

## Matchmaker event called ‘a definite plus’



Christopher Tsakiris, left, of New Hampshire Manufacturing Extension Partnership speaks with Robert Maccini of D.E.W. Construction Corp. in Hanover during a Small Business Matchmaker Monday in Nashua. KIMBERLY HOUGHTON

**Berlin-based Nordic Construction came to Nashua Monday to offer its CNC machining services directly to government agencies and prime contractors.**

**Denis Paiste**

**New Hampshire Union Leader**

**NASHUA — Berlin-based Nordic Construction came to Nashua Monday to offer its CNC machining services directly to government agencies and prime contractors.**

“Some of the companies told me they would send me blueprints,” said Nordic Construction principal Brian Faucher, whose Nordic Machine division specializes in CNC machining. The blueprints will allow him to bid on specific projects.

“So that’s a definite plus,” Faucher said at the Small Business Matchmaker event at the Nashua Technology Center.

Nordic Machine works plastic, aluminum, stainless steel and other metals. Faucher and his father and helper Richard A. Faucher have a combined 70 years of machining experience.

They were among about 155 small businesses registered to meet with about 30 prime contractors and government agencies.

KMK Construction, a disabled-veteran-owned business, is based in Elliot, Maine, but its principals live in New Hampshire. George Remick, 75, KMK’s director of marketing, listened to a pitch from Janice Cobb, who heads sales for Dover-based American Toners LLC, a woman-owned printing supplies business.

“I heard somebody mention you the other day,” Remick said.

“How exciting,” Cobb responded.

KMK has served the Departments of the Navy, Army, Air Force, Coast Guard, Army Corps of Engineers, Department of Fish & Wildlife, General Services Administration, and the Department of Veterans Affairs.

“We do 100 percent government work,” Remick said, “heavy construction right on down to whatever you might need, if it’s even sweeping something; we try to do a little bit of everything.”

Besides a local office close Portsmouth Naval Shipyard, KMK has offices in Connecticut and Rhode Island, Remick said.

Cobb said American Toners is a nationwide supplier of printer supplies. “We worked with the federal government for the last 10 years,” Cobb said. “And we’re trying to break into some of the primes today as well as talk with a lot of the agencies we are already working with.”

The business hopes to have its GSA contract by the end of this week.

Colleen Grenon Gould, director of business development for Air Solutions & Balancing LLC, met with Norm Cheever of Cobham Antenna Systems, Microwave Division, in Exeter.

The company works to improve performance of building cooling and heating systems and installs and services commercial kitchen exhaust fans.

“In our building today, we sometimes have trouble controlling the temperature,” Cheever said.

“That’s something we do,” Gould said. “That’s considered a retrocommissioning project.”

“It may be as simple as geez, your system probably needs to be rebalanced,” she said.

Cheever said Cobham is planning a building addition within the next 12 months with a new cafeteria. “So I think we have a couple of things we can pursue here,” he said.

“I can start off by sending you our qualifications package,” Gould said.