Only Benefit

The **Member to Member** discount program is designed for members to offer exclusive discounts or special promotions to the Lancaster Area Chamber of Commerce members.

We are adding businesses every day.

Contact the Chamber with your unique offer and we will add you to the program.

Member Discounts will be in the bi-weekly

E- Newsletter

### GOT A REFERRAL?

Refer a business to the LACC and receive \$25.00 towards your membership renewal.



Building a Better Business Community  
Serving Lancaster, Depew & Elma

11 West Main Street, Suite 100  
P.O. Box 284  
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**LACC's 2nd Annual Golf Classic**  
Monday, July 25, 2011 at Lancaster Country Club  
6061 Broadway, Lancaster, NY 14086

**Please reserve:**

- Jack Nicklaus Sponsor: \$1000.00
- Ben Hogan Sponsor: \$850.00
- Tee/Green Sign Sponsor: \$100.00
- Foursome only: \$550.00
- Individual golfer: \$150.00
- Dinner only: \$50.00

Total: \_\_\_

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Company Name \_\_\_\_\_

Company Address City, State, Zip \_\_\_\_\_

Phone & Email \_\_\_\_\_

Please FAX 716-684-3385 or MAIL form to the LACC- new office:  
11 West Main Street, Suite 100, Lancaster, NY 14086.

**Register by FRIDAY, July 15, 2011.** Payment due prior to event.

Thank you to our Arnold Palmer Sponsor:

