

Art Auction Success

INSIDE

-
- 2
Chamber Chatter
-
- 4
Illinois Chamber Report
-
- 6
Gold Member Profiles
-
- 10
Big On Business



The Chamber had a very successful Art Auction in October through Ross Galleries of New York. We hope all that attended had a pleasant time.

The Chamber would like to take this opportunity to thank—

- Ross Galleries for all their assistance with the Art Auction
- John Mazur of the Grove Banquets for providing the facility and the marvelous set-up of the wine and food
- Binny's Beverage Depot and Wine Discount Center for providing the wine tasting at the event

Special thanks to the those businesses that supplied desserts for the Dessert Buffet—

- Bacelli's Pizza
- Benihana
- Buca di Beppo
- Café Winberie
- Cartwheel's Catering
- Costco Wholesale
- Jewel
- Lou Malnati's Pizzeria
- The Grove Banquets
- Stoney River Legendary Steaks

Additional thanks to our Program Book advertisers—

- R.J. Drazner & Associates
- Diversified Home Services
- Evan Hill Design, Inc.
- In Working Order
- LaSalle Bank
- Michael Thomas Salon & Day Spa
- David Weiner & Associates

And thanks also to the wonderful businesses and organizations that provided raffle prizes—

- Arlington Park
- Bob Chinn's Restaurant
- Chicago Blackhawks
- Chicago Bulls
- Chicago Fire
- Chicago White Sox
- Chicago Wolves
- Dover Straits
- Flatlander's Restaurant & Brewery
- Mia Cucina Restaurant
- Michael Thomas Salon & Day Spa
- Palm Court Restaurant
- Schaumburg Flyers
- Signature Room at the 95th
- Stoney River Legendary Steaks

Lastly, but never least, thanks to those that helped to make the event a success by rolling up their sleeves and helping with unloading the art, displaying the art and with registration—

- Mike Baygood of Industrial Network
- Jennifer Brostoff of AXA Advisors
- Scott Fishkin of Transworld Systems
- Len Gold of Plum Grove Printers
- Ron Jess of United Specialty Advertising
- Lou Kaplan of Windy City Decorating
- John Masur of The Grove Banquest
- Larry Wankovsky of JJ & M Insurance Agency
- David Weiner of David Weiner & Associates.

Member Luncheon Tuesday, November 5th

Steve Baskerville

Weatherman, WLS-TV

The Life of a TV Weatherman

11:30 a.m. Networking • 12:00 noon Buffet Lunch

\$17 Members • \$22 Non-members

Reservations are not required. Guests are welcome.

Grove Banquets at the Schwaben Center, 301 Weiland Road, Buffalo Grove



Around Town is published 12 times a year.

50½ Raupp Blvd.

Mailing Address:

P.O. Box 7124,
Buffalo Grove, IL 60089

(847) 541-7799

Fax—(847) 541-7819

E-mail—info@bgacc.org

www.buffalogrovechamber.org

Chamber Chatter

- If no one wins the \$150 at the October 22nd After Hours at LaSalle Bank, the prize will be \$175 for the After Hours at Addolorata Villa on November 7th. Remember, you must attend to win. The drawing is at 6:00 p.m. Don't miss it

Special Thanks to—

- LaSalle Bank for hosting the October After Hours.
- The BG Networkers and Harris Bank Buffalo Grove for exhibiting at the October luncheon.
- Bacelli's Pizza for donating the October Luncheon raffle prizes. Thank you for your generosity!
- Jim Klene at Buca di Beppo for sponsoring a Chamber Board luncheon. The food was phenomenal!

Member News—

- Get well wishes to Al Schwab of America's Car Wash.
- State Rep. Sidney Mathias was one of the first four legislators to receive the Friend of Municipalities Award which was presented by the Illinois Municipal League.
- Congratulations to the Buffalo Grove Fire Department who earned their 6th Golden Boot award from the Muscular Dystrophy Association. They collected \$17,690—more money than any other Chicago area department and second highest in the state. They have raised more than \$89,000 for MDA in the last 10 years.

Together Against Crime

TAC

Together Against Crime (T.A.C) has been put on hiatus due to lack of participation. The Police Department will, however, provide informative articles in the newsletter during the year on safety and security. Thanks to all those that supported the program and to Sgt. Steve Haisley and Cpl. Bob Heer for their time and expertise.

Thursday, November 7th, 5-7pm

Business After Hours

Addolorata Villa

555 Dundee Road, Wheeling

Bring your business cards!
Refreshments will be served.

Executive Board

President: Richard J. Drazner

*R. J. Drazner & Associates
Attorney & Public Adjusters*

Executive VP: Dr. Eric Smith
Smith Back & Neck Pain Center

Vice President: Ronald Jonas
Harris Bank Buffalo Grove

Secretary: Angela Fink
Wyndham Garden Hotel

Treasurer: Sara Herman
Coldwell Banker

Past President: Steve Panitch

Director-at-Large: Michael Jonas
Edge Media Group

Directors

Michael Batler

Kamensky & Rubinstein

Alan Burack

The Claremont Rehab and Living Center

Stu Cohen

Lou Malnati's Pizzeria

Elizabeth Dimond

LaSalle Bank

Jerry Goetz

Sherlock Systems

John Green

Groundwork Inc. & Grand Prix Car Wash

Ron Jess

United Specialty Advertising

Robyn Kove

Forest Grove Athletic Club

Greg Lundgren

Wyndham Garden Hotel

Jan Obrand

In Working Order

Alan Perlow

Wentworth Graphics

David Weiner

David M. Weiner & Associates, CPAs

Village Liaison: Ghida Neukirch

Staff

Executive Director & Editor

Lynne Schneider

Member Development: Mark Groves

Printing: AIM Business Printers

Design: Evan Hill Design, Inc.

Mailing Services: KJ Direct, Inc.

Photos by: Evan Hill & Lynne Schneider

Member of the Month



Mike Baygood

Mike Baygood of Business Advisors Inc, and Industrial Network, Inc. has been a member of the Chamber since 1993. Mike serves as an Ambassador and a member of the Marketing Committee. He is also the Chamber's liaison to Cub Scout Pack 36 which the Chamber sponsors and he provides the Color Guard from Troop 100 for our Softball Challenge each year. Mike proved to be a tireless volunteer at this year's Buffalo Grove Days, working several long shifts checking IDs at the Beer Garden.

Thank you, Mike. We applaud your dedication to the Chamber and its programs.

Area Events

■ School Districts 76, 96, 102, 103 and 123 will hold substitute teacher workshops from 9:30a.m.-3 p.m. on Tuesday, November 12 and Wednesday, November 13 at the Vernon Area Public Library, 300 Half Day Road in Lincolnshire. To register, call Theresa Dybas at Stevenson High School (847) 634-4000, ext. 1320.

BG Networkers

The BG Networkers meet on the 2nd & 4th Tuesdays of the month from 7:30-9:00 a.m. at the Chamber Office. Find out what a networking group can do for your business! Guests are always welcome. For additional information, call the Chamber Office at (847) 541-7799.

President's Letter



I am pleased to report that the Buffalo Grove Area Chamber of Commerce is doing very well, even under the current economic conditions. We have already experienced an increase in our general membership over last year, as well as an increase in Gold Membership. Furthermore, the Chamber's attendance at our luncheon meetings, business after hours and other chamber events are at an all time high. Our Chamber has more than weathered the storm.

The experts advise that it is critical to continue to market and promote your business, even during these slow economic times. Your company's affiliation with the Chamber is one of the best forums to network, advertise and promote your business. Therefore, please continue your active participation and membership with the Chamber. You will be receiving your dues renewal forms this month. Renewal of your Chamber membership should be a priority. If your company has not joined us yet, you can become a member for free for the remainder of 2002 by paying your 2003 dues immediately. This is an excellent opportunity which should not be missed.

Speaking of weathering the storm, please join us for our General Membership Meeting on Tuesday, November 5. Our program speaker will be Steve Baskerville, weatherman for CBS-TV. Also during this meeting, the slate of 2003 candidates for our Chamber's Officers and Board of Directors will be announced. We have already begun the Chamber's plans for upcoming meetings and events for 2003. If you are interested in serving on a committee and getting more involved in the Chamber, please contact the Chamber office, myself, or any current officer or director.

Richard J. Drazner

Rick Drazner, President

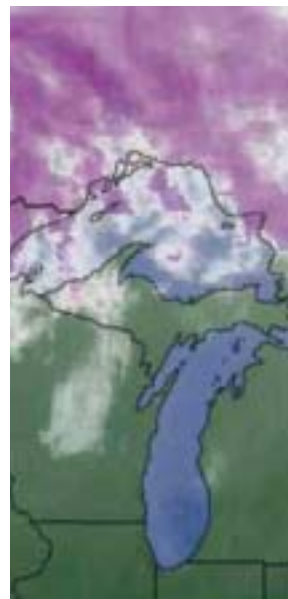
Member Luncheon, Tuesday November 3rd

The Life of a TV Weatherman

Weather is unpredictable! Temperatures can drop in a matter of minutes. A bright sunny day can suddenly turn into a torrential downpour with hail and strong winds. A slight difference in temperature can mean the difference between rain, snow or icy conditions.

And you think you have stress at your job? How would you like to be a weatherman...that person we depend upon to tell us what tomorrow will bring. Wear your warm coat. Take your umbrella. Break out the snow shovel and your boots.

Steve Baskerville, Weatherman for CBS-TV, will tell us what it's like to forecast the weather for the city known for its ever-changing weather patterns. He'll discuss forecasting, the weather segment on the news and maybe some of those missed forecasts we often complain about.



Illinois Chamber Report

Ouch! Health Insurance Costs Increase 12.7%

According to the Kaiser Family Foundation, health insurance premiums in the U.S. increased by 12.7% between the spring of 2001 and 2002. This represents the largest increase in over a decade and follows on the heels of an 11% gain last year. Average annual premiums rose to \$3,060 for single coverage (compared to \$2,650 in 2001). Average family premium costs rose to \$7,954 (compared to \$7,053 in 2001).

EEOC Small Employer Handbook Guide on the ADA

The EEOC has developed a handbook to help guide small employers through the complexities of the ADA maze. The publication addresses who is protected under the Act, how to avoid mistakes during interviewing, questions you may or may not ask regarding an applicant's medical condition, the quagmire surrounding reasonable accommodation and the various tax incentives allowed for hiring the disabled. To obtain the publication, visit www.eeoc.gov/ada/adahandbook.html.

Gallup: Public Support for Unions Remains Strong

Ever since Gallup began polling on the issue in 1936, people have voiced their approval for labor unions. Today, 58% support the efforts of organized labor while 35% oppose it. The Gallup study shows that public opinion is influenced more by political party affiliation than economic factors. Democrats support unions by 74% to 19%; Republicans disapprove by 52% to 41% and Independents approve by 57% to 31%.

Most Family Firms Optimistic

Preliminary results from the 2002 American Family Bureau Survey by the Mass Mutual/Raymond Institute indicate that 60% of family firms are very optimistic about their futures—62% intend to keep the business in the family; 80% anticipate significant revenue increases next year, and 31% carry no debt. The survey includes companies owned and managed by second – or subsequent – generation family members with revenues exceeding \$5 million. The final results will be available later this year.

California First to Offer Paid FMLA Leave

California has become the first state to offer employees paid FMLA leave. The new law allows workers to receive 55% of their wages for up to 6 weeks while they care for a new child or family member. The program is funded by employee payroll deductions. About 13 million of California's 16 million workers are eligible.

Current Economic Indicators

National

- National Unemployment Rate—
Down to 5.7% in August from 5.9% in July.

Illinois

- U of I Flash Index—Remains unchanged in August at 95.4.
Under 100.0 means contracting economy.
- Illinois Unemployment—Drops to 6.2% in August from 6.7% in July.



October speaker Todd Hunt and Chamber President Rick Drazner.

New members

Welcome these new members:



Laila Lobo-Beane
AFLAC
Crystal Lake



Arnie Fabrikant
Dennen & Simons, LLC
Rosemont

Kristi Smith
Kristi Smith Consulting
Buffalo Grove

Peggy Cahill
US \$mooth Move\$, Inc.
Schaumburg

Donna Titus
Windows of the
World Travel
Buffalo Grove

Next Month...

- | | | |
|----|--|----------------|
| 3 | Holiday Luncheon
Schwabens Center | 11:30 a.m. |
| 5 | Business After Hours
Guaranty Bank | 5-7 p.m. |
| 10 | BG Networkers
Chamber Office | 7:30-9:00 a.m. |

December 2002



■ Member-to-Member Discount Program

Have you taken advantage of the Chamber's Member-to-Member discount program yet?

As a Discount Provider—make sure that your staff is aware of the discount that you are offering to Buffalo Grove Area Chamber members.

As a Chamber Member—make sure that you take advantage of this program provided by the Chamber. Utilize the goods and services of Buffalo Grove Area Chamber members. It's "good business" to support your fellow chamber members.

An addendum to the 2002/03 Member-to-Member Discount Program will be published later this year. If you would like to participate in the program, contact the chamber office for a registration form at (847) 541-7799.

■ Before & After Hours

Have you ever attended a Before or After Hours?

Many members have found that this is a great way to showcase their business! We are now booking events for 2003. You would need to provide the location and refreshments for the event. If you are interested in holding a Before or After Hours event or if two or more businesses would like to co-host one, please contact Sheryl Rudy of Rudy Direct Sales at (847) 478-0742 or the Chamber Office at (847) 541-7799.

■ Luncheon Meeting Raffle


At each monthly Membership Luncheon, the Chamber will hold a business card raffle for a give-away donated by a Chamber member. We are looking for gift items or certificates for this give-away. Those who contribute will be given recognition at the luncheon and will receive a special thank you in the Chamber's newsletter, *Around Town*. If you have any item you would like to contribute, please call the Chamber Office at (847) 541-7799.

■ Mini-Expos

Have you ever taken advantage of the Chamber Mini-Expo?

If not, you're missing out on the chance to showcase your business at one of the monthly luncheon meetings. You can set-up a display about your business and provide samples of your products or brochures. During the scheduled networking time before and after the meeting, you will have the opportunity to discuss your business with Chamber members. You will also have a minute to introduce yourself at the podium during the meeting. The cost of the Mini-Expo is \$25. (Gold Members receive one free Mini-Expo during their Gold Membership year.) Space is available over the next several months. Call Jan Obrand of In Working Order at (847) 541-3324 to reserve your Mini-Expo table.

Mini-Expos
Mini-Expos
Mini-Expos



If you're in the market for a new Toyota or quality pre-driven vehicle...Stop in today and receive our very best price... **NO NEGOTIATION NECESSARY!** (Company fleets of any size welcome)

Hope to see you soon!

Sincerely,
Gary Vicari
Gary Vicari
Owner/President, Arlington Toyota

ARLINGTON
TOYOTA

935 W. Dundee Road • Buffalo Grove
(847) 394-5100 • www.arlington-toyota.com

First Capital Mortgage Can Help!

We can find the best available loans whether you have:

- Good Credit
- Bad Credit
- No Credit
- Previous Bankruptcy



We will find a program tailored for your needs so you can reach your goal.

We know that all the mortgage programs in the world do not mean anything to our customers unless they also receive first class service. At First Capital Mortgage we hold ourselves to the highest standards of quality, honesty, and trust in every aspect of our business.



Call today! 847-419-8911

1110 Lake Cook Rd, Suite 372
Buffalo Grove, IL 60089



Jim Klene
Buca di Beppo

604 N. Milwaukee Avenue,
Wheeling 60090
(847) 808-9898

Website—www.bucadibeppo.com

Even before you succumb to the powerful flavors of immigrant southern Italian cooking, you'll be drunk on the décor at this exuberant send-up of post-War Italian-American supper clubs, named one of America's "Best New Restaurants" by Bon Appetit magazine. From the vintage family photos crowding mementos of Italian icons like Sophia Loren and Joe DiMaggio...to the strains of Dean Martin and *Funiculi, Funicula*...to the circular "Pope's Table" capable of accommodating 16-20 adults in their own alcove, Buca di Beppo restaurant brings the passion and flavor of Little Italy to the Buffalo Grove-Wheeling area. Wherever you're seated, the heaping platters, kitschy décor, and all-in-the-familia hospitality make 'Joe's Basement' feel like Sunday dinner in the old neighborhood. Treat your family to a whole Chicken Cacciatore or a platter of Linguini Frutti di Mare, enjoy thin-crust Neapolitan Pizza in the lounge, or take a seat at the Kitchen Table and feast on family-style Macaroni Rosa just like Mama used to make. And be sure to save room for house-made Tiramisu. Buca di Beppo welcomes take-out orders, too.

This is real immigrant southern Italian cooking. Smell it, taste it, wander into the kitchen and watch the chefs prepare it. Chicago Tribune called Buca di Beppo "a great place to take the whole family." You'll be too busy eating to do anything but grunt in agreement. Be sure to check out our new Dinner Menu for Two—Buca per Due, a must for smaller parties. Reservations are recommended.

We are conveniently located just south of Lake Cook Road on Milwaukee Avenue on Restaurant Row and there is ample onsite parking. Dinner is served from 5-10 p.m. Monday-Thursday; 5-11 p.m. Friday; Noon-11 p.m. Saturday and Noon-9 p.m. Sunday. During the Holidays, we're open from Noon-4 p.m. Wednesday-Friday starting the first Wednesday after Thanksgiving through the Friday before Christmas. Ciao!

BUFFALO GROVE COUNTRYSIDE

Buffalo Grove Countryside
A Pioneer Press Newspaper

291 N. Dunton Avenue,
Arlington Heights 60004
Display Advertising: (847) 797-5100
Fax—(847) 797-5150

The Buffalo Grove Countryside has earned its reputation as the community's number one source for local news, sports, advertising and community events.

Now a Pioneer Press Newspaper, the Countryside was previously owned by Barrington Press and before 1977 was known as the Countryside Reminder News. Under Pioneer's leadership, the Countryside is today a highly respected newspaper backed by the outstanding news-gathering, production and distribution resources that are the hallmark of Pioneer Press. Today, Pioneer Press is acknowledged as being one of the largest suburban chains in the country, publishing 56 local weekly editions with a circulation of nearly 225,000.

The depth of the Countryside's local news coverage under the direction of managing editor David Kirkpatrick is seen and appreciated by a growing number of readers in Buffalo Grove each year. Currently, nearly 6,100 households in the community subscribe to the Countryside, making the newspaper a major advertising and marketing source for local businesses.

The Display Advertising Department's Jan Antkowiak, who is the account executive serving local advertisers, has had a long and distinguished career of over 20 years at Pioneer Press. He has helped countless businesses market their products or services to local buyers, designing buys that produce results—whether it's one, two or all 56 Pioneer Press papers. Jan and the company's design staff can also produce ads that draw large reader response.

- For information about advertising, contact Jan at (847) 797-5130.
- To speak with managing editor David Kirkpatrick, call 797-5121.
- To subscribe to the Buffalo Grove Countryside, call (847) 486-9300.
- To place a classified ad, call (847) 998-3400.
- Reach us on line at www.pioneerlocal.com.

The goal of your Buffalo Grove Countryside is to be Your Local Source—for news, community information and advertising.

Vicki Baker

Gifts of Distinction

Gifts of Distinction

Buffalo Grove 60089
(847) 459-1191
Fax—(847) 541-8797

Twelve years ago, Vicki Baker started Gifts of Distinction providing closing gifts to Real Estate Agents for their customers. The quality and presentation was so well received, she was asked to produce different and unique gifts for their other needs which included personal gifts, gift baskets, fruit baskets and crystal.

Today, Gifts of Distinction services real estate agents, mortgage brokers, insurance companies, hotels, other corporations and individuals with their gift giving needs. Vicki prides herself in developing and creating gifts and gift basket presentations which reflect you, the sender, in a very positive light. Vicki has won several awards for her gift baskets and was also awarded for Outstanding Achievement in her industry. Gifts of Distinction is a "pride in performance" company.

Gifts of Distinction is committed to a service level which meets or exceeds the customer's needs. As an example, a Polaroid picture and listing of the basket's contents are mailed to the sender so they may see what the recipient received. Gifts of Distinction ships worldwide and also provides a personal, local messenger service for deliveries.



Forrest Kulwin & Scott Lutz
Snowmen Inc.

Buffalo Grove 60089
(847) 955-1056
Fax—(847) 955-9182

Snowmen Inc. is a family owned and operated business located in Buffalo Grove, providing both residential and commercial snow and ice management. Residential service is limited to Buffalo Grove in order to provide better service for customers. Commercial and industrial service is also offered in Buffalo Grove and the surrounding suburbs.

Utilizing the most modern equipment, Snowmen provides snow plowing and ice control services. Salt and calcium chloride can be requested as part of all commercial service contracts. This is Snowmen's second year in business but owners Forrest Kulwin and Scott Lutz have been plowing for many years with both private and municipal services.

Forrest and Scott recognized the need for a reliable snow plowing service in the commu-

nity and knew that they could offer superior service at very competitive rates. Customer satisfaction is their Number One priority while operating a safe and efficient operation with a proven track record. Call them today for a free estimate on your property or business at (847) 955-1056.

Peggy Cahill
U.S. \$mooth Move\$, Inc.

1000 E. Woodfield Road – Suite 102,
Schaumburg 60173

(847) 301-1324
Fax—(847) 301-2934
Website—www.ussmoothmoves.com



Moving Your Business?

Most companies move only once every few years and often have no personnel experienced in project management of a business move. How do you keep the company running ‘business as usual’ during a move preparation, not to mention the move itself? Can you keep customer flow interruptions to a minimum?

U.S. \$mooth Move\$, Inc. will help organize the process from beginning to end. Timelines listing the process before, during and after the move are essential for a \$mooth move. We help to prepare a manageable budget to maximize cost savings, minimize change orders, and reduce work disruptions. Management of vendors’ performance, timeline planning and ongoing communication is critical to achieve an efficient move.

A \$mooth move needs analysis, budget preparation, cost estimates compiled, progress reports, communication schedules, and identification of special issues unique to your company will be needed.

U.S. \$mooth Move\$, Inc. has 18 years of experience in related fields of facilities, purchasing, finance, project management, corporate training and business operations. Give us a call to give your business a \$mooth move.

Ina Good
All That Marcasite & More

346 Half Day Road,
Buffalo Grove 60089

(847) 962-1824



All That Marcasite & More, located inside Michael Thomas Salon and Day Spa in Buffalo Grove, specializes in exquisite jewelry showcasing turquoise, amethyst, pearl, Marcasite and more. We can also design hand-made jewelry using your existing stones, thereby creating a unique and personalized piece of jewelry for you!

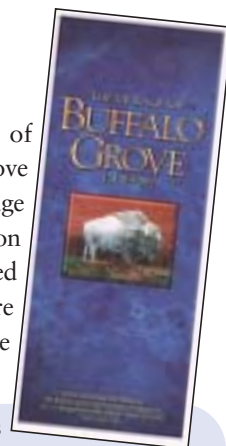
Purchasing for those special occasions and personal gifts becomes a shopping delight when All That Marcasite & More ‘personally shops’ for you. Let us discuss your needs and find the perfect gift for that special someone. Can’t make a decision? Too much to choose from? Gift Certificates are available as well.

Proprietress Ina Good believes every Buffalo Grove business should become involved in community dynamics and strives to ‘get involved’ with Buffalo Grove’s residents and community leaders alike. Working with local school districts and businesses, All That Marcasite & More offers in-house employee parties whereby 5% of the proceeds are donated to the charity of their choice.

Visit our counter, call for a consultation, or schedule an All That Marcasite & More party. We will be there for you. Mention that you are a Buffalo Grove Area Chamber member and receive 10% off your purchase!

Village Street Map

The Buffalo Grove Area Chamber of Commerce will publish a new Buffalo Grove Street Map in early 2003 through Village Profile. The map will include information about the community as well as featured advertising by area businesses. If you are interested in advertising on the map, please contact the Chamber Office.



Please note—The Village Profile map is the only official map published by the Buffalo Grove Area Chamber of Commerce. If you are ever approached to advertise on a map, before you sign a contract, contact the Chamber Office for verification.

NIBPAC

November 5th is Election Day. Are you aware of the changes that have occurred in this state over the past year? Do you know who’s running in your district? Do you know your district?

Every ten years, redistricting causes major changes across the state. Incumbent legislators are forced to run in newly formed districts, incumbents are forced to run against each other, and other districts have no incumbents running at all.

It is a very important time for you to listen to the candidates and make sure that you make the right decision on who is going to represent you in Springfield. Legislators don’t just represent residents—they make the laws and the decisions that affect your business.

This year, the Northern Illinois Business Political Action Committee (NIBPAC) created a survey of 14 issues important to its seven member Chambers. These surveys were distributed to the incumbents and candidates representing the NIBPAC area. Some completed the survey, some returned it without completing it properly and others just ignored it. Each returned survey was ranked on how the individual stood on the issues. Those receiving a 50% or above rating are considered business friendly. If you would like to know how your candidates ranked, call the Chamber Office.

Your vote does count. Don’t let others decide who is going to represent you and your business in Springfield. **Remember to vote!**

For additional information about NIBPAC, call the Chamber Office.

Women in Business Council

The Women in Business Council will meet on Wednesday, November 20th at Noon at the Wheeling Park District, 333 W. Dundee Road in Wheeling from Noon-1 p.m. Don't forget to bring your lunch.

Our speaker will be Jeffrey A. Mono, MD of Suburban Eye Consultants and Chief of Ophthalmology at Lutheran General Hospital. Dr. Mono will discuss *Botox—A new Cosmetic Procedure—The Pro's & Cons.*

Entertainment 2003

The Entertainment 2003 Edition is here and we want to make sure that you get your copy before they are all gone! You get 2-for-1 or discounted dining, shopping, travel, shows, hotels, sporting events, and so much more. They're great gifts, too, and they're only \$20! Think of all you could save!!!



Want to give Entertainment to someone that lives elsewhere in the United States? Entertainment Books are available for 168 cities in 44 states, Canada Europe, Australia & New Zealand. Prices range from \$17 to \$35 and can be ordered right at the Buffalo Grove Chamber office.

Give yourself or someone else the gift of Entertainment!

Anita D. Kraus
Financial Consultant

847-480-5430
800-543-3523

SALOMON SMITH BARNEY
A member of **crtigroup**

SALOMON SMITH BARNEY INC.
5 River Drive
One Northbrook Place, Ste. 500
Northbrook, IL 60062-1566
FAX 847-489-1546
E-mail anita.d.kraus@rsemb.com

PENGUINO'S PIZZA
(847) 459-0002 *Serving Fine Italian Cuisine!*
FAX (847) 459-7886

Pizza - Pasta
Salads - Desserts
Catering - Appetizers
BIG Sandwiches
(Grinders - Paninis - Italian Beef)

141 w. Dundee rd. eg. Pick-up or All Day Delivery! Open @ 11 am

Peggy Cahill, President

U.S. SMOOTH MOVES, INC.

Phone: 847.301.1324
Cell: 815.546.2283
Fax: 847.301.2934
www.usmoothmoves.com
pegg@usmoothmoves.com

MOVING CONSULTANTS
We Save Your Company Money
"To Do" Lists Space Analysis
Vendor Mgmt. Budget Planning
PROJECT MANAGEMENT

1000 E. Woodfield Rd., Ste. 102
Schmensburg, Illinois 60173-5921

The Arlington Rehabilitation and Living Center

Experience the Difference...

- Skilled & Intermediate Nursing Care
- Sub-Acute Rehabilitation
- Dedicated Alzheimer's Care
- Therapeutic Recreational Activities
- Respite/Short-term Care

Medicare/Medicaid Certified
1666 Checker Road, Long Grove 60047
(847) 826-1111

COPPER MOUNTAIN BAKERY & DELI & CATERING

DEAN KOSLOSKE
PRESIDENT

19 E. DUNDEE ROAD
BUFFALO GROVE, IL 60089
PH 847-808-3310 FX 847-808-3312
MOBILE 847-942-6355

Put Your Image In The
Hands Of Professionals.....



We Make The
Ordinary Look
EXTRAORDINARY!



Buffalo Grove • Vernon Hills • McHenry
Phone: (847) 816-1300
Fax: (847) 816-6990

WE PRINT EVERYTHING.... BUT MONEY!

Are You Reaching Your Financial Goals?

WE CAN HELP

MARILYN A. BILYK

Journey Financial Group, Inc.

Registered Investment Advisor

- ◆ Individualized and sound investment advice taking into account age, tax bracket, personal goals, risk tolerance and other criteria.
- ◆ Quality service for assisting clients to plan to reach their short and long-term financial goals.
- ◆ Tailored recommendations and alternative courses of action to address specific needs.

*Call today to set-up an appointment
for an initial complimentary consultation.*

1110 W. Lake Cook Rd. • Suite 265 • Buffalo Grove, IL 60089
Phone: 847-229-9191 • Fax: 847-229-9192

Securities offered through Royal Alliance Associates Inc.
Member NASD ◆ SIPC

**TRI STAR
WIRELESS**

1505 W. Dundee Rd. 5 S. Wolf Rd.
Buffalo Grove, IL 60089 Prospect Hts., IL 60070
(847) 398-0805 (847) 635-6768
Fax (847) 398-0823 Fax (847) 635-6056
www.tristarwireless-usa.com



**\$89.99
FREE
AFTER IN-STORE
REBATE**

3000 WHENEVER MINUTES

7 State Area Only **\$49.99** Per Month - Limited Time Offer

VoiceStream

Global Wireless by T-Mobile

Authorized Dealer

Everyone is Talking About
Voice Stream -- Talk To Us

60 Minutes Per Month

\$19.99 (Basic)

Plus 300 Weekend Minutes (Nationwide)
Limited Time Offer

600 Minutes Per Month

\$39.99 (Get More)

Plus Unlimited Weekend Minutes (Nationwide)
Limited Time Offer

Family Time Plan

\$69.99

Phones Share 800 Minutes A Month
VoiceStream To VoiceStream & Unlimited Weekends (Nationwide).
Additional Phones \$10 Per Month Up To 5 Phones

FREE Activation For Any Former MCI World Com Customers

FREE Voice Mail • Call Waiting • Call Hold • Conference Calling • Detailed Billing • Built-In Paging

BiG on Business in Buffalo Grove!



Golden Bison Award presented to Leonetti & Associates

The Village President and Board of Trustees proudly recognized Leonetti & Associates with a Golden Bison Award as part of the Village's Business Showcase Program on September 23, 2002.

Leonetti & Associates recently celebrated their 20th anniversary in Buffalo Grove. For two decades, the company has been providing personal, one-to-one private financial guidance to individuals, families, and businesses. Michael Leonetti, President & CEO, is the author of numerous articles and books. The company, located at 1130 Lake Cook Road, employs seventeen (17) employees, and several of these professionals appear regularly on WCIU TV, WRMN (1410 AM) and WJKL (94.3 FM) discussing financial planning, securities selection, asset allocation, and providing varied other consulting services.



"A long time ago, we made a choice. We'd rather work with real people we can actually get to know than spend our days in a large institution where customers are just numbers. It's simply more fulfilling to take an interest in [the customer] and what matters to [their] future" Leonetti noted. This philosophy extends beyond the customer base for Leonetti. Leonetti takes great pride in the community. For the last five years, they have coordinated

the "Leonetti & Associates Golf Classic" for BG based Omni Youth Services. The event raises \$60,000 to \$90,000 per year for the organization. Giving back to the community has always been important for this business leader and his team.

On the business end, Leonetti & Associates celebrated its fifth anniversary as a BG Area Chamber member last year. As individuals, employees of the company are committed to the community. As private financial advisors, their goal is to grow customer assets.

Congratulations!

For more information on any Village program or service, contact Ghida S. Neukirch, Assistant Village Manager at 847-459-2518 or gneukirch@vbg.org

Buffalo Grove Days Revisited



An addendum to our Thank Yous in the October issue of *Around Town* which were inadvertently omitted—

- Thanks to Bill Mosen of William Mosen & Associates for his tireless hours of work in the Beer Garden making sure the beer kept flowing.

Thanks to our 'Cup Runneth Over' sponsors—

Advantage Auto Accessories
R.J. Drazner & Associates
Steve Panitch
Law Offices of Marc Blumenthal
Coldwell Banker — Sara Herman
Country Inn & Suites

Dairy Queen
Evan Hill Design, Inc.
In Working Order – Jan Obrand
Tandem PES
United Specialty Advertising
David Weiner & Associates

Gold Members 2002

Joe O'Malley	Administaff	(847) 233-3718
Eddie Shamo	Advantage Auto Accessories	(847) 774-8740
Sharon Gardner	Advocate Medical Group	(847) 459-1160
Richard Sussman	AIM Business Printers	(847) 215-8000
Ina Good	All That Marcasite & More	(847) 962-1824
Kathy Wienberg	A Touch of Health	(847) 541-4878
Cheri Boucher	Cheri Boucher/ Weekenders USA	(847) 913-0014
Jim Klene	Buca di Beppo Restaurant	(847) 808-9898
Dr. Michael & Alisa Glaskin-Clay	Buffalo Grove Chiropractic Center, Ltd.	(847) 279-8860
Jan Antkowiak	Buffalo Grove Countryside of Pioneer Press	(847) 797-5130
Mike Rylko & Dan Schimmel	Buffalo Grove Park District	(847) 850-2100
Leonard Vingart	Chicago Building Maintenance	(847) 817-2002
Alan Burack	The Claremont Rehab & Living Center	(847) 465-0200
Dr. Steve Segal	Community Chiropractic	(847) 541-7222
Joe Behrman	Condell Acute Care Center	(847) 215-0000
Elizabeth Skeen	Condell Medical Center	(847) 362-2900
Dean Kosloske	Copper Mountain Bakery & Deli	(847) 808-3310
Scott Scheriff & Cory Oar	Country Inn & Suites	(847) 374-0260
Dr. Barry Schatzman & Dr. Michelle Zmick	Countryside Dental, Ltd.	(847) 634-2525
Bruce Leech	Crosscom National	(847) 520-9200
Robert Mullan	Cubby Bear North	(847) 541-4700
Harry Goldman	DataBase Designs, Inc.	(847) 634-9355
Keith Walger	Dorfler's Meat Market	(847) 459-3060
Rick Drazner	R. J. Drazner & Associates	(847) 537-3345
Omar Mendez	First American Bank	(847) 520-8088
Kate Haussmann	First Midwest Bank	(847) 670-3044
Robyn Kove	Forest Grove Athletic Club	(847) 991-4646
Jeffrey Singer	Frost Ruttenberg & Rothblatt, PC	(847) 236-1111
Vicki Baker	Gifts of Distinction	(847) 459-1191
Michael Goldman	Gold & Azen Realty	(847) 419-0007
Ron Jonas & Jeff Mulder	Harris Bank Buffalo Grove	(847) 756-5902
Evan Hill	Evan Hill Design, Inc.	(847) 478-8122
Tamiye Meehan	Indian Trails Public Library	(847) 459-4100
John Lamb	Lamb's Automotive, Inc.	(847) 821-2100
Sallie Winfrey	Lawn Doctor of Buffalo Grove-Lake Zurich	(847) 537-1111
Jennifer Dodge	Maggie Moo's Ice Cream & Treatery	(847) 537-777
Dr. Fred Margolis	Margolis-Shiffman- Morris-Lin Family Dental Center	(847) 537-7695
Warren Michaels	Michael Thomas Salon & Day Spa	(847) 913-5555
Susan Melnick & Paul Arenson	Midwest Computer Works	(847) 215-9900
Sorin Laden	Moneris Solutions, Inc.	(847) 520-6605

Doug Reed	My Gym Children's Fitness Center	(847) 229-1990
Linda Cassata	North Shore Financial Services	(847) 607-0567
Dr. Mohina Gupta	North Suburban Health Care	(847) 913-9434
Bruce David	Payless Car Rentals	(847) 253-4477
Leon Hudson	Payless Car Rentals	(847) 253-4477
Walter Fawcett III & Mitchell Andrews	The Plexus Groupe, Inc.	(847) 541-9980
Dr. William Pollack	Pollack Chiropractic	(847) 215-2225
Michelle Mirczuk	Pro Staff	(847) 385-5831
Phyllis Rose & DeAnn Glover	Re/Max Experts	(847) 634-6200
George Seaverns	Re/Max Experts	(847) 634-6200
Marilyn & Jim Dopler	Re/Max Suburban	(847) 577-9797, ext. 228
Marc Roth	Rothart Productions	(847) 478-1170
Dave Sallander & Jerry Goetz	Sherlock Systems	(847) 520-7711
Forrest Kulwin	Snowmen, Inc.	(847) 955-1056
Marc Bulandr	SocioHomes	(847) 215-9218
Dr. Gregg Stern	Stern Chiropractic	(847) 537-2225
Scott Fishkin	Tandem PES	(630) 928-0510
Donna Zodrow	teamCo International	(847) 478-9990
Joe Piontowski	Tricomm Business Products	(847) 465-6060
Peggy Cahill	U.S. \$mooth Move\$, Inc.	(847) 301-1324
Lori Brengman	U.S. Storage	(847) 945-3330
Mike Newby	Vince Michaels Entertainment	(847) 541-8323
Hung T. Nguyen	Viba Fima, Inc.	(847) 821-0441
David Weiner	David Weiner & Associates	(847) 267-9400

Ad Rates and Info

Advertise in the Chamber's *Around Town* newsletter. Your ad will be received by nearly 1,300 businesses in the Buffalo Grove area as well as being viewed worldwide on the Chamber's website—www.buffalogrovechamber.org. Advertising rates are as follows:

	One Month	Three Months	Six Months	Full Year*
Business Card	\$40	\$35	\$30	\$300
1/4 Page	\$60	\$55	\$50	\$500
1/2 Page	\$105	\$95	\$85	\$1,000
Insert*	\$100			\$750

- Annual fee

* You provide insert—currently 1,300. Must be 8½"x11".

Please Note: Prices are based on camera ready art supplied. Digital material preferred: Postscript (EPS), QuarkXpress, Photoshop (TIFF or EPS). email ads to: ehill@ehdesign.com

* Ads received by the first of the month will be included in the following month's edition.

* Inserts received by the 15th of the month will be included in the following month's edition. Inserts should be delivered to **Data Direct, 733 Hastings Lane in Buffalo Grove.**

If you are interested in advertising, please contact the Chamber office at (847) 541-7799.

November Events

2002

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
					1	2
3	4 Executive Board Meeting-Noon	5 Chamber Luncheon— Steve Baskerville 11:30am-1:30pm Schwaben Center	6	7 After Hours— Addolorata Villa 5-7pm	8	9
10	11 Veteran's Day 	12 BG Networkers 7:30-9am Chamber Office	13	14	15	16
17	18	19	20 Women in Business Council Botox—A New Cosmetic Procedure— The Pros & Cons Wheeling Park District Noon-1 p.m.	21	22	23
24	25 Full Board Meeting-Noon	26 BG Networkers 7:30-9am Chamber Office	27	28  Thanksgiving	29	30 Hanukkah 

Post this calendar so you don't miss any meetings!

Don't forget to vote—
Tuesday, November 5th



50½ RAUPP BLVD.
P.O. Box 7124
BUFFALO GROVE
IL 60089

PRSR STD
U.S. POSTAGE
PAID
PERMIT NO.2
BUFFALO GROVE, IL

Return Service Requested