

## ONTARIO CHAMBER OF COMMERCE, INC.

P.O. Box 100, Ontario, NY 14519-0100 – (315) 524-5886



Website: [www.ontarionychamber.org](http://www.ontarionychamber.org)  
*Like Us on Facebook.com/ontarionychamber*

### Newsletter – May – June, 2018

#### Harbec Inc. Offers Tour to Ontario Chamber



*Bob Bechtold, President of Harbec, Inc. explaining how Harbec got it start and how component parts are made.*

**Ontario, April 27, 2018.** Members of the Ontario Chamber of Commerce gathered at Harbec, Inc., 358 Timothy Lane, Ontario, for a guided tour of their facility. The tour was presented by Bob Bechtold, President, and was part of the recognition planned by the chamber for National Small Business Week, April 29 – May 2, 2018.

Harbec has been in existence for 52 years and began operations producing custom parts for industrial customers. Through the years production has expanded and processes updated/added with a constant emphasis on dimensional precision and material composition. Harbec designs and builds a variety of custom tooling producing prototype models in addition to mostly low volume production. Secondary value added operations such as product assembly is also offered to customers.



In a quest to offer customers cost effective hard tooling (for high production rates) alternatives, Harbec has been on the leading edge of technologies used to fabricate “bridge” tooling (also known as soft or short run tooling.) Lower tooling costs and shorter development times have led to a wider customer base. Other operational improvements through the years including the consolidation of molding and model shop, tool room and CAD (Computer Aided Design) center enhances the exchange of internal information and the flow of ideas to improve quality, lower cost and speed up the business development cycle.

The chamber also learned about subtractive manufacturing where parts are fabricated from material stock using tools such as traditional or CNC (computer controlled) milling machines, lathes, grinders, etc. and additive manufacturing techniques where parts are “grown,” layer by layer, from a liquid, powder or plastic filament. Bob said Harbec has been growing parts for the last 20 years. He noted it began by winning a NYSERDA grant for making a mold using biomimicry.

*(Continued - See pg. 2 Harbec Tour)*

#### **Officers: (terms expire in 2018)**

Donna Burolla, President  
(315) 524-8286  
Sherry Verstraete, V.P.  
(585) 820-8801  
Jim Switzer, Treasurer –  
(585) 750-2277  
Cheryl Legg, Secretary –  
(585) 315-0935

#### **Board of Directors: (3 year terms)**

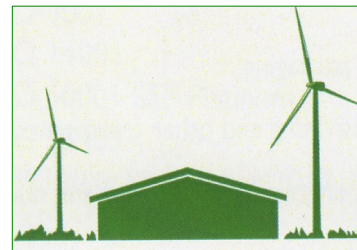
Brian Natale, Farmers Insurance –  
term expires 2019  
Sue Yantch, Sue's Hair Trends –  
term expires 2018  
Joellen Simone - Nature's Way  
Floral and Garden - term expires  
2020  
Ray Cedruly, Community Liaison  
(585) 734-5526

***Travel, community, and tourism information is located in the display racks in the Ontario Town Hall and Library foyer, 1850 Ridge Rd., Ontario, NY (sponsored by the Ontario Chamber of Commerce)***

## Harbec Tour continued from pg. 1

While touring the injection molding area, where resins are melted at between 350 to 500 degrees, Bob remarked that Harbec does not utilize hydraulic machines anymore. Since the year 2000 all their molding machines are electric, which consumes 50% less energy, plus all the molding machines are vented externally to the atmosphere. Also in 2000 a Leadership in Energy & Environmental Design (LEED) compliant energy efficient addition was built with 17,000 feet of tubing for radiant floor heating, skylights for natural lighting, and structural insulated panels for the walls with twice the code required R-value.

Entering the energy room on the northern end of the factory, you hear the quiet hum of micro natural gas turbines. Harbec uses 3 million KWH (kilowatts per hour) of electricity per year with 80% of it derived from "green" power. Bob noted that the wind turbines now stand for "a company that cares." In 2013 Harbec was declared a carbon neutral company, which helps improve the bottom line by reducing operational costs. Bob emphasized the main reason behind the energy efficient improvements are economics. After the initial cost of the investment is paid for, instead of writing a check to the utility company; it now goes in the bank.



Future expansions include an addition of 20,000 sq. feet that will also be LEED compliant. In the meantime, Harbec plans to utilize a 9,400 sq. ft. space that was previously used by Northern Biodiesel (the former 84 Lumber site). Under a National Institute of Standards & Technology (NIST) requirement for a new project, the square footage needs to be separate from other manufacturing. A new clean room is also under construction to comply with a new government medical contract recently received. Bob noted that the use of the 9,400 sq. ft. space bought them some time before adding on, but he did not know for how long. Harbec is continually growing and maintains a thirst for new technology, automation, quality, efficiency, and process improvements. They are always looking for good employees with a strong, dedicated work ethic. *(submitted by Donna Burolla)*

## Ontario & Chamber Companies Voted Top Work Places



Congratulations to the following Ontario/Chamber companies voted to be one of Rochester's Top Workplaces in 2018:

**Optimax** – Optimax is the United States largest high precision optics manufacturer. With more than 25 years of experience and 300+ employees creating optics for aerospace, display technologies, solar applications semiconductor, medical and military instruments. 45 new hires in 2017 with 20% average annual growth. 300+ employees. [www.Optimaxsi.com](http://www.Optimaxsi.com) (585) 265-1020. Optimax is located at 6367 Dean Parkway, Ontario,

**GreenSpark Solar (formerly SunCommon)** – GreenSpark Solar is the No. 1 company among small employers on the 2018 Top Workplaces list. The company offers employees competitive pay and benefits including fully paid medical premiums, a contribution toward the deductible, paid dental premiums, with a policy of unlimited vacation and sick leave. SunCommon was also the No. 1 company as a Rochester Top 100 company in 2017. GreenSpark Solar is located at 318 Timothy Lane, Ontario, NY.

**Reliant Community Credit Union** – "We strive to offer our employees rewarding work in an atmosphere that promotes accountability, respect, and team work. Thank you to our employees for making Reliant a top place to work in our region!" website: [www.reliantcu.com](http://www.reliantcu.com)

**C.P. Kelly Associates, LLC**, general contractors, 1201 Ridge Road, Ontario, NY – "We pride ourselves on our honest, cost-effective approach for every Buffalo, Syracuse and Rochester job we do."

**WELCOME BACK RENEWING CHAMBER MEMBERS!**  
**Thank You For Being So Prompt With Your Dues**  
**Your Continued Support Is Appreciated**

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Financial Service Partners, J.R. Ruiz, Wealth Specialist, 900 Jefferson Ave., Suite 300, Rochester, NY 14623  
Jim Switzer, Ontario Chamber Treasurer, 1291 Centennial Drive, Ontario, NY 14519  
B&C Auto Restoration & Paint, Inc. Bill Kilpatrick, 6360 Dean Parkway, Ontario, NY 14519  
Concord Insurance Agency, Inc., Tom Glanton & Shavonne Smith, 6270 Dean Parkway, Ontario, NY 14519  
Adventures In Climbing, LLC, Jim Porcelli, 912 NYS Rt. 104, Ontario, NY 14519  
C & D Automotive Service Center, Dean DeMarree, 994 NYS Rt. 104, Ontario, NY  
Mr. Auto & Parts Plus, Jan Leaty, 1864 NYS Rt. 104, Ontario, NY 14519  
Reliant Community Credit Union, Karen Dean, PO Box 40, Sodus, NY 14551-0040

**Welcome New Members to the Ontario Chamber!**

**North Coast Catering**, 505 Ontario Drive, Ontario, NY, 14519, owned by Jim Hall. "North Coast Catering is dedicated to custom catering, delicious food delivered to your party or event with the focus on quality. We specialize in off-premises catering with a love and passion for great food and great service."

Website: [www.northcoastcatering.com](http://www.northcoastcatering.com); Phone: 585-738-3975; email: [sales@northcoastcatering.com](mailto:sales@northcoastcatering.com)

**C.P. Kelly & Associates, LLC**, 1201 Ridge Rd., Ontario, NY. C.P. Kelly & Associates, owned by Charlie Kelly. C.P. Kelly specializes in commercial construction, general contracting, and commercial build-outs. "Dedicated to customer satisfaction we are experts in: Commercial construction; design build, banks, churches, education, industrial, office space, restaurants, retail, and assisted living facilities." Phone: 315-524-2627, email: [cpk@cpkelly.com](mailto:cpk@cpkelly.com); website: [www.cpkelly.com](http://www.cpkelly.com)

**Pet Passages**, 348 NYS Rt. 104, Ontario, NY, owned by Michael Harris. Pet funeral home and crematory. "Giving pets the dignity they deserve on their final passage." For a complete line of pet services go to [www.rochesterny.petpassage.com](http://www.rochesterny.petpassage.com). Business phone: 585-265-9933. Email: [mikeharris@petpassages.com](mailto:mikeharris@petpassages.com). Grand opening is planned for June 18, 2018 from 1 to 9 p.m. Chamber ribbon cutting is planned for 1:30 p.m. All chamber members are invited.

**Kuk Sool Won**, 396 NYS Rt. 104, Ontario, NY. Kuk Sool Won is a Korean Martial Arts school. "The Ontario school features a 2500 sq. ft. workout room; two bathrooms; a supply room; a weapons room and a lobby with a dedicated viewing area." Kuk Sool Won is for children ages 4 to 13+ and adults. Studios are available in Ontario, Williamson, and Wolcott. If interested, call to setup an appointment for a free intro class. A full list of classes, times, and dates is available at their website: [www.kuksoolny.com](http://www.kuksoolny.com). Phone: (585) 216-2122.

**Edward Jones Invitation— Spring Open House**

Help us celebrate summer and long, sunny days! We are happy to be a part of the local Ontario community. Please mark your calendar for our upcoming open house. Your family and friends are welcome to join us. Please call Aileen or Jon at 315-524-3130 or email [aileen.hurlimann@edwardjones.com](mailto:aileen.hurlimann@edwardjones.com) by 6/5.

Jon Wordingham, Financial Advisor, AAMS®

**Dinner will be served**

**Thursday, June 14th, 2018 4:30-6:30pm**

**6323 Knickerbocker Rd. Ontario, NY 14519**







## 2018 Special Events

### Heritage Square Museum at Brick Church Corners

7147 Ontario Center Rd., Ontario, NY

All events take place rain or shine

#### Spring Barn Sale

Thursday & Friday, May 17 & 18, 9:00 am to 8:00 pm

Saturday, May 19, 9:00 am to 12 Noon (\$3 Bag Sale)

#### Opening Weekend for Guided Tours

June 2 & 3, 1:30 pm to 4:00 pm

#### Bake Sale

Saturday, June 2, 8:00 am to 4:00 pm, 1178 Ridge Rd.

#### Auto Show, Ice Cream Social, Music by "Group Therapy"

Sunday, June 10, Auto Show, Ice Cream Social,

1:30 pm to 4:00 pm

Music Concert, 2:00 pm to 4:00 pm

#### Military Encampments

Saturday, June 30, 10:00 am to 4:00 pm

Sunday, July 1, 10:00 am to 4:00 pm

#### Summer Sunday, Villagers Occupations Day

Sunday, July 8, 1:30 pm to 4:00 pm

#### Trunk Sale

Saturday, July 28, 9:00 am to 2:00 pm

Food and Music

#### Summer Sunday, Pioneer Family Life Day

Sunday, August 12, 1:30 pm to 4:00 pm

#### Fall Arts and Crafts Event, Bake Sale

Saturday, September 29, 9:00 am to 3:00 pm

#### Cemetery Walk

Saturday, October 13 watch for times

#### Last Weekend for Museum Tours

October 6 & 7, 1:30 pm to 4:00 pm

## Delivery Tips

### FedEx

Outdoor box

### Advantage Auto Supply

2045 NYS Rt. 104, Ontario, NY

Phone (store) (315) 524-2691

Daily Pickup @5 pm

Monday thru Friday

None on weekends/holidays

### Western Union

Send & Receive

Money/Messages

### Rite Aid Pharmacy

6296 Ontario Ctr. Rd., Ontario, NY

S.E. corner @ NYS Rt. 104

Phone (store) (315) 524-2511

### UPS (United Parcel Service)

### Secor Hardware (within store)

Tops Plaza, S.E. corner of NYS Rt. 104

and Furnace Rd., Ontario, NY

The service is available during regular store hours

Phone (store) (315) 524-4052

### Mobile DMV at Webster Public Library

**Mondays** 10-3:30; except holidays

## 2018 Chamber Meetings

January 15th

February 19th

March 19th

April 16th

May 21st

June 18th

July 16th

August 20th

September 17th

September 20 – Annual Banquet

October 15th

November 19th

December – No Meeting

All chamber members are invited to attend as well as the general public.

Meetings are held at the Ontario Town Hall, 1850 Ridge Road in the town board meeting room and begin at 3:30 p.m.





## Ontario's Konas Scoop Shop – Now Open for the Season!

Konas Scoop Shop is now open at the L.W. Emporium Complex, 6361 Knickerbocker Road. Stop in for your favorite ice cream treat! Open everyday from 4 to 9 p.m.

## Ontario Country Club Now Open for Fish Fry Fridays!

The Ontario Country Club, 2101 Country Club Lane, is now offering Fish Fry Friday beginning on May 18<sup>th</sup> from 5 to 9 p.m. and each Friday until closing for the season.

Breaded, broiled, or beer – battered haddock, also NY Strip Steak, chicken or haddock French, flat bread pizza and wings and more!!

Live Music on selected dates from 6 to 9 p.m.

To make reservations, call (315) 524-8495 ext. 205.



## Ontario Fire Department – Now Offering Reflective Address Markers

Reflective house numbers can be purchased from the Ontario Fire Dept.

Features Include:

*Highly Visible Day or Night*

*Reflective Material on Both Sides*

*Fade Resistant, Last for Years*

*Pre-Drilled Holes*

*Meets NYS Code*

*Sign is aluminum 6" x 18"*

*Covered with 4" reflective vinyl numbers on both sides*

*Cost: \$20.00*

*Call To Order: (315) 333-5149*

*We'll Even Install It!*



## Community Information Night at R.E. Ginna Nuclear Power Plant

Date: July 31, 2018 (Tuesday)

Time: 4 p.m. – 8 p.m.

Location: Ginna Nuclear Power Plant Training Center

If you would like to attend please register online at:

<https://ginnacommunitynight.eventbrite.com>



Ever wonder how nuclear power is generated or how a nuclear plant operates? If you attend R.E. Ginna Nuclear Power Plant's Community Information Night, you'll find answers to these questions and many more! You'll get a firsthand look at how Ginna generates safe, clean and reliable power for our region. This free event will be held at Ginna's Training Center, Lake Rd., Ontario, NY 14519.



Dear Friend,

**New York State Senator  
Pamela Helming  
(R) 54<sup>th</sup> Senate District**  
Email: [Helming@nysenate.gov](mailto:Helming@nysenate.gov)  
Website: [helming.nysenate.gov](http://helming.nysenate.gov)

*Albany Office  
946 Legislative Office Bldg  
Albany, NY 12247  
518-455-2366*

*District Office  
425 Exchange St.  
Geneva, NY 14456  
315 568-9816*

May is Lyme and Tick-Borne Diseases Awareness Month. Because our area has seen a dramatic increase in ticks and the illnesses they carry, I wanted to take a moment to share with you several tips on how to prevent tick bites.

#### **Tips on Preventing Tick Bites**

- Wear long pants and long-sleeved shirts, and tuck the legs into your stocks or boots. This helps keep ticks from reaching your skin
- Wear light-colored and tightly woven clothing. This makes it easier to see ticks.
- Use repellents that contain 20 percent or more DEET or 20 percent Picaridin for 4 to 5 hours of protection
- Picaridin kills ticks and can be used to treat boots, clothing and camping gear. Always follow product instructions, and note that permethrin and some tick preventatives for dogs can actually be lethal to cats.
- Throw your clothes in the dryer for 20 minutes on high heat after spending time outdoors.
- Check yourself, you children, and your pets at least once per day for ticks. A tick is so small it can easily go unnoticed. Conduct a whole body check, including groin, armpits, belly button, base of hairline, behind ears, and behind knees.

Lyme and tick-borne diseases are a problem that is spreading throughout our area. I have heard from numerous individuals and families who have been devastated by these illnesses. We are one of the hardest hit areas in the nation.

As a member of the Senate Task Force on Lyme and Tick-Borne Diseases, I continue to work with my colleagues to raise awareness and secure resources to address these debilitating diseases with a focus on education, prevention, and research. You can be assured I will keep supporting those impacted by these diseases and advocating for meaningful measures to combat them and to improve upon the current diagnosis and treatment options. In addition, I have brochures at my District Office available to any individual, family, group, or organizations that would like more information.

As always, if I may be of assistance to you or your family, please do not hesitate to contact me. In the meantime, for more information about our 54<sup>th</sup> Senate District, please visit my website. [Helming.nysenate.gov](http://Helming.nysenate.gov), or my Facebook page.

Best Wishes,  
Senator Pam Helming  
54<sup>th</sup> District

### **Pines of Peace Garage Sale**



Date: June 6, 7, 8, 2018

Time: 9 am to 6 pm

Where: Casey Park, 6551 Knickerbocker Rd., Ontario, NY (Lodge Building)

Questions or Information Contact: Terry Whitt, Exec. Director @ 315-524-2388

### **Ontario Chamber Seeking Sponsor – Newsletter Printing**

The Ontario Chamber is looking for a sponsor to print 35 copies of our Newsletter, six times a year. The newsletter will be placed in the town hall lobby racks for the general public and emailed out to all chamber members. Copies are also used at our various events. Your business name would be recognized in each issue for the donation. The approximate cost per year is estimated at \$200.00. If interested, please email Donna Burolla, [dburolla@gmail.com](mailto:dburolla@gmail.com) or call 315-524-8286.





## ***Dandelion Expands to the Finger Lakes Region Selects Lake Country Geothermal as its First Partner in the Region***



**June 5, 2018, New York, NY and Walworth, NY** -- Today Dandelion, a geothermal company that started at X, the research and development lab at Google's parent company Alphabet, announces its expansion to the Finger Lakes region and greater Rochester area. The company has chosen Lake Country Geothermal as its first partner in the region.

Dandelion and Lake Country Geothermal will be offering end-to-end sales and installation services of Dandelion Home Geothermal Systems. The systems provide efficient heating, air conditioning, and hot water and are safe, smart, and low maintenance. Fuel free, the systems eliminate risk of carbon monoxide poisoning and improves indoor air quality. Each installation includes a Dandelion Air heat pump, underground pipes to transfer heat with the earth, a buffer tank for generating geothermal hot water, a Nest Learning Thermostat, and a smart monitoring system.

"We are thrilled to be partnering with Lake Country Geothermal to expand sales and operations to the greater Rochester area," said Ryan Hunter, Dandelion VP of Operations. "Steve and the team at Lake Country share our commitment to delivering high quality installations and outstanding customer service. We're very excited to bring Dandelion to homeowners in this part of New York."

Dandelion Home Geothermal Systems can be purchased for cash or with financing. Homeowners who pay cash and switch from fuel oil or propane heating are expected to save 60% in annual heating and cooling operating costs and have a less than seven year payback. Homeowners who finance the system are expected to save around 20% immediately, at no upfront cost.

"We love that homeowners can achieve positive cash flow from month one when they switch from oil or propane heating to Dandelion," said Steve Cooper, Founder and President of Lake Country Geothermal. "This means millions more homeowners can afford to transition to efficient and safe heating and cooling. We couldn't be happier to be partnering with Dandelion."

Under the partnership, Lake Country Geothermal will be responsible for the site audit, system design, installation, and long-term maintenance of Dandelion Home Geothermal Systems. Homeowners can see if their home is eligible at [www.dandelionenergy.com](http://www.dandelionenergy.com).

### **About Dandelion**

Dandelion's mission is to enable the widespread adoption of home geothermal. Home geothermal is a clean, safe, and affordable alternative to fuel heating and conventional air conditioning. Before launching as an independent company in 2017, Dandelion was a project at X, the research and development lab at Google's parent company Alphabet. Dandelion operates out of New York City. To learn more, visit us at [www.dandelionenergy.com](http://www.dandelionenergy.com).

### **About Lake Country Geothermal**

Lake Country Geothermal specializes in design, engineer, installation, and service of residential & light commercial geothermal heating & cooling systems and hydronic distribution systems. Incorporated in January 2016 and based in Walworth, NY, it serves the Greater Rochester Area and the Finger Lakes Region, has an A+ rating with the Better Business Bureau, and is a proud member of the Better Contractors Bureau. To learn more, visit us at [www.lakecountrygeothermal.com](http://www.lakecountrygeothermal.com).

### **Media Contact:**

Katie Ullmann  
Director of Communications  
[katie@dandelionenergy.com](mailto:katie@dandelionenergy.com)

617-529-8039

## Nuclear Energy Production Includes Business Planning, Property Maintenance



Every business and home owner is accustomed to daily concerns present and future costs of maintenance and improvements. Our neighbors at Exelon Ginna Nuclear Power Station, a local business for some 50 years, shared their operating expenses and future plans at the plant's "annual update" on Wednesday, May 23<sup>rd</sup>.

Civic, community, town and county officials gathered at the Ginna Training Center, formerly the Brookwood Science Information Center, at 1517 Lake Road. Site VP Bill Carsky presented a PowerPoint report containing facts and figures about production, shutdowns, maintenance, compliance, training and finances of producing power for 500,000 customers every day. He was joined by plant manager Paul Swift, business operations manager Peter Johnson and Rich Barlette, who manages state government issues.

They reviewed requirements and challenges presented by state and national regulations, employee training and re-training, safety & security, oversight, lake levels, seismic events under the lake floor, cost reductions and cooperative efforts with fishing and wildlife habitat enthusiasts.

Ginna's current operating license extends to 2029. Skilled and dedicated employees maintain a nearly perfect efficiency rating for plant operations and auxiliary services on the 426-acres lakefront property. Every 18 months the plant goes to "cold shutdown" for inspection and maintenance.

Unknown future impacts of carbon free energy, supply and demand, zero emission credits and subsidies and rates to operate the plant will likely determine whether the company seeks or receives an extension of its operating license in 2029. Discussions are underway with school, town and county officials on terms on the Payment in Lieu of Taxes (P.I.L.O.T) agreement for property taxes.

Bill extended thanks to the local officials & residents for their support and stressed the importance of community engagement by Ginna employees. In addition to a "day of caring" that day at the Pines of Peace Comfort Care Home, the plant employees work with local scout troops, the food pantry, the Town of Ontario, Chamber of Commerce, Rotary Club, Lions Club, Heritage Square Museum and school groups, among others, on a regular basis. Residents enjoy the revetments at the town boat launch at Bear Creek Harbor when generators and other equipment is delivered.

Exelon also joins with area colleges, universities, trade and technical schools to share and encourage work experience and future careers in the nuclear industry.

Tours of the nuclear station were available following the meeting and luncheon. Samples of equipment and tasks used for simulation and training were also on display. The annual "Community Open House" at Ginna is scheduled for July 31<sup>st</sup>. *(Submitted by Jim Switzer)*





**Ontario Chamber of Commerce  
May, 2018  
Business of the Month  
Victor Furniture & Flooring  
1418 NYS Rt. 104, Ontario, NY**

Victor Furniture and Flooring has been in business for 52 years; their Ontario store is located at 1418 NYS Rt. 104. Business hours are: Tuesday – Thursday 10AM – 5PM, Friday 10AM – 4PM, and Saturday 10AM – 2PM. Reach the team by phone: 315.524.3567, or Fax 315.524.3474

In 1965, Ira Goldman opened the company in Victor, NY. Years later they moved to Monroe Ave, where they flourished for 42 years. Their most recent locations are Pittsford, on the Canal and Ontario. In 2000 Goldman partnered with Igor Baraniak, who continued on after Goldman's retirement, and is joined by 4 employees at their flagship Ontario store. Baraniak has worked in the flooring business for 34 years.

Amanda Giglio is the company's general manager and team leader of the Ontario location. Giglio's background is in accounting and sales, she has been in the flooring industry for 16 years and is extremely well versed in all phases of the industry. Giglio is an Ontario NY native, graduated from Wayne Central HS, currently residing in Williamson with her two children, Blake and Natalie.

Richard Kotwas is a member of the team, friendly and always willing to share his knowledge to enhance the client's requirements.

The company's core philosophy is "to provide customers with the best quality products for the lowest price". The team thoroughly enjoys the industry, customer interaction, and working with people. All within an atmosphere of genuine caring and a perceptible desire to help. Baraniak mentioned they are "thrilled to be named business of the month".

*Victor Furniture* follows a creative sales-oriented business model. They have found the Ontario area to be friendly, inviting and a tremendous climate for business. Giglio discovered the location for the store, through a friend and plaza owner, Teon Kowalyk, of *Ontario Chiropractic*.

The Ontario store offers an incredible selection of all types of flooring products; from carpet (traditional and custom), hardwood flooring, ceramic tile, and luxury vinyl flooring. There is also a selection of furniture, in stock. Due to space limitations, customers may choose to stop at the Pittsford store for an amplified selection of furniture. At the Ontario location there is the largest variety of flooring obtainable. In addition, customers have the option of special ordering, while still receiving quick turnaround, and free delivery.

*Victor Furniture's* staff will provide full service sales and installation of all products. From start to finish for both residential and commercial environments. They also offer a wealth of designing experience as exhibited within the comfortable elegance of their show room.

The Ontario location is currently advertising sales on Mohawk and Armstrong products with factory direct savings. The industry's overall technology is always advancing, and today's product mix is the best ever with regards to maintenance and durability. Giglio's team communicates regularly with their industry representatives to remain informed of the ever changing flooring options.

*Victor Furniture's* success in business is an accomplished team concept, which was developed through "desire first and foremost, then finding the quality product that people want and need. They meet those needs, "through pleasing the customer, while maintaining a fine balance between work and home". All of this is accomplished in a very family, friendly operation.

Their message in general is... "Never lose sight of your customers concerns and needs. Also follow the three rules for any small business; commitment, attention to detail and immediate follow up." These rules enable their marketing style for repeat and referral business. Within the company, traditional methods of advertising are also used, but Baraniak sincerely feels "the best way to go about promoting your business is through word of mouth from satisfied customers".

Where does the team see themselves in 5 to 10 years? "Planning to grow and expand the Ontario portion of the business, which we feel is virtually limit less, as realized in the past 3 years". It is easy to understand why Amanda's "greatest inspiration" is Igor Baraniak.

*Interviewed by Joellen Simone, Nature's Way Floral & Garden; Photo Courtesy of PhotoChica, Jennifer Merida-Nudd*



**Ontario Chamber of Commerce  
Business of the Month  
June, 2018**

**Haun Welding Supply Specialty Gases**

*Located at 264 NYS Rt. 104, Ontario*

*Hours of operation: M – F (8AM – 5PM)*

Haun Welding Supply's history is immersed in foundational family values and is a “4<sup>th</sup> generation business that services Upstate NY, Vermont, New Hampshire, and Northern Pennsylvania,” totaling 19 stores. The Ontario store has been under the Haun umbrella for two years, (formally Danes Welding) and 2018 illuminates the companies 60<sup>th</sup> anniversary year.

Mark Haun’s grandfather, Orval Haun founded the business, he designed and manufactured his own welders. Mark is the company’s current CEO and his three sons have joined the welding supply business, each working in diverse areas of the company. Anthony Herbst, is the Ontario stores Branch Manager. Herbst began his career with Haun in 2007. Ten employees support the Ontario location, they live within Wayne and Eastern Monroe County boundaries.

Herbst exemplifies the company’s core principles, which includes their mission to serve the customer. Haun’s customers are as diverse as their gas products and supply offerings. Their client population includes; individuals, small farming businesses, large corporations, restaurants and laboratories.

Ontario’s stepping stone location offers delivery in areas from Sodus to Hilton, and south to Mt. Morris. Welding equipment repair services, cylinder filling and cryogenics installs are also services provided as well.

“Haun Welding Supply, and Haun Specialty Gases are committed to providing customers with innovative solutions to the myriad of technical problems faced by manufactures, fabricators maintenance personnel, and the individuals who are the foundation of the welding industry”. Haun shares its industry knowledge through a wide array of welding training classes. Offering basic, intermediate, and advanced regularly scheduled courses or specifically tailored curriculums.

The Haun collective team holds planned management meetings to teach its personnel about new products. Corporate disseminates a quarterly informative internal newsletter, “The Haun Edge”. Within this circulation the employees receive added business and safety communications, congratulations, and accolades.

Herbst attributes Haun’s success to faithful customers, repeat customers and excellent customer service. This embodies a strategy developed at the company’s inception, and is reiterated in a letter from the president, Mark Haun, in Volume 1 of the newsletter; “We never want to tell a customer no and we always want to meet their expectations”. “We are here to solve problems”.

Where does Herbst see himself in 5 years? “Continuing to enjoy my job and the people, I expect to remain in my current position”.

Haun’s contact information is; Phone (508)265-4427, Fax (585)265-4439  
[www.TheHaunEdge.com](http://www.TheHaunEdge.com)

*(Interviewed by Joellen Simone; photo courtesy of Jim Switzer)*