

## HILLSBOROUGH: Businesses join locations

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In addition to blood, Phil Maiorca and his nephew Scott Tellep now share a sign and a door at the new, shared location of their businesses on 5 Ilene Court.

Mr. Maiorca, of Varnon Court, bought total ownership of LFS Printing Company last February. Shortly after, he looked into moving the company — which had been operating for three years on Main Street in Manville — to his hometown.

"I've lived in Hillsborough for 47 years now," said Mr. Maiorca, who graduated with the first four-year class from Hillsborough High School. "I wanted to bring the business home."

Finding a bigger space than he had had in Manville for lower rent than he had paid, Mr. Maiorca jumped at the opportunity to move into the Hillsborough Business Center, off of Stryker Lane.

The new 1,500 square-foot space would comfortably fit all the equipment and materials Mr. Maiorca would need to run his printing business — and with room to spare. So, he called in a roommate.

Scott Tellep, of Surrey Drive, had been running his graphic design company, PSP Vinyl Logos and Sign Designs, from out of his basement. As the business grew, the small space had become increasingly constricting.

"I needed more room," said Mr. Tellep. "I was getting more machines and the basement was too small."

On June 1, both LFS Printing Co. and PSP Vinyl Logos and Sign Designs moved into their new location in Hillsborough. Since the grand opening of the stores on July 18, both business owners have reported promising beginnings.

According to Mr. Maiorca, LFS Printing and PSP have enjoyed a high volume of foot traffic — bringing in both old and new customers. The shared location also helps to introduce customers of one business to the other.

"Both businesses will help each other," Mr. Maiorca said. "When one gets a customer, we tell them about the other one."

Assuming business continues to run swimmingly, the relatives foresee a long and prosperous future in the Hillsborough Business Center.

"We only locked in one year, but I do want to stay longer, absolutely," said Mr. Maiorca.

Mr. Tellep, too, hopes to stick around.

"I would like to stay here a while. Maybe I'll kick my uncle out," Mr. Tellep joked.



Phil Maiorca (at right) hands Mayor Frank DeCore and his wife, Colleen Maiorca, ceremonial scissors to open the new location with his nephew, Scott Tellep (at left) during the grand opening.

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