

PCCOC Newsletter

Phelps Chamber Of Commerce

Member Benefits Include:

- Advertise your business in the village window at the PCC!
- Ribbon cutting ceremony for new businesses
- Newsletter with business members news
- Advertise your business at PhelpsNY.com
- Be a "Business of the Month"
- Member brochure distributed to Phelps and Clifton Springs zip codes
- Business membership eligible for discounted medical coverage
- Membership plaques

New Businesses Now Open in Phelps



Three new businesses have opened in Phelps in as many months including: (from top left) Kimberly Marie's Antiques which is open Monday - Friday 10AM - 5:30PM, Saturday 10AM - 4:00PM and Sunday 10AM - 2:00PM or call 315-777-5131 or 315-777-5657 for an appointment (shown here is owner Kimberly Kalwarovski); Seneca Falls Savings Bank ribbon cutting with Gail Warrick (Branch Manager), Menzo Case (President & CEO), Joyce Wheeler, Terri Maslyn-Rogers, and Tammy Scherbyn; and lastly Chamber President Chuck Molloy at the Sandwich Worx ribbon cutting with employees Bonnie, Matt, Darrin and Sheryll.

Chamber Officers

President: Chuck Molloy

Vice President: Dale White

Secretary: Diane Williams

Treasurer: Mary Niles

Board Members

Bette Collier,

Chairman of the Board

John Frederick

Floyd Ridley

Heidi Westfall

David Doktor

Chamber Meetings

are held on the fourth Tuesday of each month at 6:00 - 7:00 PM at the Water Side Wine Bar with a meet and greet following, bring your business cards for networking. (Not in December.)

Call us at 548-5481, write us at P.O. Box 1, Phelps, NY 14532 or by email chamber@PhelpsNY.com

Phelps Chamber of Commerce

Celebration of Thanks

Honoring the 2009
Business of the Year and Citizen of the Year

Tuesday, December 8 at 6PM

Water Side Wine Bar, Main Street, Phelps

Free Hors d'oeuvres courtesy of the Waterside Wine Bar
- Cash Bar -

Make your RSVP by December 3rd. Call Heidi Westfall
at (315) 946-6200 or email Heidi@HalcoHeating.com

Defensive Driving Course Available Online

The Anderson-VanHorne Agency would like to announce that Defensive Driving Courses are now available on their website! Available 24 hours a day, 7 days a week. Log into andersonvanhorne.com and enter promotion code RA101. For more information call (315) 462-7474

Businesses of the Month



October Benemy Welding

It was a pleasure meeting with David and Tina Suhr (pictured above) to discuss their latest adventures in the welding business. They first started Benemy Welding as a part time venture back in 1991 and slowly built things up over the years. The business started out of their garage. Three years later they expanded to a building with ample space, before again running out of room. In 1997 they acquired the 22,000 square foot facility they currently occupy on Pleasant Avenue in Phelps. It's now packed too, but they seem to have just enough room to run their operation effectively for now. In 2005 David and Tina went to work at Benemy exclusively.

I got to know them through one of the Chamber's business after hour events held at the Wine Bar a few months ago (more members should come to these and get to know each other). Both of them are easy to talk too, and make you feel comfortable. Not many people will take the time get to know you, but they reciprocate the interest you that you show in them; which doesn't happen with everybody. They also make an effort to attend ribbon cuttings and other events as they come up. Outside of the Chamber they support programs like the Babe Ruth League, The Sauerkraut Festival, The House of John, Relay for Life, and other school activities like boys soccer and girls volleyball.

When the Phelps Art Center had some heavy sculptures to move earlier this year Benemy heard that help was needed and volunteered to use some of their equipment to move the items around. In turn when Benemy had an unusually

large load come in that they couldn't move Phelps Cement sent a couple crew members over to help them when David told them about their problem.

The Suhr's feel good about helping local organizations and have found that the willingness to give has helped them to develop many positive relationships that have evolved. They like how people look out for each other here in the community. I saw from them that hard work clearly pays off; a successful business doesn't happen overnight, it sure isn't easy, it takes teamwork, and you've got to have a passion for what you are doing to make it happen.

David enthusiastically showed me many of the machines they use in their business. I still don't know what a lot of them do, but I did get an understanding for their newest one, the CNC Plasma machine. It can cut metal to a precise cutout that's needed which is certainly useful, but more importantly theirs has a pipe cutter attachment. David believes that they are the only local welding company with one in use and is excited about having that advantage.

The CNC unit is very handy because it can cut a 15 minute milling job on a pipe cutting down to 15 seconds. Some jobs require 460 parts and you don't have to know math well to see that the amount of time saved using it is tremendous. 115 hours of labor is cut down to just under two hours. Not bad! Call them if you need help with this kind of work because it will save you a lot of time and resources to have them do it.

In addition to pipe work, Benemy does a lot of work building docks,



Vance Palmer, Brian Heath, Andy Wood and David Suhr (behind a Plasma machine)

commercial railings, screen frames and ornamental work for individuals. The last couple years the railings have been the biggest part of their business. It was the dock work prior to that. The Suhr's like to partner up with local people and often work with Brad Jacob's from Artistry in Concrete. They are open to others that they may have some synergy with; so let them know if you think they should partner up with you on something.

While David uses his skills learned at BOCES, many college courses and 35 years of experience to take care of the physical aspects of the business; Tina uses her degrees earned through FLCC's accounting program and RBI's business program. She has 20 years of administrative experience.

Benemy Welding markets themselves especially to marinas, and manufacturers in need of repair and or expansion to pick up business. Although they appreciate all their customers, Dave and Tina are especially grateful for the business relationship they have with Zotos and Guardian Glass.

Brian Heath (6 years), Vance Palmer (2 years), and Andy Wood (the new guy), make up the rest of the Benemy staff. When David isn't at work he likes to do sporty stuff like golf and deer hunting (at different times), while Tina's favorite thing to do is spend time with her four grand kids. They also have two grown children, BENjamin and jerEMY. If you don't know David and Tina yet, you should because they sincerely are good people, are more than willing to get to know you, and are a great ally to have in our community. They can be reached by phone at (315) 548-8500 or in person at their office which is located at 8 Pleasant View Avenue, Phelps NY 14532.

November Phelps Guide Rail, Inc.

Over on Crest Rd. in Phelps a little north east of the Town you'll find Phelps Guide Rail out on a quiet stretch of the road. However, it's anything but quiet on the inside as all kinds of activity can be seen. Owner Jeff Orbaker paces back and forth working on bids while sitting down on occasion to take some notes. He admittedly doesn't like to sit at his desk



for long and whenever he assistant/secr in tandem w miss a beat. S brother Bill v road foremar working on p there.

The busin venture betw Phillip Haers Phelps Ceme business ever of the facility Street. Orbak working for 1 out of high s yard working doing all the bestowed up getting starte all the aspect helped move location in 1

In 1987 t passed away new one as h knack for the continued th there was a c was named th Finally, in 19 Orbaker if h guide rail bu they came to changed han Phelps Ceme transition po Phelps G guide rail for Currently, th the manufact installing the

Community Sale at Redfield Park

The first annual Junk in Your Trunk Community Sale was held on Saturday September 26 at Redfield Park and we declared it a success.

Approximately ten vendors took tables that were loaded up with a wide variety of items ranging from the typical clothes, books, and videos to old ribbon typewriters, office accessories and furniture. It was just warm enough and the refreshments and food donated by Chamber board members Heidi Westfall and Floyd Ridley were a hit. The hot coffee, hot dogs, and donuts were especially appreciated. Many people from the community came out to investigate the deals and the day passed quickly. We're planning to do it again next year, and are considering having it earlier in the year to attract a bigger crowd. Thanks goes out to those who took out tables and or shopped. See you next time!



Chamber secretary Diane Williams and family members enjoyed the day.



Thank you to Ed Byron (left) and Paul Crowley who entertained during the sale.

Floats and Marchers Wanted

On Saturday, December 5 Phelps kicks off the holiday season with holiday sales and open houses. At 5:30 p.m. the Tree Lighting Parade will travel down Main Street to the Community Tree in Methodist Memorial Park for caroling and lighting ceremony. We are looking for participants for the parade – groups with flashlights, families with battery operated candles, businesses, community organizations, churches etc. Inexpensive power converters can be used to light holiday lights around your favorite car! For information on how to light things up go to www.phelpsny.com. Line up will be at 5:00 p.m. on South Wayne Street. If you want to participate please sign up by email at director@phelpssc.org or call 548-8484.



Community Thanksgiving Dinner

Come join your friends and neighbors for a great Thanksgiving dinner, Thursday, November 26, 2009, at the Phelps Community Center Cafeteria. No Charge. Noon to 1:30 p.m. Reservations required by November 20th. Call the PCC at 548-8484. Donations appreciated and can be dropped off at the PCC Office.

PhelpsNY.com Website Redesigned

The PhelpsNY.com website is managed by the Chamber and the Phelps Business Development and Tourism Council. It has been recently redesigned to allow page owners to update their own pages. The advantage of this is to allow for information to be updated quicker and to lower administrative cost. Take a look!



Shannon Ryan & Jeff Orbaker

prefers to be on the go can. Administrative secretary Shannon Ryan works with him to ensure he doesn't Shop workers including his who is the plant manager and a Ryan Cowley were busy projects out back when I was

ness all started as a joint between Herb Upchurch and and s back in 1958. It was part of ent and its part of the actually outgrew the confines y located on South Newark er came into the business Bob Upchurch in 6/80 just school. He worked out in the g on steel fabrication while basic duties that are on someone that is just d. Over the years he learned s of the operation and also the business to its current 1984.

the former plant manager and Orbaker was named the e had clearly developed a e business. The operation at way until 1996 when h changing of the guard and he he head of the division. 1999 Phillip Haers asked e would like to purchase the siness from him. In 1/00 terms and the operation ds. Orbaker still thanks ent for helping make the ssible for him.

uide Rail has manufactured much of its history. e bulk of its business is in turing of signs, and then em and rail in various

locations throughout NY State and occasionally in Vermont. Most of the work is on the Thruway and on Interstates. When they aren't working on rail and signs they do maintenance on small bridges to keep busy. Eventually, Orbaker would like to get back into making steel, but needs to find at least a handful of hard workers that care about what they are doing in order to do so.

Orbaker said in his nine years as an owner the hardest part of the business has been finding the right people. Fax your resume to him at (315) 548-2185 or email it to him at jeff@phelpsguiderail.com if you think you've got the drive and ability to help him take the business to the next level. Employment would start in the shop, but once trained and part of the road crew desirable union pay and its benefits become available. The crew is on the road about 75% of the time, which might be a concern to some, but on the plus side they are almost always home for weekends. With that in mind, he wants his current crew to know they are appreciated and he is glad to have them aboard.

When Orbaker isn't at work he likes to relax at his camp over in Orwell NY. Amongst other things he enjoys hiking, four wheeling, snow mobiling, boating and fishing while he's out there. His wife Diane works for the post office in Clifton Springs. His son Aaron is completing his Masters and PH D in Aerospace Engineering while daughter Heather is attending FLCC for accounting and son Matthew is currently following in his footsteps at his shop. The Phelps Chamber wishes his business the best in the future and is glad to bestow his business with its much deserved, first turn as business of the month.



Ryan Cowley, Jeff Orbaker, Bill Orbaker (hiding behind the stop sign).

Celebrity Visit to Thomas Kinkade Gallery in Phelps Captivates and Thrills a Large Crowd

Thomas Kinkade's visit to Phelps on Sunday October 18th at the Kinkade Gallery on Church Street proved to be quite a hit. An anticipated crowd of 170 turned into one of better than 200 and co-owner Dawn Cheney said that everything fell into place. People were captivated by what he had to say and marveled at his ability to sketch while switching from hand to hand with equal skill while continuing to talk as his work progressed. The sketch he said was of a barn and silo he had seen on the way to the gallery. It was remarkable that he was able to put it together from memory.

The full sized sketch was auctioned off for \$5,000 with the proceeds going to an orphanage being opened in Mexico by Tapestries of Life Ministries (www.tapestriesoflife.com). Cheney's daughter Bethany is there now volunteering her time to help build it. Many prints were sold and purchasers were rewarded with his signature and a brief sketch on the backing; which added another couple hundred in value to each piece.

Cheney said that Kinkade took an interest in our waterfall here in town and intends to come back and paint it someday. She sent him several photos in hopes of keeping that thought fresh. One of her friends even offered to let him stay in their local cottage for free as an added incentive. He likened Phelps look to that of his hometown of Placerville, California and hopefully that will also help in drawing him back.

Another highlight of his trip was the unveiling of his newest painting, *Christmas Chapel I*, which is available just in time for the holidays. It features a horse drawn carriage, a chapel (of course) and a lighted tree in a nicely wooded area after a fine winter snow (now that you are trying to imagine it you are obligated to hoof it over to the gallery and check it out).

With only about 80 galleries to be found throughout the country we are fortunate to have one here. Kinkade will soon be taking a hiatus from touring and Cheney is glad she was able to reel him in before the break. She hopes to have him back in a couple years. Prior to the event the Bristol Brothers Blue Grass Band, featuring Phelps American Legion Commander Don Springer, jammed on the stage. It was truly a great day and one surely to be remembered by those in attendance for years to come.



Thomas Kinkade's sketch of a barn and silo raised \$5,000 for Tapestries of Life Ministries.



Over 200 people gathered to listen to Thomas Kinkade and to watch him sketch.