

Meetings

Mortgage Seminar at M&T Bank

M&T will be sponsoring two free seminars for seniors interested in learning how a reverse Mortgage can be used to supplement retirement income - without having to worry about making monthly payments. benefits to be discussed include how a reverse Mortgage can be used to pay medical expenses, consolidate debt, make home improvements or simply provided financial security and peace of mind. An M&T reverse mortgage specialist will be available to answer your questions and explain how easy it is to qualify. The seminar will take place at 6 p.m. on Tuesday Oct. 24 at the banks Transit/French Road branch at 4747 transit Road in Depew. For more information call 848-4848.

Zonta meeting to be held

The Zonta Club of Lockport and Niagara Hospice will present "Your Medicine Cabinet: Friend or Foe?" in the community room of the Lockport Public Library at 6:30 pm on Thursday, Oct. 26. The free presentation is open to the public and will be especially helpful for seniors and caregivers. The program presenters are Dr. Robert Wahler, CGP, FASCP and Dr. Katherine Doyle, PharmD. Wahler is Director of Pharmacy Services at Niagara Hospice and a Clinical Assistant Professor at the University at Buffalo School of Pharmacy and Pharmaceutical Sciences. He holds the credential of Certified Geriatric Pharmacist and is a Fellow of the American Society of Consultant Pharmacists. For more information call 439-4417.

SCORE hosts Marketing your Products

A marketing and advertising workshop for individuals planning to start a new business and for those wanting to grow and expand their existing business will be held at Ken-Ton Chamber of Commerce 3411 Delaware Avenue in Kenmore at 8:30 a.m. on Tuesday Nov. 7. For more information call 551-4301.

Gill's Gifts specializes in theme baskets

by **JESSICA L. FINCH**
Associate Editor

Standing in baskets up to her elbows, Annette Gill knew it was time to move her rapidly growing gift basket business out of her Amherst home.

She found a new location and officially opened Gill's Gifts at 3960 Harlem Road earlier this year.

"I wasn't able to handle all the business out of my home, I started turning business away," said Gill, who has been creating gift baskets for 10 years.

With the assistance of her family, she decided it was time to find more space for the business that focuses on gift baskets for all occasions, as well as speciality gifts.

"I doubled business in the last couple years and decided to go out on a limb," she said.

Gill said she started creating gift baskets as a hobby and now provides orders for corporate offices, special events and holi-

days.

She holds a business degree and combined her two passions to create Gill's Gifts. Located in a building with many businesses and professions, Gill said her store has served as a convenient stop for last-minute gifts.

Gill offers a variety of theme baskets, such as candies, coffees, cheeses and teas, with various sizes available. Individual gifts include Dionis Lotions, wind chimes, candles and other specialties.

When selecting her merchandise, Gill chooses unusual items not sold in most gift shops. She added that there is something in the price range of everyone looking for a gift.

In addition to expanding into a new business space, Gill will also be sending out brochures about the merchandise in the next couple of weeks.

She annually refills orders for customers who distribute baskets as holiday gifts within their companies. Orders for the holidays



Annette Gill recently opened Gill's Gifts at 3960 Harlem Road where she specializes in themed gift baskets and special occasions.

Photo by John Rusac

are accepted through Dec. 10.

Companies interested in Gill's gift baskets can customize them, such as including mugs with company logos filled with treats. Other personalized items can also be added to the baskets.

The store is open from 10 a.m. to 4 p.m. Monday through Friday. Expanded hours are expected to be announced for the holiday season. For more information, e-mail Gillsgifts@verizon.net or call 839-0791.

Hair replacement office opened by former Amherst businesswoman

by **BREANN HOWELL**
West Seneca Editor

A head of hair is like money or love — you never know how much you had until it's gone

However, the owners of Hairway to Heaven can help with hair loss.

Judy Klumpp and Linda Miller recently opened their hair replacement business at 531 Center Road in West Seneca.

Klumpp, began working for Hair Club for Men in Boston in 1987. She returned to Western New York in 1991, worked for a salon and then Sure Hair International/Acquired Hair in Amherst.

Miller, styled hair in salons, barbershops and a nursing home before she also found work in the hair replacement industry. In fact, Miller was trained by Klumpp at Sure Hair/Acquired Hair.

Together, the two women have a total of 17 years of experience in hair replacement. But according to Miller, owning her own business has been a lifelong dream. So, when the

colleagues found an available office on Center Road, they decided it was the perfect location for Hairway to Heaven.

"We wanted the location to be private," Miller said. "We wanted to be able to offer privacy and confidentiality."

Clients are men and women, who range in age from 25 to 60 and have varying degrees of hair loss, according to Klumpp.

When a person first comes to Hairway to Heaven, he or she sits down for a private consultation with one of the owners. During this time they discuss what nonsurgical hair replacement system would best suit the individual depending on his or her hair and lifestyle.

"The only synthetic we use is sometimes for gray hair," Klumpp said, explaining that human hair is easier to manage.

Some systems can be detached daily, while more permanent pieces can stay in place for four to six weeks, according to Miller, who said most clients use the permanent replacements.

Systems can be attached by a number of

different means. Weaving or combs are available for anyone who might be allergic to glues.

In addition, hair care products for the various systems are sold at Hairway to Heaven.

Because only 20 to 25 percent of their clientele is female, Hairway to Heaven's owners say they hope to help more women with thinning hair.

"We can definitely conform to a woman's needs," Klumpp explained.

"I think a lot of women don't know it's available to them," Miller added.

The owners agree that working in the hair replacement industry is rewarding.

In the future, the owners hope to provide services for chemotherapy patients. They also plan to eventually offer surgical hair replacement.

Klumpp and Miller say they are excited to embark on their new business, and they will offer half off the price of any service for new clients.

For more information on Hairway to Heaven, call 674-4411.

Bon-Ton raises funds for breast cancer research

October is National Breast Cancer Awareness Month, and throughout the month, a portion of the proceeds from specially designed items at Bon-Ton department stores will be donated to the Breast Cancer Research Foundation (BCRF), founded by cosmetics industry mogul Evelyn Lauder.

Bon-Ton is calling their promotion "Passion for Pink" and has been working with BCRF since 2002 — the stores have raised more than \$332,952 for breast cancer research.

"Our customers have proven over the years that they are passionate about supporting

breast cancer research," said Bud Bergren, president and CEO of The Bon-Ton Stores, Inc. "The funds raised through our Passion for Pink are helping to support important breast cancer research, and we're making an impact on fighting the disease."

Customers can show their support for the fight against breast cancer by purchasing any Passion for Pink item, available beginning Oct. 1. Items include pretty in pink note cards, a journal and pen set, bracelets, coin purses, a baseball cap, Karen Neuberger pajamas and socks and a Columbia parka.

All items are available for purchase in store and several items are available online at www.bon-ton.com.

The Bon-Ton Stores, Inc. operates 271 department stores and seven furniture galleries in 23 states.

Amherst Pewter expands

Amherst Pewter has launched a direct sales home based party business called Distinctive Décor Parties.

Owners Robert Highway and Julie Dotton are expanding the business operations center in Western New York with plans of having representatives across the country and into Canada and Mexico.

Amherst Pewter, located at 2810 Sweet Home Road, is a distributor of handcrafted pewter products from Malaysia. Pieces include plates, goblets, cups, mugs, wine glasses and other accessories.

The new product line will include jewelry, silver gift ware and glassware.

For more information on Amherst Pewter or Distinctive Décor, call 697-0692 or e-mail julied@distinctivedecorparties.com.