



*Serving Lancaster County
and supporting the local
economy for over 80 years!*

proud supplier of local products



**THE HAJOCA
KITCHEN & BATH SHOWROOM
AND SUPPLY HOUSE**

1418 Fruitville Pike, Lancaster

299.3611

Monday-Friday 8 - 4:30

Appointments Recommended (call Lori or Wanda)

Saturday Hours by Appointment Only



proud member of the Lancaster County community



Think
LOCAL...

BUY Local!

Home is where the heart is! The age-old quest to capture the essence of what really defines "home" may have best been described by that first sentence. Lancaster County residents have long known this to be a very special place, often confirmed by others who visit, or had the good fortune to move here from another area. Our economy is special, too, in that we have weathered economic downturns better than many areas of the state, stable as we are in our somewhat conservative nature.



by **Bill McDevitt**
Branch Manager
HAJOCA Corporation

Supporting your local economy creates jobs... plain and simple.

This brings to mind the variety of businesses that have supported this phenomenon in a county bolstered by tourism, agriculture and manufacturing. The jobs created by those businesses and by the service sector, as well, are contributing factors to what keep us financially sound and growing. Lancaster County consistently, and thankfully, boasts one of the lowest unemployment rates in the state.

So how do we continue to build upon our community's success? Think Local! Buy Local!

Supporting your local economy creates jobs...plain and simple. The more money we keep in our community, the more good it does to help us grow. It circulates, providing the lifeblood for sustainable employment. The locally employed spend their income in support of their lifestyle, in turn creating more opportunity for others. In addition, it's the people living and working here who pay the taxes that educate our children, that pave our roads,



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Since its founding in 1858, HAJOCA has set the standard in the distribution of Plumbing & Heating fixtures and supplies.

Having grown from one store back then in old-town Philadelphia to being the nation's largest, privately-held wholesaler in its industry today, Hajoca remains dedicated to its local markets, with roots in Lancaster County reaching back over eighty years.

Our logo, featuring the statue of William Penn that stands atop Philadelphia's City Hall, is the oldest continually-used logo in the country, symbolizing Hajoca's mission: Service, Integrity, Reliability.

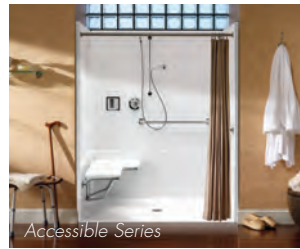
Many businesses have come and gone since 1858. When you visit our showroom you'll recognize the reasons why we've lasted.



Hydrotherapy Series



Everyday Series



Accessible Series



SOOTHING INSPIRATION

Full-body therapy or a targeted massage. Whatever soothing powers you need, we have a Hydrotherapy bath product with the innovative technology to deliver, along with a variety of beautiful design options to flow seamlessly with your space.

Call today or visit our showroom for inspiration.

**THE HAJOCA
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1418 FRUITVILLE PIKE
LANCASTER, PA 17601
717-735-6017 or 1-800-732-0026
www.HajocaLancaster.com



The employees of U.S. Boiler Company are committed to providing world class products that ensure that their customers are warm and comfortable in their homes no matter what the weather is outside!



locally-manufactured heating systems by Lancaster-based Burnham Corporation

that afford us our local government...the list goes on and on.

I read a column in the Lancaster Sunday News some time ago, written by one of their influential editorialists, on the subject of Internet sales. More specifically, it was about a decision he had made in buying a guitar for himself. He wrote about how he had longed for the day when he could purchase a particular model that held his fascination, having discovered it in a local music shop. He had gone

to that shop to see it, touch it, hold it, play it...fall in love with it, as guitarists are prone to do. He made his decision. He had to have it. So he went home and ordered it online, saving himself a cool \$50 from the price he'd have paid the local shop owner. His guilt must've gotten the best of him, thinking of how he had taken advantage of the shop owner's time and inventory, for that was the gist of his article...expressing that it had made him feel bad, but also wondering how local businesses can survive online competition. There's an adage that states, "If



locally-manufactured water supply equipment by Lancaster Pumps and Lancaster Water Treatment

you're not part of the solution, you're part of the problem."

Is it possible that the guitar-buying editorialist could've polished up on his negotiating skills and fine-tuned a mutually satisfying sales agreement with the local shop owner? The purchase

could have been a win-win situation for buyer-seller, instead of ending up as a regretful newspaper column.

The company I manage, Hajoca Corporation, is a local supplier of plumbing & heating products to this market, having been here in Lancaster

for over 80 years. We work with contractors, property owners, local industry and many other kinds of businesses to provide them with professional-grade products. In doing so, we sell locally manufactured goods such as heating systems from Burnham Corp. and Thermal Solutions, water supply equipment from a company simply called Lancaster Pumps and Water Treatment, bathtubs and showers from Aquatic, pipe fittings and hangers from Anvil...all local companies employing those who may be your friends or family. We support our local economy!

It's ultimately each of ours choice to make. Encourage local prosperity. This is our home!

R&A



locally-manufactured bathtubs and showers by Aquatic

"We couldn't be *happier* with the *results*"



"We are so glad we chose Kitchen Encounters to create our basement kitchen. From design to installation, we could see their commitment to excellence. We wanted something outside the norm and were pretty particular about the design and materials. Instead of telling me what I could and couldn't do, Dave helped me achieve what I was looking for. This was definitely a collaborative effort and we couldn't be happier with the results."

Rob and Trish Stillman, Lancaster

Our *Concept to Completion* approach guarantees project continuity *without surprises*

At Kitchen Encounters we believe that every successful remodeling experience has three critical parts: 1. Pricing that fits your budget. 2. A comprehensive approach to the design. 3. A well executed construction schedule. We take responsibility for your complete remodeling project from beginning to end. The added convenience of our complete kitchen and bathroom showroom simplifies the selection process and saves you time and money. To learn more about us stop in or call for our free Contractors Standards Guide.

www.lancasterkitchens.net

2603 Lititz Pike Lancaster, PA Call 717-509-4679

Showroom Hours: Monday - Friday 9am to 5pm, Saturday 9am to 2pm

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