



# Around Town

Monthly Newsletter of the

**NEWTOWN SQUARE BUSINESS AND PROFESSIONAL ASSOCIATION**

VOLUME 22, NO. 7

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OCTOBER 2004

## *Luncheon Meeting*

**Date: Thursday,  
October 14, 2004**

**Location:  
Charlotte's  
West Chester Pike  
Newtown Square**

**Time: 11:45 a.m. – 1:00 p.m.**

**Cost: \$10.00**

***The Program -*  
Honorable Tom Killion –  
State Representative**

***Sponsored By:*  
Newtown Square Business and  
Professional Association**

## *Many Thanks:*

Thanks to Jim Sheldrake and his entire cast of capable team members who shared their roles and work with us in September. What a great community we have!

## *President's Corner*

Back in January I wrote a column about the start of the New Year. It feels like just yesterday! Where is the time going? The New Year is always an exciting time. However when you think about it, we are always facing new beginnings. Something is always ending, and something beginning.



The Summer is over...Fall is here. For some their fiscal year runs from October 1st to September 30th. For many in retail this is the start of their busy season. For landscapers and garden centers etc this is close to the end of their busy season.

We all face our usual business cycles and are subject to factors over which we have very little control. The best we can do is try to understand and then anticipate and plan. In Newtown Square we can help each other by supporting one another's businesses by doing business locally when possible.

In case you didn't know it, there's an election is coming up soon. Tom Killion will be our speaker and he will discuss state and national issues and how they will affect things at our local level. We can understand and anticipate...not always control.

See you for lunch at Charlotte's on Thursday, October 14th.

Anthony Ryan  
610.353.3200  
anthonyryan@sovereignbank.com

## ***Advertising Opportunity***

When was the last time you spent only \$200 on advertising that reached about 7000 potential customers? As a member of NTSB&PA you have the opportunity to place a 1/8 page coupon in the October 2004 Super Edition of the County Press Newspaper. This special edition will provide your business with instant and broad exposure to the residents and businesses of Newtown Square. Contact Ronnie Liadis or Anthony Ryan to confirm your advertising space.

## ***Program***

Our speaker will be the Honorable Tom Killion. Tom is the Republican house representative for the 168th district covering Delaware and Chester Counties. He is a product of our own local O'Hara High School and Penn State University. He serves on five standing committees: Insurance, Governmental Affairs, Professional Licensing, State Government and Tourism and Recreation. Representative Killion will share with us activities of our state legislature that will have bearing on our local community as well as some insights into the current election climate.

<b>President:</b>	<b>Anthony Ryan, Sovereign Bank</b>
<b>Vice President:</b>	<b>Ronnie Liadis, Liadis Travel, Ltd.</b>
<b>Treasurer:</b>	<b>Paula McEvoy – Prudential, Fox Roach</b>
<b>Secretary:</b>	<b>Ken Tanis, Delaware County Christian School</b>
<b>Directors:</b>	<b>Carol Audet, Chapel Printing</b>
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	<b>Bruce Cumby, Cumby, Spencer &amp; Associates</b>
	<b>John Custer, Jr., Esq.</b>
	<b>Paul Facenda, Paul Facenda Photography</b>
	<b>Steve Mostardi, Mostardi's Nursery</b>
	<b>Dick Pound, Ex Officio Member</b>



# MEMBER SPOTLIGHT

## *Mulch-It!*

How would you like to schedule 150 deliveries per day? Or how about finding room for 15 semi-trailer loads of mulch a day? This is the task Tom Pancoast faces at the peak of the mulch season. It takes about 30 employees to help keep all these activities on schedule.

For those of us who drive past Mulch-It at 3910 West Chester Pike in Newtown Square, we would not be aware of such facts. That is because the mulching part of the business is located at another site. During those busy times, trucks begin deliveries at 5:15 a.m. and make their last delivery at 9:00 p.m. Tom's goals for the future includes 24 hour delivery service.

However, the Mulch-It business is broader than several different kinds of mulch. Tom Pancoast also markets backyard sheds, gazebos, play equipment and firewood to just mention a few. He will sell over 1000 cords of firewood during the winter season.

When Tom Pancoast was asked what motivated him, he said in characteristic blunt style, "M-O-N-E-Y." With eight children from age one to fourteen (seven of them GIRLS), Tom and his wife will need all the coins they can earn.

For the past 11 years Mulch-It has been a solid contributor to the business climate of Newtown Square. It may also be said that Tom Pancoast is one of the most faithful attendees of the NTSB&PA monthly meetings.

Do you need a picnic table, glider, bridge, playhouse, etc? Stop by and make a purchase that will enhance your home. The courteous staff of Mulch-It are ready to assist.

For more details check out the excellent website at [www.mulch-it.com](http://www.mulch-it.com) or call 610.359.1716 or 1.800.95.Mulch.

*To be featured in this newsletter, contact Ken Tanis at 610.353.6522 ext 283. Your business must have served Newtown Square for 10 years or more to be featured.*