

# Greater Salem Contractors Association

*"The Foundation Upon Which to Build Your Trade"*

February 2021 Bulletin



## Palmer Gas & Oil and Greater Salem Rotary Club Give the Gift of Warmth

Atkinson, NH – Palmer Gas & Oil and the Greater Salem Rotary Club partnered this holiday season to give the gift of warmth to some special households. Palmer Gas received a significant cash donation from the Rotary Club which they were able to apply to the fuel accounts of local families.

Says Peter Iacobucci, General Manager of Palmer Gas & Oil, "Thanks to the generous donation of the Greater Salem Rotary Club, we were able to bring some fuel relief to local families. We know that 2020 has been a year of unexpected change, and we are grateful to the Rotary Club for their gift."

Adds Bob Slein of the Greater Salem Rotary Club, "Our organization is devoted to community-based service and we could not imagine a better partner

than Palmer Gas & Oil. The Ermer family has always been a staunch supporter of the local community and they were a great choice for a fuel partner this holiday season."

Award-winning Palmer Gas & Oil provides propane and oil, as well as related equipment and services to customers in Maine, New Hampshire and Massachusetts. The Rotary Club of Greater Salem, NH has been dedicated to community-based service for over 15 years serving the communities of Salem, Pelham, Windham, Atkinson and Hampstead. New members are always welcome.

For more information, please visit: [PalmerGas.com](http://PalmerGas.com) and [www.facebook.com/GSNHRotary/](http://www.facebook.com/GSNHRotary/).

Palmer Gas & Oil (PGO) is a family-owned and operated propane and oil delivery and service company based in Atkinson, New Hampshire with an over-85-year history serving New Hampshire, Northern Massachusetts and Southern Maine. PGO's automatic delivery, easy payment and scheduled maintenance plans make it simple for its customers to keep their tanks full and their equipment serviced. A full sales, service and equipment installation business, PGO is unique to the industry in that it is truly a one-stop shop. PGO is a Business NH Magazine Business of the Decade winner in the Retail/Wholesale category, a four-time consecutive winner of the Best of Business (BOB) awards for best fuel provider, a 2020 Business Excellence Award winner in consumer services for large organizations from NH Business Review, and has an accredited A+ rating from the Better Business Bureau.



*Bob Slein and John Lilly of Greater Salem Rotary Club present a check to Bill Ermer and Peter Iacobucci of Palmer Gas & Oil*



**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](mailto:JDeBaun@pentucketbank.com)  
[www.pentucketbank.com](http://www.pentucketbank.com)  
Member FDIC Member DIF NMLS#1630813

## *Letter from the President...*

To all my friends in GSCA,

As we all know, members do a lot for our community, but I would like to thank all of the members who do a lot for me. These are members who supply me with quality products and high standards of services without hesitation and with a great deal of respect. I urge every member to familiarize themselves with other members in our group so you, too, can have the same results as I do. With the continuous support of members from this organization, I am able to keep providing my clients with the high level of professional service that they have come to expect. Thank you all for doing what you do.

The GSCA Membership Directory that we are creating is not just to advertise our businesses to the community, it also serves as a resource for our membership. Use this directory to find quality and dependable associates for yourselves and your projects. The Directory is a benefit of GSCA membership. Be sure that your invoices from GSCA are paid in full by February 19th to be included in the directory. Also, in addition to the free listing, we are selling ads that will put a spotlight on your businesses and help defer the printing and distribution costs. Sharon will help with ad creation if needed. Please reach out to her at shashaswineclub@gmail.com or 603-234-5401

Sincerely,

Tom Mosson, *President*  
Greater Salem  
Contractors Association

## **Board Meeting Briefs**

Thank you, Tom Mosson for providing the following briefs from the January Board of Directors Meeting:

Meeting Location: Windham Restaurant

Meeting Start 6:10/Meeting End 7:50

Attended: Jeff Ozella, Gary Merrill, Tom Mosson, Rob Hannon,  
Wayne Gelardi, Dan Melo

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

For Discussion:

New Board Member - Presented Kelley Beavers for Board of Directors,  
passed unanimously

Membership/Ad Renewals- All invoices for membership and advertising must be paid in full by February 19th. If payment is not received by February 19th, member will not be included in the GSCA Membership Directory

Golf Tournament - We are moving forward with the Golf Tournament. The first committee meeting will be February 4th at 5:30 at Windham Restaurant before Board of Directors Meeting

Nominating Committee - Working on slate of officers to be announced in April Bulletin. Vote will be held at April Board of Directors Meeting

Next BOD Meeting will be Thursday, February 4th 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*

### *Treasurer*

**Jeff Ozella**

Performance Painting  
603-566-9364  
dawn246@comcast.net  
*Member since 2015*

### *Secretary*

**Joe Andrews**

Colonial Benefit Solutions  
603-965-0200  
jpandrews@yaho.com  
*Member since 2015*

### *Directors*

**Ron Leone**

Leone Masonry and Tile  
603-235-2165  
ronleone@comcast.net  
*Member since 2010*

**Wayne Gelardi**

ADServices Unlimited  
603-898-0050  
wayne@adservicesu.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@linkestablished.com  
*Member since 2019*

**Dan Melo**

DRM Solutions  
978-820-3761  
info@drm.solutions.com  
*Member since 2020*

**Kelley Beavers**

Bank of New England  
603-870-6393  
kbeavers@bankofnewengland.com  
*Member since 2020*

# Introducing New Board Member Kelley Beavers of Bank of New England

Originally from Pelham, NH, Kelley Beavers grew up watching her hard working mother struggle physically, mentally and financially with the small businesses that she owned and operated throughout the years. This drove Kelley to want a “real job” offering stability, insurance and 401K. This goal led her to the banking industry, starting as a teller at Bank of America.

A year later she transitioned to Bank of New England, where her perspective changed. She always enjoyed finances, business management and interacting with customers, and her “real job”, with the support of a family-owned bank who encourages growth from within, turned into the desire for a “real career” and she has dedicated herself to working her way up the ladder... to Customer Service, Branch Manager and now Business Development Representative, a position she has held for the last four years. In this position, she has been able to make a difference in others’ lives. To know that she has been a part of supporting a new business startup, helping a business owner of 20 years stay open due to receiving PPP funds or something as simple as walking someone through online banking, her “real job” is more rewarding than she could have imagined.

Kelley hopes to have the opportunity to be a resource for members of GSCA. She appreciates a challenge, likes solving problems, enjoys coordinating event fundraisers and thinking outside the box to get the job done. She is always available to answer questions about banking, determine how she can help your business or connect you with the right contacts for other banking related services. She has developed a reliable contact list of trusted professionals.

Kelley also hopes to help with membership growth. She is the Chair Elect for the Greater Derry Londonderry Chamber of Commerce, member of the

Southern NH Home Builders Assoc., NH Estate Planning Council member, Membership Committee member for BNI Windham Winning Connections and most recently became a Board Member of the GSCA.

On a personal note, Kelley resides in

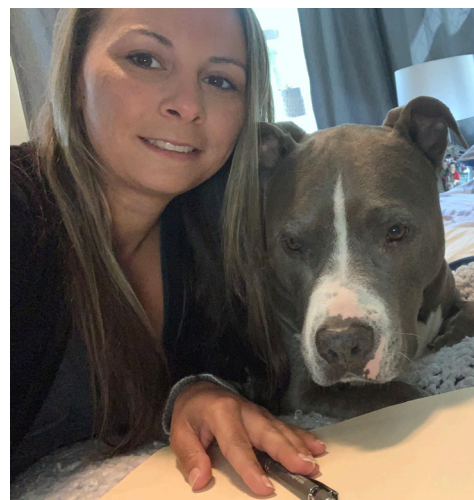


*Kelley loves the Patriots and she and her boyfriend Shaun Giarrusso enjoy tailgating before a game*

Pelham with her boyfriend Shaun and their dog Austin. She enjoys almost anything as long as she is outdoors, with a few favorites including golf, cornhole, softball and soaking up the sun at the beach. She loves spending time with family and considers herself lucky to have a close group of friends that have become chosen family. Kelley looks forward to meeting the GSCA membership and counting them among her friends.



*Kelley loves being able to get out on the golf course and even more in 2020 both personally and professionally, since there wasn't much else to do...lol*



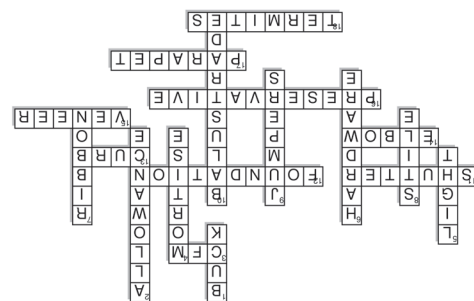
*Kelley and her new coworker Austin (since working remotely)*



## GSCA Members at Work!



*Ron Leone working on Wayne Gelardi's patio*



*February Crossword Solution*

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](mailto:admin@gscanh.org) for details

Plate Glass  
Mirrors  
Hardware  
Kitchen  
Bath

## Pelham

### Building Supply

6 Atwood Road  
Pelham, NH 03076

**603-635-7555**

[www.pelhambuildingsupply.com](http://www.pelhambuildingsupply.com)  
[info@pelhambuildingsupply.com](mailto:info@pelhambuildingsupply.com)

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](http://phillacroixandsons.com)  
[mandlacroix@comcast.net](mailto: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](http://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](http://www.CorrectTemp.com)



## POLICY

WELL & PUMP



## Clean Water Center

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



## [ADVERTISE HERE!]

Contact Katie 603.560.1002 or [admin@gscanh.org](mailto:admin@gscanh.org)



## PALMER

Gas & Oil

FRIENDLY • SIMPLE • SAFE

Fuel, Service, Equipment  
[PalmerGas.com](http://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](mailto: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](http://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 February 15th 2021 and payment by February 19th, 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!


**VIRTUAL NETWORKING LUNCH**  
Tuesday, February 2, 2021

11:30 am - 12:00 pm:  
Open Networking in Zoom Breakout Rooms  
12:00 pm - 1:00 pm  
Featured Member Presentation by:



Expand your network and build your brand! Join other Chamber members and area professionals for targeted networking.

Free for Members  
\$5 for non-Members



Greater Derry Londonderry Chamber of Commerce  
Atkinson • Auburn • Chester • Derry • Hampstead  
Londonderry • Sandown • Windham

## 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 is standard step height  
in the United States?*

**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**

# 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 February 19, 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

## Make Your Own Disinfecting Wipes

Makes two containers of wipes.

### Ingredients:

- 2 cups warm water
- 1 cup rubbing alcohol of at least 70% alcohol concentration.
- 1 TBSP Dawn dish soap
- 1 Paper Towel Roll

### Instructions:

1. Cut your paper towel roll through the middle with a serrated knife.
2. Place cut side down in 2 jars or saved Lysol/Clorox wipes containers.  
You may need to remove some paper towels to make them fit.
3. Mix together water, rubbing alcohol and Dawn dish soap.
4. Pour around the edges of the paper towel roll. Let it soak in for 2 minutes.
5. Pull the cardboard tube from the paper towel rolls out and throw away.  
Now you can pull towels up from the middle.
6. Store in a closed container with lid.

# REMINDER

## ALL GSCA

## INVOICES

## MUST BE PAID

## IN FULL BY

## FEBRUARY 19<sup>th</sup>

## TO BE LISTED

## IN DIRECTORY

# Calendar of Events

## February 2021

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	1	11:30am/Noon 2 Open Networking/ Featured Member Presentation Virtual • GDLCC	3	6pm 4 <b>BOD Meeting</b> Windham Restaurant	5	6
7	8	9	10	11	12	13
14 <i>Happy Valentine's Day</i>	15 <i>President's Day</i>	16	17	18	GSCA Invoices 19 <b>PAID IN FULL</b> to be included in Directory	20
21	22	23	24	6pm 25 <b>Member Hosted Event</b> Location: TBD	26	27
28						

### Preview of events for the coming months:

**Board of Directors Meeting** - 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](mailto:admin@gscanh.org)*



## MEMBER HOSTED EVENT

Thursday,  
February 18 • Time: 6pm  
Location: TBD

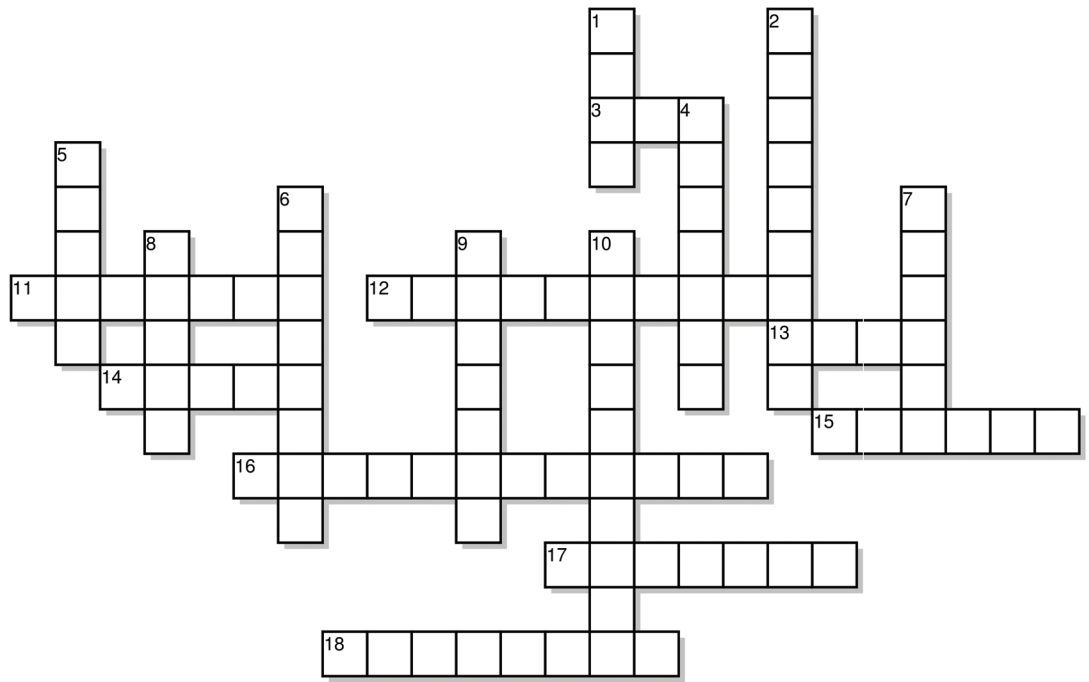
**If you have a location,  
we have a co-host!  
Please contact Katie!**

*All GSCA Events are Limited Capacity  
to maintain safe social distancing.*

Please RSVP to Katie Delay at [admin@gscanh.org](mailto:admin@gscanh.org)

## ACROSS

- 3 An abbreviation for "cubic feet per minute"
- 11 Usually lightweight louvered decorative frames in form of doors located on the sides of a window.
- 12 Supporting portion of a structure below the first floor construction.
- 13 Short elevation of an exterior wall above the deck of a roof.
- 14 Fitting that lets you change directions in runs of pipe.
- 15 Extremely thin sheets of wood.
- 16 Pesticide substance that will prevent the action of wood-destroying fungi, insect borers and similar destructive agents.
- 17 Wall placed at the edge of a roof to prevent people from falling off.
- 18 Wood eating insects.



## DOWN

- |  |  |  |
|--|--|--|
| <ol style="list-style-type: none"> <li>1 Often used in reference to rough frame opening members.</li> <li>2 Money set aside in construction contract for items not selected and specified in construction contract.</li> <li>4 Slot cut into board to receive the tenon (or tongue) of another board to form a joint.</li> </ol> | <ol style="list-style-type: none"> <li>5 Pane of glass.</li> <li>6 All of the metal fittings that go into a home.</li> <li>7 1x4 board let into the studs horizontally to support ceiling or second-floor joists.</li> </ol> | <ol style="list-style-type: none"> <li>8 Upright framing member in panel door.</li> <li>9 Water pipe installed in a water meter pit.</li> <li>10 Rail, posts and vertical balusters along the edge of stairway or elevated walkway.</li> </ol> |
|--|--|--|

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

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Calendar of Events

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

