

WAYNE CHAMBER of COMMERCE

BUSINESS TO BUSINESS NEWSLETTER

May 2010

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2010

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CHAMBER MEMBERS CELEBRATING OVER 50 YEARS

As part of celebrating the 50th Anniversary of the City of Wayne, the chamber will be doing features on our members that have been in business for 50 years or more.

EQ - THE ENVIRONMENTAL QUALITY COMPANY

EQ – The Environmental Quality Company was founded in 1957 by the late Michael Ferrantino, Sr. as an extension of a sand hauling, excavation and sewer installation business. A small landfill in Van Buren Township (Wayne Disposal, Inc.) was first opened. Through hard work and the recognition of the need for strong customer relationships, he further expanded his business in the 1960's and 1970's by building additional solid and industrial waste landfills.

Mr. Ferrantino was one of the first to recognize the need to provide environmental management services for industry. At this time, more strict environmental regulations were beginning to be put in place. Recognizing the need for industry to comply with these regulations, Michigan Disposal Waste Treatment Plant was created. Wayne Disposal also received its first environmental permit so the company could accept industrial type wastes.

The company continued to grow over the years. In 1997, the solid waste portion of the business was sold while top executive management of the company recapitalized the remainder of EQ to focus on providing environmental services to industry. It was also in 1997 when the company's corporate headquarters relocated from Ypsilanti to the City of Wayne at 36255 Michigan Avenue. At that time, EQ consisted of 4 facilities with 164 employees, all in the state of Michigan.

Since then, EQ has grown by offering a wide range of environmental services that complement EQ's core businesses. This included the formation of EQ Industrial Services, Airport Services, Emergency Response, Mobile Recycling and the addition of 11 facilities and service centers across the United States. The addition of these locations has allowed EQ to better provide the efficient, effective and compliant services that our customers have come to expect.

Today, EQ has since grown to include more than 20 locations offering a comprehensive line of hazardous and industrial waste management, transportation, industrial cleaning, remediation, recycling and specialized technical services. Our growth is the result of continuous innovation and the effective application of the most reliable environmental technologies. Beginning with one employee, EQ now employs over 700 people in 18 states. Approximately half of these employees are located in Southeast Michigan. Our employees have enabled EQ to lead the industry in customer satisfaction while offering the most complete line of environmental services. EQ is very proud to be in business for over 53 years and we look forward to continuing to provide environmental services for many years to come.



LAW AUTO SALES



Law Auto Sales began as Law and Kowalk back in 1938. Francis X. Law, who fathered 10 children, 6 of which were boys, began the business with a small used car lot on Livernois Avenue with a partner by the name of Frank Kowalk. As his sons grew older, Francis began to employ his boys and eventually split his partnership with Kowalk and moved the lot to Grand River Avenue near Oakman Boulevard. The company now assumed the name of Law Motor Sales.

The boys became adults and eventually branched out and began their own car lots. At one time there were 3 different lots within a quarter of a mile on Grand River competing against each other! Francis retired in the early 60's and his sons Nestor, Vincent and Thomas continued to run the various lots on Grand River while sons Dick and Jack took jobs at new car dealerships.

The core of the Metro Detroit car business eventually moved away from the Grand River/Wyoming area and the used car lots eventually found new locations as Nestor relocated on Schoolcraft near Outer Drive, Thomas on Grand River near Evergreen and Vincent on W. McNichols near Outer Drive. Nestor and Thomas would eventually retire their businesses while Vincent relocated his business to it's current location on Michigan Avenue in Wayne, Michigan.

The business was incorporated under the name of Law Auto Sales, Inc. in 1986 and is currently being ran by Vincent's sons, Vince, Jr and Jim, and Thomas' oldest son, Jere. The family business that started as a tiny cottage-type used car lot on Livernois in 1938 is now a major dealership in Michigan with a state of the art facility with annual sales approaching 15 million dollars!

BUSINESS NEWS

Wayne Tree Manor is offering graduation/open house specials. The special is any Friday night for \$20/person or any Saturday or Sunday afternoon for \$14.75/person in June or July. Both specials are for a two entree buffet including dessert and soft drink. The event time frame would be for four hours. Dates are limited!

Wayne Tree Manor also offers off-site catering. Please call for additional information.

The City of Wayne Parks & Recreation Department, Stage Door & Actor's Community Theatre Presents Alice in Wonderland April 30, May 1, 7 & 8 at 8pm, also May 1, 2, 8 & 9 at 2pm at the State Wayne Theater. Tickets on sale now at the Wayne Community Center (734) 721-7400. Also coming soon to the State Wayne Theater from The City of Wayne Parks & Recreation Department & Stage IV Youth Theatre is Disney's Cinderella Kids with the following show times: May 21 & 22 at 8pm and May 22 & 23 at 2pm. Please come out and support these events; these groups are a such valuable resource to our community.

ACT NOW! D & H Construction is offering Back to Work specials on all phases of roofing, both Residential (architectural shingles & metal shingles) and Commercial (EPDM, TPO, Duralast and more). This locally owned and operated business also does gutter and siding. Call today for special savings Harve Oliver Jr. at (734) 620-7364 or Harve Oliver Sr. at (810) 623-7845. Wayne Chamber Member references available upon request.

The City of Wayne will have a special election on Tuesday, May 4, 2010. Proposal 1 is asking the citizens to consider a 1 mill increase for 5 years. If approved the money generated (approximately \$550,000) will go to the Police and Fire Budgets. Proposal 2 is asking the citizens to override the Headlee amendment. This would allow the city to return to collecting the full 15 mills as written in the City of Wayne Charter, voted on by the citizens in 1960. There will be informational meetings scheduled through the month of April anyone who has questions or would like to attend an informational session please contact Wayne City Hall.

TDS Telecommunications Corp. (TDS®), North America's largest ITSP, announces it has been named "Polycom North American ITSP Partner of the Year" by Polycom, Inc., the global leader in telepresence, video and voice communications solutions. The award, given in conjunction with the 2010 TEAM Polycom's annual partner conference, recognizes TDS for its outstanding sales performance and excellence in meeting customer solution, service and support needs.

"We're honored by this recognition," says Tom Canfield, vice president of Commercial Marketing and Product Development for TDS. "Our strategy is to partner with outstanding vendors, such as Polycom, to provide our customers with superior products. Polycom offers an outstanding phone that our managed IP customers have to come to rely on for HD quality sound and outstanding reliability."

For the last few years, TDS has been providing managed IP business customers with Polycom SoundPoint® IP desktop phones and SoundStation® IP conference phones. The phones help seamlessly integrate a businesses voice and data into a single Internet Protocol-based communications solution.

"This is an exciting time in the communications industry, and Polycom sits squarely in the middle of this ever-changing, rapidly growing market," said Ron Myers, Polycom vice president of Channels. "Our partners are absolutely critical to our success, and we're proud to be represented by the best, most experienced partners in this industry. We're also excited to recognize our top-performance partners for continued excellence in meeting customer needs."

Join the American Cancer Society Relay For Life of Westland on May 22-23, 2010 from 10:00 a.m. to 10:00 a.m. at Jaycee Park. Relay is a wonderful team-building event and provides an opportunity for family fun around a great cause! See for yourself why millions of people nationwide make a commitment to Relay each year by contacting Sarah Sherwood at (248)663-3403 or sarah.sherwood@caner.org. Can't attend? Visit www.RelayForLife.org/WestlandMI for more information.

Mark Chevrolet would like to announce that, we are still you local family Chevy dealer. We are waiting for final confirmation of our reinstatement, and are confident that the news will be good. We have new and pre-owned vehicles arriving every day. Our service department is still dedicated to helping you with all of your service needs and keeping you vehicle maintained and running great. Our used car department has one of the largest selections of certified pre-owned vehicles in Michigan. We have also recently purchased a Mitsubishi franchise and would like to welcome our newest new car specialist Mona Black to our family. We have the largest Mitsubishi selection in the state. Whether you are looking for a new or pre-owned car, a lease or purchase, we have the best deals available. We can help with good credit, bad credit and no credit. Come in and check us out. Please feel free to contact us with any questions or concerns. Mona Black 734-722-9100

Members of the Wayne Chamber of Commerce are now able to use the Chamber's Bulk Mail Permit for their mailing needs. Bulk Mail requires a minimum of 200 identical pieces to qualify for use of the permit. For more information on how you can take advantage of this new benefit contact the Chamber Office at 734.721.0100.

Anything's Possible Salon is now hiring for a manicurist, pedicurist and stylist preferably with clientele. For more information please contact Doreen Stokey at 734.595.4077

To advertise in the Business News section of our newsletter contact the chamber office. Listing your business news is free and a great way to share your news, sales and announcements with other members.

CHALLENGE CUP

GOLF OUTING

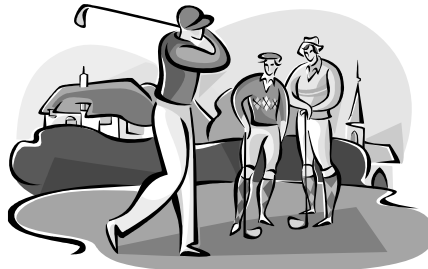
JUNE 10TH, 2010
WOODLANDS OF VAN BUREN

GOLFERS & SPONSORS STILL NEEDED!!

- Dinner Sponsor - \$500
- Beverage Cart Sponsor - \$350
- Lunch at the Turn Sponsor - \$300
- Team Sponsor - \$250
- Trophy Sponsor - \$200
- Longest Drive Sponsor - \$150
- Registration Table Sponsor - \$150
- Hole Sponsor - \$100
- Scoreboard Sponsor - \$50

Contact the Chamber Office for more information on sponsorship or to sign up to golf.

- FOURSOME: \$500 (INCLUDES HOLE SPONSOR)
- TWOSOME: \$230
- INDIVIDUAL: \$125
- DINNER ONLY: \$30



INCLUDES:

- Eighteen Holes of Golf w/Cart
- Unique "Ryder Cup" Style Format
- Three Beverage Tickets
- Lunch Provided at the Turn
- Buffet Dinner on the Patio
- Two Hour Open Bar - Beer/Wine
- Team Golf Shirt

PUT YOUR MEMBER DUES TO WORK FOR YOU

Last month, we enclosed a survey regarding how we can help your business. We received almost none back. PLEASE take a few minutes to fill it out and send it back to us. If you need us to send you another, we would be happy to.



We feel your chamber membership shouldn't be the first expense to drop, but a necessity for your business growth. Help us to help you.



Jack Demmer Lincoln-Mercury
21531 Michigan Avenue Dearborn, MI
(313) 274-8800

Jack Demmer Ford
37300 Michigan Avenue Wayne, MI
(734) 721-2600

Jack Demmer Lincoln-Mercury.

Jack Demmer Ford.

Lincoln-Mercury Collision Center.

Ford Body Shop.

Ford Employee Pricing Information.



Pre-Owned and Certified Vehicles.



Generate PIN Number.

Partner Recognition (X-Plan)



Contact Us.

CONGRATULATIONS

BUSINESS OF THE YEAR
2010

US 12 BAR & GRILL



John Goci & Scott Gocaj of US 12 Bar & Grill

ADMINISTRATIVE
PROFESSIONAL
OF THE YEAR

KATE PRICE

OF WEISER RECYCLING



Joe Luther & Kate Price of Weiser Recycling

Welcome New Members

Arbonne – 30 years of Living Beautifully!
We are a 30 year old Swiss company that provides botanically based beauty, health and wellness products offered through a knowledgeable network of Independent Consultants. In 1980, the Founder, Peter Morck brought the Arbonne Opportunity to USA with 19 original products, reflective of Swiss quality and an integrative approach to beauty, health and wellness. We have always been committed to delivering pure, safe and beneficial products!



Our products are vegan certified, formulated without animal products, have no artificial colors, never tested on animals. We never utilize endangered plant species in our formulations! Today, Arbonne is a global brand with a network of Independent Consultants in 4 major international markets. The quality of our products, coupled with our rewarding opportunity, continues to attract people from across the globe to the Arbonne community! Arbonne is dedicated to bringing beauty, health and prosperity into your life and the lives of others!

Check us out on Youtube/Arbonne, www.arbonne.com, www.youareblessed.myarbonne.com or call me, Ilka Handshaw for a consultation/or a question: 734 728-9332.

Arbonne (Ilka Handshaw) is offering you **THE MOST-WANTED** gifts for Mother's Day: Pure Swiss Spa and Beauty products, wrapped/bagged, ready to go! Gift Certificates for products and Aroma-Massage available, too!
Call or stop by at our Ladies Night out at the Chamber, on May 6, 5.30-8pm. Ilka Handshaw, 734 728-9332; www.youareblessed.myarbonne.com



Since 2008, Dr. **Kundan Sata, D.D.S.** has been providing the best dental care for patients in the Garden City and surrounding areas. Dr. Kundan B. Sata, D.D.S.'s experience in dentistry is coupled with genuine concern for her patients. All her staff is dedicated to the patient's comfort and prompt attention.

Their goal is to keep your teeth healthy and your smile bright.

Her web site, www.dr.satacares.net, provides you with an overview of her practice and the field of dentistry. As you navigate the site, you'll find information about Kundan B. Sata, D.D.S.'s practice philosophy, insurance policies, and appointment scheduling procedures. Please feel free to contact her office with any questions or to make an appointment at (734) 762-4852. The office is located at 30785 Ford Rd, Garden City, MI 48135.

Wayne Chamber of Commerce at the Farmer's Market



YOU
↓

**SELL YOUR PRODUCT
OR ADVERTISE
AT THE FARMER'S MARKET**
For only \$25

We provide a 6ft table and a two chairs under our shelter in a prime location. Call the Chamber office TODAY to sign up for any week

Ladies Night at the Chamber

34844 W. Michigan Avenue, Wayne, MI 48184
Thursday, May 6th, 2010 from 5:30 - 8 pm

Join us for a great time.

Shop the many vendors and indulge yourself!
Bring a friend...Bring all your friends!!

Vendors include: (more to come)

Arbonne

Avon

Cellar Dweller Jewelry

Costco

Curves

Massage by Jennifer

Party Lite

Send Out Cards

Shabreeze by Anything's Possible Salon

Tarot Card Reading by Tracy

**Post, Smythe, Lutz & Ziel
of Wayne LLP**
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4621 S. Wayne Road
Wayne, MI 48184
(734) 722-9190

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- Tax Planning & Preparation
- Estates & Trusts
- Business Plans & Cash Flow Projections
- System Analysis, Training & Installation
- On-Site Systems Evaluation and Assistance
- Computerized Service for Fast Efficient Processing
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Ronald Traskos, C.P.A. Kathy Billings, C.P.A.

www.pslzllp.com

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Wayne Rotary Club
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Business Card
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Our Newsletter goes out to
230 Businesses

Dawn Steckroth
Executive Director

Welcome Home



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Wayne, MI 48184

(734) 641-9507

2010 Wayne Chamber Calendar of Events

- May 6, 2010**
Thursday
Ladies Night at the Chamber Office 5:30-8pm
Open house format including a variety of vendors please see vendor list on page 4, men are welcome! No cost to attend, Tables free for members and \$10 for Non-Members.
- May 11, 2010**
Tuesday
Breakfast at Jack Demmer Ford with Refreshments provided by Costco Wholesale. Open door networking from 9:00am to 10:00am
- May 13, 2010**
Thursday
Luncheon with Speaker Michael Jeffery's from the Yes Network At the Wayne Community Center. Cost will be \$5 per person. Doors open at 11am, Seminar begins at 11:30
- May 25, 2010**
Tuesday
After-hours at Malarkeys, 35750 Warren Rd, Westland from 5-7pm
Join members from Wayne & Westland for an evening of networking
- June 10, 2010**
Thursday
Wayne Chamber Challenge Cup Golf Outing
Woodlands of Van Buren
- June 22, 2010**
Tuesday
Morning Coffee at PNC (formally National City) in Wayne
Open door from 8am-9am, network with members from Wayne & Westland Chambers.
- June 24, 2010**
Thursday
Afterhours at US 12 American Bar and Grill 5-7pm
Join members from Wayne & Westland for an evening of networking

Contact the Chamber Office to make your reservations
734.721.0100

Reservations requested for all luncheons
Failure to cancel your reservation 3 days prior to the event will result in a charge for the reservation.

We now accept



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TDS

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The Wayne Chamber of Commerce consists of a dedicated group of business owners, entrepreneurs and City officials who take pride in helping one another succeed in a competitive market.

34844 W. Michigan Ave
Wayne, MI 48184
Tel. (734) 721-0100
www.waynechamber.net

WAYNE
CHAMBER of COMMERCE

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