

BOARD OF DIRECTORS

President	Brian Reidy	978-256-1808	978-256-6877 Fax	brian@birchwoodconstruction.com
Vice President	Lynn Marcella	978-256-5268	978-256-1869 Fax	chelmsfordcopy@aol.com
Secretary	Hank Hamelin	978-256-5588	978-250-1691 Fax	hankski@aol.com
Treasurer	Steve Incropera	888-871-7231	603-595-8585 Fax	sincropera@finsvcs.com
Director	Jimmy Good	978-256-0569	978-256-0882 Fax	jgl9thhole@aol.com
Director	Bill Gilet	978-251-3421	978-251-2880 Fax	RWelchInc@aol.com
Director	James Cullen	978-251-0110	978-251-0711 Fax	cul@rcn.com
Director	Jack Souza	978-256-6478	978-250-3824 Fax	sousajf@aol.com
Director	Kathy Kelley	978-256-7511	978-250-1401 Fax	KAKBestWestern@aol.com
Director	Mary Jane Nardone	978-656-5545	978-442-5581 Fax	maryjane.nardone@ebtc.com
Director	Annmarie Roark	978-256-4167	978-250-8387 Fax	amr@carraherfox.com
Director	Doug Hausler	978-256-6080	978-256-0515 Fax	hausler@lhrlaw.com
Director	Jeff Hardy	978-250-1113	978-250-4969 Fax	hardydoric@aol.com
Director	Rick Romano	978-256-9796	978-256-9857 Fax	rick@charlesfrederick.com
Director	Mark Duffy	978-251-8771	978-251-4093 Fax	duffysauto@aol.com
Past President	Dick DeFreitas	978-251-3003	978-251-3033 Fax	redef@ix.netcom.com
Executive Director	John Harrington	978-256-2711	978-256-8706 Fax	john.harrington@harringtonwineandliquors.com



CHELMSFORD BUSINESS ASSOCIATION
10 Summer Street
Chelmsford, MA 01824



THE CBA NEWSLETTER

CHELMSFORD BUSINESS ASSOCIATION • CHELMSFORD, MA 01824 • 978-250-3858 • www.chelmsfordbusiness.org

Spring 2007



Brian P. Reidy
CBA President

Letter from the President

Thankfully, Spring has finally arrived. We have just finished an exciting election season that offered a full slate of qualified candidates for our town's government. I would like to offer sincere thanks to all of the candidates that ran this year. Your interest, your commitment and willingness to take on the responsibility of public office made this a great election. Contested races offer the voters options and clear expectations for the town's future. The Candidates' Night Forum held at the Radisson Hotel in March was an interesting and educational evening. The candidates offered clear insight into the issues the town faces. As the debate developed, significant differences between the candidates became apparent: their management styles, their problem solving abilities and their long-term outlook for the town were all displayed. I feel this is critical to voters as they make their choices in any election. Thanks to the Candidates' Night Committee, Jim Cullen, Dick DeFreitas and Doug Hausler, for their diligence. Their effort made Candidates' Night a great success once again. In the Selectman's race, Clare Jeannotte and Pat Wojtas were elected. With a nod to history, this is the first time two women will sit on the Board of Selectman at the same time. My heartfelt congratulations to them both.

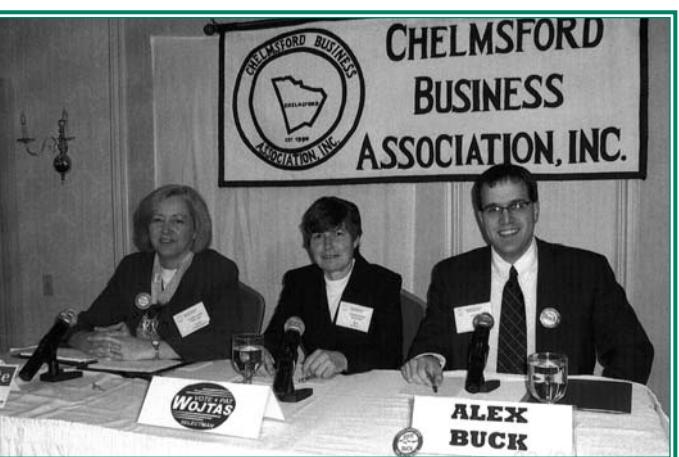
The planned meeting regarding the changes to the health insurance laws in Massachusetts has been postponed. When an accurate plan is presented for legislative approval, the meeting will be rescheduled.

With the 4th of July fast approaching, the CBA's sponsored 4th of July Parade Committee continues to meet and has had great support from many members, town citizens and town employees. Joining the committee has already been a very rewarding experience. The amount of time and energy that is freely given for the parade is

amazing. I cannot say enough about the committee. Thanks to one and all! The town-wide raffle, a large portion of our fund raising efforts, should have reached your mailbox by now, offering great prizes and supporting a great cause. Please buy a raffle ticket and help us put together a great parade. If you have not received your tickets or if you would like additional tickets, please contact Kim Walters at the CBA office, (978) 250-3858. Additional tickets will be available the night before and the day of the parade on the Town Common. If you want to volunteer the day of the parade, we have many interesting assignments available. Please call the Chelmsford Business Association's Vice-President, Lynn Marcella, at (978) 256-5268 to volunteer. Let's all "Wave that Flag" together and we will see you all on the Fourth of July.

This is a reminder that the town-wide clean up runs April 14 through May 5th. Please help to keep Chelmsford clean. Any volunteers are welcome. Please call (978) 250-5203 to offer your help.

Thanks for your time,
Brian P. Reidy



Welcome to all 2007 New CBA Members

Save The Date

MICHAEL, JOHN AND STEPHEN BARALDI
Builders/Contractors • *M.T.C. – Baraldi Construction*
5 North Road • (978) 256-3500

MARY BENNETT
Hairdresser • *Molly's Place*
20 Summer Street • (978) 256-9704

DAVID CONSALVO
Automotive Repair • *Synthetic Lube Products*
171 Hunt Road • (978) 256-3695

DOUGLAS C. DESCHENES
Attorney • *Deschenes & Farrell*
The Fiske House at Central Square • One Billerica Rd.
(978) 250-8877

FRANK GRYNKIEWICZ
Manufacturing Representative • *Grynkiewicz & Associates*
185 Turnpike Road • (978) 256-2142

KENNETH M. JOHNSON, CFP
Financial Planning • *Kenneth M. Johnson, CFP*
9 Acton Road, Suite 23 • (978) 256-0223

FRED RAMSEYER
Veterinary Hospital • *Chelmsford Animal Hospital*
11 Fletcher Street • (978) 256-6011

MARK TYRRELL
Web Design • *2 Dolphin Group, Inc.*
P.O. Box 430 • (978) 250-8998

JANET URBAN
Restaurant • *Urban Cafe*
12 Chelmsford Street • (978) 256-5540

ALI R. ZOSHERAFATAIN
Restaurant • *Fishbones Restaurant & Market*
34 Central Square • (978) 250-0101

August 27, 2007

- CBA Annual Night @
The Lowell Spinners
- Lowell Spinners vs.
Staten Island Yankees



September 24, 2007

- CBA Annual Golf Social
- Tee Time - 1:00pm



December 6, 2007

- CBA Holiday Social
- Radisson Hotel & Suite
- 7:00 Cocktail Hour
- 7:30 Dinner, dancing and raffle



More Information to Follow

The Power of Politeness

Business etiquette expert Barbara Pachter, author of When the Little Things Count...and They Always Count, says being polite helps build up "politeness credits." Here are her suggestions for nine polite business practices:

1. Use polite words. Simple words such as "please", "thank you" and "you're welcome" are the foundation of good manners.
2. Write thank-you notes. It's not enough to just say thank you for lunch, a gift or a job interview. A written acknowledgement does the job much better.
3. Don't put people down. A reputation for constant criticism will make business associates wonder what you say about them behind their backs.
4. Don't use offensive language. Don't let curse words creep into your everyday speech.
5. Greet people. A simple "hi", "hello" or "good morning" when you encounter a coworker helps to make the work environment more pleasant.
6. Don't play practical jokes. Remember you're in an office and not a school yard.
7. Be considerate when sharing space and equipment with others. This covers everything from being aware of how much noise you make to cleaning up a conference room after a lunch meeting.
8. Help others. Tomorrow you may need help from someone else.
9. Disagree agreeably. You don't have to agree with everyone, but you should respect their opinions.

Source: 'Journal of Accountancy', August, 2006.

In case you have not been made aware of this...



As of this week, cell phone numbers are being released to telemarketing companies. You MAY begin to receive telemarketing calls on your cell, AND you will be charged for the airtime.

To prevent this, you must register with the National DO NOT CALL LIST. From your cell phone (the number you want to block), dial 888-382-1222.

Follow the prompts (it takes 30 seconds)
and your number will be blocked for 5 years.

RESIDENTIAL COMMERCIAL

VILLAGE ELECTRIC, INC.
Anthony P. Del Papa
PHONE (978) 256-4845
FAX (978) 256-5804

MASTER ELECTRICIAN
MASS., CT., & N.H. LI.
www.VillageElectric.com

INDUSTRIAL & MAINTENANCE

4 KIDDER RD., UNIT 1
PO BOX 4044
S. CHELMSFORD, MA 01824
TonyDelPapa@AOL.com

Telephone (978) 256-2111

ARTHUR YEE, D.M.D.
GENERAL DENTISTRY

Office Hours
By Appointment

6 BOSTON ROAD
CHELMSFORD, MA 01824

Michael S. Bowser, Jr.
Attorney
mikebowser@bowserlaw.com
www.bowserlaw.com

Bowser & Vaillancourt, P.C.
Attorneys at Law
Licensed in MA & NH

221 Chelmsford Street
Chelmsford, MA 01824
Tel: (978) 256-2700
Fax: (978) 244-9870

6 Manchester Street
Nashua, NH 03064
Tel: (603) 883-8608

229 Main Street
Fitchburg, MA 01420
Tel: (978) 353-8608

Jay Bertelli
President & CEO

MERCURY
Computer Systems, Inc.

THE ULTIMATE PERFORMANCE MACHINE

199 Riverneck Road
Chelmsford, MA 01824-2820 USA
(978) 967-1101 / Fax: (978) 256-0013
Email: jbertelli@mc.com / Web: http://www.mc.com



KARLA MILLER
REALTOR®
(978) 337-2915 CELL
(978) 935-9486 VOICE MAIL
(978) 935-9486 FAX
Karla.Miller@EMoves.com

COLDWELL BANKER®
RESIDENTIAL BROKERAGE
34 Chelmsford Street
Chelmsford, MA 01824
www.NewEnglandMoves.com



MILLTOWN PLUMBING & HEATING, INC.
COMMERCIAL • RESIDENTIAL • INDUSTRIAL
131 STEDMAN STREET UNIT 6
CHELMSFORD, MA 01824

FRED WEBSTER
(978) 453-5684
(978) 453-3478 (FAX)

LICENSED MASTER PLUMBER
MA #10577 NH #301

James C. Marchant
President

Minuteman Appraisals, Inc.
Real Estate Appraisers & Consultants

Residential • Commercial • Industrial

21 Alpine Lane
Chelmsford, MA 01824
Tel: 978.250.9899
Fax: 978.250.9997
Email: jmarchant@minutemanappraisals.com



**NORTHERN
BANK & TRUST
COMPANY**

Andrea S. Bradford
Assistant Vice President
Branch Manager

14 Littleton Road • Chelmsford, MA 01824
Tel: (978) 256-1552 • Fax: (978) 256-2166
E-mail: abradford@nbtco.com



Parkhurst Group
Property Management

Thomas Palmer
Property Manager

2 Courthouse Lane unit #8
Chelmsford, Ma. 01824

Phone: 978 453-7711
Cell 978 618-7351
E-mail: tpalmer670@aol.com



PARLEE'S
PINE HILL NURSERY

(978) 250-5960
Fax (978) 250-5961

Annuals, Perennials, Nursery Stock, Lawn Care,
Our own produce, Pumpkins
Christmas Trees, Seasonal Crafts

160 Pine Hill Road
Chelmsford, MA 01824
parleesnursery.com

Robert W. Pease, Jr., LSP
Principal

23 Hitchinpost Road • Chelmsford, MA 01824
Phone (978) 244-5625
Fax (508) 250-4674
e-mail: pease@peasesnow.com

**Pease, Snow
& Associates, Inc.**
Environmental Engineers
& Licensed Site Professionals



CAROL A. PHINNEY
ATTORNEY AT LAW

LAW OFFICES OF CAROL A. PHINNEY PHONE: 978-256-5050
201 CHELMSFORD STREET FAX: 978-256-5052
CHELMSFORD, MA 01824 CAROLPHINNEYLAW@VERIZON.NET



PICTURE YOURSELF!
CUSTOM FRAMING & GALLERY

"CREATIVE CUSTOM FRAMING WITH THE EMPHASIS ON QUALITY"

Summer Street Crossing
(Across from Marshalls)
Chelmsford, MA 01824
978-256-0140

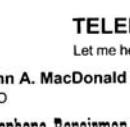
Gallery of Fine Art and Prints



QPL & The Image Group
Quick Print Limited

Marketing • Printing • Promotional Products • Graphic Design

275 Billerica Road • Chelmsford, MA 01824
Tel: 978-256-1822 • Fax: 978-250-1621
www.qplimage.com

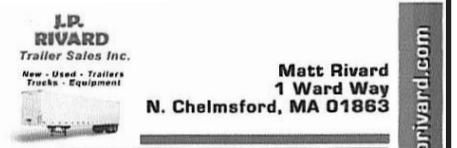


TELEPHONE.REPAIRMAN,Inc.
Let me help you save money on telephone repairs.

John A. MacDonald Sr.
CEO

Telephone Repairman . Com

194 Dalton Rd.
Chelmsford, MA. 01824
Phone 978-256-3862
Cell 978-549-3536-Fax 978-250-9348
E-mail: john.a.macdonald@att.net
STORE - www.telephonerepair.net
WEB- www.telephonerepairman.com



**J.P.
RIVARD**
Trailer Sales Inc.
New - Used - Trailers
Trucks - Equipment

Matt Rivard
1 Ward Way
N. Chelmsford, MA 01863

978-251-9953
Cell: 508-962-4543
Fax: 978-251-9959
Email: trailers2002@comcast.net

www.jprivard.com



Skip's RESTAURANT
& LOUNGE

Prime Rib - Fresh Seafood - Chefs Specials

Family Owned Since 1930
Open Daily 6:30 A.M.

116 Chelmsford St. (Rt. 110) Chelmsford, MA 01824
(978) 256-2631

Brian J. Stafford, CPA, MST David S. Gaudet, CPA

SG & A

STAFFORD, GAUDET & ASSOCIATES, LLC
Certified Public Accountants

19 Fletcher St., P.O. Box 367
Chelmsford, MA 01824
978.250.0300 • 978.250.0111 fax
www.sgcpa.com



**PROFESSIONAL
PAINTING**

John Souza
Interior & Exterior
Painting Contractor

123 Steadman Street
Chelmsford, MA 01824
Phone (978) 256-6478
FAX # (978) 250-3824



Sovereign Bank

ANTHONY J. KALIL
Assistant Vice President
Branch Manager

[phone] 978-250-2422
[fax] 978-256-9282
[toll free] 877-SOV-BANK
akallil@sovereignbank.com

www.sovereignbank.com



Trinity E.M.S., Inc.

Emergency and Healthcare Transport

1221 Westford Street
P.O. Box 187
Lowell, MA 01853

Mail Code: MA1-CBO-0632
Chelmsford Center Office
5 Billerica Road
Chelmsford, MA 01824

Administration (978) 441-9191 John Chemaly President
www.trinityems.com Fax (978) 441-9623

WEB TRENDS AND TIDBITS . . .

- 1) **Email Check:** "66% of people check email twice daily at home and six times or more each work day" - **Harte-Hanks Postfuture**
- 2) **Newspaper Ad Revenue Falling - Online Climbing:** "According to a report from the New York Times, USA Today's ad revenue fell 14% from February 2006 to February 2007, and The New York Times Company revenue fell 6%. McClatchy and The Tribune companies both reported drops of 5%. Gannett, USA Today's parent company, reported an overall advertising slide of 3%. One bright spot is the newspapers' online revenues are up over the same February to February period. Online revenue was up 31% (\$2.7 billion) according to industry report. However, since online revenue only accounts for 5% of all newspaper ad revenue, the gains may not be large enough. This could be an indicator, though, that newspapers may have life on the web." - **BizReport**
- 3) **Wealthy Consumers Are Online:** "Ninety-eight percent of Americans with incomes of \$150,000 or more buy products and services online and 55 percent do so regularly. Nearly all, 99 percent, research products online before they buy." -
- 4) **Are All Households Online?:** "Almost a third of U.S. households have no internet access, and many do not intend to get it, says a recently released report. Parks Associates' second annual National Technology Scan found that 29 percent of U.S. households do not have internet access, that's around; 31 million homes." - **BizReport**

New Member Spotlight!

2 DOLPHIN GROUP

2 Dolphin Group, Inc. is a web development company located in Chelmsford, Massachusetts. Owned by Mark Tyrrell, the company has been providing web development services to clients in a range of industries for more than 12 years. 2 Dolphin Group offers clients a comprehensive range of web services. The company focuses on creating a site which becomes an integral part of the client's marketing and communication efforts.

Services provided by 2 Dolphin Group include: Domain Registration; Hosting; Design; Development; Management and Marketing.

For more information about 2 Dolphin Group, visit www.2dolphingroup.com, or call 978-250-8998.

Web Design, Development, & Management

2 Dolphin Group, Inc.
Mark H. Tyrrell
P.O. Box 430
Chelmsford, Ma 01824



978-250-8998
Mark@2DolphinGroup.Com | 2DolphinGroup.Com

ACCUpplus
FINANCIAL SERVICES, INC.

TAX MAN
INCOME TAX

STEPHEN C. OLNEY
TRISTAANT T. PETULLO

P.O. BOX 942
17A DUNSTABLE RD.
N. CHELMSFORD, MA 01863

Telephone: (978) 251-0405
Fax: (978) 251-0920
www.taxmanchelmsford.com

Thomas Bonacci **Karen C. Bonacci**

ALLSTAR
GYMNASTICS

... where every child shines

Our commitment to excellence ... safety, fun, and building self-esteem through individual progress.

5 Kidder Road ★ Chelmsford, MA 01824
Tel. (978) 256-7766 ★ Fax (978) 256-7779

ANTHONY'S LOAM

Screened Top Soil
11 Walters Street
Chelmsford, MA 01824
978-671-0000

Ayotte
Plumbing • Heating & Air Conditioning, Inc.
P.O. Box 218
N. Chelmsford, MA 01863
Tel. (978) 251-1000 • Fax (978) 251-1211

Scott Harris
Operations Mgr.
ayotte_plumbing@msn.com

Harry Ayotte
President

Artisan Gift Baskets
Gifts for All Occasions
(978) 376-9755 Ellen Andre
www.artisangiftbasket.com

automated business controls
Professional Service With Personal Dedication
www.autobusicon.com

Payroll
Bookkeeping
Taxes
Management

Richard E DeFreitas
Chief Financial Officer
redef@ix.netcom.com

15 Tyngsboro Rd Suite 2C
N Chelmsford MA 01863
tel: (978) 251-3003
fax: (978) 251-3033

BERNSTEIN & BELL
ATTORNEYS AT LAW

EUGENE D. BERNSTEIN, J.D.
RONALD I. BELL, J.D., LL.M.

4 COURTHOUSE LANE • CHELMSFORD, MA 01824
TELEPHONE (978) 458-6339 • TELECOPIER (978) 453-4286
EMAIL: Bandblaw@gis.net

Birchwood Construction Co.
General Contractors
Fine Additions
Custom Homes

BRIAN REIDY
136 Old Westford Rd. Chelmsford, MA 01824 E-mail: Brian@BirchwoodConstruction.com
www.birchwoodconstruction.com

Phone: (978) 256-1808

Richard P. Burkinshaw Joseph A. Gallagher.

BLAKE FUNERAL HOME
Est. 1923

24 Worthen Street Chelmsford, MA 01824 (978) 256-5251

ROBERT C. CASPER
ANALM.
AS.M.I.C.

BUYING & SELLING
14K GOLD JEWELRY
MILITARY INSIGNIA
COINS & PAPER MONEY

BOB'S COINS & JEWELRY
U.S. & WORLD COINS BOUGHT & SOLD

26 CENTRAL SQUARE
CHELMSFORD, MA 01824
TEL. (978) 256-8217

GOLD & SILVER
BULLION
BOUGHT & SOLD

MA Home Inspector
Lic. # 881

MA Construction
Lic. # 087646

J.R. BOVILL
Building Inspections

John R. Bovill
HUD Approved Consultant/Inspector
MA DEP Certified Title 5 System Inspector

DAVID S BRISS, DMD
5 Village Square, Chelmsford, MA 01824
T 978 256 2526 F 978 256 7277
dbriss@brissoortho.com
www.brissoortho.com

BRISS ORTHODONTICS

DAVID S BRISS, DMD
5 Village Square, Chelmsford, MA 01824
T 978 256 2526 F 978 256 7277
dbriss@brissoortho.com
www.brissoortho.com

BROWN & PARSONS EARTH PRODUCTS

YARD ADDRESS
47 GOLDEN COVE RD
CHELMSFORD, MA

MAILING ADDRESS
P.O. Box 23
CHELMSFORD, MA
01824-0023

SCREENED LOAM
CRUSHED STONE
MULCHES
WOODCHIPS
SAND
FIREWOOD

978-256-7551

YARD MANAGER AMASA BROWN

CARRAGHER, FOX & ROARK, P.C.
ATTORNEYS AND COUNSELORS AT LAW

ANNMARIE ROARK

229 Billerica Road, Chelmsford, Massachusetts 01824
(978) 256-4167 • Fax (978) 250-8387
carragherfox@prospero.net

JOHN BYRNE CARROLL
ATTORNEY AT LAW

CARROLL LAW OFFICE
FOUR COURTHOUSE LANE
CHELMSFORD, MASSACHUSETTS 01824
TELEPHONE (978) 459-2828
FACSIMILE (978) 453-4286

Century 21
Minuteman Realty

173 Chelmsford Street
Chelmsford, Massachusetts 01824
Bus. (978) 256-3306 / Fax (978) 256-0367
Toll Free 1-800-554-0021
Voice Mail (978) 622-2166
E-Mail: QUALITYC21@AOL.COM

Juergen Keller
President

Each Office is Independently Owned and Operated

Chelmsford Copy & Secretarial Center
Lynn M. Marcella

13 Alpine Lane - Marlboro Plaza
Chelmsford, Massachusetts 01824
Telephone: (978) 256-5268
Fax: (978) 256-1869

Monday - Fridays: 8:00 am to 6:00 pm

Chelmsford Country Club

66 Park Road - Chelmsford, MA 01824
www.SterlingGolf.com - 978-256-1818

9-Hole Golf Course & Practice Range
Beautiful Function Room
Business Meetings - Fundraisers - Holiday Parties
Wedding Receptions - Auctions - Golf Outings

Gallant & Ervin

John F. Gallant
Attorney at Law
Mass & NH Bars

Gallant & Ervin, LLC
One Olde North Road, Suite 103
Chelmsford, MA 01824
tel: (978) 256-6041 o fax (978) 256-7977
www.gallant-ervin.com

GARAVANIAN TRAVEL

Harry H. Garavanian
President
Vinal Square Office

40 Vinal Square
North Chelmsford, Massachusetts 01863
(978) 251-2868 (800) 747-1684

Web Site: www.cruiseaway1.com
cruiseaway1@juno.com

THE GLENVIEW
Fine Food & Spirits
RESTAURANT AND LOUNGE
for Traditional Homestyle Cooking & Continental Cuisine
Black Angus Beef & Fresh Seafood Delivered Daily

248 Princeton St.
No. Chelmsford, MA
978-251-3591 • Fax 978-251-7144

Steven A. Sampsonis

Hardy Doric Inc.
Engraved Bronze

JEFFREY A. HARDY

22 Progress Avenue
P.O. Box 4111
Chelmsford, MA 01824
Tel: (978) 250-1113
Fax: (978) 250-4969
Cell: (978) 815-0499

Harvard Vanguard Medical Associates
Chelmsford

The medical group
that focuses on your total health

Our physicians accept most insurance plans.
Call today to see if your insurance is accepted.

228 Billerica Road, Chelmsford MA 01824, 978-250-6000
An affiliate of Lowell General Hospital

BOB MOORES
OWNER/PRESIDENT

HIGH TECH MACHINISTS, INC.
PRECISION IS OUR PROFESSION

177 RIVERNECK ROAD
CHELMSFORD, MA 01824
TEL. 978.256.1600
FAX 978.256.2424
e-mail: mooreb@hitecinc.com

HONG & KONG
American Chinese & Szechuan Food
Restaurant & Lounge Since 1963

32 ALPINE LANE
CHELMSFORD MA 01824

HOURS
11:30 TO 1:30 MON. THRU SAT.
12:00 TO 1:30 SUN. & HOLIDAYS

TEL: 256-6321
256-6341
FAX: 256-3680

DAVID L'HUSSIER

L' Hussier
Insurance - Tax Service - Accounting

63 CHELMSFORD STREET
CHELMSFORD, MA 01824-3059
(978) 256-1583
(978) 452-5240
FAX (978) 250-8378
lhussler@aol.com

1641 BRIDGE STREET
DRACUT, MA 01826-3726
(978) 256-0359
(978) 937-8297

J & C MANAGEMENT
RESIDENTIAL & COMMERCIAL PROPERTY MANAGEMENT

PARLMONT PARK BUILDING #10
FLOYD STREET
NO. BILLERICA, MA 01862
TEL: (978) 667-0751 * FAX: (978) 663-7597

JEANNE L. PARLEE **CHARLES A. PARLEE**

LAMPERT HAUSLER RODMAN PROFESSIONAL CORPORATION

DOUGLAS E. HAUSLER
ATTORNEY AT LAW

10 NORTH ROAD
CHELMSFORD, MA 01824
TELEPHONE 978 256-6080
FACSIMILE 978 256-0518
hausler@lhrlaw.com

JDCU.com
Jeanne D'Arc Credit Union

STEPHEN D. JONES
Vice President, Business Development

PHONE: (978) 323-4706 • FAX: (978) 323-4707
EMAIL: steven.jones@jdcu.com

John Panagakis
Ted Panagakis

KASTORE RESTAURANT & LOUNGE
Greek-American Cuisine

100 Tyngsboro Road (Route 3A)
North Chelmsford, MA 01863
Phone (978) 251-4020
Fax (978) 251-9500

Lighthouse School, Inc.

Stephen F. Ferland, M.Ed.
Director of Program Services

25 Wellman Avenue
N. Chelmsford, MA 01863
TELEPHONE (978) 251-4050
Fax: (978) 251-8950
www.lighthouseschool.org

David J. Clapp
Vice President
Retail and Construction Lending
Tel: 978.441.6422
Fax: 978.441.6533
dclapp@lowellfive.com

34 John Street, Lowell, MA 01852
www.lowellfive.com

Ed MacKinnon Photography

5 Fletcher St., 2nd Floor
Chelmsford, MA 01824
978.250.9366
Email: edmackinnonphot@aol.com

Portraits
Sports
Business
Events

www.edmackinnonphoto.photoreflect.com

THE ORIGINAL
MARCHAND OIL COMPANY INC.
EST. 1925
89 STEADMAN ST. - CHELMSFORD, MA

FAMILY OWNED & OPERATED
24 HR EMERGENCY SERVICE
978 256-6811

The GREEN LAWN Co.

LAWN SPRINKLER SYSTEMS
978-970-3900

Dennis E. McHugh
Attorney at Law

Two Chelmsford Street
Chelmsford, Massachusetts 01824
978-256-3330 • Fax 978-250-1922
dmchugh@dmchughlaw.com


 Frederick W. Wikander, M.D.
 Internal Medicine
 Shamim A. Dahod, M.D.
 Roopa Reddy, M.D.
Chelmsford Primary Care, LLC
 2 MEETING HOUSE ROAD, CHELMSFORD, MA 01824
 TEL: (978) 256-5522 • FAX (978) 256-5399

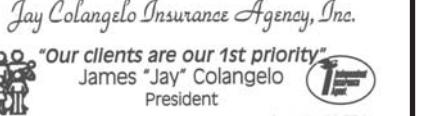

 Thomas P. Curran, JD, CLU
 Financial Representative
 Registered Principal
 6 Boston Road, Suite 200
 Chelmsford, MA 01824
 Tel: 978.250.0120 M: 978.430.1293 F: 978.250.0427
 E: thomas.curran@glc.com


FirstTeam REALTY
 CURRAN DOHERTY
 FINANCIAL GROUP
 Member NAIFA
 15 Fletcher Street
 Chelmsford, MA 01824
 Tel: 978.250.1900
 Fax: 978.250.9500
 www.YourFirstTeam.com

Michael Dubuque
 617.839.7750
 mdubuque@YourFirstTeam.com

Brian Sousa
 978.804.7230
 bsousa@YourFirstTeam.com


Classic Flowers
 29 Drum Hill Road
 Chelmsford, Massachusetts
 978-453-7944
 800-693-3320
 www.classicflowers.net


Jay Colangelo Insurance Agency, Inc.
 "Our clients are our 1st priority"
 James "Jay" Colangelo
 President
 289 Chelmsford Street
 Chelmsford, MA 01824
 Tel: (978) 256-3344
 1-800-286-8603
 Fax: (978) 250-0488
 www.jaycolangeloinsurance.com
 Fire • Auto • Life • Health • Business


JAMES G. CULLEN, CPA
 MASTER OF SCIENCE IN TAXATION
 Tax preparation and planning, Bookkeeping, Accounting,
 Estate, Trust & Management Services
 for businesses and individuals.
 Certified Quickbooks Professional Advisor
 51 Middlesex Street (978) 251-0110
 Suite 115 Fax (978) 251-0711
 No. Chelmsford, MA 01863-1564 E-mail: cul@rcn.com

RESIDENTIAL

JERRY DALEY AND SONS
PLUMBING AND HEATING
 (978) 251-4721
 10 BARRY DRIVE
 CHELMSFORD, MA 01863

COMMERCIAL

LICENSE #: MA 8633
 NH 2250

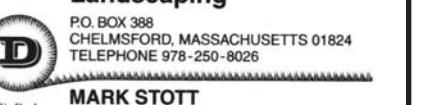

DiBacco Brothers
 Plumbing, Heating & Air Conditioning Services
 Ralph M. DiBacco
 President
 Tel: 1-866-DiBacco
 (978) 256-1660
 Fax: (978) 251-0252
 Bringing Quality and Customer Service Home to You
 www.dibaccobrothers.com
 Master Plumber #1162


DIVERSITY STUDIO INC.
 Graphic Concepts, Designs & Solutions
 Laurie Cote
 139 Billerica Road, Suite ALL • Chelmsford, MA 01824
 978.250.5553 (tel) • 978-376-1083 (cell) • 978.250.5557 (fax)
 www.DiversityStudio.com • laurie@DiversityStudio.com

Dolan Funeral Home, Inc.

 Funeral Directors
 106 Middlesex Street
 Chelmsford, MA 01863
 (978) 251-4041 or (888) 525-7493
 www.dolanfuneralhome.com

High Energy Entertainment
 DJ Dave & Judi
 Mobile/Club Disc Jockey Service
 Dance the night away with party magic!!
 We play for all occasions
 Oldies to the current top 40
 Tel.# 978-866-5547
 Email: djdavejudi@comcast.net
 Website: www.dj.daveandjudi.com


DUN-RITE Landscaping
 P.O. BOX 388
 CHELMSFORD, MASSACHUSETTS 01824
 TELEPHONE 978-250-8026
 MARK STOTT
 Sod / Mulch / Retaining Walls / Walkways
 Complete Design, Installations and Maintenance
 We Do It Right The First Time!

DANIEL S. HANLEY
 Vice President
 Branch Manager
 A.G. EDWARDS & SONS, INC.
 One Meeting House Road
 P.O. Box 97
 Chelmsford, MA 01824-2733
 978/250-0003
 800/964-1003
 fax: 978/250-0892
 daniel.hanley@agedwards.com


EDWARDS
 FULLY INVESTED
 IN OUR CLIENTS™
 Embroidery • Screen Printing • Promotional Products
 Walter Miska
 Owner
 14 Littleton Road
 Chelmsford, MA 01824
 978-244-0050
 Fax 978-244-0442
 Cell 978-502-8182
 www.embroidme-chelmsford.com chelmsford@embroidme.com


Mary Jane Nardone
 Vice President
 Commercial Lending
 185 Littleton Road
 Chelmsford, MA 01824
 Direct Line: 978-656-5545
 Branch Line: 978-442-5581
 Fax: 978-442-5581
 maryjane.nardone@ebtc.com
 www.EnterpriseBanking.com
 Create


EXPRESS SIGN & GRAPHICS
 Your Full Service Sign Company
 Store Hours
 Monday - Friday
 8:30 AM - 5:00 PM
 Ann Durso, Owner
 301 Littleton Rd., Rt. 110 - Chelmsford, MA 01824
 Banners
 Vehicle Lettering
 Illuminated Signs
 Channel Letters
 Directory Signs
 Trade Show Products
 Custom Aluminum
 Custom Cut Letters
 Phone: 978.250.9890
 Fax: 978.250.0975
 e-mail: signs123@verizon.net


Feeney
 THE FLORIST
 OF CHELMSFORD
 47 CHELMSFORD STREET
 CHELMSFORD, MASSACHUSETTS 01824
 Ann Leahy Pelley
 256-7911
 256-0020
 www.ftd.com/feeneyfloristofchelmsford


"For All Your Plumbing And Heating Needs..."
 24 Hour Service
 Sales - Service - Repair
 1-800-650-PLUMBER (1-800-650-7586)
 RESIDENTIAL - COMMERCIAL
 PLUMBING - HEATING - GAS FITTING
 AIR CONDITIONING
 KITCHEN - BATHROOM REMODELING
 DRAIN CLEANING - WATER FILTERS
 Frank Gouveia
 PLUMBING CONTRACTOR, INC.
 MASTER LIC. # 10220
 Office: (978) 251-1800
 Fax: (978) 251-1801

Chelmsford Adult Social Day Program

If you know an elder who is experiencing isolation, mild to moderate dementia, depression, or insufficient mental stimulation, please consider the Chelmsford Adult Social Day Program. We provide a supervised, caring atmosphere Monday through Friday. Our "No-Fail" program of activities builds confidence and self-esteem. We are located within the Chelmsford Senior Center. Transportation is available for those clients living within a 10-mile radius of the Senior Center. For more information, please call Christine Sweeney, LCSW at 978-251-8880.

avoiding 12 E-Mail Mistakes

If you want to build positive business relationships, pay attention to how your e-mail looks, says Lydia Ramsey, author of *Manners That Sell: Adding the Polish that Builds Profits* (mannersthatsell.com). She cites, among other blunders.

1. Omitting the subject line. It makes no sense to send a message that reads "no subject" and seems to be about nothing. Given the huge volume of e-mail that each person receives, the subject header is essential if you want your message read any time soon.
2. Meaningless subject lines. Your header should be pertinent to your message, not just "Hi" or "Hello".
3. Failing to change the header to correspond to the subject. For example, if you are writing your Web publisher, your first header may be Web site content." However, as your site develops and you send more information, label each message for what it is: "contact info," "graphics," or "home page," for instance.
4. Not personalizing your message. E-mail needs a greeting. Failure to put in the person's name can make you and your e-mail seem cold.
5. Not accounting for tone. E-mail cannot convey body language; the reader can't see your face or hear your tone of voice, so choose words thoughtfully.
6. Forgetting to check for spelling and grammar. Use proper capitalization and punctuation, and always check your spelling. Remember that your spellchecker will catch misspelled words, but not misused ones.
7. Not being brief. Use only a few paragraphs, and a few sentences per paragraph. If you find yourself writing an overly long message, pick up the phone or call a meeting.
8. Forwarding without permission. If the message was sent to you and only you, why would you take responsibility for passing it on? Unless you are asked or request permission, do not forward anything that was sent just to you.
9. Thinking that no one else will see your e-mail. Once it has left your mailbox, you have no idea where your e-mail will end up. Use means other than the Net to communicate personal or sensitive information.
10. Omitting your signature. Always close with your name, even though it is included at the top of your e-mail and add contact information such as phone, fax, and street address. Creating a formal signature block with all that data is the most professional approach.
11. Expecting an instant response. If your communication is so important that you need to hear back right away, use the phone.
12. Completing the "To" line first. The name or address of the person to whom you are writing is actually the last piece of information you should enter. Check everything carefully first, proofing for grammar, punctuation, spelling, and clarity. If you enter the recipient's name first, a slip of the finger can send a message before it's time.

SOURCE: 'Practical Accountant'

CHELMSFORD BUSINESS ASSOCIATION TO ORGANIZE THIS YEARS 4TH OF JULY PARADE IN CHELMSFORD

The Chelmsford Business Association is excited to announce that we will be organizing the 4th of July parade in Chelmsford this year! We are very excited about this and feel it could be a great thing for all involved! The Town of Chelmsford parade generally attracts 75,000+ viewers! A couple of years ago when the town celebrated its 350th Anniversary, the CBA got involved with the parade by organizing balloons that were sponsored by businesses in Chelmsford. The interest and volunteers that came forward and became involved was wonderful, and we are anticipating the same thing will happen with this parade.



Jeff Hardy and Lynn Marcella (co-chairmen) 4th of July Parade committee

As in past years there will be a raffle to help raise funds for this parade. Tickets will be mailed to Chelmsford residents in the next few weeks and we anticipate the support from our community will help with the funding. In addition, we are pleased to offer a separate and special opportunity to win two (2) Front Row Seats for the Boston Red Sox vs. Tampa Bay for the game on August 15, 2007 at 1:05 p.m. The seats are located next to the visitors' team dugout and have been graciously donated by Lampert, Hausler & Rodman, P.C. of Chelmsford, along with a \$100.00 gift certificate to be used at Fenway Park. All proceeds will be used to support the 4th of July Parade Committee's efforts to continue the tradition of offering the very best parade in Massachusetts that day. The drawings will be held at the "after parade party" to be held on the Common at the conclusion of the parade.

The theme for our parade this year will be: "WAVE THAT FLAG!". We look forward to seeing Red, White & Blue all along the parade route!

The parade will be held on Wednesday, July 4th at 10:00 a.m. We are planning early and hope that we will have a great parade with lots of bands, floats and marching units. If your organization is interested in participating please contact us!

There are still a few banners left that will hang on the green light poles in Chelmsford Center from Memorial Day until Labor Day. If you are interested in one of them please contact us. The price to have your business on one of them is \$500.00.

Even though the parade is still months away, the band sponsorships are going quickly! If you would like to sponsor a band please let us know. There are various sponsorship levels starting at \$500.00 and going up to \$3,500.00. Your business name will be on a banner in front of the band that you sponsor.

Thank you! Jeff Hardy – 978-250-8415 or Lynn Marcella – 978-256-5268.

