

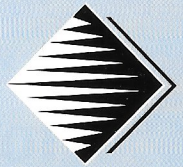
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SERVING AMERICA'S CONDO, CO-OP AND HOMEOWNER ASSOCIATIONS

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**Skouras is the Painting Contractor for
the Millennium at Fuller Pond**

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John Skouras & Company is Painting Contractor for the Millennium at Fuller Pond

By David Humacher



Since 1995, John Skouras and Company has been providing the painting services for Fuller Pond Village, two-time New England Condominium of the Year Award Winner from the New England Chapter of CAI. Nestled away on 93 acres just off Route 114 in Middleton, Massachusetts, Fuller Pond has also been recognized as the Best Presented Housing Community in the US from Professional Builder, a national publication. With 177 two and three bedroom units, an owner occupancy rate of 97 percent, and with Mark O'Hara as the on-site property manager since 1990, Fuller Pond is a study in stability.

John Skouras & Company has brought its standards of excellence to Fuller Pond. The trim and decks on all the units have been completed, as well as the clubhouse exterior. Mark O'Hara says that the board retains the services of Skouras and Company because Skouras and his staff are easy to work with. "John's preparation is outstanding, very thorough."

Fuller Pond Board Chairman John Kroll says John Skouras is "always looking for better ways to do his job more efficiently. This is good because in the end his job has less impact on the homeowners." And that's important for all concerned. "Skouras has been meeting and beating our standards since he got here," Kroll continued. To that end, a recent community survey showed that 94 percent of the homeowners agreed that the upkeep of the buildings in 1999 met with their expectations.

The services of John Skouras & Company have been retained through 2002. The independent services of Mark O'Hara as manager were recently renewed. Fuller Pond has had the same lifeguards caring for the swimmers of both its indoor and outdoor pools for years. The landscaper, who also does the snow removal, has a three-year contract.

Fuller Pond hosts its own wastewater treatment plant. When the plant's interior machinery deteriorated, O'Hara turned to Skouras. John reports, "It was one of the toughest conditions we've ever worked through. We had to endure the adverse conditions, and work with special materials, without interrupting the treatment service to the community. We were able to deliver our high standards even in those conditions."

Why did the board choose Skouras over the other leading condominium painting contractors? O'Hara explains, "Because his price is right, because he's got a great reputation, and because he's local." Are there any other reasons to consider?

This past spring, Skouras treated the cedar shake roof on the clubhouse for the first time since the developer turned it over to the association in 1988. Skouras power washed and applied a Flood clear wood finish. As with all of his work Skouras extended the warranty life of workmanship to three years which gives his company a competitive edge.

Mark O'Hara has never had a call back on any of the work Skouras has done since 1995. He states that, "John Skouras has performed the best preparation and spray application of paint coverings that I've ever seen". And with certifications as PCAM, AMS, CMCA, CPO (pool operator), and a Mass Construction Supervisor License, Mark has supervised the work of many vendors. Speaking on the quality of Skouras, he says, "He's never had an issue with overspray, inadvertent painting of resident cars, or any other trouble one might envision. All his employees have been with him for a long time, and their experience shows."

John Skouras has always taken pride in the quality of his work. "I'd much rather take on the right amount of work and make all my customers happy than try to run through a season doing as much work as possible. It's easier that way, doing every job the right way as

opposed to trying to expand our market share. We've been around for a long time and will continue to be as long as we prepare every job as if it were our first."

"Everything we do is reflected in the property values of the community," Mark O'Hara went on to explain about Fuller



Pond. "And we have a waiting list of people who want to buy into the community where home prices are in the \$300,000 and \$400,000 plus range."

The fairness and ease of ability to work with John Skouras & Company makes staying with the contractor an easy choice. Stability, an ever growing number of satisfied customers, proper preparation for lasting results and extended terms for existing contracts are all part of the enduring tradition of John Skouras and Company.

John Skouras and Company is fully licensed, bonded, insured, and a long-standing member of CAI. ♦

Our Cover Stories Say It All!

Sky Meadows Nashua, NH
January 1996



Superior Preparation



Exceeds Expectations

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

Fuller Pond Middleton, MA
January 2000



"John's preparation is outstanding, very thorough."

Mark O'Hara, Manager

Longer Warranty



Attention to Details

Wisteria Point Weymouth, MA
January 1998



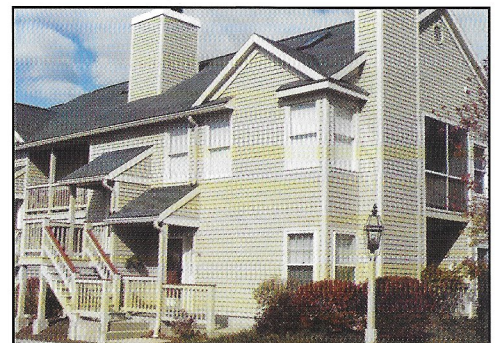
"I knew he would give us his heart and soul."
Mark Glater, Manager

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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