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Governor touts firm that moved to Nashua from Mass.

By TOM WEST Correspondent

NASHUA – Gov. John Lynch was full of questions and even offered a few business tips as he toured CCS Presentation Systems Inc. on Northeastern Boulevard on Thursday.

Lynch was attracted to the company because it moved to Nashua about a year ago after 12 years in Chelmsford, Mass.

Lynch wanted to know what triggered the move.

As if on script, Vice President Chris Gamst said New Hampshire's business-friendly atmosphere drew the company here and he told Lynch that sales are up 30 percent since the relocation.

Gamst's wife, Cheryl, is president of the firm and she and her husband said the city bent over backwards to bring the company here and help it get settled.

Both Mayor Donnalee Lozeau and Economic Development Director Tom Galligani pulled out all the stops, he said, directing them to state officials to learn about tax incentives and emphasizing the talented work force that is ready and waiting in New Hampshire.

"We didn't own the building where we were in Massachusetts and there was no question that the welcoming nature of New Hampshire showed us we were moving in the right direction and the labor force was right here," Chris Gamst told Lynch.

Speaking of the governor's visit, he said, "This wouldn't happen in Massachusetts."

CCS sells high-end projectors and designs, installs and services audio and visual, and energy management systems for the corporate, education and government markets. It bought its 26,500-square-foot building at 132 Northeastern Blvd. last April, bringing 22 jobs to the area.

Lynch was shown products such as the Smart Board and Smart Podium made by Smart Technologies based in Calgary, Canada. It is actually large, touch-activated board that is white and allows teachers and executives to put on high-definition

displays with interaction from students or employees.

"It actually revolutionizing the classroom because it is all electronics and that's their world now," Chris Gamst said.

The Nashua facility is large enough to allow CCS to rent out the south side of the building, Cheryl Gamst said, but the space will be there if the company needed to grow.

"Right now, we're keeping our people happy in their jobs in an environment that is comfortable for them," she told Lynch.

He asked employees how they like their jobs, including Mike Smith, who runs the warehouse and was unemployed when CCS came to town. Through Lynch's Return to Work initiative, Smith was able to work for the company for six weeks to see how he liked it and how the company felt about him.

"It's like an audition for a job," he said, adding that he enjoys his work at the firm. "I'm very happy here," he said. "It's a good company with good people."

Lynch asked if UNH was a client. Chris Gamst said not yet, but the company has done work for BAE Systems, Fidelity and Raytheon mostly at their Massachusetts facilities. Gov. Lynch then told the company officials about a Londonderry company he felt would be a good fit with CCS.

"They're right here in New Hampshire," said Lynch, now serving an unprecedented fourth term. "And my commission rate is very low."

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