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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 27    | Bernie Slutiak           | Denise Sinkavich        |
| May 4       | Dennis Glinski           | Brian Thomas            |
| May 11      | Terri Howell             | Michelle Long           |
| May 18      | Tim Pierce               | Jim Stossel             |
| May 25      | Lori Melchiorre          | Kevin Hartung           |
| June 1      | Terry Stewart            | Suzette McCarrell       |

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

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

Terry Fisher of Patriot Lending – Guest of Eddie Grimes

|  | 2015 Total |            | March     |           | April |          |
|--|------------|------------|-----------|-----------|-------|----------|
|  | Given      | Received   | Given     | Received  | Given | Received |
| Accountant—Susan Ansell                  | 9          | 2          | 2         |           | 1     | 1        |
| Advertising Materials – Ed Grimes        | 1          | 20         |           | 4         |       | 3        |
| Automobile Sales – Brad Amper            | 2          | 2          | 2         | 2         | 2     | 1        |
| Automobile Service – Dick Kernick        | 2          | 2          |           |           |       | 1        |
| Banking—John McLay                       | 12         | 12         |           | 1         | 2     | 3        |
| 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         |           | 5     |          |
| Financial Broker – Jim Stossel           | 9          | 4          |           |           | 1     |          |
| Insurance – Bernie Slutiak               | 5          | 8          |           | 2         | 3     | 32       |
| 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         | 2     |          |
| Business Phone/Internet – Samuel Mickler |            |            |           |           |       |          |
| Landscaping – Suzette McCarrell          |            |            | 3         | 1         |       | 1        |
| Attorney – Brian Koeberle                |            |            |           | 2         | 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.**