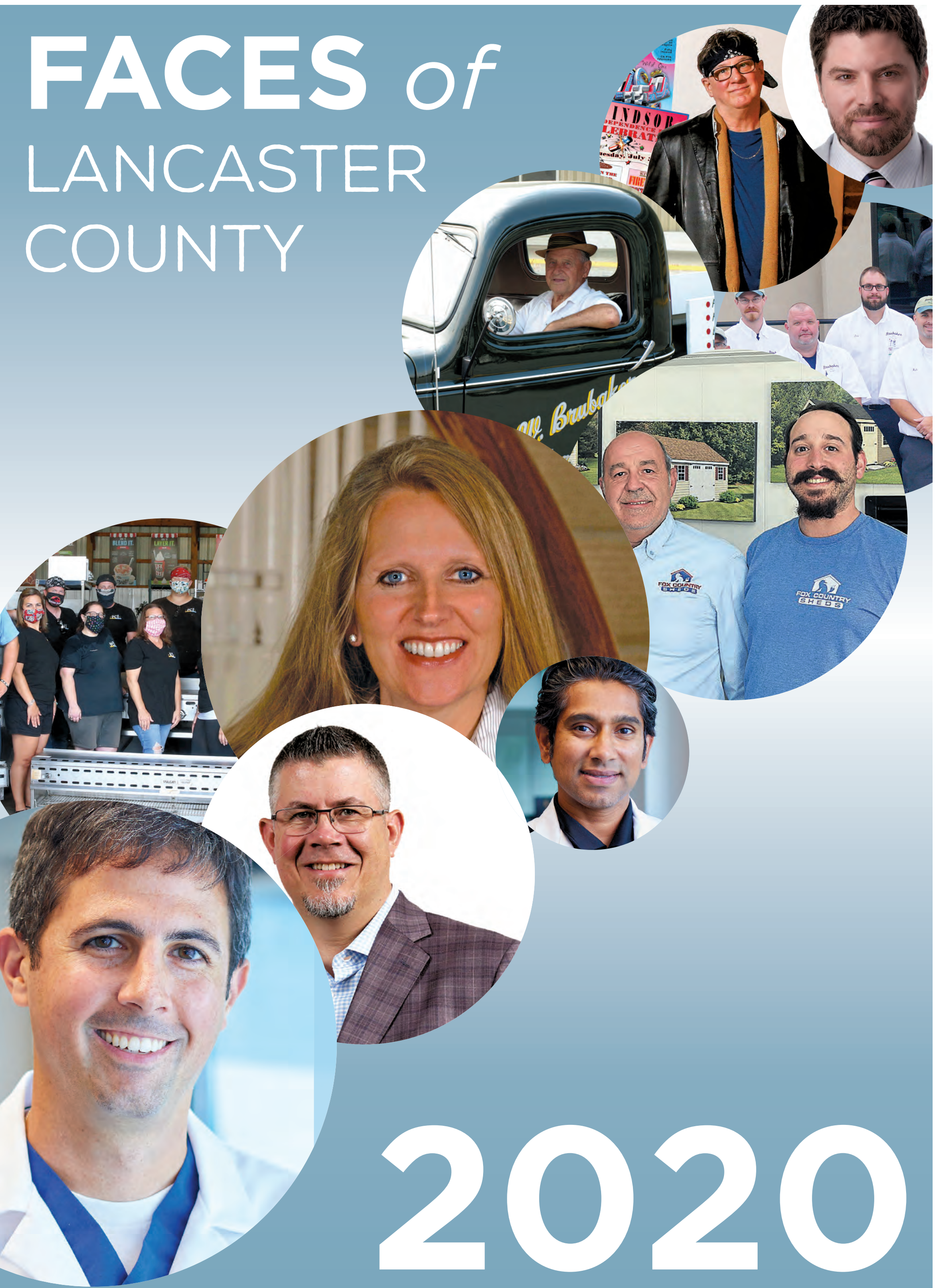


# FACES of LANCASTER COUNTY



AN ADVERTISING SUPPLEMENT OF LNP | AUGUST 26, 2020

LNP | LancasterOnline

## WHERE EXCELLENCE MEETS EXPERIENCE



*Representing Homes at Every Price Range*

Lusk & Associates | Sotheby's  
INTERNATIONAL REALTY

100 Foxshire Drive, Lancaster, PA 17601  
Office: 717-291-9101 | Cell: 717-271-9339  
Annelusk.com




Fox Country Sheds owners Jeannie and Adam Kontis, and their son Alex, welcome you to stop by their sales office.

For over 20 years, Fox Country Sheds has built a reputation for quality hand-crafted sheds. The Kontis family - Adam and Jeannie Kontis and their son Alex - have continued that tradition as owners since 2008, manufacturing backyard storage sheds and prefabricated garages.

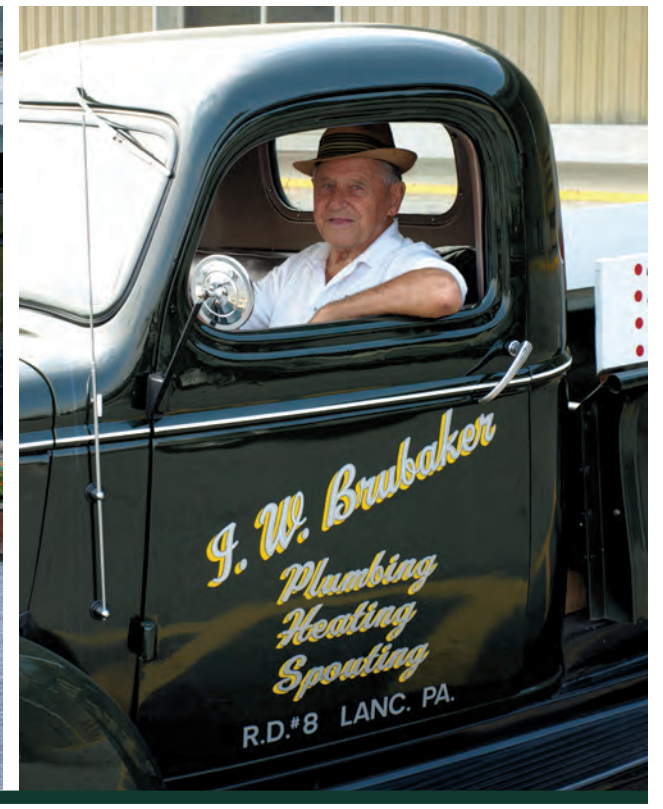
Not only do they build for wholesalers, they also sell directly to retail customers. They build customized sheds in many sizes, styles and colors to meet your storage needs. They will build a shed to match your home's siding, roof and can even add options such as a cupola or weathervane. There are pool house sheds, prefabricated garages, workshop sheds and of course garden sheds. Custom sheds can include specialty buildings such as concession stands or ticket booths. Some people use their custom sheds for home offices or art studios.

They also sell locally-made backyard Amish play sets and gazebos. You can add site preparation service for sheds, garages & gazebos or rubber mulch for play sets. Standard delivery of a pre-assembled shed, gazebo or playset is included for all local customers. For hard-to-access backyards, they will even provide a mule delivery service or build-on-site service in your yard.

You can customize and order directly on their website [www.foxsheds.com](http://www.foxsheds.com). To find out more, call or check the website, Facebook or email to [info@foxsheds.com](mailto:info@foxsheds.com). The retail sales office is open Mon.- Fri. 8 a.m. - 5 p.m. and on Sat. 10 a.m. - 2 p.m.

 **FOX COUNTRY SHEDS** 537 E. 28th Division Highway, Lititz  
717-626-9560 • [www.FoxSheds.com](http://www.FoxSheds.com)





1954



1956



1964



1966



2011



2013



2020



# Service That Exceeds Expectations

Brubaker Inc. offers a full slate of residential and commercial services, from plumbing, heating, air conditioning and electrical services to kitchen, bath and laundry remodeling. But like many long-time successful businesses in Lancaster County, Brubaker Inc. had much humbler beginnings.

As the company celebrates 75 years of growth this year, it also celebrates the man who started it all, along with a business philosophy that remains its key to success today: Do the work right the first time, and every time.

In 1945, just after the end of World War II, I. Wayne Brubaker began offering his plumbing, heating and rainwater spouting services under the name I.W. Brubaker Plumbing, Heating, and Spouting. With the economic expansion of the 1950s, Brubaker added a retail store selling Frigidaire and Delco kitchen and laundry appliances. They also became one of the first contractors in the area to offer two-way radio dispatching.

The company continued to expand in the next decade, with the addition of air conditioning services in 1959 along with electrical services and water softening technology in the early 1960s. Brubaker Inc. even added an automotive service garage in the 1970s. And in the 1980s, the company became a pioneer in computerized drafting, estimating and material/labor takeoffs.

And when fire destroyed their showroom in 2011, Brubaker Inc. continued to offer its full slate of services while rebuilding a new facility that opened in the summer of 2012.

Today, the three-generation family-owned company specializes in plumbing, heating, cooling, electrical and remodeling, with a design center to assist customers in transforming their kitchen, bath or laundry room. As part of its remodeling division, Brubaker Inc. also has a certified Aging-in-Place specialist, who can help homeowners remodel or modify their home with low- or no-threshold showers, walk-in tubs, first- or second-floor laundry rooms, first-floor bathrooms, and safety devices such as grab bars and shower seats.

Brubaker Inc. is also an authorized dealer and service center for kitchen and laundry appliance brands such as Frigidaire, Maytag, Whirlpool, LG, Electrolux, KitchenAid, Speed Queen and Amana.

As Brubaker Inc. has evolved into a multi-faceted company, its customer-centered approach is still the same as it was when I. Wayne Brubaker

first opened shop in 1945. In 2020, the company remains dedicated to building relationships with customers, establishing trust, and providing individual attention and service that is second to none. Brubaker Inc. always focuses on providing you with *Service That Exceeds Expectations... You'll SEE!<sup>SM</sup>*

A secret to the longevity and continued success of Brubaker Inc. is its commitment to building positive relationships and trust. They seek to build relationships with their employees, their loyal customers, and with vendors, suppliers and the local community.

The folks at Brubaker Inc. believe that to continually provide Service That Exceeds Expectations they need to attract and retain the very best employees. They then provide them with an environment and the best tools and equipment, all in an effort to equip them with all that they need to deliver superior service to their customers —service that is so superior that the customer will gladly promote Brubaker Inc. to others. That philosophy is also extended to Brubaker Inc.'s suppliers, vendors and subcontractors, all in an effort to engage in and promote excellence in all that they do.

The standards first set by I. Wayne Brubaker continue to this day through sons Donald, Gerry and Dave, and through grandchildren Doug, Neil and Katey:

- **Honesty**
- **Dependability**
- **Stability**
- **Integrity**
- **Reliability**
- **Family**
- **Innovation and Creativity**
- **Promoting New or Improved Technologies**

Brubaker Inc. is located at 1284 Rohrerstown Road. Appliance store hours are 9 a.m. to 5 p.m. Monday through Friday and 9 a.m. to 3 p.m. Saturday. They also have a staff of factory-trained technicians on call 24 hours a day to meet your plumbing, heating, air conditioning, electrical and water treatment needs. Contact them at 717-299-5641 or at [service@brubakerinc.com](mailto:service@brubakerinc.com). You can visit them at [www.brubakerinc.com](http://www.brubakerinc.com) or on Facebook.



**Service Exceeding Expectations...You'll SEE!**

**717.299.5641** [www.brubakerinc.com](http://www.brubakerinc.com) PA4191



**GROWING UP,**  
Dr. Smith said he was  
always interested in  
medicine because it is a  
“caring field.”



## ARGIRES MAROTTI NEUROSURGICAL ASSOCIATES WELCOMES DR. JACK SMITH

For Dr. Jack Smith, a childhood passion for helping others eventually transitioned into a career in the medical field, specifically pain management - and now, into joining the expert team of experienced neurosurgeons at Argires Marotti Neurosurgical Associates of Lancaster, located at 160 North Pointe Blvd., Suite 200.

“I’m very excited to come to the practice, partner with this group of expert physicians and help our patients improve the quality of their daily lives through innovative pain management techniques,” he commented.

Growing up, Dr. Smith said he was always interested in medicine because it is a “caring field.”

“I always wanted to be able to help other people, which started my interest in medicine. I eventually decided to go into pain management, specifically, because I had many family members who dealt with chronic pain, and I saw first-hand the challenges of living with pain daily - it steals the joy from simple things like holding

hands or hugging a loved one,” said Dr. Smith.

Dr. Smith attended Temple University School of Medicine and completed his residency and fellowship at Virginia Commonwealth University Hospital. Much of his focus is on non-invasive, interventional pain management, such as with peripheral joint and epidural steroid injections, and regenerative medicine.

“Regenerative medicine is a unique focus in which a patient uses their own body’s healing ability,” he explained. “For example, we use platelet-rich plasma (PRP) injections, which are a concentration of a patient’s own platelets, to accelerate the healing of injured tendons, ligaments, muscles and joints. This is a great option for patients who have arthritis, or tendon, joint or muscle pain.”

For Dr. Smith, considering each patient on an individual level and creating a customized plan of care is key to his patient philosophy.

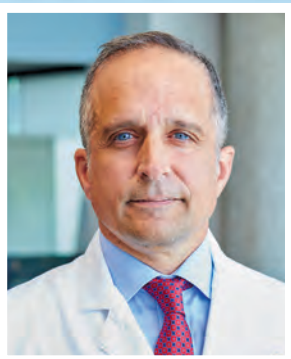
“My approach is: listen to the patient first, and then consider all options, keeping in mind the final goal of them living happier, more fulfilled lives.” he said.

At Argires Marotti Neurological Associates of Lancaster, skilled neurosurgeons strive to provide each patient with comprehensive evaluation and medical management services in order to create a personalized treatment approach. Argires Marotti offers both surgical and non-surgical pain management treatments and physical therapy for relief from chronic joint, neck and back pain, including groundbreaking techniques involving spinal cord stimulation.

To reach Dr. Smith, or for more information on Argires Marotti Neurological Associates of Lancaster, visit their website at <https://www.argiresmarotti.com> or call (717) 358-0800.

By Susan C. Beam

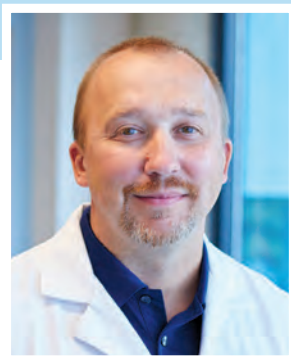
### OUR OTHER DOCTORS...



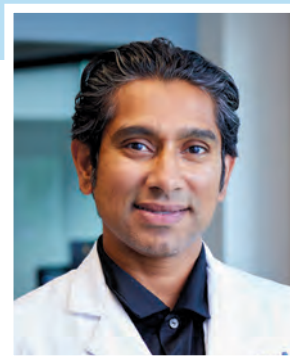
**Perry J. Argires, MD, FACS**  
Brain and Spine Surgery  
Voted Among the Best  
Surgeons  
(2nd Place)



**Louis A. Marotti, MD, PhD,  
FAANS, FACS**  
Brain and Spine Surgery  
Voted Best Surgeon  
(1st Place)



**Steven M. Falowski, MD**  
Nationally Recognized  
Brain and Spine Surgery



**Jarod B. John, MD**  
Neurologist  
Voted Favorite Neurologist  
by LNP Readers

COMING SOON:



**ARGIRES MAROTTI**  
NEUROSURGICAL ASSOCIATES OF LANCASTER





## A different approach to growing your business.

**"If you keep doing what you always did, you will get what you always got."**

-Henry Ford



### GREG ORTH'S SANDLER TRAINING

This quote from Henry Ford is the basis for the approach I use when working with my clients. Oftentimes, people find themselves going down spirals of doing the same things over and over again and not getting the results they're looking for. **From sales professionals to business owners, I regularly hear frustrations like:**

*"I feel like all I do is chase prospects."*

*"I am concerned that I don't have enough opportunities in my pipeline."*

*"I put out a proposal only to be used as a bargaining chip to negotiate better prices."*

#### What's the solution?



Businesses need to shift their thinking and adjust their mindset. I work to help people understand the right attitude, behaviors, and techniques needed to elevate their success.



Sandler Training helps individuals in all industries take advantage of proven systems and methodologies in order to work more efficiently and effectively to increase profit.

#### About Greg

As the Owner and President of Sandler Training Lancaster, PA, I am a certified DISC instructor and have 20+ years of experience in a corporate career. Leaving the corporate world behind me, though, I decided to use my skills and expertise to help local businesses achieve their financial and business development goals.

#### How Sandler Training Helps

Sandler Training builds sales, management, leadership, behavioral, and customer service training programs to suit everything from a small, local business to larger, more established organizations. My success with each client is achieved through on-going, reinforcement programs that include assessments, weekly training sessions, one-on-one coaching, as well as customized in-house training programs.

For more information, call (717) 459-3445 or visit [thinckbox.sandler.com](http://thinckbox.sandler.com).



[Greg.Orth@sandler.com](mailto:Greg.Orth@sandler.com)



## I AM Tice Allison Design



### Layouts imbued with the power to sell!

You may remember actor Tice Allison from the launch of his book, *Badass Acting*, but Tice is also a skilled graphic designer with decades of experience under his belt.

Apptly named Tice Allison Design, Tice prefers for himself the moniker of *layout artist* — this is because his forte is for the type of projects other designers palm off to apprentices: data entry forms, questionnaires, corporate reports, newsletters, copy editing. "There's something about applying expert typography to ordinary office materials that I find satisfying," Tice tells us with a laugh.

Mr Allison's portfolio also boasts many colorful, direct mail and print marketing designs: postcards, display ads, white sheets and brochures — all

of them imbued, on some level, with the power to sell.

In sharing the secret to his approach, Tice Allison confesses he rarely knows how a design will turn out until it's fully completed. "My layouts partake of old-fashioned skill, anchored to a deliberate reliance on intuition."

Tice's streamlined system of working remotely with clients (via email and the internet) has been in place for years, long before covid came along. "That duly noted," he continues, "my comfortable home office is open to anyone who wishes to meet with me in person." With a wink he also adds, "And if you're someone who can appreciate the American flag waving from my front porch, it's likely you and your new graphics guy share a few things in common!"

TICE ALLISON  
**DESIGN**

[WWW.TICEALLISONDESIGN.COM](http://WWW.TICEALLISONDESIGN.COM)  
[ticeallisondesign@gmail.com](mailto:ticeallisondesign@gmail.com)  
ph. 717-568-6253

# Committed to Improving the Health of the Lancaster Community



Eliance Health Solutions is a self-funded health plan backed by Penn Medicine Lancaster General Health. Our health plan offering was created for Lancaster businesses with the goal of reducing health plan costs for employers and improving the health of employees.

We have been working with the Lancaster business community since 2016 and are continuously finding new and innovative ways to help our clients save money through their medical plan.

Our health plan offers a variety of benefits designed to save businesses money including:

- A discount off the best contracted rates on facility charges at Penn Medicine Lancaster General Health.
- A tiered network approach. This combines a local network of providers for members receiving care nearby and Cigna's national network for members receiving care outside of the local area. Our network provides the highest quality care by adhering to the most advanced clinical guidelines.
- Penn Medicine Lancaster General Health's integrated award-winning Wellness program that keeps members healthy and on the job.

Mike McCuen, our Manager of Broker Relations, is committed to meeting with business owners and the broker community to further discuss the advantages of our program. Mike works with a variety of local employers across Lancaster County and helps them to navigate their employee benefits and ensure they are offering the best healthcare coverage to their team. He can work directly with local businesses or with their broker to provide Eliance Health Solutions as a health plan offering. Mike enjoys providing a seamless experience to clients so they can spend more time investing in their employees and less time navigating the employee benefits landscape.

Please contact Mike to discuss how Eliance Health Solutions can help your business.

**Eliance Health Solutions**  
Lancaster General Health

Urban Place, 480 New Holland Avenue, Suite 7203, Lancaster, PA 17602  
717-869-3877 • [mmccuen@phcunity.com](mailto:mmccuen@phcunity.com)  
[www.eliancehealthsolutions.org/healthplan](http://www.eliancehealthsolutions.org/healthplan)



# PROVIDING TRANSFORMATIVE CARE



**Bryan Cicuto, DO**  
Board-Certified Plastic Surgeon  
UPMC Pinnacle Plastic and  
Aesthetic Surgical Associates

Transformation occurs in many forms and often begins from within. In some individuals, however, a desire to match what is felt on the inside with their reflection is a process. Fortunately, these patients have options and plastic surgery is one aspect of their makeover.

Bryan Cicuto, DO, offers a full range of services to help people look and feel their best, but his skills extend beyond the traditional facial and body contouring procedures. He also specializes in gender reassignment surgery, as well as reconstruction for cancer and trauma patients.

## Top Surgery for Transgender Patients

When an individual begins the physical alteration to become female or male, top (or chest) surgery is one important step in their transition, particularly toward lessening gender dysphoria. Helping patients to either masculinize or feminize the chest is an area of expertise for Dr. Cicuto and unique to this region.

“Historically, this procedure for a female transitioning to a male has been done as a breast reduction technique. This often leaves a feminine appearance to the chest and doesn’t address the gender dysphoria,” he says.

Transmaculine surgery involves the removal of excess skin and breast tissue, as well as the reconstruction of the chest and repositioning the nipple in order to provide a more masculine appearance.

“Instead of simply removing breast tissue and making the area flat, the procedure I perform enhances the chest to look more masculine.”

In order to create the preferred and realistic appearance, several factors should be considered when choosing what technique is best. These include an individual’s body composition, desired nipple sensation, and overall health history. Most importantly, patients are encouraged to undergo the procedure for themselves and not to fit an ideal image or attempt to fulfill a partner’s desire.

The procedure is performed as an outpatient, although additional surgeries may be needed depending upon the patient’s individual situation. Healing continues for several weeks as the swelling decreases and the overall chest shape improves.

### Top surgery is an option if:

- » You have been diagnosed with persistent gender dysphoria
- » You have been living as a member of your desired sex
- » You are at an age to give consent
- » You have been under the care of a mental health professional who can provide a letter of recommendation supporting the decision
- » You have a positive outlook and realistic expectations

“I discuss the risk factors associated with the surgery and outline the benefits in choosing to either enhance or remove breast tissue,” Dr. Cicuto says, adding, “The decision to undergo top surgery is personal and while good results are expected, there are no guarantees.”

For patients with severe gender dysphoria, or gender incongruence, surgery has been a mainstay of treatment for decades. Recently, Medicare lifted a decades-long ban on gender confirmation surgeries, as the benefits are clear in a well-screened patient population and the surgeries are no longer considered experimental. Facial feminizing surgery, breast augmentation, and vaginoplasty may be pursued by male-to-female patients. Likewise, for female-to-male patients, chest masculinizing surgery, hysterectomy, and genital reconstruction are often pursued.

“These are life altering operations and people often seek some sense of self-restoration through reconstruction. There’s a big responsibility that goes along with that — not only to care for them, but to listen and respectfully help them meet their goals,” Dr. Cicuto says.

## Breast Reconstruction Options

When an individual has experienced a life-changing event such as breast or skin cancer, or who may have been the victim of trauma such as a burn, Dr. Cicuto can help restore their outward appearance. The full range of personalized breast procedures should be evaluated. Using today’s advancements in medical technology, Dr. Cicuto will work with the patient to achieve their goal and develop a customized surgical plan. Common breast procedures include:

- » **Breast augmentation** – The most common surgery in the United States, many women undergo this procedure to enhance the size and shape of their breasts. Augmentation can help balance the size of uneven breasts or compensate for reduced mass as a result of pregnancy. The goal is to provide a firmer, fuller, and rejuvenated appearance of the breasts. Patients may combine this surgery with a breast lift.
- » **Breast lift** – Also known as mastopexy, a breast lift raises the breast and creates a more youthful contour by removing excess skin and tightening the surround breast tissue. This procedure may also be used to reduce the size of the areola (or darker area nipple).
- » **Breast reduction** – Both men and women who have large or disproportionately large breasts (macromastia in women and gynecomastia in men) may feel discomfort physically and emotionally from the condition. Female breast reduction removes extra breast tissue to sculpt lighter, more proportional breasts. Male breast reduction also reduces the size and enhances the chest’s flatter, more masculine contour.
- » **Breast reconstruction** – This surgery involves rebuilding the breast to simulate the original size and shape and is favored by women who have undergone cancer treatment involving a mastectomy (removal of one or both breasts), lumpectomy, or who have had another form of breast trauma.

“Many of my patients who choose reconstruction do so to appear and feel whole again. I offer three types of breast reconstruction to help them achieve their goal,” says Dr. Cicuto.

- » Breast cancer reconstruction post mastectomy (TRAM, latissimus muscle flaps, or implant-based)
- » Breast cancer oncoplastic breast reduction
- » Nipple reconstruction, areola tattooing, and secondary fat-grafting procedures

For women who have had a lumpectomy, where only part of the breast around the cancer was removed, breast reconstruction may not be needed. Whatever the patient’s lifestyle, vision, or questions, Dr. Cicuto emphasizes that he and UPMC remain committed to helping all achieve their goals.

“I appreciate the fact that most people want their internal and external selves to be congruent, and so one of the most rewarding things about being a plastic surgeon is helping to assist in restoring patient self-confidence.”

For more information about the services at UPMC Pinnacle Plastic and Aesthetic Surgical Associates or to schedule a consultation with Dr. Cicuto, call **717-625-3509**.

UPMC Pinnacle Plastic and Aesthetic Surgical Associates  
1535 Highlands Drive, Ste. 300, Lititz | 300 Continental Drive, Elizabethtown  
717-625-3509

[UPMCPinnacle.com/PlasticSurgery](http://UPMCPinnacle.com/PlasticSurgery)

**UPMC**  
LIFE CHANGING MEDICINE



# Better Auctions, Better Service, Just Plain Better.



PCI Auctions East Coast was established over five years ago, with only four part-time employees working in a converted barn. Since then, they have grown into a staff of over 20 full-time employees and have over 20,000 square feet of warehouse space that is constantly filled with equipment.

Their staff is responsible for facilitating removal, remarketing, and sales of 20-30 complete restaurants, businesses, and schools every month. They help major restaurant chains such as Joe's Crab Shack, Pizza Hut, Subway, Ruby Tuesday, Dunkin' Donuts, Au Bon Pain, and TGI Fridays to liquidate their equipment.

PCI also donates time and money to community entities and conduct charity auctions for local organizations. They have a passion for supporting local businesses and are always looking for opportunities to help them succeed.

The PCI team assists businesses with startup, as well as helping

existing businesses with improvements at an affordable cost. They also help businesses looking to renovate, change locations, or move on to other projects liquidate their existing equipment to put money back into their pockets.

PCI staff is available around the clock to answer questions regarding their business, processes, and any other questions a prospective client or customer may have. They take pride in having consistent production selection and a user-friendly auction process. They pledge that their services and auction process will solve any urgent problem.

They know this is a hard time for everyone, and are here to extend their services to help propel your business, even when the future is unpredictable. They have remained open and follow all CDC guidelines so they can safely help any clients and bidders during this time!

Contact them today at 717-450-7241 to see how they can help you!

