

FOCUS ON GREATER READING BUSINESSES

Why Choose Gallen Insurance?

We strive to help you protect what matters most:

Your Family.

Your Business. Your Home.

Your Health.

Gallen Insurance has been providing complete business, personal, and benefit services since 1957 when Joe Gallen founded the agency. We have grown through the years & expanded, but remain a local, family operated business serving Berks County and the Greater Reading area. We provide a unique and different approach from your traditional agency. We perform a complete review of your wants and needs so that we thoroughly understand what is required to protect your assets. Together, we will create a custom package specifically designed for you!

As an independent agency, we work with the nation's finest carriers to help you find the right protection for those things you cherish most: *Your Family. Your Business. Your Home. Your Health.* Regardless of the complexity or diversity of

your insurance needs, Gallen will provide comprehensive coverage with first-rate service tailored to your needs. We give you the peace of mind that comes with knowing your assets are protected.

In a world where insurance products are constantly evolving it is important to work with a team you trust. At Gallen, we invest the time to stay abreast of insurance trends & products. Each of our team members has responsibility for their individual areas of service, business, personal & benefits. In turn, our employees take great pride in educating you so that you have the right tools to make informed decisions about that things that matter most. We will always help you find the right coverage for your individual needs. We look forward to working with you!!

For additional information, please call 610.777.4123. Gallen Insurance is located at 2237 Lancaster Pike, Shillington, PA 19607; www.galleninsurance.com.



PROTECTING WHAT'S IMPORTANT
Your Family. Your Business. Your Home. Your Health.

Gallen Insurance
2237 Lancaster Pike
Shillington, PA 19607
www.galleninsurance.com
610-777-4123

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Furniture Soup
Office Interiors by Design

Creative, Efficient, Affordable !!

Office Furniture *New - Used - Remanufactured*
Space Planning & Design / Delivery & Installation
Office Moves / Liquidations / Retail Showroom / Inventory Management

FurnitureSoup.com 610-926-8700 Visit our Reading Showroom



Furniture Soup — Great Solutions at a Great Value!

Furniture Soup is a Reading-based interior design and office furniture supply company that helps their commercial clients construct **Creative, Efficient and AFFORDABLE** offices and office interiors. Designing and planning with just the right blend of new, remanufactured and pre-owned office furniture and cubicles, Furniture Soup assists clients from the beginning concept of a project, through the detail planning, budgeting and final fit out.

Furniture Soup's dedicated staff are planners, designers, logistics experts, budget-minders, project managers, installers and movers. For projects both small and

large, from one piece of furniture to an entire building, **problem solving** is their specialty.

Hear from one of their many happy clients:

"They always deliver solutions that solves our needs, fits our budget, and they provide expert installation too"

— Saul Rivkin, The Victory Bank



Browse their gallery of past projects at <http://furnituresoup.com/gallery>; Or drop by their showroom for a look around at what's new, and at what's pre-owned! 1031D MacArthur Road, Building 2, Reading, PA 19605. Open M – F 9 AM – 5 PM. Phone: 610.926.8700.

Mi Casa Su Casa Cafe / Restaurant

320 Penn Street, Reading, PA 19602



www.micasasucasacafe.com

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Open Monday - Saturday
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Thursday & Friday 9am to 7pm
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FOCUS ON GREATER READING BUSINESSES

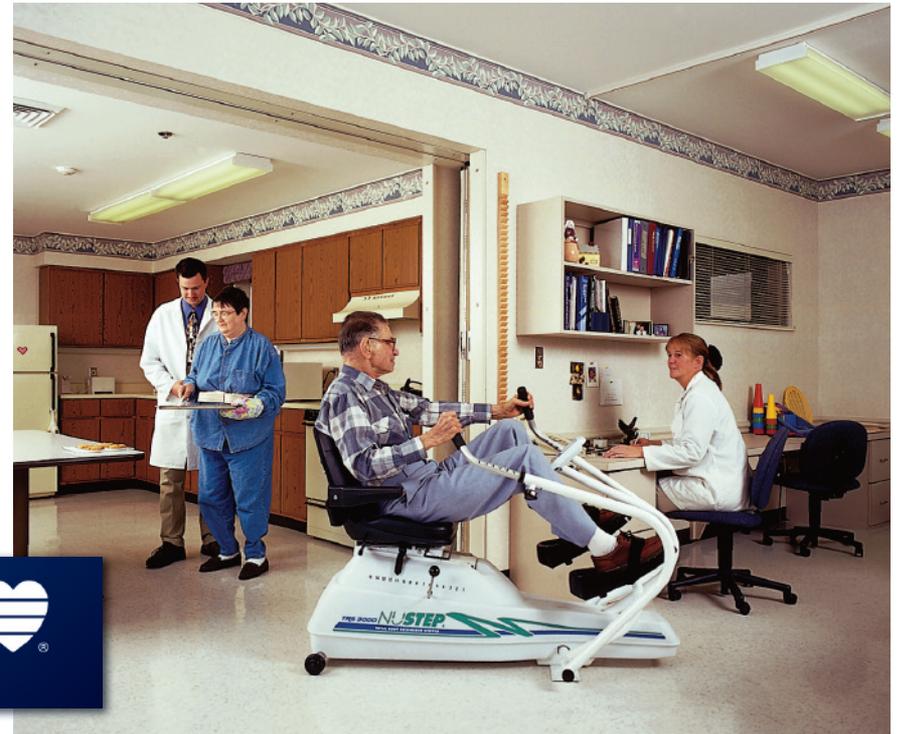
ManorCare Health Services – West Reading

Located on Buttonwood Street, just off of Penn Avenue in West Reading, PA, ManorCare provides individualized post-hospital skilled nursing care in a comfortable environment. Our clinical and therapy teams are experienced in providing specialized care focused on your needs, interests and ability. This commitment results in a smoother and safer transition throughout your recuperation.

Post-Hospital Care is designed to help you return home or to a lower level of care after a hospital stay. It begins with an interdisciplinary staff including nurses, therapists, therapy assistants, dietitians, social workers and recreation staff – all charged with helping guide your progress, manage your discharge planning and reduce the probability of return to the hospital.

As a not-for-profit, we offer a variety of long-term residential options featuring varying levels of care and independence. Residents often come from the hospital, home or other community residences and need daily assistance. Our center is designed to provide gracious daily living and personal care in a homelike environment.

ManorCare Health Services – West Reading is located at 425 Buttonwood Street, West Reading, PA 19611; 610.373.5166.



Small Business Development Center
Kutztown University of Pennsylvania

Helping businesses start, grow, and prosper.

The mission of the Kutztown Small Business Development Center is to provide entrepreneurs and small business owners with the knowledge needed to make smart decisions and prosper.

Kutztown University Small Business Development Center (KUSBDC) provides hands-on expertise and service at several outreach offices including Reading.

Office hours are scheduled by appointment.
Call (877) 472-7232 today to begin your one-on-one management with a business consultant.

Reading Outreach Office
606 Court Street, Suite 100
Reading, PA 19601
kutztownsbdc.org



Kutztown University Small Business Development Center

The value of your local Small Business Development Center (SBDC), which is supported by a network of roughly 1,000 full time service centers nationwide, is called upon to offer free individual consulting to entrepreneurs who have an idea and small business owners who want to take their operation to a higher level. Their services include business counseling, training and technical assistance with specific classes on topics such as employee management, strategic planning, government procurement, and offer a mix of evening classes over a course of several weeks, or workshops for a half a day or less.

Kutztown University Small Business Development Center (KUSBDC) provides hands-on expertise and service at outreach offices in Kutztown, Reading, Harrisburg, Exton, Lancaster, and York. Directed by Sonya Smith, KUSBDC specializes in International Marketing, Government

Marketing, and Government Procurement. In addition, the Kutztown University Latino Business Resource Center offers bilingual assistance and Business Skills for Success courses which was created to target the increasing growth rate of the commonwealth's Hispanic-owned firms.

The Kutztown University Small Business Development Center's – Reading outreach office is located at 606 Court Street, Reading, PA 19601 Suite 100. Office hours are scheduled by appointment. Call 877.472.7232 today to begin your one-on-one management with a business consultant.



Small Business Development Center
Kutztown University of Pennsylvania

Helping businesses start, grow, and prosper.

ROUTE 422 Business Advisor
PROMOTE YOUR BUSINESS! CALL (610) 323-6253

We'll turn your [oh, no] into [ah, YESSS!]



SAVING MONEY on Employee Benefits is a must in today's economy.

As business owners, we understand the challenges you face every day. The cost of providing benefits is rising, while employees seek more and more from their benefits packages. You struggle to balance employee needs with your own capabilities and bottom lines. *Helping you meet these divergent objectives is our specialty.*

Built upon a tradition of integrity, industry leadership and excellence, Integrity Services and Solutions is committed to delivering you:

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ManorCare Health Services – West Reading South
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610.373.5166

**Long-Term Care,
Short-Term Rehab**

**I chose
A PROVEN
LEADER.**

ManorCare 
West Reading North

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The Guy Behind EDI Support LLC



My name is Jim Gonzalez, a 20-year EDI veteran. I am from the Reading PA and Berks County area. I graduated from Berks Technical Institute in 1998 with an Associate's Degree in AS/400 programming. I was then hired by Kissinger Associates as a programmer in January of 1998 to work on MAS90/MAS200.

Six months into the position I was asked to move to Technical Support to learn EDI as well as other formats for integration. That was when I got a real EDI education — learning how to handle client EDI support, onsite installation of EDI software, and how to run formal EDI training classes and manage support staff as well as consultants.

I consider myself to be well versed in all aspects of EDI, and what it takes to support an organization. I also have extensive experience in Sage ERP products. I would consider myself an established professional in this industry. I work with clients to offer support for daily processing, bringing on new integrations and planning towards the future of where to take their organization. I have a knack for learning the deficiencies in any company I work with and turning those deficiencies into areas of success.

One problem that I enjoy solving for my clients is helping them to become more self-sufficient. Client's would say I am all about improving their business processes and making EDI profitable again. I am passionate about being the client's advocate when it comes to dealing with software companies, EDI Trading Partners, and other organizations they need help with navigating. I know I have done my job well when I see clients growing and are profitable.

On a personal note, family and friends are important to me. In my spare time, you can find me either wedding planning (my own), learning, reading, watching sports

or spending time with my dogs. I love to laugh and have a good time with good people. I grew up in Reading and still live in Berks County. Although I have traveled all over the country, I would never call anywhere else home. I volunteer with the Children's Home of Reading and also support the local Animal Rescue League. When asked how I want to be remembered, I say, "I want to be remembered as a great Dad, loving family member and friend. I want people to think of me as working side by side with them. Your name is the only thing you can take with you."



EDI Support LLC

"Working side by side with companies to make EDI profitable!"

484-485-9835

Support@EDISupportLLC.com
www.EDISupportLLC.com

- Document Integration and EDI processing.
- Specialties: EDI Consulting, Document Integration, Support, Training.
- Experience with various ERP — Sage 100, Sage500, SAP, Canopy, SBI Nursery Software (Just a few we work with)

Whether you are new to processing business documents electronically or looking for advice — Reach out and let's see how we can help you out!

FOCUS ON GREATER READING BUSINESSES

Penske Truck Leasing Drives Trucking Innovation

Founded by racing legend, Roger Penske, Penske Truck Leasing has been headquartered in the greater Reading area since 1969. As the company enters its 50th year in business, it has grown significantly since its earliest days operating of just three locations in the region.

Today, Penske Truck Leasing operates more than 1,000 locations and its operations span North America, South America, Europe, Asia, and Australia. The company offers full-service truck leasing, fleet maintenance, truck rentals, and used vehicle sales in North America. Its subsidiary Penske Logistics offers a full host of trucking, warehousing and related supply chain solutions worldwide.

Penske continues to be a top regional employer with approximately 2,000 employees in Berks County and now employs over 36,000 employees worldwide. The company was recently recognized by Forbes Magazine as one of America's best large employers.



Ever on the leading edge of technology, Penske Truck Leasing recently became the first company in North America to put a Freightliner eM2 commercial electric vehicle into its fleet for operations in California. This vehicle delivery marks a key milestone in the real-world application of battery-electric commercial vehicles as well as an important step toward emissions-free mobility.

"We're honored to be the first company to put this new medium-duty electric truck into service," said Brian Hard, President and CEO of Penske Truck Leasing. "We are committed to providing the most effective



vehicle technologies to our customers and driving innovation and sustainability when it comes to mobility."

Penske Truck Leasing currently operates a fleet of more than 300,000 vehicles and it plans to add more electric vehicles to its fleet in 2019.



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INDUSTRIAL / BUSINESS PROPERTIES FOR SALE IN BERKS COUNTY

ROUTE 29 AND SHIFFERT ROAD, Hereford Township, Berks County. 1.94 acres zoned Village Preservation (retail and offices are permitted uses). **\$109,900. Call Ed Brooks.**

TOLL GATE ROAD, Amity Township, Berks County. 8.9 acres zoned Light Industrial/ Office. Public sewer at site. **\$210,000. Call Ed Brooks.**

MONOCACY HILL ROAD AND LIMEKILN ROAD, Amity Township, Berks County. 60 acres zoned Planned Business/ Office/ Industrial. Public sewer close by. **\$975,000. Call Ed Brooks.**

INDUSTRIAL BUILDING, BOYERTOWN – 26,000 square feet (two stories). 1st floor leased to 3 tenants with \$53,000 of base annual income plus "nets". 13,000 SF on 2nd floor with dock is vacant. Price includes a 3500 pound material lift. **\$790,000. Call Ed Brooks.**

ROUTE 29, Hereford Township, Berks County. 5+/- acres zoned Mixed Use (allows business/ retail/ office/ industrial). Two buildings totaling 21,000 +/- SF. Front building of 10,000 SF is leased at \$4,000 per month + utilities. Rear building is 11,000 SF with 15 drive in doors – can be leased at \$4,000 per month plus utilities. **Buy at \$990,000. Call Stan or Steve Rothenberger.**

418 Main Street
Pennsburg, PA 18073
215-679-4200
www.BrodeAndBrooks.com

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REALTORS
215-679-4200



Reading Hospital Tower Health

Reading Hospital has been the centerpiece of healthcare in the Greater Reading and Berks County region for 150 years, first opening their doors to patients on January 27, 1868, as the Reading Dispensary located at 618 Court Street. Little did they know, it would become the nationally recognized, flagship hospital of Tower Health, an award-winning, integrated health system serving southeastern Pennsylvania. A century and a half later, Reading Hospital is still providing advanced, comprehensive, and compassionate care to improve the health and wellness of our community. Beyond what happens within their walls, which eventually moved from Court Street

to their existing location in West Reading in 1926, the hospital has also been an important part of our economy and community. Now under the leadership of newly named President and CEO Bill Jennings, Reading Hospital and Tower Health are taking healthcare to new heights by empowering YOU – the people of Berks County and beyond – to live your healthiest lives.



Your Business is Our Business.



Riverfront is focused on helping small business owners compete, succeed and flourish in Berks County.

Watch Riverfront's latest video, *3 Key Steps to Applying for a Small Business Loan* at RiverfrontFCU.org/Business.

Contact Anthony Pomponio, Chief Lending Officer at apomponio@RiverfrontFCU.org or 484-345-4160 to learn how Riverfront can help.

800-451-3477
RiverfrontFCU.org/Business

Small Business Lending by
Riverfront
 FEDERAL CREDIT UNION

WALK-IN CARE FOR MINOR ILLNESSES AND INJURIES

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QUICK CARE
 3703 Perkiomen Avenue
 Reading, PA 19606
 Phone: 610-898-7570

URGENT CARE
 957 Ben Franklin Highway
 (Route 422)
 Douglassville, PA 19518
 Phone: 610-898-6650

COMMON CONDITIONS TREATED:

- Cough, cold, flu-like symptoms
- Earache
- Minor cuts and burns
- Minor fractures (*Urgent Care only*)
- Rashes
- Seasonal allergies
- Sinus congestion
- Sore throat
- Upset stomach



www.TowerHealth.org