

ChamberConnection

Your connection to the greater Hanover business community

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Mission: The Hanover Area Chamber of Commerce delivers value to its members and advances the interests of the business community.

Are You Making The Most of Your Membership?

Making the most out of your Hanover Chamber investment is just as important to you as it is for us. The Chamber Board and staff serve as your resource for saving you time and money.

Consider the following two programs as possibilities.

The **Hanover Area Chamber Healthcare Plan** provides medical insurance products and services by the area's leading healthcare carriers. The plan is designed for small business groups of 2-99 employees. The plan provides other ancillary products, such as dental, vision, wellness programs, and human resource solutions.

The **Membership Advantage Program** (MAP) offers Chamber members special coverages and pricing on property and casualty insurance, including business owners, commercial auto, commercial fire and crime, general liability, inland marine, and workers' compensation. In addition, through safety consulting, Penn National Insurance and local independent insurance agencies encourage member businesses to develop safety practices to substantially reduce or eliminate workplace injuries.

For the eighth consecutive year, Penn National Insurance declared a dividend for the Members Advantage Program (MAP)-the Chamber's business insurance program. With this dividend, the company has returned more than \$4.3 million to its members over the last 12 years. Since the program's start, MAP has earned dividends ranging from four to 26 percent.

Did you know?

✓ Being active in the local chamber of commerce is an effective business strategy overall. It is 29% more effective, however, for communicating to consumers that a company uses good business practices and 26% more effective for communicating that a business is reputable.

✓ If a company shows that it is highly involved in its local chamber (e.g., sits on the Chamber Board), consumers are 12% more likely to think that its products stack up better against its competition.

✓ When a consumer thinks that a company's products stack up better against the competition because the company is highly involved in its local chamber of commerce, it is because he or she infers that the company is trustworthy, involved in the community, and is an industry leader.

✓ When consumers know that a small business is a member of the chamber, they are 44% more likely to think favorably of it and 63% more likely to purchase goods or services from the company in the future.

The Hanover Chamber continues to look for ways to enhance membership by saving you money, time and resources. We look forward to hearing from you.

Thank you for your continued confidence in the work of your Chamber.

*Source: "The Real Value of Joining a Local Chamber of Commerce," A Research Study. The Schapiro Group, Atlanta, GA.



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ACCREDITED



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CHAMBER STAFF

Gary Laird, President
glaird@hanoverchamber.com
Melissa Speal, Marketing/PR Director
mspeal@hanoverchamber.com
Judy Stouck, Program/Membership Coordinator
jstouck@hanoverchamber.com
Johni Miller, Office Manager
jmiller@hanoverchamber.com

Chamber Connection is a monthly publication of the Hanover Area Chamber of Commerce. For deadline information, please contact Melissa Speal at mspeal@hanoverchamber.com.

Did You Know . . .

Pixels are not always greener than paper?

- Electronic devices are typically made of plastics and contain chemicals & heavy metals. Paper is made of wood and the industry **plants 1.7 million trees every day** - that's **three times what is harvested!**
- Nearly **60%** of all paper in the United States is recycled.
- Only **18%** of all electronic devices are currently recycled and e-waste constitutes **our single largest toxic waste export.**
- The paper industry produces approximately **55% of America's alternative energy supply.**
- **20% less CO2** is used per year by a person reading a daily printed newspaper versus a person reading web-based news for 30 minutes per day.

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Source: International Paper Company publication #060930

The Hanover Chamber thanks all of the members who renewed their 2009/2010 membership. We appreciate your continued support!

Listed are those that renewed at press time and as space allowed. Additional businesses will be listed in the next issue.

A Little Bit of Love Florist
 Adamark Investments, LLC
 Adams-Hanover Counseling Services
 Advance Realty Heritage
 Altland House
 American Cancer Society
 Barrick & Associates, Inc.
 Canteen Vending
 Christian Counseling & Education Svcs.
 Cintas Corporation
 Community First Fund
 Cumulus Media
 D & M Quality Homes, LLC
 Durbante LLC
 Bertram F. Elsner
 Elsner Bell & Associates, LLC
 Engle Business Systems
 Forest Insurance
 Hanover Logistics
 Holtz Family Chiropractic, LLC
 HomeField Advantage
 Homewood at Plum Creek
 Margret Hornel
 Hoss's Steak & Sea House
 Impact Management
 Isaac's Restaurant & Deli

Isla Cat Promotions
 JCPenney Company, Inc.
 Jiffy Lube
 JR's Plumbing & Building, Inc.
 Just Vacations, Inc.
 Kelly's Stationery, Inc.
 Kenworthy Funeral Home, Inc.
 Keystone Alarm Services, Inc.
 Keystone Machine, Inc.
 Kirton Kennel
 Kleffel's
 Francis E. Klunk, Elect. Cont., LLC
 Knapers Stop & Go
 L & H Trucking Co., Inc.
 L. L. Lawrence Builders, Inc.
 LaCucina Restaurant
 Lamar Advertising
 Laslow's Pharmacy
 Gene Latta Ford
 Laurel Hill Kennels
 Laurelwood Productions
 Lebo Skin Care
 Stanton S. Leboutitz, MD
 Legacy Athletic
 Leisters Furniture Inc.
 Leonhardt Manufacturing Co. Inc.

Liberty Nissan, Inc.
 Life Changes Boutique, Inc.
 Lincoln Investment Planning
 Lincoln Bus Lines Inc.
 The Lite-House, Inc.
 Living Life Better
 LMA Consulting Group
 Long & Foster Realtors
 Longaberger Baskets
 Lowe's
 "Nicole's" The Lucky Spot Restaurant
 Lutheran Social Services of S. Central PA
 M & T Bank
 Main St. Restaurant & Lounge
 Manpower
 MANTEC, Inc.
 Manufacturers Assoc. of South Central PA
 Marchio Auto Body
 Marks' Auto Body Specialist
 Martin's Potato Chips, Inc.
 C. Robert Martin
 Martz Bros. Painting, LLC
 Walter E. Maust, JR, D.M.D.
 The May Eye Care Center & Associates
 McClarin Plastics, Inc.
 E. K. McConkey & Co., Inc.
 McDonald's
 G. Steven McKonly, P.C.
 McManus Homes
 Members 1st Federal Credit Union
 Menchey Music Service, Inc.
 Mercer Carpet One
 The Merchandiser
 Metz Strategic Solutions
 Miller & Shultis, P.C.
 Miller, Brown, Ohm & Assoc., PC, CPA's
 Miller Chemical & Fertilizer Corp.
 Miller-Hanover, Inc.
 Robert G. Miller, Inc.
 Minuteman Press of Hanover
 MJP Technology Consulting, LLC
 The Monahan Group
 Mooney & Associates
 Moreno's Welding Service
 Mountain View Obstetrics & Gynecology
 Murphy Funeral Home, Inc.
 J.A. Myers Building & Development, Inc
 NAPA Auto Parts
 National Barn Company
 Nature's Pet Place, LLC
 Neiderer Pool Sales

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Featuring HealthAmerica
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The Hanover Area Chamber Healthcare Plan is provided by Stoudt Advisors. We represent all carriers for all types of employee benefits.

We also provide:
 • HR Consulting
 • Wellness Consulting



Partnered With



Stambaugh Ness, PC Joins the BDO Seidman Alliance



Steven Hake, President/COO
Stambaugh Ness, PC

Stambaugh Ness, PC has joined the BDO Seidman Alliance, a nationwide association of independently owned local and regional CPA firms and businesses.

As a member of the Alliance, Stambaugh Ness will be drawing upon the resources of BDO Seidman LLP, one of the nation's leading professional service firms.

As a Member Firm of BDO International, BDO Seidman, LLP serves multi-national clients by leveraging a global network of resources.

“Our client base here in South Central Pennsylvania is increasingly exploring

business opportunities in other domestic markets and foreign countries. The Alliance allows us to better serve these clients as they expand regionally, nationally and globally, while maintaining our autonomy. As we weather the current economic realities with our clients, we are optimistic that opportunities will emerge, and we look forward to guiding our clients to success in the new reality,” said President/COO Steven Hake.

“We are excited and anxious to integrate the Alliance into our organization to enhance our overall service capabilities through the availability of supplementary professional services, comprehensive

management consulting services, focused industry knowledge, customized state-of-the-art computer systems, and internal training programs,” Hake added.

“We believe the Stambaugh Ness professionals share BDO Seidman, LLP's commitment to exemplary client service and we want to welcome them into the BDO Seidman Alliance,” said Michael O'Hare, BDO Seidman, LLP Partner and Executive Director of Alliance Services.

For more information, contact Cheryl Smyers, Marketing Manager, Stambaugh Ness, PC at 757-6999, Ext. 3015 or csmyers@stambaughness.com.

McClarin Plastics Expands Reach with Additional Sales Representation

McClarin Plastics, a leader in thermoforming and vacuum infusion of fiber reinforced plastics, recently announced its



partnership with two independent manufacturers' representatives to expand its reach in North America.

Their new partners include Epic Technologies, LLC and Canadian Representative Don Cardy. Both partnerships offer the opportunity to increase brand presence and further educate prospects of McClarin's value engineering strengths, contract manufacturing capabilities, and extensive plastic solutions experience.

McClarin's sales force expansion reflects its commitment to supporting efforts in their target markets and providing additional resources to focus on those markets. “This economy will turn around and when it does we will see an immediate need for expanded engineering and product development,” explains Roger Kipp, Vice President of Marketing and Engineering. “It is our responsibility to anticipate demand and be prepared to refill the pipelines.”

Epic Technologies, LLC, located in Bridgewater, New Jersey, maintains

Staub, Riggs & Collins Opens New Location

Staub, Riggs, & Collins, Inc. (SR&C), one of the fastest growing Independent Agencies in Pennsylvania, recently opened a new location at 430 N. Main St., Ste. 2 in Spring Grove. The agency also has a location on the square in Littlestown.



“We are excited to be in Spring Grove and to be expanding the area of coverage that we can provide to our clients,” said Tammy

Gebhart, Client Relations Director for the agency. “Spring Grove is a growing area and we look forward to being involved in the community.”

An open house and grand opening event is planned for early 2010. SR&C is an independent insurance

agency offering a full line of property/casualty insurance products, including auto, homeowners and

commercial insurance, as well as life insurance products and services from many providers including Erie Insurance, Progressive, Foremost, and many others.

SR&C has been voted Best Insurance Agency in the Hanover Area by the readers of the *The Evening Sun* two years in a row and has earned numerous awards from Erie Insurance Group.

For more information, visit www.srcins.com or call 225-6663.

New Member

Training & Employment Services

Tony Lardarello

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1600 6th Ave., Ste.104

York, PA 17404

253-1229

Senatore Serves Community



Henry Senatore is an individual member of the Chamber, who has actively participated in the development of Main Street Hanover.

Senatore and his wife moved to

Hanover about eight years ago. Soon thereafter, he volunteered in the offices of the Eichelberger Performing Arts Center and became active in fraternal and neighborhood groups in Hanover.

As a member of Clearview Neighborhood Watch, he served as Secretary, Block Captain and organized a website for neighbors to share security information and communicate amongst themselves, as well as with the Hanover Police. At the same time, he was a Trustee of Buon'Amici Lodge, Order Sons of Italy in America. With Buon'Amici Lodge he served as Chair of the Scholarship Committee and Advertising Committee, while coordinating content on the lodge web sites.

Prior to his move to Hanover, Henry was a Board member of Southwest Visions, a non-profit low income housing organization that rehabilitated properties in downtown Baltimore for ownership or rental. Senatore is happily retired from a federal career where he served as a Project Officer, analyst, manager and founding member of the agency's Internet Team.

Dr. Jeffrey Holtz Earns CCSP Designation

Dr. Jeffrey A. Holtz has obtained the postgraduate designation of Certified Chiropractic Sports Physician (CCSP) by the American Chiropractic Board of Sports



Physicians (ACBSP). The CCSP certification requires the doctor to attend a minimum of 100 hours of a 120 hour postgraduate program. This instruction is specific to physical fitness and the evaluation and treatment of injuries encountered in sports. Following the completion of these hours, the doctor must take and successfully pass a comprehensive written examination.

This training will aid the doctor in the prevention and treatment of athletic injuries by enhancing his diagnostic skill and patient care. The CCSP accreditation exists to provide a uniform standard of education that assures teams and athletes that the doctor has met a minimum level of competency in chiropractic sports medicine. Dr. Holtz joins over 4,000 others internationally who hold this designation.

Dr. Holtz covers sporting events to evaluate and treat injuries. If you are interested in learning more, please contact Dr. Holtz at Holtz Family Chiropractic, LLC, located at 123 York St., Hanover, at 633-1945 or call the American Chiropractic Council on Sports Injuries and Physical Fitness at 800-261-1495.

WPS Wins "Elite Dealer Award" for 9th Year

Word Processing Services, Inc. (WPS) has received the Elite Dealer Award for the 9th time



from *OfficeDealer Magazine*. This award has been given annually since 1989 to 110 of the best and brightest dealers of office equipment, office products and office furniture in the United States.

"These are the dealers that continue to persevere, who stand out in their markets not only for their sales and service excellence, but for their technical know-how, their innovative marketing programs, and their involvement in the communities where they work," said Scott Cullen, Managing Editor, *OfficeDealer Magazine*.

WPS is recognized for providing a full-range of document management systems that include hardware, software, professional services and training,

Joe Dellaposta, Vice President of Operations, WPS, added "It takes real commitment from the entire staff to earn

this award and it is really great to be one of only six winners to be honored." WPS was also featured in the *OfficeDealer Magazine* Fall 2009 issue.

OfficeDealer Magazine is a national publication that serves more than 13,000 subscribers involved in the reselling of office supplies, office furniture and office equipment. For additional information about the magazine, visit their website at www.allthingsoffice.com

About WPS

WPS was founded in 1973 by Vince and Ann Dellaposta. As the area's leading provider of state-of-the-art document management systems, the company has 64 employees and offices located in Altoona and Camp Hill, Pennsylvania in addition to the Hagerstown, Maryland headquarters. WPS serves 35 counties throughout Pennsylvania, Maryland, West Virginia and Virginia.

For additional information about WPS, call Joe Dellaposta at 800-456-1977, email jvd@wpsolutions.com or visit www.wpsolutions.com.

Consultant Says Now is the Time to Organize Business Plan Structure is critical to business success



Lou Lavetan
Franchise Advisor &
Chief Listener
FranNET

The new year is a time for resolutions and a time to vow to get areas of your life on track that may have spiraled out of control. For professionals in the Hanover area, it is an ideal time to step back and re-analyze their approach to business.

“In addition to declaring to lose weight or exercise more, people in the Hanover area stand to benefit by refreshing their business strategy,” said Lou Lavetan, FranNet consultant for the Hanover area. “Whether they own or operate a business, or are interested in starting one this year, now is the perfect time to organize their priorities.”

Lavetan says that when order is lacking in an organization, confusion can result and cause frustration on the part of owners, employees and even clientele.

Below are suggestions to follow when approaching your 2010 business strategy.

Set realistic goals: When you are designating business goals, it is crucial to not be overly ambitious. Instead, be realistic, and break your goal down into manageable portions, with corresponding action steps for each month, week and day.

Stick to a schedule: If you find yourself meeting with the same person or team of people to go over particular items, try scheduling a reoccurring meeting so you have a designated time to convene. This way, when a question or comment pops up, it doesn't have to interrupt your day. You can put it aside to be addressed in the standing meeting.

Communicate your vision: You may already have established a

direction for your company or future business endeavor, but have you shared it with others? Employees, investors and other supports should all be aware of your plan. The more people you have aligned with your goal, the more people you'll have to keep you on track.

Allocate your time appropriately: Time is precious and should not be wasted, so do not spend time on menial tasks. Determine what is critical to the success of your operation and then delegate accordingly. Try starting each day with a to-do list of essential tasks.

Lavetan stresses that these organizational skills are not just for established business professionals. In many ways, entrepreneurs and those business people still finding their way actually may be in

greater need of some daily and long-term structure.

“When you are attempting to establish your business presence, it is critical to stay on task and follow the guidelines mentioned above,” said Lavetan. “Doing so will keep you focused and can help you define the business model best suited to help you reach your goals.”

As a FranNet Consultant, Lavetan helps people in the Hanover area investigate and explore a variety of franchise business ownership options. Lavetan offers direction, information, resources and support to help people find a business model that meets their individual needs.

For more information, please contact Lou Lavetan at 800-575-1036.

The
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Christmas Luncheon Featured New Format with Legislators

Local legislators were invited to update Chamber members on local, state and national issues. However, all the legislators were scheduled to be in session on the same day. What to do?

Members were really interested in learning more from the recent "Wellness and Your Bottom line" session co-hosted by the Chamber and Hanover Hospital. The session included a briefing from George Kyriacou, President/CEO, Hanover Hospital.

"We decided to use the timeliness of the proposed healthcare bill and the expertise of local resources, so we asked George Kyriacou to provide an update for our members at the luncheon," said Gary Laird, President, Hanover Chamber.

Then, the legislators one found out at the last minute that they would not be in session. So instead of the representatives sharing the stage with their colleagues, they enjoyed the opportunity to chat with their constituents during lunch.

Kyriacou presented members with an outlook on healthcare and possible solutions, including wellness programs in the workplace.

His presentation was followed by Congressman Todd Platts, who supported the information presented by Kyriacou.

The Chamber thanks Kyriacou and all of the legislators for their flexibility and understanding.

And just as important, members enjoyed the program, networking and merriment.

The Chamber also thanks Egg Nog Sponsor Lutheran Retirement Village at Utz Terrace and the following Table sponsors: Adams County National Bank, Adams Electric Coop, Columbia Cottage, C.S. Davidson, PeoplesBank & Hanover Hospital, M & T Bank, Susquehanna Bank and Visiting Nurses Association of

Hanover & Spring Grove.

If you are interested in learning more about how wellness can impact your bottom line, please contact the Chamber.

To remain informed on pending legislation, please visit www.hanoverchamber.com and click "Legislative Updates." Also, if you or your business is interested in

learning more about a bill, please let us know and we can track it for you.



L to r: Gary Laird, President, Hanover Chamber; Representative Will Tallman; Representative Seth Grove; Representative Ronald Miller; Shannon Harvey, Chair of the Chamber Board and Campus Executive Dean, HACC - Gettysburg Campus; Representative Dan Moul; Senator Mike Waugh; George Kyriacou, President/CEO, Hanover Hospital and Congressman Todd Platts. *Not pictured:* Senator Richard Alloway.

Scholarship Winners Announced Chamber and York College grant two more scholarships

The Hanover Chamber congratulates Erica Garrett of Hanover and Kimberly Emlet of Abbottstown for being selected by the Chamber's Awards and Recognition Committee to receive a three-credit York College scholarship.

The selection process was based on applicants' career objectives and plans for the future, financial needs, evidence of community service, as well as academic aptitude and past achievement.

These scholarships will cover the tuition costs of any three-credit course offered

during the 2010 spring semester. York College makes these scholarships available through the Chamber twice a year to be awarded to individuals whose continued education promises to serve their own intellectual growth and professional development as well as their ability to contribute to the Hanover community.



L. to r.: Erica Garrett, scholarship recipient; Leroy Keeney, YCP representative; and Kimberly Emlet, scholarship recipient.

Congratulations Erica and

Kimberly and good luck with the upcoming school year!

For more information on the scholarships please contact the Chamber.

Junior Achievement is Beneficial for Your Employees and Local Students

With the demand for Junior Achievement (JA) far greater than they are currently able to provide, they have developed a strategic plan that strives to dramatically increase the number of classrooms reached. But, they can't do it without your help.

Now more than ever, JA needs your support in order to provide these essential programs. You have the ability to help educate the students who will become future workers and citizens in our



community. Help inspire and prepare our young people to succeed by encouraging your employees to become JA volunteers.

You will be impressed by the impact JA has - not only on the students, but also on your employees!

Benefits of Employee Volunteering

- Helps employees refine their presentation skills.
- Shapes the future workforce by preparing students for the real world.
- Demonstrates your company's mission and shows students what your company does.
- Illustrates opportunities and local jobs available in the students' community.

For more information, call 843-8028 or visit www.jascpa.org.

"From the Heart"

- DOCEO will
- donate \$150 to
- one of five
- charities
- (buyers
- choice) when
- they purchase
- or lease a Toshiba black and
- white or color multi-function
- machine. The program will run
- from February 14 through April
- 30, 2010. The five charities will
- be announced on February 14th.



Keeping Hanover Bright this Season

Thank you to those who helped keep Hanover bright this holiday season, by donating to the Chamber's Christmas fund.

The businesses listed below are those that contributed since the publication of the past newsletter.

Adams County National Bank
Barley Snyder, LLC
Conewago Enterprises, Inc.
Davidson H & C Co.
Hanover Pediatric Associates
Gene Latta Ford
Little's Coins & Jewelry
M & T Bank
Arlene Barnhart
Warren Miller
Quinn Flags & Banners
Donald B. Smith, Inc.
Square Commercial Center
Weber Agency

Local Broadcast Marathon to Benefit Hanover Area Homeless

WHVR 1280 AM and the Hanover Area Council of Churches have partnered once again to present a broadcast marathon to benefit the council's Changing Lives Homeless Shelter and the homeless programs operated by Turning Point.



The 9th Annual "Hanover Cares: House the Homeless Marathon" runs on WHVR 1280 from 12 - 8 p.m. on February 11 and from 6 a.m.- 4 p.m. on February 12. An \$8,000 goal has been set for the 18-hour marathon. Donations will be used to continue to provide shelter for our community's homeless throughout the year and to provide continuing support

and services through the Hanover Area Council of Churches and Turning Point.

The marathon has been linked to Valentine's Day by allowing donors to purchase commemorative cards in honor of their loved ones. The cards can then be inserted into Valentine's Day cards.

Contributions will be accepted at the Hanover Area

Council of Churches at 136 Carlisle St.; Grace United Church of Christ, 100 4th St.; St. Mark Lutheran Church, 129 Charles St.; First United Methodist, 200 Frederick St.; and WHVR on Radio Road. Donations can be made by checks payable to the Hanover Area Council of Churches. Credit card donations will also be accepted by calling the Hanover Area Council of Churches at 633-6353 from 8 a.m. - 1 p.m., Monday through Friday.

McClarín Plastics

con't from pg. 4

extensive sales experience in custom plastic, rubber and metal component manufacturing. McClarin is looking to Epic to increase their recognition and presence in the medical and industrial equipment markets.

“Consistent with our current representation, both Cardy and Epic

Technologies provide the expertise in sales, design and engineering that McClarin’s value proposition supports. They are a welcomed addition to our team,” said Kipp.

McClarín Plastics custom designs and manufactures Thermoformed and Fiberglass Reinforced Plastic products

and components with value added assembly and contract manufacturing. For over 50 years, they have helped local, national and international companies find creative solutions. For more information, visit www.mcclarinplastics.com.



All workshops will be held at the Chamber office.

Please register by completing and returning the form on pg. 11 or by emailing office@hanoverchamber.com.

Advanced registration is greatly appreciated. Cancellations made within 48 hours of the event are nonrefundable.



New Chamber Workshops Just Announced

1 Key Strategies to Powerful Presentations

Presented by: Grace W. B. Elsner, Organization Development & Training
Thursday, March 4th, 8 - 10 a.m.
\$25/person; continental breakfast included

Would you like to be able to motivate, persuade and capture the attention of an audience? Feel more confident in making presentations? You can! Join us to learn some of the key skills and strategies for speaking powerfully to an audience of one or one thousand.

2 Workplace Bullying

Presented by: Lynda Randall, *New Level Advisors, LLC*
Thursday, March 11th, 11:30 a.m. - 1:30 p.m.
\$25/person; lunch included

When consulting with companies to help improve their cultures, one of the most distressing findings is that the boss is a bully. Drs. Ruth and Gary Namie have done groundbreaking work in bullying in the workplace. According to them, workplace bullying is defined as repeated, malicious, health-endangering mistreatment by one or more employees. Zogby International conducted 7,740 online interviews and found that workplace bullying is an epidemic and that 74% of bullies are bosses. Women are targeted more frequently (57%), especially by other women (71%). Learn what to do and how to handle the workplace bully.

3 Making Strategic Choices When Conflict Arises

Presented by: Grace W. B. Elsner, Organization Development & Training
Thursday, April 8th, 8 - 10 a.m.
\$25/person; continental breakfast included

When conflict arises, what do you usually do? Confront? Give in? Avoid it altogether? We can manage conflict most effectively by actively choosing how we respond. Join us to explore the advantages and disadvantages for the five modes of handling conflict and learn strategies for managing conflict effectively.

Eye-Opener Breakfast

Wednesday, February 17, 7:30 a.m.
 Homewood at Plum Creek
 425 Westminster Ave. | Hanover



Chairman of the Day: Sandy Fair, Executive Director
 Homewood at Plum Creek

Salutes:

- Carroll County Times - member exchange
- Local E-Commerce Solutions - new business
- Manufacturers Association of South Central PA - member exchange
- SendOut Cards - new business
- Shining Star Ministries - new business

\$11/member; \$13/non-member

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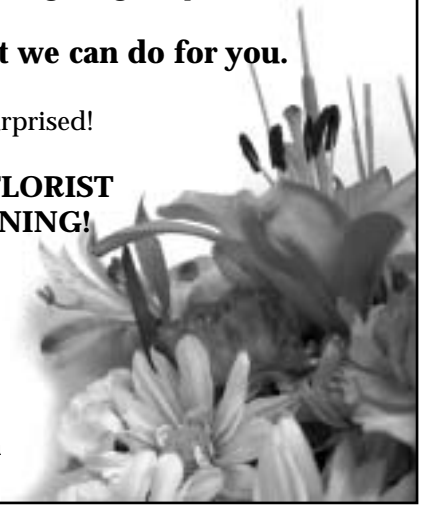
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Breakfast Salutes Businesses

The December Eye-Opener Breakfast was hosted by Hanover High School, and sponsored by H & R Block.

In addition to saluting area businesses for their achievements, the Chamber presented an exchange student with "Keys to the City," new superintendent Alan Moyer welcomed guests and art teacher Marie Smith featured works of her five National Art Honor Society students.



L. to r.: Back row: Divonna Stebick, Enlightened Learning Center – New business; Greg Wagner, Edward Jones Investment – New business; Liem Brems, Hanover Area Family YMCA – New president/CEO and Barbara Peet, Just Vacations – New location.

Front row: Carla Almeri from Lima, Peru – Exchange student; Ashley Brown, Hanover High School – Chair of the Day; Susan Althoff, H & R Block – Sponsor; and Pastor Scott Brown, Hanover Community Church – Invocation.

Membership Mixers



Susquehanna Bank hosted the December Membership Mixer at its 402 Eisenhower Dr. location. The festive event featured networking, spirits and hors d'oeuvres.

Upcoming Mixers

Wednesday, February 10, 11:30 a.m. – 1:30 p.m.

Exclusive Hair Salon & Spa

11 W. Clearview Rd., Hanover

Catered by: Victory Restaurant

Wednesday, March 10, 11:30 - 1:30 p.m.

Greater Hanover Red Cross

529 Carlisle St., Hanover

Catered by: Shultz's Deli

Be Connected

Register for multiple events at one time!

Please complete form and return with payment to the Hanover Area Chamber of Commerce, 146 Carlisle St., Hanover, PA 17331. You can also register by calling 637.6130, faxing 637.9127 or emailing office@hanoverchamber.com.

Events

RSVP

Investment

- February 10**
Membership Mixer, 11:30 a.m. – 1:30 p.m. 02/05 _____ Complimentary
 Exclusive Hair Salon & Spa, 11 W. Clearview Rd., Hanover
Catered by Victory Restaurant
 Attendees: _____

- February 17**
Eye-Opener Breakfast, 7:30 a.m. 02/12 _____ \$11/member
 Homewood at Plum Creek, 425 Westminster Ave., Hanover
Sponsored by Cremer Florist
 Attendees: _____

- March 4**
Key Strategies for Powerful Presentations, 8 -10 a.m. 02/25 _____ \$25/member
 Hanover Area Chamber of Commerce office
Trainer: Grace W. B. Elsner, Organization, Development & Training
 Attendees: _____

- March 10**
Membership Mixer, 11:30 a.m. – 1:30 p.m. 03/03 _____ Complimentary
 Greater Hanover Red Cross, 529 Carlisle St., Hanover *Catered by Shultz Deli*
 Attendees: _____

- March 11**
Workplace Bullying Workshop, 11:30 a.m. - 1:30 p.m. 03/04 _____ \$25/member
 Hanover Area Chamber of Commerce office
Trainer: Lynda Randall, New Level Advisors, LLC
 Attendees: _____

- March 17**
Eye-Opener Breakfast, 7:30 a.m. 03/10 _____ \$11/member
 Conewago Valley School District, *more details forthcoming*
Sponsored by CBY Systems
 Attendees: _____

- April 8**
Making Strategic Choices When Conflict Arises, 8 -10 a.m. 04/01 _____ \$25/member
 Hanover Area Chamber of Commerce office
Trainer: Grace Elsner, Organization, Development & Training
 Attendees: _____

Total: \$ _____

Business Name: _____ Address: _____

Phone: _____ Fax: _____ Email: _____

Please indicate payment preference. Check enclosed Please charge my credit card

Card No.: _____ Visa Mastercard Expiration: _____
(circle one)

(Signature) _____ (Date) _____



Advanced registration is greatly appreciated. Cancellations made within 48 hours of the event are nonrefundable.



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