

INTROS

COMMUNITY PROFILES

A SPECIAL ADVERTISING SUPPLEMENT TO THE EVENING SUN

In supporting adults with disabilities, nonprofit celebrates growth and anniversary

HANOVER — At a time when many nonprofits are continuing to feel the effects of the economic downturn, the H.A.R.T. (Hanover Adams Rehabilitation and Training) Center in New Oxford is busy managing tremendous growth.

“Over the last year we’ve grown by leaps and bounds,” said Janice Redding, Operations Manager. “The community is incredibly supportive of us, and we have a very dedicated staff. It’s been a great ride.”

That ride has included record sales numbers and the addition of several new business partners. The organization currently works with up to fifty area companies, including the Snyder’s-Lance, Inc., the Schindler Elevator Corporation, R.H. Shepard Company, and the Packaging Corporation

of America. It also fulfills work outside of the immediate region for businesses like U.S. Media Partners and American Farmer Brands.

The H.A.R.T. Center is a private, nonprofit vocational rehabilitation facility that provides a variety of work training experiences for adults with disabilities in Adams and western York Counties. Started in 1969, the organization currently serves 150 individuals who have developmental disabilities, chronic mental illness, and/or are physically challenged.

“We provide opportunities for folks who otherwise might be challenged to find meaningful employment,” explained Redding. The nonprofit operates from the belief that adults with disabilities can achieve their vocational goals. “They come here,



H.A.R.T. Center employees fulfill a contract for Snyders-Lance company.

earn a paycheck, and leave feeling productive and happy. They truly are a part of the community, and they deserve to have the same opportunities as anyone else.”

For many businesses,

partnering with the H.A.R.T. Center is a cost-effective way to handle tight deadlines, labor shortages, and time-consuming tasks while also supporting the community. Services offered include small parts assembly, shrink wrapping, custom packaging, inspection, sorting, and labeling.

The H.A.R.T. Center’s revenue comes from a combination of state funding, business fulfillment contracts, donations, fundraising events, and thrift store sales. Treasures from the H.A.R.T., the organization’s thrift store located in the New Oxford Shopping Center, will celebrate its five-year anniversary in September. The anniversary celebration—which will run from September 2nd to feature store discounts, door prizes, raffle items, and a silent auction.

Redding says the thrift store’s success is due to

the fact that it simultaneously helps the environment, the local community, and the H.A.R.T. Center’s services.

“We’re preventing waste in our society, cleaning up our environment by recycling useful items,” she explained. “At the same time we’re helping our community members save a little money, while also generating funds to help our programs succeed. It really is a win-win situation.”

Since the H.A.R.T. Center is a nonprofit, all proceeds directly benefit its work to provide its participants with work skills and personal growth, and all donations to Treasures from the H.A.R.T. are tax deductible. Acceptable donations include gently used clothing, small working appliances, furniture in good condition, toys, accessories, household items, tools, jewelry, and antiques and collect-

ibles.

According to Redding, the H.A.R.T. Center’s continued growth and success is reflective of the way our society has progressed in its treatment of individuals with disabilities. “I’ve seen the evolution of this business,” she remarked. “Fortunately the stigma is lessening every day.”

Redding also noted that due to limitations in state funding, the H.A.R.T. Center’s goal is to continue thinking outside the box to diversify its revenue streams. “We are always seeking new opportunities to benefit people with disabilities,” she said.

*The H.A.R.T. Center
450 E. Golden Lane
New Oxford, PA 17350
717-624-4323*

*— — —
This article and photo
was provided by
The H.A.R.T. Center.*

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INTROS

COMMUNITY PROFILES

SoleMates: Running and Walking Specialty Store

HANOVER — Knowledge about running, walking and outdoor adventure shoes and gear is what customers have come to expect from

SoleMates, opened by Chris Young in 2011.

The store is operated by runners, with over 30 years of running experience under their belts.

Employees work with customers to see if they are having any foot difficulties or injuries. This includes looking at the

SOLEMATES, PAGE 2

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At family-owned insurance agency, customers are treated like family, too

HANOVER — Step into one of Nicholas Insurance's two York offices, and chances are high you'll meet a member of the Nicholas family.

That's because Greg Nicholas—who started the insurance agency over thirty years ago—now runs the business in conjunction with his wife Jody and his daughter Alyssa. Their staff has a total of twelve fully-licensed employees who currently serve the insurance needs of over 10,000 customers in the greater York County area.

The agency's philosophy is that the family-friendly environment should extend to each one of those customers too. "Our goal is for every customer to leave our of-

ice feeling like they're part of our extended family," said Greg. "All of our staff members treat our customers like family."

That way of thinking has brought Nicholas Insurance great success. Greg was drawn to the insurance business when he was just 18 years old out of his love for helping people. His wife Jody joined him in the business 11 years later, and his daughter soon followed suit. Three years ago the agency expanded to a second location in York, and now serves customers at both 1550 Kenneth Road and at 2300 E. Market Street.

Customers love that they can count on Nicholas Insurance for a full range of their personal

and business coverage needs.

As a licensed Allstate agent, Greg works with a myriad of products ranging from everyday essentials like automobile and life insurance to specialized products like recreational vehicle coverage. The agency also offers motorcycle policies and personal liability insurance, plus coverage for homeowners, landlords, and renters. They can even help customers meet their financial goals through savings account options and retirement planning products in partnership with Prudential.

The agency's team of insurance professionals recognizes that each person and family's insurance needs are differ-



Let our Family take care of your family.

ent, and they will review your individual needs and goals—even as they change—to help you find the best coverage to meet those goals. "We are always here to assist you in selecting the right products for you and your family," Greg said.

Nicholas Insurance also places high value on community support and service. In the past, the agency has supported—through financial donations, volunteer hours, or both—organizations such as the Wounded Warrior Project, Operation HOPE Food Drive, and Olivia's House Children's Center.

"We're always open to helping the community, either collectively or as individuals," Greg said. "Helping others is a core part of who we are."

Over the years Greg

has personally garnered an impressive array of awards and recognition from Allstate, highlighting his reputation as a first-rate insurance agent. Most recently he was chosen as one of just 50 agents across the country to serve on Allstate's National Advisory Board, which he has done for the past five years.

Though Greg has no plans of stopping just yet, the family-owned and operated environment offered by Nicholas Insurance is expected to continue even after he and Jody retire, as Alyssa plans to take over the family business. Her hope is to sustain the friendly service, expert advice, and customer commitment the community has come to expect from Nicholas In-

urance.

For more information on their products and services—or to receive a personalized quote—give them a call, visit their website, or stop in to one of their two convenient York locations.

Greg Nicholas Insurance

*West York
1550 Kenneth Road
Westgate Plaza
York, PA 17408
717-764-2024*

*East York
2300 East Market Street
Village Green Shopping Center
York, PA 17402
717-755-5858*

www.nicholasins.com

— — —
This article and photo was provided by Greg Nicholas Insurance.



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IN GOOD HANDS



SoleMates

FROM PAGE 1

wear pattern of an old pair of shoes.

"We have a process to evaluate what the foot and arch are doing so we can give a recommendation for a support level to meet the customer's needs," Young said. "We even have a treadmill in store to watch how they are walking or running."

The store even allows customers to take new shoes on a test run on the sidewalk to see what

is most comfortable on their feet.

Young has seen the feel and overall comfort of running shoes dramatically increase over the past several years. SoleMates customers are shown how the right materials and construction can make a big difference in a running or fitness program.

"Technology has made shoes better," he said. "Materials are lighter and the cushioning is better."

Specialty stores are often viewed as more expensive. Young is proud to offer prices that equal or beat other sporting goods megastores.

SoleMates carries an

extensive inventory, with running footwear that is warranted against defects. "We are here to provide help to anyone who runs, whether it's competitive or just a few times a week," Young said.

*SoleMates: Running and Walking Specialty Store
110 West Eisenhower Drive
Suite B
Hanover, PA 17331*

*717-634-2870
www.solematesrunning.com*

— — —
This article was provided by SoleMates: Running and Walking Specialty Store.

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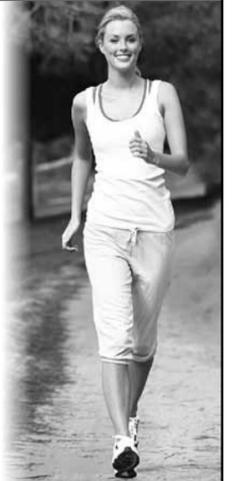
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Driven by Golden Rule, family-owned insurance agency continues a legacy

HANOVER — “Big Jim’s” dream of owning his own insurance agency became a reality back in 1979. His philosophy of following the Golden Rule—to treat people the way he liked to be treated—was a winning formula for success in the Hanover area community.

Jim Kopenhaver was born in Shamokin, PA on October 23, 1933, the son of a coal miner and coal breaker owner. He grew up quickly in the family business, driving the company dump truck at the breaker by age 10. During high school, Jim became a coal region legend of the gridiron and earned a full scholarship to the University of Pennsylvania in Philadelphia. He earned three letters for the Penn Quakers, playing against football powerhouses such as Notre Dame, Penn State, Michigan, and USC. Jim graduated from Penn’s Wharton School of Business in 1955 and embarked on what would become a 45-year insurance career.

Jim’s early experiences on the company side of the insurance in-

dustry eventually led to his ownership of Miller-Hanover. He worked tirelessly to improve the agency, which today boasts recognition as one of the largest agencies in central PA. On Thanksgiving Day in 2013, “Big Jim” passed away peacefully at his home. While both Jim and his insurance legacy are deeply missed, the next Miller-Hanover generation—sons Mike and Jim and daughter Maureen Wickline—continues to perpetuate their father’s business philosophy and maintain the agency’s high level of service.

Despite economic fluctuations, Miller-Hanover Insurance has continued to keep competitive pace with an ever-changing community. The agency is proud to represent the Erie Insurance Group, the flagship insurance carrier of the agency. For the second consecutive year, Erie has been cited for providing the “Highest Customer Satisfaction with the Auto Insurance Shopping Experience” by a highly-regarded consumer research company. Erie In-

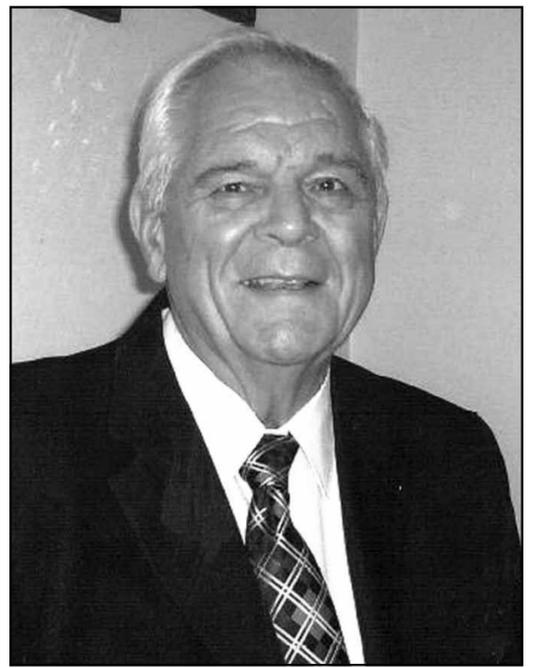
surance separates itself from the competition by offering innovative insurance products, such as their current auto insurance rate guarantee called “Rate-Lock.” By requesting this policy feature, policyholders can prevent future rate increases.

The agency’s dedicated and hard-working staff has helped Erie Insurance achieve the household name status that it enjoys today in Hanover. Outstanding service and competitive insurance pricing has allowed Miller-Hanover to insure multiple generations of families. The owners and staff of Miller-Hanover bring vast experience and knowledge to assist their clients. Personal and business needs are satisfied, whether for insurance, notary work, or tax preparation.

Miller-Hanover strives to remain current in the insurance industry by offering a highly-interactive website, www.millerhanover.com. The site simplifies the quoting process for potential customers, whether they are requesting a

quote from Erie Insurance or any of the other insurance companies the agency represents. The site is also a valuable resource of information, providing general facts on insurance, auto tag and notary transactions, as well as income tax preparation. Miller-Hanover has celebrated numerous accolades throughout the Kopenhaver tenure, including achieving Erie Elite status for the past 10 years, ranking in the top 10 among Erie’s 2,000+ agencies in production and profitability. For the past 26 consecutive years, the agency has earned the F. W. Hirt Founders Award for annual growth and profitability. Miller-Hanover is currently ranked first among all Erie agents company-wide for personal auto and home insurance production and profitability.

The agency owners and staff mirror the strong work ethic of Hanover area residents. Collectively, they have been an active presence in the community, having supported local charities and provided



Miller-Hanover Insurance continues Jim Kopenhaver’s legacy of treating customers the way he’d want to be treated.

countless hours of volunteer work throughout the years. Although “Big Jim” is no longer a physical presence within the walls of Miller-Hanover, his legacy continues as Miller-Hanover supports its small town and upholds his Golden Rule.

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www.millerhanover.com

— — —
This article and photo
was provided by
Miller-Hanover Insurance.

Miller-Hanover Insurance

Hanover Office
334 High Street
Hanover, PA 17331

Home healthcare provider offers full continuum of home care services

HANOVER — The rapidly changing healthcare landscape presents numerous challenges to those organizations providing care. The Visiting Nurse Association of Hanover & Spring Grove (VNA) is rising to meet those challenges.

For example, the trend toward earlier hospital discharges has led to an increasing need for home healthcare services. To meet that need, the VNA has increased its home visits, currently providing over 75,000 annually in Adams and Southwestern York Counties.

The independent non-profit organization was founded in 1909, making it one of the oldest non-profits in the Hanover area. “We are dedicated to providing professional healthcare at home and to teaching caregivers how to care for their loved ones in all stages of life,” said President and Interim CEO Bryan Warner.

In an effort to provide a full range of services to the community, the VNA added a Palliative Care program in the beginning of 2014. This service improves the quality of life for patients dealing with life-limiting illnesses through advanced symptom management, while allowing them to continue seeking active treatment for their illnesses.

The Palliative Care program joins the VNA’s existing Home Health-

care and Hospice services. “This full array of home care services, along with our excellent reputation for providing quality home care in our community, speaks volumes about our agency,” Warner said.

Additionally, the VNA recently announced its intent to explore an affiliation with Lutheran Home Care & Hospice. Both organizations have similar missions, and joining together could better position both agencies to assist their clients in achieving their highest level of independence and quality of life in the comfort of their own homes.

The increasing cost of providing care coupled with stagnant or decreased government reimbursements has led many healthcare providers to join forces in this way. “By positioning ourselves with another strong organization,” Warner explained, “we can continue to provide the much needed home care services in our community.”

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Association of Hanover
and Spring Grove
440 Madison Street
Hanover, PA 17331

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www.vnahanover.org

— — —
This article was provided by
Visiting Nurse
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Locally owned Agway stores set apart by premium products and customer support

YORK — Whether you're looking for ice melt in the middle of winter, quality wild bird feed for your bird feeders, or a propane refill for your grill tank, York's two Agway stores have you covered.

"Both of our stores are conveniently located and rooted in the local communities," said Ben Geesey, who owns the stores with his wife Nancy. The West York Agway has been serving the region since 1965, and Cape Horn Country—the Red Lion location—opened in 1988.

It's difficult to categorize the stores because they offer such a wide variety of products, ranging from lawn and garden supplies to pet food to bulk mulch. Customers can rely on the Agway brand, which is recognized and trusted for its quality.

Often customers first stop in searching for a product they can't find anywhere else, and then come back because of the superb service and support they receive there.

"During the storms

last winter, many places were sold out of ice melt. At times our Agway stores were the only place for customers to turn because we had deliveries arriving daily," said Geesey. The same can be said of wood pellets for home heating, which were also in short supply last winter.

Additionally, Cape Horn Country and West York Agway are the area's go-to stores for wild bird feed and feeders. They stock over 100 different styles and types of bird feeders, and both stores also offer their own brand of high quality mixed wild bird food.

When it comes to getting your yard and garden in top condition, the stores offer products that are specifically tailored for this geographical area. "We sell grass seed suited for this region," explained Geesey. "Many places sell brands that are marketed across the entire country, but having a mix that doesn't grow well in our region is a waste of money."

Customers will also find top quality bulk and

bagged mulch, plus natural and chemical pest control products. Additionally, they sell premium national brands of pet food but also sell their own natural dog food that is every bit as good but costs significantly less.

With more and more people looking to avoid GMOs, it's worth noting that all of the vegetable seeds sold at the stores are GMO-free. They also offer a wide variety of hard-to-find seeds. For those in the market for more mature plants, the stores also offer vegetable plants for easy gardening. "Whatever your need, we can take care of it at a competitive price," Geesey said.

What customers love as much as the quality, affordable products is the personalized support and assistance they receive when they come into the stores. Employees at both locations are knowledgeable about the products they sell; they are always willing to take the time to help you choose the right product for your needs and make sure you un-



Ben Geesey, Owner. Photograph by Josh Riese



Nancy Geesey, Owner. Photograph by Jared Shupp

derstand how to get the most out of it. What's more, they're always ready to load your purchase for you.

The goal is for all customers to leave feeling pleased with their purchases and supported by the store's staff. "We believe in treating everyone with honesty and integrity," said Geesey. "We know that our company will thrive only by serving our customers well."

While the Geeseys have no current plans to acquire more stores, they do want to expand their existing locations and adjust their products and services to best meet the needs of the community. "We're committed to keeping these retail locations so the community can always have a place they can trust and count on," Geesey said. This is what will make Agway your yard, garden, pet, and

wild bird supply store.

West York Agway
2650 West Market Street
York, PA 17404

717-668-8258
www.westyorkagway.com

Cape Horn Country
3100 Cape Horn Road
Red Lion, PA 17356

717-246-3778
www.capehorncountry.com

This article and photos were provided by Cape Horn Country.

SightScapes has all of the products you will need, with the personalized service you deserve.



Owner, Kyle Zirkle, shows off the new pond at SightScapes in York.

YORK — SightScapes Pond & Garden opened their location on West Mason Street in York in 2008 to offer the finest quality pond and water feature products at competitive prices.

Owner Kyle Zirkle said they offer any type of product a customer would need for any type of water feature. "We deal with anything with moving water," he said. "We can help people figure out how to create it themselves."

Their specialty is helping the backyard person who has done it themselves or had it done professionally. Many customers have had a pond built by a landscaper,

but then they need help with maintenance.

That's where SightScapes Pond & Garden come in. "We have plants, fish, and fish food for people that have ponds installed," Zirkle said. "We're a specialty store, so we have the knowledge to help."

Products in the retail store feature a large selection of pumps, liners, filtering equipment, water treatments, decorative fountains, lighting products and much more. Items to add the finishing touches to any pond include hardy and tropical plants, lilies, and pond fish such as ornamental goldfish, koi, butterfly koi, snails, bull-

frog tadpoles and other fish.

A backyard hobby led to this career path for Zirkle. "My parents had a small pond and I was always changing it by adding things or taking them away," he said. "It was something fun."

His Business Degree from York College helps him with the finance, marketing and management aspects of SightScapes. Zirkle's favorite part about this business is working with the customer. He enjoys getting to know his customers and developing new friendships with people. "It's fantastic," he said. Those who shop SightScapes Pond & Garden appreciate the friendly customer service, very reasonable pricing and good products.

"We pride ourselves on our level of service," Zirkle said. "We don't push. Want to help them make their pond a relaxing feature in their backyard."

He has noticed a recent trend of incorporating fire and water. The store carries fire boulders, which add an interesting visual effect to any outdoor project. The boulders are a safe and convenient alternative to a tiki torch, since they are drilled with an insert for citronella oil. "During the day they look like a rock, but at night they are torches that keep the bugs away," he said. "Running water and flames is getting more popular."

Zirkle said one of the most unique fish they sell is a hi fin banded

shark. Marked with vertical bands of black and white colors, they are compatible with goldfish, koi, and many other pond fish. The hi fin banded shark also eats algae.

SightScapes features a retail space with more than 3000 square feet of pond plants, and an extensive selection of

items for ponds and water gardens.

They invite customers to log onto their website to take a 360 degree tour to see what the store has to offer. "Many people are shocked at how big the selection is, so people can look online to see what's there," Zirkle said.

SightScapes Pond & Garden
1880 West Mason Avenue
York, PA 17404

717-848-8714
www.sightscapes.net

This article and photo was provided by SightScapes Pond & Garden.

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Phone: 717-848-8714 Fax: 717-848-8715
www.sightscapes.net

Follow Us On



This photo is of Danner's BERNINA's new building. We are located at 551 Beck Mill Rd, Hanover, PA 17331.

Sewing trend emphasizes recreation over necessity

HANOVER — A century ago, sewing your own clothes and home furnishings wasn't just common—it was a way of life. Then the skill became less necessary when inexpensive, ready-made outfits and housewares became widely available at large retail chains.

Today, however, sewing is enjoying a revival in popularity, so much so that some people have labeled the phenomenon a "sewing renaissance." The difference now is that the focus is on recreation and creativity rather than need.

The trend spans a wide range of ages.

Those in their twenties and thirties are becoming increasingly interested in sewing their own clothing, making one-of-a-kind garments for themselves or their children.

"Currently, we're seeing a trend in garment sewing, not because it's economical but because of the desire to have something unique," explained Nadine Danner of Danner's BERNINA Shoppe, a Hanover-based sewing store specializing in BERNINA-brand sewing equipment.

Those who are middle-aged and older, on the other hand, are often

drawn to the machine quilting and embroidery trends. Technology has transformed the industry, making it even more popular among hobbyists. Today's computerized sewing equipment allows sewing enthusiasts to experiment with projects that were too difficult and time-consuming by hand or with mechanical sewing machines.

People interested in sewing authentic, personalized projects are often seeking a similar experience when purchasing equipment and materials, and that's where Danner's BERNINA Shoppe shines. Customers

initially come to them in need of supplies or a sewing machine repair, and then return over and over again because of the outstanding customer service and personalized support they receive there.

"Our biggest strength is the way we can support our product," Danner explained. "We do our repairs right in our shop and our technicians are factory trained." In today's world of high-tech machine sewing, that level of support is more important than ever.

The store also aims to provide higher quality products than what can

be found in large chain craft stores. Danner says the BERNINA brand is considered the Cadillac of sewing machines, and the supplies and fabric sold at the store are also top of the line. "We look for products that are exclusive to small quilt shops," she said. "We always stick with quality. It just makes sense since we're selling quality machines."

People who want to learn how to sew or who need instruction in how to use their machine can come to Danner's BERNINA for classes or one-on-one guidance. On-staff sewers can answer questions and provide suggestions, and the store also offers free mastery-level lessons to every new owner of a BERNINA-brand sewing machine.

The biggest draw of Danner's BERNINA, however, might be the increased selection of fabric.

In recent months the store has started offering significantly more fabric styles and prints. Today they have over 800 bolts of fabric, with more new prints arriving in the next quarter. A large selection is extremely appealing to recreational sewers and quilters looking to make one-of-a-kind creations.

Accommodating the increase in fabric inventory is one reason

Danner's BERNINA recently moved to a new 9,000-square-foot facility on Beck Mill Road in Hanover. "Customers love our new shop," said Danner. "They feel like they have space to browse."

The relocation also allows for larger sewing classes and increased space to display commercial-size products, an area in which the BERNINA brand is looking to expand. Websites such as Etsy, which is an online marketplace for buying and selling homemade goods, have fostered a rise in home-based sewing businesses. Danner's BERNINA can increasingly support those customers as well.

Whether people are looking to earn income off their creations or just sew original projects for fun, the Danner's BERNINA Shoppe is there to help. "Our machines and supplies are equipped with quality that pleases any sewing trend," Danner said.

Danner's BERNINA Shoppe
551 Beck Mill Road
Hanover, PA 17331
717-637-4685

— — —
This article and photo was provided by Danner's BERNINA Shoppe.

Retired Teacher to Successful Entrepreneur

HANOVER — Finders Keepers Upscale Furniture Consignment offers four locations in York County. A new location will open in late August 2014 across from Kleffel's Department Store, next to Black Rose Antiques in Hanover.

With an innate predisposition for frugality, a passion for hunting bargains and a clear vision to take a decades old business to new heights,

owner Rodney Martin has done what many say is nearly impossible in this economy by transitioning a local, one-store retail business into a successful, growing franchise opportunity in less than three years.

With half of all Americans making 50% less than they were just ten years ago, consignment is poised to be the next big thing in retail. Turning unused items into

cash has never been easier.

Finders Keepers Consignment deals in home accessories and furniture. With an average of 400 new items weekly in each store, the selection is substantial.

Typical consignments in good usable condition begin selling for about 1/3 of their original retail selling price. The consignment period lasts four months. The price

goes down each month that an item stays in the store. Unclaimed items at the end of consignment are donated to charity.

To consign furniture, take pictures to any store or text them directly to Rodney for an estimated selling price. For smaller items, simply make an appointment at any store to bring in 20 items. For example, a set of dishes/

glasses are considered to be one item.

"I don't know what I would have done when I had to clean out my parent's house without Finders Keepers" is what some customers are saying. Finders Keepers is a great way to turn unused items around the house into cash, especially when downsizing. Complete estate liquidations can also be arranged.

Finders Keepers

East Store
2811 East Prospect Road
York, PA 17402

West Store
2159 White Street
Suite 23
York, PA 17404

South Store
2797 South Queen Street
Dallastown, PA 17313

Shrewsbury Store
543-A South Main Street
Shrewsbury, PA 17361

717-846-4078
www.finderskeepersii.com

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This article was provided by Finders Keepers.

New Hanover Location Opening Mid August

New Hanover Location Coming Soon! Carlisle Street across from Kleffels
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 • West Store - 2159 White Street, Suite 23, York, PA 17404
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