

**Building Industries Exchange**  
OF POTTSTOWN & VICINITY, INC.  
801 N. Charlotte St.  
Pottstown, Pa 19464  
Phone: 610-323-1700  
Fax: 610-323-5317  
www.pottstownbie.org



VOLUME 19 ISSUE 1

MARCH/APRIL 2011

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#### Board of Directors

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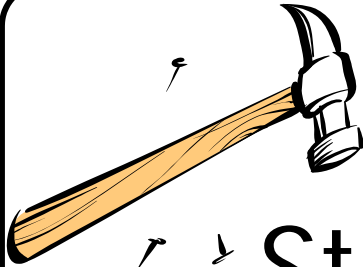
Stephen H. Kalis, Esq.

*Director of Operations*

Eileen V. Gilbert

*Administrative Assistant*

Linda C. Knox



The BIE Board of Directors  
and Membership Committee  
invites you to attend a:

# State of the Breakfast

*The BIE is 59 years strong, but  
not your Grandfather's BIE  
anymore.*

**THURSDAY, APRIL 21, 2011**

**7:00 AM DOORS OPEN**

**7:30 AM BREAKFAST BUFFET SERVED**

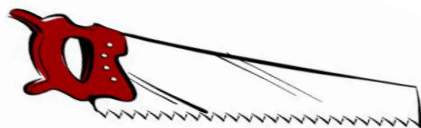
**8:00 AM REMARKS BY BIE PRESIDENT**

**FOLLOWED BY MEMBER Q&A**

**9:00 AM OPEN BOARD MEETING  
(ALL WELCOME)**

**ATTENDEES ARE WELCOME TO QUIETLY EXCUSE  
THEMSELVES AS NECESSARY.**

- *BIE and Members retooling for the current economy;*
- *Meet 2011 Board Members;*
- *Codes, Business, and Insurance Seminars;*
- *Nuts and Bolts Roundtables;*
- *Home Show;*
- *Networking Events;*
- *New Website;*
- *And More...*



Elks Home Association  
61 High Street, Pottstown  
\$15 per person

**RSVP TO 610-323-1700 BY APRIL 14, 2011**

# Welcome New Members

**Hinkle's Heating & Air Conditioning, Inc.**  
PA 014548

P.O. Box 67  
Phoenixville, PA 19460  
610-917-8552  
Dennis Hinkle, Owner  
HVAC Company established in 1998.  
*Sponsored by  
Norco Metal Finishing*

**Primeline Construction Services**  
PA020358

244 Old Philadelphia Pike  
Douglassville, PA 19518  
484-256-7731  
Tad Elliott, Owner  
General Construction and Carpentry  
business established in 2009.  
*Sponsored by  
Whitegate Contracting Company*

**Yoders Electrical Service**  
PA003069

P.O. Box 338  
Oley, PA 19547  
484-824-2946  
Richard Yoder, Owner  
Electrical Company established in  
2005.  
*Sponsored by  
Whitegate Contracting Company*

## Plan Copying Available at BIE Office

The BIE Plan Room has a Lanier LW324 machine that allows staff to make copies from pdf or hard copy prints. We cannot reproduce color. Copy costs are:

|         | Members   | Non-Members  |
|---------|-----------|--------------|
| 18"x24" | \$1/sheet | \$1.20/sheet |
| 24"x36" | \$2/sheet | \$2.40/sheet |
| 30"x42" | \$3/sheet | \$3.70/sheet |
| 36"x48" | \$4/sheet | \$5.30/sheet |

## BIE Classified:



Potty Queen is looking for delivery and route drivers. Some lifting required. Must have clean driving record and must pass Drug & Alcohol testing. Class A or Class B license required. Good wages, benefits, vacation & pension. Apply at 3115 Sanatoga Rd. Pottstown or call 610-705-5555 and ask for John or Lee or email to lee@pottyqueen.com. EOE

## Important Enclosure

Your edition of the **2011 Directory of Construction Information** is enclosed for your use. Let us know what you think!

*If you receive the newsletter by email, a copy will be mailed to you.*



### Calendar of Upcoming Events

- April 21, 7:30 am — State of the BIE Breakfast  
Location: Elks Home Association  
\$15 per person to attend  
RSVP by April 14 to 610-323-1700
- April 28 5-7 pm — Happy Hour Gathering  
Location: Elks Home Association  
Host: Schultz Technology Solutions LLC
- May 22 — BIE Day at the Reading Phillies  
FirstEnergy Stadium, Reading
- May 26, 5-7 pm — Happy Hour Gathering  
Location: Elks Home Association  
Host: CzarStar Security
- June 20 — Picnic and Golf Outing  
Twin Ponds Golf Course  
*Watch for more details...*
- September 29 — Happy Hour Gathering  
Location: Elks Home Association  
Hosting Opportunity Available  
Contact BIE at 610-323-1700 for details.
- October 27 — Happy Hour Gathering  
Location: Elks Home Association  
Host: J.O.B. Design & Construction  
Co., Inc. / Halo Energy LLC
- November 1 — Annual Membership Dinner
- December 8 — Annual Holiday Gathering

**Save the Date!**



# Gehman Design Remodeling earns CotY Awards

Dennis Gehman, president of Gehman Design Remodeling (GDR) is pleased to announce that we have been recognized by the Bucks Mont chapter of the National Association of the Remodeling Industry (NARI) for doing exceptional work. GDR was in the running for CotY (Contractor of the Year) awards in two categories, Residential Interior over \$100,000 and Commercial Interior, at the annual evening of excellence dinner.

GDR won the first place CotY award in the category Residential Interior over \$100,000. The project that won the award was designing and remodeling a day light walk out basement into a full accessible in-law suite in Lederach, PA. . The owner's of the property " appreciate the design creativity and superb craftsmanship in working with the Gehman team."

GDR also won the first place Commercial Interior CotY award for turning an office space into Dazle Hair Salon in Harleysville, PA. Brittany, the head stylist and owner of Dazle is "elated to offer their clients superior care of their hair in a gorgeous award winning space created by Gehman Design Remodeling."

Dennis Gehman, president of Gehman Design Remodeling said, "We are honored to be noticed by our peers within the remodeling industry for these projects. Our focus is to provide first class design and craftsmanship for each of our clients whether we win an award or not. Satisfied clients are the future of our business."

Gehman Design Remodeling has been in business since 1990 offering full service design build remodeling, using in house certified designers and craftsman. Their offices and showroom are located at 355 Main Street, Harleysville, PA. They can be reached at 215-513-0300 or you can visit their website [www.gehmanremodeling.com](http://www.gehmanremodeling.com). They are a member of the Pottstown Building Industries Exchange, National Association of the Remodeling Industry (NARI), and the Better Business Bureau.



Visit Gehman Custom Design on the web at [www.gehmanremodeling.com](http://www.gehmanremodeling.com)  
355 Main Street, Harleysville — 215-513-0300 or email [remodel@gehmanremodeling.com](mailto:remodel@gehmanremodeling.com)

# Kudos to Vendors, Sponsors, and Supporters

Special recognition was awarded the following vendors for bolstering the show's draw with exceptional marketing:



**BEST OF SHOW and 1st Place People's Choice:** Luicana Unique Design



**2nd BEST OF SHOW and 2nd Place People's Choice:** Schumaker Construction



**3rd BEST OF SHOW:**  
Hetrick Gardens Landscape & Nursery Center



**4th BEST OF SHOW:**  
Oehlert Bros., Inc.

**BLUE RIBBON WINNERS**

- CzarStar Security
- Gehman Design Remodeling
- Keller Williams Realty Group\*
- McGee Electric LLC\*
- Vanguard Garage Door Sales & Service, Inc.
- Woodland Landscapes LLC

**RED RIBBON WINNERS**

- Chem Seal
- Essence of Stone
- Evans-Hauseman & Richard, Inc.
- KBHIS, Inc.\*
- Sanatoga Water Conditioning, Inc.

**YELLOW RIBBON WINNERS**

- C.R. Davis & Sons Pest Control, Inc.
- Graboyes Window & Door
- JH Roofing & Construction, Inc.
- Royal Medical Supply
- Steve's North End Mower Shop

**HONORABLE MENTION**

- Grace Pirog\*
- Hinkle's Heating & Air Conditioning, Inc.\*
- Paradox Vineyard\*
- Thirty-One Gifts / Miche Bags\*

**EXHIBITORS** (not previously mentioned)

- American Legion Post 244
- Bath Fitter
- BIE Green Team
- Building Industries Exchange
- Busy Dog Basement Technologies of the Delaware Valley
- Dallas Fries
- Halo Energy, LLC
- ING Financial Partners
- J.O.B Design & Construction Co., Inc.
- Kelly Chevrolet, Inc.
- Limerick Chiropractic Center
- M & M Funnel Cakes
- Mid-Atlantic Waterproofing
- Palladino's Smokin' BBQ
- Providence Self Storage
- Reclaimed Creations by Heidi Hammel
- Reis Renditions
- WPAZ 1370 AM



**3rd Place People's Choice:**  
Hinkle's Heating & Air Conditioning, Inc.

The following BIE member companies that promoted their businesses and the association with signage at the show:

- A. D. Moyer Lumber & Hardware Inc.
- A.N. Lynch Co., Inc.
- Clausen's Carpentry Plus, Inc.
- Ehst Custom Kitchens, Inc.
- Fox Rothschild, LLP
- Gary's Carpet Depot
- Glasgow Manor, Inc.
- hot glue media
- Jesse Baro, Inc.
- Marvel Builders, Inc.
- Marvel Egress Systems
- P.A.M.P.A.
- Prestige Landsculpting, Inc.
- Thomas L. Zeigler, P.E., Inc.
- TriCounty Area Chamber of Commerce
- Twin County Construction Co., Inc.
- Whitegate Contracting Company
- Yoder Plumbing & Heating, Inc.
- All the businesses and members that displayed and/or placed Home Show signs at prime locations and distributed discount tickets.
- Bob's New Haven Deli who provided exhibitor food discounts.
- Home Show Committee and BIE Board Members for their support in making the 2011 show a success.

Continued on page 7

\*New Exhibitor



# BIE Day with the Reading Phillies: May 22

**Sunday, May 22 —1:05 pm**

*Rain date: Sunday, June 12—1:05 pm*

Reading Phillies vs. Richmond Flying Squirrels

FirstEnergy Stadium—Gates open 12:00 pm  
*Directions: Route 422 West to Route 12 East,  
Exit Route 61 South, Stadium 1/4 mile on right.*

Four general admission courtesy tickets will be mailed to members in May.

Thank you to the game sponsors:



Fox Rothschild LLP  
ATTORNEYS AT LAW



J & L Building  
Materials, Inc.



## THE BIE IS RAFFLING:

**4 — YELLOW BOX SEAT TICKETS  
WITH DECK BUFFET PASSES**

**\$5 PER ENTRY**

*Winner will be announced on May 13.*

### To Enter:

Stop by the BIE Office at 801 North Charlotte Street, Pottstown during business hours Monday—Friday 8 am—12 noon and 1-5 pm.

Or Fill out the information below and mail with payment to BIE Office:

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City, State and Zip Code: \_\_\_\_\_

Phone Number: \_\_\_\_\_

\_\_\_\_\_ number of tickets x \$5.00 each



Guest Editor:  
**Charles "Chops"  
 Laskey Jr.**  
 President/Principal

**" Medicare is  
 divided into  
 several parts...the  
 more you know  
 the better  
 prepared you will  
 be to make  
 decisions that are  
 right for you."**

# BIE Insurance Corner:

## *Are You Approaching Age 65? Learn The Basics Of Medicare!*

*If you or a loved one is about to join Medicare, there's a lot to learn. It may seem overly complicated at first, but the more you know the better prepared you will be to make decisions that are right for you.*

### The Basics

*Medicare is divided into several parts:*

- 1) Original Medicare (Parts A and B)*
- 2) Medicare Advantage Plans (Part C)*
- 3) and Prescription Drug Coverage (Part D)*

*Original Medicare refers to your hospitalization and Medical Insurance. Medicare Advantage Plans are managed care plans that provide more Health Care Coverage than Original Medicare and are facilitated by private health insurance companies.*

*Prescription drug coverage through Medicare Part D is facilitated by private health insurance companies. If you are enrolled in Original Medicare, you can purchase a stand-alone Part D plan to get coverage for your prescription medications. You can also get prescription drug coverage through Medicare Advantage Plans.*

### Plans Offered By Independence Blue Cross

*IBC has provided Medicare coverage since it's inception in 1965. Between Blue Cross's Medicare Advantage, Medicare Supplement, and prescription drug plans, they provide health care coverage for more than 220,000 Medicare members.*

### Medicare Advantage Plans

*Currently, IBC offers two Medicare Advantage Plans: Keystone 65 HMO and Personal Choice 65 PPO.*

### Medicare Supplement Plans

*Medicare Supplement (or Medigap) Plans provide coverage for out-of-pocket expenses in Original Medicare, helping to lower your out-of-pocket costs. With a Medicare Supplement Plan, you can go to any hospital and see any doctor. No referrals are required with a Medigap Security Plan.*



**Ron Black Agency is the Group Health Administrator For  
 The Building Industries Exchange Of Pottstown & Vicinity, Inc.**  
 For more information on this topic, or any Insurance Issue, please contact  
 Charlie Laskey at (610) 948-4830.

## More Home Show Kudos



• The judges from left to right:  
Gary Stepler, Gail Palladino,  
chairperson, Duke Elliott and  
Richard Roesler

*Kathy Krasley, Jen Wilson,  
and Becky Barr with a  
canine visitor to the show.*

- CzarStar Security for providing sound
- Ron Black Agency for their sponsorship



- Home Show Staff and Volunteers:
  - Justin Barr
  - Rebecca Barr
  - Tracey Knox
  - Barry Papp
  - Andy Gilbert
  - Linda Knox
  - Kathy Krasley
  - J.O.B. Design & Construction Co, Inc.
  - Jen Wilson

Congratulations are extended to 2011 Home Show Chairperson Gail Palladino, Palladino Real Estate Holdings

*More pictures on page 8*

*Keep your business "LOCAL", We all need each other.*



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# Preparing for the show..



Photo courtesy of Tom Orlando





# A.D. MOYER

## Lumber

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and home owners since 1939

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- \* Online Contractor referral list



We deliver it to your site, and pick it up when you are finished or we store it at our site until you need it again.

Gilbertsville  
610-367-2036

Pottstown  
610-327-1120

Douglassville  
610-582-8742

**admoyer.com**

# 3rd Annual Vocational Skills Competition

*Held in the Pavilion during the Tri County Home & Garden Show on Sat., Feb. 12*

Thanks to all the sponsors, judges, and participants and a special thanks to...

- Central Montco Technical High School;
- Gehman Design Remodeling;
- J.O.B. Design & Construction Co., Inc.;
- McGee Electric LLC;
- Tague Lumber;
- Upper Bucks County Technical School and
- Western Center for Technical Studies.



*Congratulations to the  
Upper Bucks County Technical School  
on winning the competition!*

2010 Winner: Upper Bucks County Technical School  
2009 Winner: Western Center for Technical Studies



# 2011 Vocational Skills Competition





# Join the Team...

Welcomes to the team...

**KBHIS, Inc. (PA014991)**  
Insulation Contractor  
610-517-8400

Contact Eileen or Linda for an application and, upon acceptance, \$100 annual dues (*in addition to BIE dues*) at 610-323-1700 or email [info@pottstownbie.org](mailto:info@pottstownbie.org)

Here are a few reasons why you should join:

- Promotion on Gretchen Lea's Green Pages on the Mercury's website.
- Company is listed in a special Green Team section on BIE's website.
- Host Seminars through the BIE to promote your Green Team business.
- Network with other Green Team BIE Businesses, etc.

*The BIE Green Team is a compass providing educational and informational resources for members and the community about environmentally benign and socially responsible solutions for today and the future. We will actively seek ways to ensure our members continue to make a profit, while not negatively impacting the planet or the people involved in producing their products or services.*

## Summer Savings...get your discounted Theme Park Tickets on-line:

### Save on gas; order from your Home/Office...

*You may still visit BIE Office to obtain electronic tickets, but you must have a credit card to order.*

Visit <http://mygroup.dorneypark.com> (no www) and enter BIEGroup when prompted (not case sensitive). Payment is VISA, MasterCard, Discover or American Express. Tickets print from your home/office printer.

**On-line Ordering  
Coming Soon for:**



|                |                             |
|----------------|-----------------------------|
| Regular        | \$32.99<br>(\$12 savings)   |
| Junior/Senior* | \$22.00<br>(\$1.99 savings) |

\*Ages 3 or older, but under 48" in shoes or 62+



## Available at BIE Office



\$8 per ticket BIE Members  
\$9.25 per ticket Non-Members  
(regular tickets are \$11 each)

Unrestricted tickets to any Regal Cinemas, United Artists, or Edwards Theatres.  
Good until used; no expiration date.

Cash only; \$0.50 per ticket surcharge for credit card use.