

Greater Salem Contractors Association

"The Foundation Upon Which to Build Your Trade"

January 2021 Bulletin



Share What You CAN Thanksgiving Donation Event

Thank you to our members and friends who made our Share What You Can Thanksgiving Food Basket Donation Event a success. We were able to provide 25 turkeys and all the fixin's to families through the Food for the Hungry Food Pantry in Salem.

We are thankful to those who donated: ADServices Unlimited; Bob Chapman, LED Conversions; The Burns-Stiles Family; Correct Temp; DRM Solutions, LLC; Gary Merrill; Jamie Santo, Santo Insurance & Financial Solutions; Kelley Beavers, Bank of New England; Larry Belair; Link Established; Montes Marble & Granite; Palmer Gas & Oil; Pentucket Bank; Policy Well & Pump; Rob & Krista Hannon; Ron & Linda Leone; Sharon Dyson-Demers; and Tom & Patti Mosson.

And thankful to those that volunteered: Kelley Beavers of Bank of New England, Kelly Burns, Linn Kurkjian, Lisa Davey and Michelle Aprahamian of Palmer Gas, BoD Member Wayne Gelardi of ADServices Unlimited, President Tom Mosson and Admin Katie Delay.

Thank you to all that helped make this happen!



Distribution crew: Linn Kurkjian, Wayne Gelardi, Kelly Burns and Katie Delay.



Basket Filling crew: Lisa Davey, Michelle Aprahamian, Katie Delay, Tom Mosson, Wayne Gelardi and Kelley Beavers

Christmas Tree Donation Event

On Thursday, December 3rd, the Greater Salem Contractors Association gathered at Freshwater Farms in Atkinson for a fun and festive night. With the generosity of our members and friends, we were able to invite 22 local families in need of extra holiday cheer to select Christmas trees for their

continued on page 3



Santa Dick Hanlon and Elf Katie Delay!



Pentucket Bank
On Track Together Since 1891

John DeBaun
SVP, Commercial Loan Officer
234 North Broadway
Salem, NH 03079
Tel: 603-894-7816
Email: JDeBaun@pentucketbank.com
www.pentucketbank.com

Member FDIC. Member DIF. NMLS#1630813

Letter from the President...

Hello Fellow Members!

HAPPY NEW YEAR!!!

Can't say I'm sorry to see 2020 in the rear view mirror. Welcome 2021, we have been waiting longingly for your arrival!!!

The Greater Salem Contractors Association had such a wonderful, giving holiday season with a lot of member participation in both the Give What You CAN Thanksgiving Basket Event and the Christmas Tree Donation Event. It warms the heart to be able to donate and help people in need especially during the holidays. I love that we have been able to enjoy being together as association members with our families and friends while giving back to the community. Thank you so much for participating, you all did a great job!

I am looking forward to the publication of our 2021 member directory. We will be printing at least 12,000 copies with a minimum of 11,500 being included in newspapers delivered to peoples homes. Please check out pages 5 and 6 of the bulletin for details on advertising opportunities.

Looking forward to a happy, healthy and prosperous new year!

Sincerely,

Tom Mosson
President
Greater Salem
Contractors Association

Board Meeting Briefs

Thank you, Katie Delay for providing the following briefs from the December Board of Directors Meeting:

Meeting Location: Windham Restaurant

Meeting Start 6:10/Meeting End 8:30

Attended: Jeff Ozella, Gary Merrill, Sharon Dyson-Demers, Tom Mosson,
Rob Hannon, Kelley Beavers, Katie Delay

Treasurer's and Secretary's Reports - Reviewed and approved as presented

For Discussion:

Holiday Overview

- Reviewed Thanksgiving and Christmas donation events. Both were very successful. Donated 25 Thanksgiving Baskets and 22 Christmas Trees. Looking to make the Christmas Tree event an annual event and expand to be a bigger member holiday celebration next year

Mail Call

- Received thank you cards for recent events, Katie will get on website and Facebook page

New Member Applications

- Both accepted. Katie to send welcome material and Sharon to feature in newsletter
 - APP Imprints - Sonny Tylus, referred by Tom Mosson and Rob Hannon
 - Pat's Key and Lock - Pat Hargreaves, referred by Rob Hannon

Membership/Ad Renewals- Presented membership dues that came in during November
Directory Updates

- Sharon presented Directory design and proposed ad pricing.
 - Print 12,000 minimum (11,500 Distributed in Salem, Atkinson, Plaistow and Windham)
 - Members need to commit to ads by 01/15/2021, payment by 01/21/2021

Next BOD Meeting will be Thursday, January 7th 6:00pm Windham Restaurant

2020-2021 Board of Directors

President

Tom Mosson

Tom Mosson Builders
603-234-5843

tmossonbuilder@gmail.com

Member since 2001

Vice President

Gary Merrill

George E. Merrill & Son, Inc.
603-231-0967

garymerrill@merrillexcavating.com

Member since 1992

Directors

Ron Leone

Leone Masonry and Tile
603-235-2165

ronleone@comcast.net

Member since 2010

Wayne Gelardi

ADServices Unlimited
603-898-0050

wayneg@adservicesu.com

Member since 2015

Dan Melo

DRM Solutions
978-820-3761

info@drm.solutions.com

Member since 2020

Treasurer

Jeff Ozella

Performance Painting
603-566-9364

dawna246@comcast.net

Member since 2015

Secretary

Joe Andrews

Colonial Benefit Solutions
603-965-0200

jpandrewsjr@yahoo.com

Member since 2015

Rob Hannon

RWH Architect
603-458-6903

rob@rwh-architect.com

Member since 2017

Gary Kanter

Link Established
603-820-3432

gary@linkeestablished.com

Member since 2019

Christmas Tree Donation Event, continued from page 1

homes along with tree stands, toppers, lights, ornaments and other decorations. There were crafts for the kids and cocoa and seasonal treats for all. We even had a special visitor from the North Pole! We thank everyone who came together to make this night so special and look forward to making this an annual tradition.



Isaiah 58 Family selecting their Christmas tree.

A special thank you goes out to our Christmas Tree Sponsors whose donations brought extra holiday cheer into the homes of local families: Member Hosts Freshwater Farms; Robert William Hannon

Architect; DRM Solutions, LLC; ADServices Unlimited; The Leone Family; Chandler Electric; Steve's Construction, LLC; Home Depot of Salem, NH; Michelle Aprahamian; and Palmer Gas & Oil.



Jeff Ozella; Tom Mosson; Rob, Viv and Krista Hannon; Michelle Aprahamian; Linda Leone; Santa Dick Hanlon; Elf Katie Delay; Rob and Donna Chandler



Krista, Viv and Rob Hannon with Jeff Ozella



Linda Leone, Carrie Weiland and Ron Leone



Linda and Samantha Leone



Demerice, Richard and Katie Delay

www.youngbroswellandpump.com

Young Brothers

Well & Pump Co. Inc.

— One Call Does It All —

FREE ESTIMATES

• Irrigation • Filters • Sales/Service • Installation • Hydrofracking

(603) 898-2504 | (800) 464-2504

36 Pelham Road | Salem, NH 03079

2021 GSCA Directory

coming early 2021!

Book your ad NOW!

Contact Katie at
admin@gscanh.org for details

Plate Glass Mirrors Hardware Kitchen Bath	<h2>Pelham</h2> <h3>Building Supply</h3> <p>6 Atwood Road Pelham, NH 03076</p> <p>603-635-7555</p> <p>www.pelhambuildingsupply.com info@pelhambuildingsupply.com</p>	Lumber Millwork Garage Doors Windows Doors
---	--	--

PHIL LACROIX AND SONS, INC.

MARK LACROIX
PHILIP LACROIX
Carpenters

151 Shore Drive
Salem, NH 03079
603-893-8915 | 603-890-3998 | 603-235-5493

phillacroixandsons.com
mandlacroix@comcast.net

Atlas Foundations

109 ZION HILL ROAD
SALEM, NH 03079

ANDY SANTO (603) 235-2215



P.O. Box 236, Windham, NH 03087
(603) 434-7511 www.jamescollinsinc.com

SANTO INSURANCE

& Financial Services Inc.

224 Main St., Salem, NH 03079
603-475-4295 Fax: 603-890-6521

► Commercial Liability
► Workers Comp/
Group Health



CYR LUMBER

& HomeCenter



CYR KITCHEN & BATH

Home Design Center

(603) 898-5136
39 Rockingham Rd • Route 28
Windham, NH 03087

ACE
Hardware

Kershaw

LANDSCAPE

Hydroseeding • Hardscape
Excavation • Irrigation
Property Maintenance • Snow Plowing

Adam Kershaw
P.O. Box 364
Derry, NH 03038
603-434-5958

A.J. WOOD

CONSTRUCTION

(800) 458-4468

SIDING • ROOFING • WINDOWS



MERRILL

Excavating

"We Do Dirt"

Screened Loam, Riverstone, Stonedust, Gravel,
Crushed Stone, Sand, Fill • Pick-up or Delivery

Scalehouse Direct Line 603-212-5520
Speak With Our In-House Expert - Regine

126 Shannon Rd • Salem, NH

Heating • Air Conditioning • Sales • Service • Installation



Correct Temp HVAC

Heating & Air Conditioning

268 Hampstead Street, #5
Methuen, MA 01844
Tel: 978-688-8700
Fax: 978-688-8701
www.CorrectTemp.com



POLICY

WELL & PUMP



Clean Water Center

Pumps • Tanks • Filtration
Route 28 — Windham, NH
(603) 898-4232 www.pwpc.com



[ADVERTISE HERE!]

Contact Katie 603.560.1002 or admin@gscanh.org



PALMER

Gas & Oil

FRIENDLY • SIMPLE • SAFE

Fuel, Service, Equipment
PalmerGas.com
Call us today!
603.898.7986



GREATER SALEM CONTRACTORS ASSOCIATION

If you haven't received your invoices for membership renewal and bulletin ads, please reach out to Katie at admin@gscanh.org.

Thank you to our members who help our organization with their newsletter ads. Please show your support by using and promoting their services. We ask you support all of our members this way and be sure to bring up the GSCA to potential members, homeowners and community leaders.

If you are interested in placing an ad in our bulletin, please contact Katie Delay
603-560-1002 Admin@GSCANH.org www.GSCANH.org

Greater Salem Contractors Association 2021 Member Directory

The Greater Salem Contractors Association is very excited to announce that we will be creating a 2021 Member Directory that will be distributed through newspaper subscriptions throughout the Greater Salem Area. This year has definitely shown that people are looking to make improvements to their properties and it's important for us to get our names in front of them.

The directory will be a 5.5" x 8.5" booklet, a convenient size for people to hold on to. Every member will receive a free listing and have the opportunity to purchase a larger ad. The minimum number of directories being printed is 12,000 with 11,500 being distributed to newspaper subscribers' homes in Salem, Windham, Plaistow and Atkinson. The more ads we sell, the more directories we can afford to print and distribute, so please keep this in mind when you are thinking about your advertising budget for the year and the impact of what your advertising dollars will be getting you. In the advertising price list you will see the approximate cost per impression. This means that it will cost you that much to be seen per directory and doesn't include online views (we will be posting the directory on the GSCA website and facebook page) or people sharing the directory information with others. This has also been based on 12,000 copies and if we can afford to print and distribute more copies due to ad sales, the price per impression is even less.

Advertising commitments are needed by January 15th 2021 and payment by January 21st, 2021, please.

If you have any questions about the directory, advertising and/or distribution, please feel free to contact Sharon at shashaswineclub@gmail.com or call her at 603-234-5401.

Trivia!

Send your answer for this trivia question to Katie at admin@gscanh.org.
All correct answers will be entered into a drawing for a \$25 Gift Card!

2021 Member Directory Advertising Price List

Premier ad location availability is limited and will be committed on a first come/first serve basis.

Premier Ad Locations:

Full Page Back Cover\$1500
5" x 8" or 5.5" x 8.5" Full Bleed
approximately \$.125 per impression

Half Page Front Cover.....\$995
5" x 3.875"
approximately \$.083 per impression

Half Page Inside Front Cover\$795
5" x 3.875"
approximately \$.066 per impression

Ads placed throughout the directory:

Full Page\$995
5" x 8"
approximately \$.083 per impression

Half Page.....\$595
5" x 3.875"
approximately \$.05 per impression

Quarter Page\$395
Horizontal 5" x 1.8" or Vertical 2.375" x 3.875"
approximately \$.033 per impression

Eighth Page.....\$250
2.375" x 1.8"
approximately \$.02 per impression

*What kind of paint
can slow the progress of fire?*

**Do you have a location for a member
hosted event but no time or talent
for entertaining?**

**We have several members who would
love to co-host (provide refreshments)
for an event that don't have
a practical meeting location.**

**Please contact Katie for details:
admin@gscanh.org**

Coffee and Conversation with Your Legislators

Meet your state senators and state representatives

Hear from local business leaders

Build connections to move the region towards
a strong economic future

Friday, January 8th, 8am-9:30am

VIRTUAL



GREATER DERRY LONDONDERRY
CHAMBER OF COMMERCE
Atkinson • Auburn • Chester • Derry • Hampstead
Londonderry • Sandown • Windham

FREE for GDLCC Members

\$10 for Non-Members

Greater Salem Contractors Association 2021 Member Directory Ad Commitment Form

Company Name: _____

Contact: _____

Company Address: _____

Contact Phone Number: _____

Contact Email: _____

Payment Method:

☐ Will Pay \$_____ by Check by January 21, 2021 for my ad

☐ Please charge credit card number _____

Expiration _____ CVV _____ in the amount of \$_____ for my ad.

Advertising Opportunities

I would like to book the following ad for the 2021 GSCA Member Directory

Premier Ad Locations:

Premier ad location availability is limited and will be committed on a first come/first serve basis.

- ☐ Full Back Cover Ad - \$1500
5" wide x 8" tall or 5.5" wide x 8.5" tall Full Bleed
- ☐ Half Page Front Cover Ad - \$995 5" wide x 3.875" tall
- ☐ Half Page Inside Front Cover - \$795 5" wide x 3.875" tall

Ads placed throughout the directory:

- ☐ Full Page Ad - \$995 5" wide x 8" tall
- ☐ Half Page Ad - \$595 5" wide x 3.875" tall
- ☐ Quarter Page Horizontal Ad - \$395 5" wide x 1.8" tall
- ☐ Quarter Page Vertical Ad - \$395 2.375" wide x 3.875" tall
- ☐ Eighth Page Ad - \$250 2.375" wide x 1.8" tall

Welcome New Members

Greater Salem Contractors Association would like to wish a warm welcome to our two newest members:
George "Sonny" Tylus of APP Imprints, LLC and Pat Hargreaves of Pat's Key 'n' Lock,, Inc.

George "Sonny" Tylus is a longtime Salem resident who has been selling promotional products and decorating apparel for more than 10 years with APP Imprints, LLC.

APP Imprints has been in the promotional product industry since 1979. They have representatives in Massachusetts, New Hampshire, and California with a combined experience of over 100 years! Whether you are looking for a specific item or just browsing for ideas, their website, appimprints.com, is your one-stop shopping source. From fun items to the traditional, you can easily search for some of the hottest items on the market. If you cannot find what you are looking for, or need help coming up with an idea, please contact Sonny at 603-498-6477 or sonny@tylusmail.com.

Thank you Rob Hannon and Tommy Mosson for introducing Sonny to the group!

Pat Hargreaves and Pat's Key 'N' Lock, Inc. are dedicated to providing fast and friendly service. Since 1991, they have been providing the Southern New Hampshire area with the highest quality in locksmith service.

At Pat's Key 'N' Lock, they are proud of their record of customer satisfaction. Check out their website, patskeynlock.com, contact them at 603-890-3876 or patskeynlock@comcast.net and let them show you how Pat's Key 'N' Lock can help you with all your security needs!

They are on call 24 hours a day, 365 days a year. Their emergency hotline assures immediate attention to your security needs at any time, day or night. They are committed to being there for you when you need us.

Thank you Rob Hannon for introducing Pat to the group!

Calendar of Events

January 2021						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
					1 New Year's Day!	2
3	4	5	6	6pm 7 BOD Meeting Windham Restaurant	8am 8 Virtual Coffee and Conversation with your Legislators Virtual • GDLC	9
10	11	12	13	14	15	16
17	Civil Rights Day	19	20 Inauguration Day	5pm 21 Member Hosted Event Monte's Marble and Granite	22	23
24	25	26	27	28	29	30
31						

Preview of events for the coming months:

Board of Directors Meeting - February 4, March 4, April 1, May 6 at Windham Restaurant

Member Hosted Event

February 18 - Location Needed - Co-hosts available to assist with refreshments, call Katie for details
March 18 - RWH Architect

Annual Member Meeting - April 15 **Installation Dinner and Ceremony** - May 20

All events are limited capacity to maintain safe social distancing.

Please RSVP to Katie Delay at 603-560-1002 or admin@gscanh.org



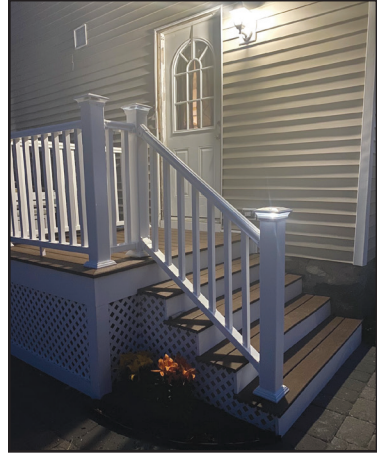
MEMBER HOSTED EVENT
Thursday,
January 21 • Time: 5pm

Montes
Marble & Granite

11 Industrial Way, Atkinson, NH
*All GSCA Events are Limited Capacity
to maintain safe social distancing.*
Please RSVP to Katie Delay at admin@gscanh.org

GSCA Welcomes New Member, Steve's Construction, LLC

Greater Salem Contractors Association would like to wish a warm welcome to Steven Realejo of Steve's Construction LLC. Steve has worked with tools and been very handy for as long as he can remember. Two years ago, he decided to take it to the next level and get his Construction Supervisors License and move forward with his dream job. A little over a year ago he went "all hands in" and started his own business.



Steve truly enjoys turning peoples' dreams into reality when it comes to their homes. Updating bathrooms; creating organized, functional, gorgeous kitchens; finishing extra spaces in homes such as basements and attics; additions that add that square footage that people want and need... this is what makes Steve wake up every day happy to go to work.

Steve was born and raised in Methuen,



MA in a Portuguese home with a very hardworking mom who was always open to updating things in their home to help him learn. He currently has a small company which he plans to grow as time goes on. We at GSCA look forward to the opportunity of working with you, Steve, and watching your business flourish along with all of us in the membership.

Thank you to Dan Melo of DRM Solutions for introducing Steve to the GSCA!

Bulletin produced by Sharon Dyson-Demers.
Any contributions, comments or questions may be sent to shashaswinclub@gmail.com.

Steve's Construction, LLC

Calendar of Events

Welcome New Members

Trivia

Information

Member Directory

Board Meeting Briefs

Letter from the President

Christmas Tree Event

Thanksgiving Event

Share What You CAN

In This Issue!

**Greater Salem
Contractors Association**
P.O. Box 616
Salem, NH 03079

