



## Perkasie girls featured in Christmas book D9

# BUSINESS REAL ESTATE CLASSIFIEDS

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## SECTION D

December 18, 2014

### Noteworthy

**Edelman Wealth Management Group, Inc.** of Yardley, led by President Scott D. Edelman, was named as a finalist in Signator's "Practice of the Year" competition, sponsored by National Financial, for the firm's excellence in key areas of practice management and client service.

As part of the finalist selection process, Edelman Wealth Management Group underwent a rigorous assessment conducted by the international management consulting firm Business Health, which reviewed client management, internal planning and structure, external relations, staffing and technology capabilities, and overall practice performance.

In order to be considered, Signator's financial advisors must register and complete Business Health's HealthCheck, a web-based business assessment tool that benchmarks a practice in several key areas. Among all HealthChecks received, five finalists were selected to receive a site visit from Business Health. The winner will be announced in January.

New Hope-based **CRO Analytics**, a provider of validated clinical trial performance data, announced LabWare, one of the market leaders in laboratory information management systems, as the lead investor in the recently launched Series A round of funding.

LabWare CEO Vance Kershner was named to the CRO Analytics Board of Directors in conjunction with the investment, which will be used to support the Pilot to Production program of its Clinical Trial Quality System (CTQS) Performer.

"We are thrilled to have LabWare, which brings immense experience and expertise in clinical research, as our lead investor at this crucial stage of CRO Analytics' growth, including the recent launch of our Pilot to Production program," said Peter Malamis, CEO of CRO Analytics. "LabWare and Vance bring value well beyond capital as they understand and support our business model and strategy, know our market and fit our culture."

Performer, the only validated CTQS in the industry, is a cloud-based software platform designed to improve clinical research by assessing clinical trial performance through a series of instruments developed over a two-year validation process. The online tools take less than five minutes to complete and measure the quality of more than 70 functional areas and professional skills involved in clinical trial delivery.

The data is analyzed using a series of algorithms to deliver actionable insights through standard and custom reports to clinical trial teams, functional area leads and executives. The company launched Performer Version 1.0 earlier this year accompanied by the initial version of its Trial Management and Oversight Module for Phase 2-4 clinical trials.

"We're acutely aware that trial performance problems have a very real impact on the health and well-being of patients in the U.S. and around the world," Malamis said. "The sooner we begin to properly assess trial performance, the faster we advance trials and get new and improved treatments to market. It's that simple." Those interested in participating in Pilot to Production are asked to contact Malamis at pmalamis@croatronics.com.

Gilmore & Associates, Inc. (G&A) announced that **Roman C. Jastrzebski** has been appointed as senior vice president - director of structural and forensic services and was scheduled to join the firm on Dec. 15 to further enhance its growing portfolio of civil engineering and consulting services.

Jastrzebski comes with a wealth of civil engineering and structural design experience, having spent the last 30-plus years at Jastrzebski Engineers, Inc., where he served as principal engineer of the firm. Jastrzebski conducts technical reviews of emerging technologies in civil and structural design, implementing those technologies in repair, rehabilitation, historic replication and reconstruction projects. He has been actively involved with analysis, design, peer review, post-design evaluation, value-added and context-sensitive engineering, post-design bid document preparation, construction management and inspection services.

Jastrzebski also actively furnishes expert services, emergency response consultations, forensic evaluations, post-fire and post-catastrophic event structural assessments along with related engineering support services.

More than 100 volunteers and Chris Munz Construction joined forces on Oct. 18 to build a new KaBOOM! playground at **Lower Bucks Family YMCA's** Holland Campground.

Approximately 600 to 1,000 attendees participated in the ribbon-cutting ceremony. The new playground is called Bobby's Playground in honor of Robert Edward Osterhout IV, who died at 14 months in April.

The playground will feature a special memorial garden with 50,000 daffodil bulbs planted by Bucks Beautiful, a lending library and a Random Acts of Kindness REO IV mailbox.

The new community space and the adjacent memorial garden will seek to encourage the youngest members of the community to engage in kind and peaceful acts toward others.



Upper Makefield's Ann Marie Murray sells most of her hand-painted porcelain at trade shows – two in New York, two in Atlanta. She's in her 25th year in business.

## "Nice way to make a living"

### Ann Marie Murray sells hand-painted porcelain

David Campbell

Ann Marie Murray didn't expect to be here. Her business, which bears her name and specializes in hand-painted porcelain, is now a quarter of a century old.

"You bet," Murray said, when asked if she was surprised Ann Marie Murray LLC has not only survived but thrived for so many years. "When you start a business like this, part of it is just dumb luck, and part of it is seeing an opportunity."

Murray attended her first trade show in 1989. "I have a good eye," Murray said. "I got experience in retail and I was able to put the two together. I always wanted to do a quality piece that was as good as the Europeans, and I wanted a good price point."

A resident of Upper Makefield – she moved from Yardley in 1996 – Murray estimated that she has 300 different designs.

"There is almost nothing that we don't do – and that's the truth," she said. "We've done an aardvark on a Christmas ball."

Ann Marie Murray LLC doesn't sell directly to the customer. Instead, she attends four trade shows a year (two in New York, two in Atlanta) and that's where the majority of her china is scooped up, primarily by high-end specialty stores.

She has a three-booth space at the New York Gift Show and a permanent showroom in Atlanta.

"It's a niche business," Murray said. "We get to do a lot of prizes for golf clubs. We do some museum work and personalization has gotten to be a bigger part of the business."

Murray employs 10 regional painters who work out of their homes.

"I have really the most talented china painters," she said. "They are capable of doing just about anything."

Murray said her artists are working at their own

pace and set their own salary.

"These are really talented people," she added. Murray is a former school teacher and was employed by jewelry giant J.E. Caldwell & Co. in Philadelphia prior to diving headfirst into business ownership.

"I said, 'You know, nobody in this country is doing anything particularly exciting in china, so maybe we can find some china painters from the old factories [in Trenton] and start doing custom porcelain,'" she said. "We started in dinnerware and moved on to giftware."

An investor in Trenton helped Murray get her business off the ground, but when they pulled their financial support, Murray was left stranded. She kept paddling, she said, and the timing couldn't have been more perfect.

Europeans were beginning to move away from hand-painted pieces in favor of decal work. Suddenly, she had her in.

The industry itself seems to be in Murray's wheelhouse. Her mother was an antique dealer, and Murray enjoyed traveling to Europe after she married. She said she would pay attention to the auctions and she developed an eye for fine hand-painted porcelain.

"We do a lot of custom work," Murray said. "We do everything from Christmas balls to soup tureens."

Murray said her most popular piece is a ring tray with a little engagement ring painted on it. "I think every girl in the United States now owns one," she smiled. Ann Marie Murray LLC also cranks out a "very strong baby line," she said.

Murray plans to continue for as long as she's able. "Hopefully," she said, "I can keep doing this until I can't find my way home, I guess. You're dealing with the nicest stores with the most beautiful stuff."

Why stop now, after 25-plus years, Murray asked. "It's a nice way to make a living," she concluded.

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## Cliff Montgomery: Job Hunting and Career Planning Q&A with the career coach

"Q&A with the career coach" is a series of articles featuring questions from readers and clients and answers from 42-year human resource veteran and career coach Cliff Montgomery. Future questions can be submitted to him at his address below.

**Q: As the result of a recent change in leadership, there are rumors that my company may close. I'm not enjoying my job anyway and feel like resigning to start my job search. What do you think?**

**A:** I've never been a supporter of leaving a job before you have one, even if you can afford it. While resigning would clearly give you more time for your job search, trying to explain to a potential new employer why you are currently unemployed would not be easy. This is especially true if the reason you are leaving is that you're unhappy.

In interviews, I always advise my clients to be totally positive and never speak negatively about a prior employer. With this in mind, as a prospective employer will undoubtedly ask about your current employment status, if you're truthful, it will be difficult not to give the impression that you could be a negative influence within their company, as well. So my advice to you is to conduct what I call a "Dual Career Strategy." That is first, making the best of your current situation. After all, you never know what new ideas your new leadership could bring. Simultaneously, start your confidential external job search using your current network (and especially those co-workers who preceded you out the door) to

help you in the process.

**Q: I'm thinking of changing careers but am not sure which way to go. Any advice?**

**A:** First, I applaud you for exploring this option. All too often, people stay in careers they're not particularly fond of, or good at, just because they've been doing it for a while, and they've become comfortable.

My first suggestion would be to avail yourself of some available assessment tools and see where that might lead you. The one I use in my coaching practice has been very helpful to many of my clients. Second, think back over your life and career: what are those things you've loved to do and what it would take to enter them. This exercise might give you a general career direction to explore, and at a minimum, you could begin to prepare for your career change through additional education or certifications. Bottom line, as I've said before, if you do something you love and that you're good at, you'll never work a day in your life.

Send your questions to Clifford E. Montgomery, executive and career coach in New Hope. He can be reached at 215-862-5553 or [montgomeryce33@yahoo.com](mailto:montgomeryce33@yahoo.com). His website is [montgomerycareercoaching.com](http://montgomerycareercoaching.com).



## First Fed donates to FSA

First Federal of Bucks County recently presented an annual gift of \$12,500 to the Family Service Association (FSA) Bucks County at its annual meeting on Nov. 13 at Spring Mill Country Club. First Federal has been an avid supporter of Family Service Association both financially and with team member volunteers for many years. From left are: Ernie Nocito, Family Service Association director of development; Michael J. Mattie, Family Service Association board of director president; Audrey J. Tucker, Family Service Association chief executive officer; Jeanne Cloye, First Federal's president/chief executive officer; and William L. Larkin, First Federal of Bucks County board of director chairman and Family Service Association board of director/treasurer.