



MONTVILLE TOWNSHIP Chamber of Commerce

NEWSLETTER

VOLUME 10, ISSUE 3

JULY 2010

Special points of interest:

- Senior Seminar
- Chamber Golf Outing
- Scholarship Winners
- Morris County Chamber Meganet Showcase
- 4th of July Parade
- Freedom Energy Group, Inc.
- Zayna's Cut-a-Thon for the Project Ladybug Foundation
- Website Opportunities

Inside this issue:

Senior Seminar	1, 7
Chamber Golf Outing	1
President's Message	2
Info Luncheon Corner	2
New Members	3
New Member Profiles	3
Scholarship Winners	4
Morris County Chamber Meganet Showcase	4
4th of July Parade	4
Member Spotlight	5
Member News	5
Business Trends	5
Chamber Website	6
Important Dates	8

Chamber Members Talk to Montville Seniors

The Montville Township Chamber of Commerce and the Law Firm of Casha & Casha sponsored its annual Senior Seminar on May 19th, 2010 at the Senior House. This free event provides lunch, dessert and presentations on a subjects important to the Montville senior community. This year's theme was health and wellness, and included presentations by two Chamber members. Member Michele J. Dimaira, D.M.D., has an office at 170 Changebridge Road and is a professor at the University of Medicine and Dentistry of New Jersey. Dr. Dimaira spoke about Periodontal care and importance of the prevention, diagnosis and treatment of diseases of the gum.



The Montville Township Chamber of Commerce and the Law Firm of Casha & Casha co-sponsored the 2010 Annual Senior Seminar, a free event for Montville Seniors that includes lunch, dessert and information about a variety of subjects. Pictured above are Chamber members Dr. Michele Dimaira, (above left) and Dr. Tanya Maximoff (above right). Dr. Dimaira is a periodontist in Montville and a professor at UMDNJ, and Dr. Maximoff is a chiropractor in Montville.

Chamber to Hold Annual Golf Outing/Tournament

The **18th Annual Montville Township Chamber of Commerce Golf Outing and Third Annual Tournament** will be held on September 13, 2010 at the Berkshire Valley Golf Course in Oak Ridge, NJ at 12:00 pm. The cost per golfer is \$145.00, which includes golf, cart, prizes, brunch and a dinner buffet. The winners of the tournament will receive golf jackets and their names engraved on the Chamber Golf Trophy located

at the Montville Township Municipal Building. Reservations received after August 10, 2010 will cost \$165 per golfer.

Companies or individuals wishing to donate door prizes, golf towels, tees, golf balls, etc. may do so by contacting the Chamber of Commerce Office at 973-263-3310 or info@montvillechamber.org.

We are looking for Hole Sponsors! Support the Chamber by sponsoring a hole for \$100.

Previous hole sponsors can take advantage of special discounted price of \$75.00.

We look forward to seeing you there!



A Message from the President

Margaret Miller-Sanders, Esq.

“Today, more than ever before, life must be characterized by a sense of Universal responsibility, not only nation to nation and human to human, but also human to other forms of life” - Dalai Lama

Your Chamber has a deep sense of responsibility. We care about our members, our town and our environment. We are very lucky to have such a good friend in Mayor Jim Sandham. He and the Montville Township committee graciously ask for our input on town ordinances that concern our business community. If you have any ideas, please give me a call or email me at margaret@millerattorneyatlaw.com and I'll share them with our Mayor and

his responsive committee.

Montville is a very green community! Some of our members recycle 99% of their garbage. We encourage all of our Chamber members to “go green” by sharing information about this very important responsibility. Questions? Just contact me.

This has been a wonderful year for Montville, with more and more start up entrepreneurs than ever before. What better way to connect with the business community than through a Chamber event? Try us out with no strings attached! Attend one of our monthly info lunches. You will be pleasantly surprised by how friendly we are. You may learn something new or make a

valuable business connection. Once you know someone socially you will find it easier to give them business and they will be thrilled to reciprocate!

And, yes, there IS such a thing as a free lunch! Our October Info lunch will be a two-for-one special. Bring a friend and one of you will eat for free!



Have a wonderful, successful summer! Chamber President Margaret Miller-Sanders, Esq.

Info Luncheon Corner

April's Info Luncheon featured **Allan Kleiman**, the Director of the **Montville Township Library**. Mr. Kleiman's spoke about "Libraries and Business....We've got the right edge". The discussion included how business can utilize the local library to get information to make them more successful, what new technologies are available, the many after-hour programs offered and the network and connection to other libraries in Morris County. We see the library for our own personal enjoyment, but there are many benefits to the business community

Mark and Melanie Mogavero of Dynamic Personal Training presented “Employee Health = Employer Wealth” at May's Info Luncheon. This dynamic pair explained how healthy employees are not only more productive, but how their physical appearance affects relationships with existing and potential customers. In addition, healthier employees can help reduce a company's health care costs.

Marc Weiner of Empowerment Associates was our featured speaker at our June Info Luncheon. Mr. Weiner presented information on sales closing techniques that was both informative

and interesting. In identifying sales prospects, he explained his theories and had members participating with real-life examples. His intense passion for the subject held everyone's attention and made the learning fun and exciting.

Mr. Weiner conducts sales coaching and in-house corporate training and can be reached through the Chamber office. We look forward to having Mr. Weiner return to speak at a future Chamber luncheon.

September's Info Luncheon will feature **Montville Township Mayor Jim Sandham**, who will speak about the Governor's proposed 2.5% cap, Montville Township's financial outlook, and the latest issues and concerns of the local business community. Be sure to register early for this meeting, as it often sells out quickly.

Also, the Chamber is proud to announce a special offer for the October Info Luncheon - **buy one, get one free!** Any attendee who pays for the lunch meeting can bring along a guest at no cost! Look for more information on our website at www.montvillechamber.org as the

meeting date approaches.

IMPORTANT UPDATE:

In order to help conserve paper and eliminate waste, the Chamber will no longer be faxing Info Luncheon forms to its members. Instead, we will be e-mailing the Info Lunch invitations, and we'll continue to post the Speaker and Topic information on our website at www.montvillechamber.org. Plus, you can register online by clicking the event and completing the registration form.

Info Luncheons are held the second Tuesday of every month (except July



Register for the Info Luncheon ONLINE! Visit www.montvillechamber.org and click on the Calendar of Events. Members who sign-in to the Members Area *first* will have your name and contact information completed automatically on the registration form.

Welcome New Members

Please join us in welcoming the following new Chamber members:

Family Tax Solutions LLC

Margo C Melzer, CPA/Owner

96 Heritage Court
Towaco, NJ 07082
Phone: (201) 463-7325
Accountants

www.familytaxsolutions.com

Farmbrook Realty

Bob Gannon

670 Main Road
Towaco, NJ 07082
Phone: (973) 334-1232
Realtor

www.farmbrookrealty.com

Housemaster

Sergio Angione, Owner

2 Cammeyer Court
Towaco, NJ 07082
Phone: (973) 299-1809
Home Inspections

www.housemaster.com

MHM Digital Solutions

Michael Kaskel, President

330 Changebridge Road, Suite 101
Pine Brook, NJ 07058
Phone: (973) 265-2903
Advertising/Marketing

www.mhm-digital.com

Middle Atlantic Products

Rosemarie Curti

300 Fairfield Rd
Fairfield, NJ 07004
Phone: (973) 839-1011
Electronic Products Manufacturing

www.middleatlantic.com

Montville Bagel & Delicatessen

Andrew Gering, Owner

191 Changebridge Rd
Montville, NJ 07045
Phone: (973) 794-4920
Delicatessen & Bakery

www.montvillebagels.com

Red Barn Restaurant

Toni Smith/Jennifer Psota, Owners

446 Main Road
Towaco, NJ 07082
Phone: (973) 316-5686
Restaurant

New Member Profiles

Margo Melzer
Family Tax Solutions

Margo Melzer founded Family Tax Solutions, LLC to assist families with their Income tax filing and accounting needs. Her mission is to provide accurate, reliable, and attentive service to her clients.

Margo received her MBA in Accounting and Master of Science in Taxation from Fordham University and is a Certified Public Accountant licensed in New Jersey. She has Big Five experience and has worked with all types of clients, including entertainers, fashion

models, and people just starting out.

Margo lives in Towaco with her husband, Jason, and their four children. She can be reached at (201) 463-7325 or at mmelzer@familytaxsolutions.com.

Sergio Angione
Housemaster

Housemaster is a national home inspection franchise organization in operation for over 30 years. Local franchisee Sergio Angione has been in business for about 13 years, and is a licensed New Jersey State home inspector also certified to perform Wood Destroying Insect Inspections (sometimes called a termite report) and Radon screening. His origi-

nal training was with the National Institute of Building Inspectors and he continues to receive ongoing training and yearly recertification from N.I.B.I. Mr. Angione is the president of the Garden State Chapter of the American Society of Home Inspectors, and has been a member for over 5 years.

The inspection reports provided by Housemaster are very detailed, include pictures of areas of concern and are

delivered electronically with 24 hours of the completion of the inspection.

For more information, contact Sergio Angione at (973) 299-1809 or visit the Housemaster website at www.housemaster.com.



Chamber Announces Scholarships Winners

The Montville Township Chamber of Commerce is proud to announce its 2010 Annual Scholarship winners. Area high school students were selected from a pool of applicants who are pursuing a post-secondary education at a vocational or trade school, college or university.

Winners were selected based on several criteria, including overall academic improvement during high school, balance of education, extra-curricular activities (sports, clubs, gov-

ernment, etc.), volunteer and work experience, and intended course of study. This year's recipients are as follows:

Seton Hall Prep's Joseph Adami of Towaco will be attending Catholic University and will be majoring in business. Elli Buckler of Montville High School will be studying fashion merchandising, and Katie Vita, also from Montville High, will be studying Nutrition at Marist College.

The Chamber raises money to fund its scholarship awards at events throughout the year, including its Annual Golf Tournament.

Margaret Miller-Sanders, President of the Montville Township Chamber of Commerce presented the scholarships at the high schools' awards ceremonies.

Congratulations to the scholarship winners.

Morris County Chamber Annual Meganet Showcase

Table Top Display Networking Event to be held on Monday, July 19, 2010

The Morris County Chamber of Commerce is hosting its annual Meganet Showcase Networking Event on Monday, July 19, 2010 at the Hilton Parsippany from 4:30 to 7:00 pm.

This table top display event has limited space available and will be reserved on a first-come, first-served basis.

Display Table Prices are as follows:

Montville Chamber Members: \$225
Non-Chamber Members: \$395

Electrical outlets are not available.

Payment for display tables must be made in full by July 9, 2010, For further information regarding purchasing a display table, please contact Kim at the Morris County Chamber of Commerce at 732-303-5981. For information regarding the event, please contact Alyssa Bolivar at 973-539-3882 ext. 235.

Attendance for Montville Township Chamber of Commerce member's is priced at \$25.00 for advanced reservations. Payment at the door will be \$40.00. Please register by calling Carol Ann De Vito at 973-263-3310 or e-mail to info@montvillechamber.org.

Please make your check payable to the Montville Township Chamber of Commerce and mail to 195 Changebridge Road, Montville, NJ 07045.

Chamber Members and Directors March in July 4th Parade

Members and Directors of the Montville Township Chamber of Commerce proudly walked and rode the parade route during Montville's Annual Fourth of July Parade and Independence Day Celebration.

Chamber President Margaret Miller-Sanders was joined by Director Joe O'Dowd and Secretary Carol Ann De Vito and several of their grandchildren to help pass out candy to the on-lookers.

Chamber member Joe La Spina of Changebridge Livery Service lead the group in a limousine, while member Petals of Pine Brook followed behind along with Rebecca Simon, the girl proudly featured on their delivery van.

Also participating were Scott Sanders and Amy from Bosco in Towaco.

Thanks to Dr. Glenn Foss, who drove along with Director John Sebastiano and provided a pick-up truck to hold the Chamber Banners as well as the many kids who helped celebrate the day.



Above, chamber member Petals of Pine Brook showcased their decorative delivery van and featured Rebecca Simon, the model for the portrait - in real life!

Left - chamber member Joe La Spina of Changebridge Livery Service drives in style.

Member Spotlight

Freedom Energy Group, Inc.

Freedom Energy Group, Inc., was founded in February 2010 by Montville Chamber of Commerce Director Ron Soussa along with partners Sam Paglianite and Lou Coiro. Freedom Energy specializes in the engineering, design, and construction of solar electric systems for commercial properties such as shopping centers, warehouses, and office buildings. As licensed electrical contractors they also design and install high efficiency replacement lighting using LED and induction technology to further reduce their client's electric bills.

According to Soussa, his alliance with Paglianite and Coiro resulted in an organization with particularly unique

skills. Coiro is the owner of Quality Electric, an electrical contracting company based in Rockaway, and Paglianite – a trained engineer – owns Dimensional Dynamics, an engineering and construction firm in Hanover. Paglianite was the construction manager for Montville Office Plaza, Soussa's award winning office complex on Changebridge Road. "We handle everything with our own personnel, from installing new roofs where needed, to upgrading electrical service," said Coiro. "From start to finish, we are the sole source of responsibility". Paglianite added "we engineer and design buildings from start to finish. Our background allows us to fully integrate the roofing, structural, and electrical components of a project".

Soussa's 30 year background in commercial real estate makes the sales side of the business work. "Our clients are all of the same people I've been selling and leasing buildings for over the years. Almost all of them understand the financial and environmental benefits of installing solar electric. They've just been waiting for someone they can trust and who can handle the entire project. Our background, experience, and relationships are the keys to making the business succeed."

The partners have been looking for a commercial building to buy in Montville. Paglianite says "we are in three different buildings in three different towns. We'd like to buy a building in Montville so we'd all be under one roof".

Member News

Zayna's Cuts for Kids

The 2nd Annual Cut-a-Thon for the Project Ladybug Foundation of St. Joseph's Hospital

will be held on Sunday, August 15th, 2010 from 10 am to 5 pm. A raffle of items donated by local businesses will

also be held during the week. Come by on August 15th and support this member business as they raise money to help enrich the lives of children with life threatening conditions. Or, perhaps your business can help by donating a prize for the raffle such as a gift certificate or basket. Your support is

greatly appreciated!

Contact Zayna's at (973) 831-2390 or info@zaynascutsforkids.com for more information about the event or to make a donation, or visit their website at www.zaynascutsforkids.com for photos from last year's Cut-a-Thon!

Business Trends

Green It and Mean It!

Excerpt from "Sustainability Planning for Business Owners" by Kelly Spors
www.smallbiztrends.com

Environmental awareness is more than just a buzzword. These days a successful business must plan to minimize its environmental footprint. Ask these key questions to help you get the most out of sustainability planning:

What is the current size and shape of your environmental footprint?

Analyze everything and be specific! How many pounds of trash does the business produce each year? How

much gets recycled? Where are you wasting water? How many gallons of gas do you use to transport raw materials, products, and people? If you can't figure this out, hire a consultant.

How can you improve?

Once you know what you're doing, figure out where you can reduce your consumption of water, gas, electricity, paper, etc. Look for more ways to reuse or recycle what you've been wasting.

What specific steps should you take?

To insure that your company meets your sustainability goals, create regular reminders and make firm commitments. Put up signs to remind your

employees to "think green." Establish a policy of buying only recycled paper or locally grown produce. Offer prizes for "Green Tip of the Month" or "Most Eco-Friendly Employee."

When is your deadline?

Set a specific deadline for each implementation step and meet it! Assign responsibility for each step to a particular person and hold them accountable.

Are you making progress?

Think like a shark! If you're standing still, you're dead! Keep checking to see that your goals are current. If you're meeting those goals, try to exceed them. If you're not, figure out why.

Chamber Website Offers “Free” Contests & Banner Advertising

The newly enhanced chamber website (www.montvillechamber.org) has been redesigned to offer more opportunities for our members to promote their businesses - for FREE! We invite our members to take advantage of the following new features.

Banner Advertising

Members are invited to upload their own advertising graphic to be displayed under the “**Featured Member**” section of the website homepage. Ads will be displayed in random order along with other chamber member’s banner graphics. Banners will appear for a minimum of 30 days and is available for FREE to chamber members only.

To upload you ad, log in to the Members Area and click on “My Banner”. Graphics should be no larger than 250 pixels wide - larger images will be reduced in size and may appear distorted or blurry.

Images must approved before they are displayed, and the Chamber reserves the right to edit or restrict ads.

Contests

All Chamber of Commerce Members are invited to sponsor a Chamber Contest! Site Visitors and other chamber members can enter contests daily to win prizes. Give away a free product or gift certificate for your own business, or even provide a prize from one of our area shops or restaurants. Gain exposure, and gain customers! It is FREE to enter, and it’s FREE to sponsor a contest (you only need to provide a prize).

To sponsor a contest, log in to the Members Area, click “My Contests” and select “Sponsor a Contest”. Choose the contest month and describe your prize. Enter the estimated prize value and upload a photo of the prize for a better response. Include a company logo to really get noticed!

Chamber Members Talk to Seniors (Continued from Page 1)

Dr. Tanya Maximoff, Chamber member and a member of the Chamber Board of Directors spoke about the importance of good posture. She demonstrated that how we carry our bodies affects our overall health beyond and, of course, pain and problems for the neck and spine.

Also speaking at this year's event was Dr. Elizabeth Cook, Chief Audiologist with Total Hearing Care of Fairfield. Dr. Cook spoke about important signs of hearing loss, as well as the newest treatments available.

Debra Casha, Chairperson of the Senior Seminar, introduced the speakers and the area businesses who provided information and give-aways at their display tables.

County Sheriff Edward Rochford was also on hand to discuss Project Life-saver. This very successful program offers locator devices that can be worn by those suffering from Alzheimer's or related dementia disorders.

Dessert was sponsored by Montville Unico and prepared by the Culinary Arts Department at the Morris County School of Technology.

Lunch was sponsored by the following businesses and prepared by the Montville Diner:

**Atlantic Health Care
Back to Basics Nutrition
The Chelsea at Montville
Coldwell Banker, Natalie Wallach
Michele J. Dimaira, D.M.D.
J.H. Cohn
Kearny Federal Savings Bank
Lakeland Bank
Montville Pharmacy
Montville Valero
Rockline Industries
Michael G. Schaffer, CHfC, CLTC**

Thanks to our wonderful volunteers who helped set-up, serve lunch, dessert and coffee, and clean-up;

**Maida & Ralph Avallone
Greg Collins
Julia Crowell
Barbara Delessio
Salvatore De Vito
Agnes Dzamba
Tutty Giordano
Joe La Spina
Vince Sacco
Kathy Suppa
Ange Thomas**

A very special thank you to our community businesses who provided door prizes and other give-aways:

**All-Ways Advertising Co.
Atlantic Stewardship Bank
Bader Farms
Beauti Salon**

**Boiling Springs Savings Bank
Bollo Salon
Bonefish Grill
Casha & Casha
Christina's Full Service Salon
Christine Valmy International
Hampshire Self Storage
Paul Henke
Joe's Pizza & Restaurant
Lakeland Bank
Lakeland Hills YMCA
Metro Pet Supply
Montville Diner
Montville Valero
Dr. Panitch
Paradise Nails & Spa
Petals of Pine Brook
Stephen J. Priola
Novartis
Red Barn Restaurant
Rockline Industries
Sea Breeze Fruit Flavors
Ange Thomas**

The Senior Seminar is co-sponsored by Casha & Casha and the Montville Township Chamber of Commerce. The committee members are: Debra Casha, Chairperson; Margaret-Miller-Sanders, Chamber President; Carol Ann De Vito, Chamber Secretary, Carl J. Grau, John M. Sebastiano, and Jamie Wild, Montville Township Social Services Director.

Grateful thanks to Al Huber and Fred Ackerman.



Morris County Sheriff Ed Rochford



Dr. Elizabeth Cook, Chief Audiologist at Total Hearing Care

**2010 Senior Seminar
Co-Sponsored by the
Montville Township
Chamber of Commerce
and Casha & Casha**



Volunteers Ralph Avallone, Carol Ann De Vito, and Maida Avallone



Senior Seminar Committee Chair and co-sponsor Debra Casha



Chamber President Margaret Miller-Sanders, Esq.

Montville Township Chamber of Commerce

195 Changebridge Rd
 Montville, NJ 07045
 Phone: 973-263-3310
 Fax: 973-263-3453
 E-Mail: info@montvillechamber.org
 Website: www.montvillechamber.org

Copyright © 2010
 Montville Township Chamber of Commerce.
 All Rights Reserved.

NEWSLETTER STAFF/COMMITTEE

Publisher: DIGITELLI GENT
 Editor: Carl Grau
 Contributors: Carol Ann DeVito, Tony
 Giordano, Ronald Soussa, Margaret Miller-
 Sanders, Esq.

Important Dates

- Monday, July 19th, 2010, 4:30 - 7:00 pm
Morris County Chamber of Commerce Meganet Showcase, Parsippany Hilton, Parsippany, NJ. Register for a table top display or attend this annual networking event. Vendors—please contact Kim at the Morris County Chamber of Commerce at 732-303-5981, or for general information regarding the event, please contact Alyssa Bolivar at 973-539-3882 ext. 235.
 Montville Chamber members enjoy a discount. Contact the Chamber office at (973) 263-3310 or info@montvillechamber.org.
- Monday, September 13th, 2010, 12:00 pm Shotgun Start
18th Annual Golf Outing & Tournament, Berkshire Valley Golf Course, Oak Ridge, NJ. Come support the Chamber and network with friends and area business people. \$145 per person includes golf, cart, prizes, brunch and dinner buffet. Tournament winners will receive gold jackets and their names engraved on the Tournament Trophy on display in town hall.
 To register or to obtain additional information, contact the Chamber office at (973) 263-3310, or at info@montvillechamber.org.
- Tuesday, September 14, 2010, 12:00 noon
Monthly Info Luncheon/Meeting
Montville Township Mayor Jim Sandham will discuss the Governor's proposed 2.5% cap, Montville Township's financial outlook, and the latest issues and concerns of the local business community. [Click here](#) to register.

BOARD OF DIRECTORS

Officers

Margaret Miller-Sanders, Esq., President
 Margaret Miller-Sanders, Esq.

Kenneth A. Young, Vice President & Treasurer
 J.H. Cohn, LLC

Tony Giordano, 2nd Vice-President
 A.C. Daughtry, Inc.

Carol Ann De Vito, Secretary

Board Members

Jean Bader
 Bader Farms

Frank Bastone
 Montville Township

Barry Braverman
 Barry's Montville Pharmacy

Christopher C. Bruno
 Rockline Industries

Lawrence A. Casha, Esq.
 Law Firm of Casha & Casha

Carl J. Grau
 Lakeland Bank

Tanya Maximoff
 Maximoff Center for Chiropractic Care

John K. McNally, D.D.S.
 John K. McNally, D.D.S.

Joseph P. O'Dowd
 O'Dowd Advertising

Michael G. Schaffer, ChFC
 Certified Financial Services, LLC

John M. Sebastiano
 Pegasus Asset Management

Ronald Soussa
 Freedom Energy Solutions, LLC

Tony Speciale
 Montville Valero

Albert R. Van Riper, III
 A.R. Van Riper & Son, Inc.