

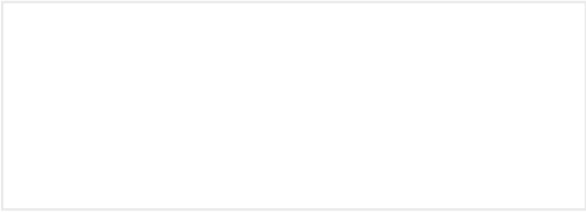


# LBPA TODAY



## 2007 Meeting Schedule

February.....No Meeting  
 March 14th .....Program to be announced  
 April 11th .....Program to be announced  
 May 18th .....Annual Community Wine Tasting  
 This popular social event is a lot of fun and is a terrific way to meet new people, taste interesting wines, and eat great food. Plan on bringing friends and family along.  
 June 13th .....Program to be announced



### Pull Together for Success

Yes, our Lansdowne business community is diverse. Our common bond is the interest of the success of our business and the wellbeing of our town. Yet, our different types of businesses have various needs and resources. At our holiday party we announced the formation of three groups to meet the needs of businesses and entrepreneurs. We are thrilled to announce that these three groups are up and running.

- 1. Central Business District Promotions  
(A part of the Main Street Program of the LEDC)
- 2. Neighborhood Business Promotions
- 3. Home-based Business Promotions



Participation in these groups will develop plans and actions to get more customers, improve the quality and creativity of customer outreach, and reduce marketing costs. Within each group, other unique goals will emerge. The end result will be more revenues for businesses and a better Lansdowne.

**Successful businesses help communities to thrive.**  
  
**Thriving communities help businesses to succeed.**

Each year, we will dedicate one of our LBPA meetings for representatives from each group to tell us “what’s going on”. This way, the diverse types of businesses in Lansdowne can pull together for the success of each of us. We welcome all businesses to benefit and we invite both members and non-members to participate. (continued on page 2)



# LBPA TODAY

Quarterly Information Update for Lansdowne Business and Professional Association Members

## Happy New Year!



May it be healthy, happy and prosperous!

Welcome to the first issue of our quarterly newsletter. Switching to a less frequently printed newsletter is our small contribution to preserve our environment, and sometimes, to preserve our sanity!

Meeting notices will be sent by postcard, so keep a keen eye out for our next meeting, which won't be until March.

Information about meetings will be posted on our website. Meanwhile, a meeting schedule is listed on page 4.

We plan to use our new newsletter format to supplement information sent out through our email communications system.

Many of you have already provided your email address and have benefited from important notices about what's going on in town. We sometimes get information from the Borough that we'd like to pass along to you. Using technology (email) just makes communication so efficient.

If you, too, want to be included in important email notices, please let us know your address. You will have the option NOT to have it published in our directory or on our online member list. Contact Pat@AroneAssociates.com

### Your Membership Certificate

Enclosed find your personalized 2007 Membership Certificate, suitable for framing. Let your staff and visitors know that you are a thriving business in Lansdowne, our growing community.

## Directory Distribution

We can't say it often enough: Our 2007 directory has been distributed to every household in Lansdowne!



7000 directories have been printed and 5000 were delivered throughout the residential community through the Borough newsletter. Your name is listed along with almost 100 of your fellow LBPA members. These beautiful full-color directories are useless if they just sit in a box. They need to get into the hands of the buying public!

Enclosed with this newsletter is a supply for you and your customers, clients or patients.

They will also be available in the library and at Borough Hall. And, this September, they'll be distributed to the hundreds of Arts Festival attendees.

You can help promote your business and the businesses of all our members by placing these directories prominently where folks will pick them up, such as on a countertop, or waiting room table.

To replenish your supply, call Pat Arone.

## Your LBPA Officers

**President** Pat Arone.....610-574-3449

**1st Vice President** Kelly Bliss.....610-394-2547

**2nd Vice President** Rick Grocott.....484-461-7664

**Secretary** Taleese Peters.....610-623-2064

**Treasurer** Bill Brown.....610-394-9044

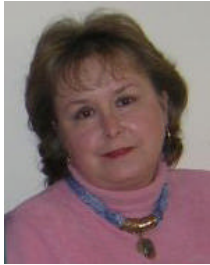


(l to r ) Taleese Peters, Pat Arone, Bill Brown, Kelly Bliss, Rick Grocott



## Member News

Many of our members are active in other community organizations or have exciting things happening in their business or personal life. We'd love to know about your news. Please email [pat@aroneassociates.com](mailto:pat@aroneassociates.com). Here are a few pieces of news for this month:



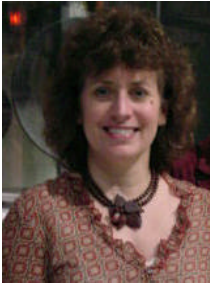
We are proud to announce that we have been invited to serve on the Delco Chamber's Small Business Advisory Team. **Pat Arone, Arone Associates**, will represent the LBPA.

The committee is comprised of volunteers that provide Chamber members with 5 FREE hours of assistance and guidance with business related challenges.



**Rick Grocott, Greycog Fireplace Store**, serves on the Greenway Plan Committee for the Darby Creek Watershed within Delaware County.

The committee is preparing a plan to designate a greenway in the watershed, mostly along stream valleys, but also potentially along vacant rights-of-way and anywhere there is the potential to link and conserve green spaces to form a linear greenway network.



**Diane McNitt, McNitt Marketing**, is passionate about the work of her great grandfather, John H. Elliott, who was a master woodcarver at the turn of the century. While he worked for one of the leading furniture makers of the time, he carved the ornamental woodwork at St. Peter & Paul Cathedral, John Wanamaker's home, the Library of Congress, St. John the Divine Cathedral, and various mansions. In between jobs, he hand carved almost 50 items for his family, from sideboards and chairs to collar boxes and medicine cabinets.

Plus, he hand carved the wood handles of his 100+ precious tools. Because his tools tell a unique story of a Philadelphia craftsman, five of them are currently on permanent display at the Atwater Kent Museum. His entire tool collection and all of Diane's family furniture and accessories were displayed in a special exhibition during 1990/1991.

## Pull Together for Success (continued from page 4)

### 3 x 3 = Success for Your Business and for Lansdowne!

#### Three basic facts about business:

1. Every business needs to promote itself in order to get customers.
2. Every business owner needs support and ideas to create better promotions.
3. Together, we can do more than any one business can do alone!



#### Three types of business groups in Lansdowne:

1. Central Business District Promotions (A part of the Main Street Program of the LEDC)  
Contact Jennifer Hoff 610-220-1385 and get involved in the "March Madness" in Lansdowne.
2. Neighborhood Business Promotions  
Contact Lauren Kozarski-Kane 484-455-2895 and come to the first meeting at Eagle National Bank (Marshall Rd.) on 2/13/07 at 8a.m.
3. Home-based Business Promotions  
Contact Kelly Bliss 610-394-2547 and come to our first meeting at Regency Café on Monday 1/29/07 at 8 a.m.

With these basic facts and our three types of businesses, you can see we need to pull together to meet our unique needs and challenges. **Which type of business do you have? Contact the leader of your group to see how you can save money on marketing and increase revenues.**

After all, you are not in this alone. We can pull together with business owners who share similar challenges. We can share costs for marketing, benefit from additional knowledge, and improve our bottom line in the process. Improved marketing and promotions at lower cost is good for all of us!

## Welcome New Members

We are very pleased with the response to our membership campaign. Now, we have almost 100 listings in our 2007 directory. Here is a list of our newest members, along with those who joined after the publication of our last directory. If you'd like to know more about these folks, please refer to your directory, or go to our website, [ShopLansdowne.com](http://ShopLansdowne.com)

<p>Trish Harrington <b>Alliance Mechanical Service</b> HVAC service and installation</p> <p>Mark Anthony French <b>Alliance Training Works, LLC</b> Training and development</p> <p>Bonnie McShane <b>Bonnie's Wonderegardens</b> Garden center &amp; florist</p> <p><b>Rev. Marie E. deYoung</b> Community minister, author and consultant</p> <p>Michael Talley <b>Drug Test Consultants of PA, LLC</b> DNA testing, drug testing, individual and corporate</p> <p>Chris Arouh <b>Galaxy Communications</b> Retail: Cell phones, activation, repair and accessories</p> <p>Rick Grocott <b>The Greydog Fireplace Store</b> Fireplaces, supplies, tools, installation and mantels</p>	<p>Greg Skahan <b>Griffiths Printing Company, Inc.</b> Commercial printers</p> <p><b>Roberta Host, DMD</b> Family dental care</p> <p>Kevin Melcher <b>RE/MAX Connection</b> Realtor, residential/commercial</p> <p>Frank Napoletano <b>Lansdowne Hearing Aid</b> Testing, fitting hearing aids</p> <p>James K. McGrory <b>Lansdowne Post Office</b> Postal services</p> <p>Tom Healy <b>Lime Sportswear</b> Screen printing and embroidery</p> <p>Kenneth J. Kafel <b>M &amp; T Bank</b> Banking services</p> <p>Mary Gilles <b>The Mane Attraction</b> Hair cutter for men and women</p>	<p><b>Marcus diSciullo Illustration</b> Illustration, murals and logo design</p> <p>Javier and Jackie Bendana <b>Mission Burrito</b> California-style Mexican grill</p> <p>Paul and Marjorie Murter <b>Murter Apartments</b> Apartment rentals</p> <p>Bob Marino <b>Polished Pets</b> Pet grooming and retail</p> <p>Chris Allen <b>Regency Cafe</b> Gourmet coffee, espresso, and prepared foods</p> <p>Diana Marcellino <b>Tony's Collision Center</b> Auto body and repair</p> <p>David Travers <b>Travers Food Market</b> Neighborhood grocery store</p> <p>An Huber <b>Vars Laundromat &amp; Dry Cleaning</b></p>
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Effective January 29, 2007 all motorists MUST turn on their headlights whenever they use their windshield wipers in inclement weather. This new law applies when wipers are fully on or in intermittent mode. Violators will be fined \$25 but fees & other costs will increase the amount to \$100! Also, motorists will suffer substantial penalties if snow or ice on their vehicle injures or kills someone. This is the first winter this law will be on the books.



**LANSDOWNE ANNOUNCE!**  
Sponsored by LBPA

This service promotes events sponsored by Lansdowne community organizations. It helps residents find out what's going on around town, and includes awareness of the LBPA in homes and offices in Lansdowne as well as to the local press.

If your local organization has an upcoming event, please go to [ShopLansdowne.com](http://ShopLansdowne.com) to submit it.