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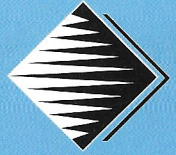
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INSIDE THIS ISSUE

Maintenance & Landscaping

January 1999



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25
1973-1998



Skouras Does It Right at Devon Wood

John Skouras Does it Right at Devon Wood

By Jim Douglass

Since the age of 12, John Skouras, Jr. has been preserving his father's tradition of providing excellence in painting services that have always demonstrated meticulous work and high standards of craftsmanship. Having grown up with a paintbrush in his hands (in his father's painting business), John understands what it takes to keep up the delivery of such high standards.

The latest beneficiary of John Skouras & Co.'s excellence is Devon Wood Condominium Trust. With 398 units spread out in 17 buildings across 350 acres in Braintree, Massachusetts, Devon Wood has seen its share of subpar performance from contractors who have gone before Skouras.

Faced with the real estate bust of the late '80s, Devon Wood's original developer went bankrupt and left behind poor quality clapboard and shoddy construction. The subsequent developer completed Phase I and finished the entire project in mid-1997.

With a new site manager and new board members, the decision to revisit the entire painting program was undertaken. Following the comprehensive RFP process, the site maintenance team of RoBeck Realty Management employees undertook a full review of pricing and work effectiveness. The board then conducted contractor interviews. After all this, John Skouras and Company was awarded the contract.

It didn't take long for all eyes watching the new contractor to witness the quality of work that John Skouras and Company have been providing since 1955. The



contractor immediately impressed Gilbert Boroski, president of Devon Wood's Board of Trustees. Boroski recalls that Skouras made a "very thorough" presentation and informed the board of "99%" of what he intended to do. The remaining 1% came when windows were removed and additional work uncovered. Boroski says of Skouras, "He was very thorough. The crews were very clean, they cleaned up on a daily basis."

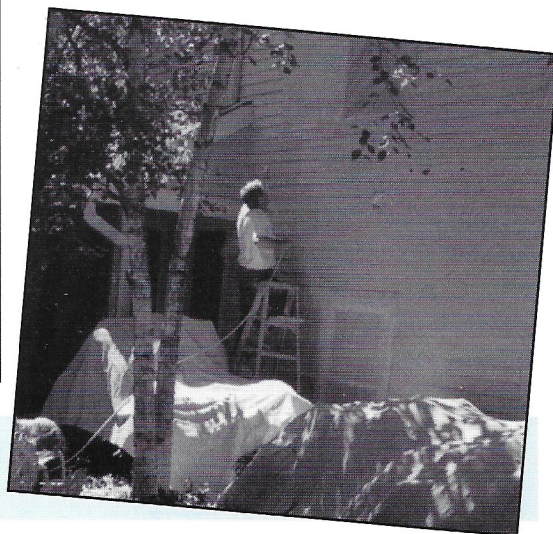
Of particular note, says Boroski, was the professional demeanor of the workers and the way that Skouras handled relations with unit owners. Board president Boroski says he is so satisfied with Skouras that "he will be our painting contractor into the future."

One of the keys to Skouras' success is his experienced core of painters, which he keeps working year-round. Skouras also has a year-round contingent of expert carpenters so he doesn't have to depend on outside sub-contractors.

Skouras keeps the same foreman year after year and



Commenting on the secret of his success, Skouras says, "I get my people to work at a higher level."



also personally supervises all new accounts and large projects. Skouras runs four crews, all of which have been personally trained by him. Once a crew is trained, they can work by themselves on smaller jobs with him dropping by every two or three days.

With this type of employee retention (rare in these roaring '90s), John Skouras is now able to remain on-site for large projects and ensure that his family's legacy continues in all his contracts. Commenting on the secret of his success, Skouras says, "I get my people to work at a higher level." Skouras also notes that, at age 37, he supervises men of considerable experience. "All my people are older, I'm the youngest in the firm," he says.

RoBeck Management's new site manager, Robert Egan, says of Skouras' crews, "These are not a bunch of kids. They are craftsmen." All in all, Egan says Skouras did a remarkably solid job — a sharp contrast, the property manager says, to the troublesome episodes with contractors that everybody inevitably experiences.

Greg Salvatore, President of RoBeck Management, says of Skouras' work at Devon Wood, "They've done a wonderful job. They've exceeded our expectations." Egan says of the finished job, "It just looks great. It's a great job. You can see just by driving by." Also impressive to Egan was Skouras three-year warranty — a contrast to the two years offered by many other painting contractors.

At Devon Wood, the problem clapboard has been finally fixed. "We gave them more value than they

expected," says Skouras who notes that his firm's philosophy is to "roll up our sleeves and go to work," giving clients more for their money.

Bob Egan gives Skouras more credit for tightly adhering to schedule. "He (Skouras) said he would commence on a certain day and he did," says Egan, noting that Skouras finished the contract a week ahead of schedule.

After the job was finished, Egan sent out a punch list to 55 units and only got six items returned — all from unit owners who couldn't be home to have their doors painted the first time around. Egan was also impressed with Skouras' ability to deal with unit owners. "John's on site a lot. If the person had a problem he handled the interaction with the unit owner quite well." A seemingly rare instance in the world of condominium living.

The satisfaction level was so high at Devon Wood that its management team and trustees have awarded Skouras the entire painting cycle at the complex without sending out another bid. Skouras is currently doing clapboard replacement carpentry work on three buildings and will paint another building and three garages this spring.

The legacy of excellence first envisioned by John's father more than forty years and many painting cycles ago lives on. Demonstrated excellence keeps John Skouras and Company working year after year, regardless of business cycle trends.

John Skouras & Co., Inc. is fully licensed, bonded and insured. They are located in Peabody, Massachusetts. ♦

Our Cover Stories Say It All!

Sky Meadows Nashua, NH
January 1996



"The quality of their work was fine!"
Marko Rancourt, Site Manager

Superior Preparation



Quality Work

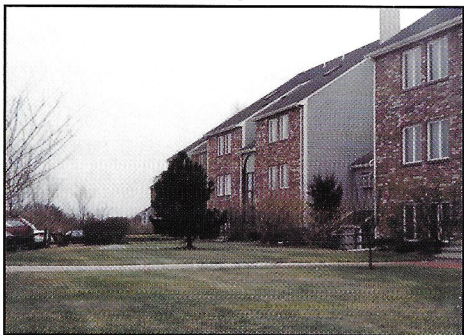


Longer Warranty



True Paint Professionals

Wisteria Point Weymouth, MA
January 1998



"I knew he would give us his heart and soul."
Mark Glater, Manager

Attention to Details



Exceeds Expectations

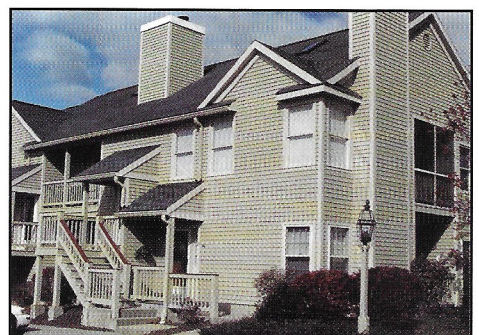
Huntington Wood Peabody, MA
January 1997



"Their prep work was superior to anything
I've seen in the past."

Fred Calicchio, Maintenance Manager

Devon Wood Braintree, MA
January 1999



"They were very thorough."
Gil Boroski, Board Chair

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