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## THE CONNECTION

April 2016

THE GREATER PITTSBURGH BUSINESS CONNECTION meets at Eat 'n Park, Business Route 60, Pittsburgh, PA, Wednesday mornings at 7:15 AM and concludes at 8:30 AM.

*The Greater Pittsburgh Business Connection is a group of professional men and women who meet each week to exchange business leads. Each category is exclusive. So JOIN NOW before your competitor does and reap the benefits of an additional sales force—your loyal CONNECTION members—who will be networking for you!*

**Visit our website: [www.gpbc-pgh.org](http://www.gpbc-pgh.org) and follow us on twitter: @GPBCAirportChap**

### Officers

President.....John McLay  
 Vice-President.....Denise Sinkavich  
 Treasurer.....Bernie Slutiak  
 Secretary.....Lori Melchiorre  
 Director.....Eddie Grimes

Membership.....Jim Stossel  
 Sergeant-at-Arms..... Brad Amper  
 Social Director.....Lori Melchiorre  
 Newsletter Editor.....Lori Melchiorre  
 Historian.....Jim Stossel

### Scheduled Speakers

<u>DATE</u>	<u>10 MINUTE SPEAKER</u>	<u>5 MINUTE SPEAKER</u>
April 20	John McLay	Susan Ansell
April 27	Bernie Slutiak	Denise Sinkavich
May 4	Dennis Glinski	Brian Thomas
May 11	Terri Howell	Jim Stossel
May 18	Tim Pierce	Michelle Long
May 25	Lori Melchiorre	Sam Mickler

*Only members speak, there are no outside speakers. The speakers are allotted time to demonstrate the unique aspects of his or her business.*

**REMEMBER, IF YOU ARE A SPEAKER AND CAN NOT ATTEND A MEETING, YOU ARE RESPONSIBLE FOR CALLING THE FOLLOWING WEEK'S SPEAKER TO SWITCH WITH YOU.**

# GPBC MEMBERSHIP DIRECTORY

<p><b>#1 COCHRAN</b> (Automobile Sales)</p> <p>Brad Amper 5200 Campbells Run Road Pittsburgh, PA 15205 Tel: 412-788-4444 x 14052 Fax: 412-787-4481 Cell: 412-583-5116 <a href="mailto:Bamper@cochran.com">Bamper@cochran.com</a> <a href="http://www.cochran.com">www.cochran.com</a></p>	<p><b>ANSELL &amp; ASSOCIATES, P.C.</b> (Certified Public Accountant)</p> <p>Susan J. Ansell, CPA 3025 Washington Road, Suite 300 McMurray, PA 15317 Tel: (724) 941-6350 Fax: (724) 941-6377 Cell: (724) 350-6218 <a href="mailto:cpaplus@verizon.net">cpaplus@verizon.net</a> <a href="http://www.ansellcpa.com">www.ansellcpa.com</a></p>	<p><b>BT CONSULTING SERVICE</b> (Small Business Computer Consulting)</p> <p>Brian Thomas 123 Washington Street, Suite 151, Washington, PA 15301 Tel: (412) 469-0733 Fax: (412) 469-0732 <a href="mailto:bthomas@btconsultingservice.com">bthomas@btconsultingservice.com</a>  <a href="http://www.btconsultingservice.com">www.btconsultingservice.com</a></p>
<p><b>COMCAST SPOTLIGHT</b> (Television Advertising)</p> <p>Lori Melchiorre 7 Parkway Center, Suite 500 Pittsburgh, PA 15220 Tel: (412) 444-2145 Fax: (412) 808-0060 <a href="mailto:Lori_Melchiorre@cable.comcast.com">Lori_Melchiorre@cable.comcast.com</a> <a href="http://www.comcastspotlight.com/pittsburgh">www.comcastspotlight.com/pittsburgh</a></p>	<p><b>DDS WEB DESIGN</b> (Web Design)</p> <p>Denise Sinkavich PO Box 652 Imperial, PA 15126 Tel: (412) 965-1390 <a href="mailto:Denise@ddswebdesign.com">Denise@ddswebdesign.com</a>  <a href="http://ddswebdesign.com">ddswebdesign.com</a></p>	<p><b>FAMILY CHIROPRACTIC CENTER</b> (Chiropractor)</p> <p>Kevin S. Hartung D.C. 5168 Campbells Run Rd Pittsburgh PA 15205 Tel: (412) 787-3320 <a href="mailto:kevinhartung01@gmail.com">kevinhartung01@gmail.com</a></p>
<p><b>FIRST COMMONWEALTH BANK</b> (Business Banking)</p> <p>John McLay McCandless Office 11 Pine Creek Road Wexford, PA 15090 Tel: (412)-358-3536 Fax: (412)-364-6082 <a href="mailto:JMclay@fcbanking.com">JMclay@fcbanking.com</a> <a href="http://www.fcbanking.com">www.fcbanking.com</a></p>	<p><b>GOOD ADVERTISING</b> (Advertising Specialties)</p> <p>Eddie &amp; Sandy Grimes 1167 School St Pittsburgh, PA 15205 Office (412) 921-1325 Cell (412) 576-7513 <a href="mailto:goodadv@comcast.net">goodadv@comcast.net</a> <a href="http://www.good-advertising.com">www.good-advertising.com</a> <a href="mailto:grimes.s@comcast.net">grimes.s@comcast.net</a></p>	<p><b>INSURANCE CONSULTANTS OF PGH</b> (Insurance)</p> <p>Bernard Slutiak 300 Mt. Lebanon Blvd Suite 205A Pittsburgh, PA 15234 Tel: (412) 344-2800 Fax : (412) 344-2805 Cell: (412) 498-7990 <a href="mailto:bslutiak@icpitt.com">bslutiak@icpitt.com</a></p>
<p><b>KELLER WILLIAMS</b> (Real Estate)</p> <p>Michele Long 1000 Cliff Mine Road Ste. 101 Pittsburgh, PA 15275 Tel: 412-788-0888 ext. 304 Cell: 412-735-0753  <a href="mailto:michelelong@kw.com">michelelong@kw.com</a> <a href="http://www.besthomesinpittsburgh.com">www.besthomesinpittsburgh.com</a></p>	<p><b>KERNICK TIRE CENTER &amp; AUTO REPAIR</b> (Automobile Service)</p> <p>Dick Kernick 4470 Steubenville Pike Robinson Township, PA15205 Tel: 412-922-6181  <a href="mailto:kernicktire@verizon.net">kernicktire@verizon.net</a></p>	<p><b>LEASING MANAGEMENT ASSOCIATES, INC.</b> (Equipment Leasing)</p> <p>Dennis W. Glinski 20 East Main ST. Carnegie, PA 15106 Tel: 412-279-9000 Fax: 412-279-9050  <a href="mailto:dennymfi@verizon.net">dennymfi@verizon.net</a></p>

March Guests:

Joe Weinzierl of PGC Printing – guest of Lori Melchiorre

Cindy Ellek of The Printing Press – guest of Denise Sinkavich

Zorica Bojanovic of Excellence Cleaning – Guest of Denise Sinkavich

Terri Howell of Western-Southern Life – Guest of Eddie Grimes

<p><b>MAYFLOWER</b> (Moving Company)</p> <p>Terry Stewart PO Box 1878 Cranberry Township, PA 16066 Tel: 724-553-3989 Fax: 724-553-3967 <a href="mailto:Terry_Stewart@fifemove.com">Terry_Stewart@fifemove.com</a></p>	<p><b>ONE SOURCE BUSINESS CONNECTIONS</b> (Payroll Services)</p> <p>Keith Certo 9 W. Beau St. Washington, PA 15301 Tel: (412) 520-5280</p> <p><a href="mailto:keithcerto@onesourcebc.com">keithcerto@onesourcebc.com</a></p>	<p><b>SANI-PRODUCTS</b> (Professional Pest Control)</p> <p>Robert Davies 842 East Ohio Street Pittsburgh, PA 15212 Tel: (412) 322-5900 Fax: (412) 322-5909 <a href="mailto:bugmugrs@aol.com">bugmugrs@aol.com</a></p>
<p><b>SPEEDPRO IMAGING</b> (Large Format Printing)</p> <p>Scot Pennell 200 Bursca Drive, Suite 202 Bridgeville, PA 15017 Tel: (412) 220-9100 Fax: (412) 220-9105 <a href="mailto:spennell@speedpro.com">spennell@speedpro.com</a> <a href="http://www.speedpropghsouth.com">www.speedpropghsouth.com</a></p>	<p><b>WOODBURY FINANCIAL SERVICES, INC.</b> (Financial Planning)</p> <p>Jim Stossel 6000 Babcock Blvd. Suite 1009-B Pittsburgh, PA 15237 Tel: (412) 364-6446 x 302 Fax: (412) 369-2772 Cell: (412) 519-2395 <a href="mailto:jstossel@woodburyfinancial.net">jstossel@woodburyfinancial.net</a> <a href="http://www.secretsofsocialsecurity.org">www.secretsofsocialsecurity.org</a></p>	<p><b>COMCAST BUSINESS</b> (Business phone/internet)</p> <p>Samuel Mickler Account Executive 15 Summit park Drive Pittsburgh, PA 15275 Tel: (412) 295 5444 <a href="mailto:Samuel_mickler@cable.comcast.com">Samuel_mickler@cable.comcast.com</a></p>
<p><b>McCarrell Landscape Construction, LLC</b> (Landscape Construction)</p> <p>Suzette McCarrell 18 Hamilton Lane Clinton, PA 15026 Tel: 724 695 9099 Cell: 724 747 9794 Fax: 724 695 3723 <a href="mailto:smccarrell@McCarrellLandscapeConstruction.com">smccarrell@McCarrellLandscapeConstruction.com</a> <a href="http://www.mccarrelllandscapeconstruction.com">www.mccarrelllandscapeconstruction.com</a></p>	<p><b>Koeberle Law Firm</b></p> <p>Brian Koeberle, Attorney 2 Pen Center West Suite 115 Pittsburgh, PA 15276 Tel: 412 788 9554 <a href="mailto:brian@koeberlelaw.com">brian@koeberlelaw.com</a> <a href="http://www.koeberlelaw.com">www.koeberlelaw.com</a></p>	<p><b>Western &amp; Southern Life</b> (Life Insurance)</p> <p>Terri Howell 3 Penn Center West Suite 340 Pittsburgh, PA 15276 Tel: 412 595 9240 Cell: 412 482 2211 <a href="mailto:Terri.howell@wslife.com">Terri.howell@wslife.com</a> Wslife.com/agent/thowell</p>
<p><b>Pierce Media</b> (video production)</p> <p>Tim Pierce 217 Highland Hills Drive Follansbee, WV 26037 Tel: 740 632 2800 <a href="mailto:piercemedia@mac.com">piercemedia@mac.com</a> <a href="http://www.piercemediaproductions.com">www.piercemediaproductions.com</a></p>		

Terry Fisher of Patriot Lending – Guest of Eddie Grimes

	2015 Total		February		March	
	Given	Received	Given	Received	Given	Received
Accountant—Susan Ansell	9	2	2			1
Advertising Materials – Ed Grimes	1	20		4		2
Automobile Sales – Brad Amper	2	2	2	2		1
Automobile Service – Dick Kernick	2	2				
Banking—John McLay	12	12		1	1	2
Bug Mugger - Bob Davies	4	10		1		2
Chiropractor – Kevin Hartung	10	7	1	1		
Computer - Brian Thomas	8	3				1
Equipment Leasing – Dennis Glinski	22	3	3		4	
Financial Broker – Jim Stossel	9	4			1	
Insurance – Bernie Slutiak	5	8		2	3	2
Payroll – Keith Certo	5	1				3
Printing-Large Format—Scot Pennell		16		1		
Real Estate – Michele Long	5	6	2	1	2	1
Relocation Services – Terry Stewart	6	5			1	
Television Advertising – Lori Melchiorre	1	1	1		2	1
Web Design – Denise Sinkavich	10	5	3	1	1	
Business Phone/Internet – Samuel Mickler						
Landscaping – Suzette McCarrell			3	1		1
Attorney – Brian Koeberle				2	2	
Life Insurance – Terri Howell					2	
Video Production – Tim Pierce						2
<b>Total Leads</b>	<b>156</b>	<b>156</b>	<b>17</b>	<b>17</b>		
Visitors/Past Members	12	25				

**Target Tipper of the month with 7 leads is Denise Sinkavich. A good lead for Denise is any business looking to increase traffic to their website.**

**Congratulations to our members who had perfect attendance in February:  
Denise Sinkavich, Bernie Slutiak, Scot Pennell, Jim Stossel & Lori Melchiorre.**

**Congratulations to Denise Sinkavich for sponsoring Brian Koeberle as a new member.  
And Lori Melchiorre for sponsoring Tim Pierce as our newest member and Eddie Grimes for sponsoring Terri Howell.**

**GPBC is looking for new members: hair stylist, heating and cooling, handyman, florist, spa, commercial realtor and many more.**

**Congratulations to our newest members: Terri Howell of Western & Southern Life & Tim Pierce of Pierce Media.**