

The Official Publication of CAI-New England

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

CONDO MEDIA

INSIDE THIS ISSUE

Maintenance & Landscaping

January 2001


COMMUNITY
ASSOCIATIONS
INSTITUTE
NEW ENGLAND
CHAPTER

\$5.00



John Skouras Painting Meets and Exceeds Expectations at Willow Brook



John Skouras Painting Meets and Exceeds Expectations at Willow Brook

by Jim Douglass

Among condominiums, there are some properties that demand special attention from their contractors and vendors. Willow Brook, located in Wayland, Massachusetts, is among them. Situated on conservation land only a few miles from Route 128, Willow Brook's colonial style units demonstrate the high expectations of the owners as well as the association as a whole.

Working in this atmosphere of high expectations, John Skouras & Company had the great task of painting the entire association for the first time since construction in 1997.

Utilizing experienced work crews, top-shelf materials and quality workmanship, Skouras proved that his company could deliver an exceptional paint job for Willow Brook.

Assistant Director of Property Management for The Dartmouth Group, Kevin Regan says the paint job received

consistently positive comments on appearance and quality. A small punch list upon completion of the project was "taken care of promptly," according to Regan.

Led by company president John Skouras Jr., the son of a painting contractor, John Skouras & Company has consistently delivered high quality work at hundreds of community associations across Massachusetts. To achieve such a high quality workmanship, John Skouras & Co. starts with an experienced crew of painters, which keeps them working year round for minimal turnover. The firm also has kept the same foremen year after year and John Skouras Jr. personally supervises all new accounts and large projects. Something that sets John Skouras & Co. apart from the rest is their accessibility.

"You have the number to his (John's) cell phone so you get a voice right away. You're not chasing down a contrac-



tor,” Regan says of working with Skouras on the Willow Brook painting project.

John Skouras Jr. is always available. Even when not on the job site, he is always in close contact with his crews and is there for the property managers any time he is needed.

Another secret to John Skouras & Co.’s success is their commitment to using the latest equipment and techniques. John Skouras & Co. utilizes the latest spray equipment and the company owns three Ariel lifts to assist the crews to get to those difficult spots. At Willow Brook, the use of the lifts allowed painters to quickly trim out windows and minimize disruption to residents.

“We’re an old-school painting contractor, but we use 21st century equipment,” states John Skouras Jr.

John Skouras & Co.’s commitment to quality also extends to the materials used. The firm uses the highest quality Sherwin Williams coatings on all jobs and applies two full coats. John Skouras & Co. is now using the new “Duration” lifetime warranty paint on trim and is offering the high-tech product as an alternate on RFPs. John Skouras & Co. is so sure of their quality, they offer a standard three-year warranty on all jobs; one year longer than most warranties.

John Skouras Jr. expects the paint job done at Willow Brook to last a full eight years. “They’re going to get some value out of that job,” he says.

Assistant Director of Property Management, Kevin Regan has already seen the value of using John Skouras & Co. “The painting crews were polite to residents, clean and neat, and the job was done neatly and on time,” says Regan. It is these “little things” that make a large project run smoothly.

What particularly impressed the veteran property manager about John Skouras & Co. was that their crews worked 10 hour days and week-

ends to finish on time. The crews even made special efforts to accommodate residents by coming in on their days off to paint doors. “All in all, Skouras was very good about delivering the exact specifications as spelled out in the RFP,” says Regan.

John Skouras & Co. have completed a large indoor project for another property managed by The Dartmouth Group on the South Shore. They are also submitting proposals for several projects for the year 2001. John Skouras & Co. and The Dartmouth Group have a 10-year working relationship that is continuously strengthened through quality workmanship and mutual respect.

Regarding his philosophy for what has earned the trust of companies like The Dartmouth Group, Skouras says, “We do the same job on every property we work on. It’s not like we just want to do a job and get it over with. All our work is two coats and we don’t skimp. We meet and exceed the industry standards for the work we do.”

Willow Brook in Wayland, MA is another example of high expectations met. John Skouras & Co. will surely continue to work with some of the best properties in the area.

John Skouras & Co. is based in Peabody, Massachusetts and covers all the Eastern Massachusetts along with Southern New Hampshire. The company is a member of both CAI and IREM. ♦

Our Cover Stories Say It All!

Sky Meadows Nashua, NH
January 1996



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

Huntington Wood Peabody, MA
January 1997



"Their prep work was superior to anything I've seen in the past."
Fred Calicchio, Maintenance Manager

Wisteria Point Weymouth, MA
January 1998



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

Devon Wood Braintree, MA
January 1999



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

Fuller Pond Middleton, MA
January 2000



"John's preparation is outstanding, very thorough."
Mark O'Hara, Manager

Willow Brook Wayland, MA
January 2001



"The painting crews were polite to residents... and the job was done neatly and on time."
Kevin Regan, Assistant Director of Property Management

Superior Preparation ♦ *Exceeds Expectations* ♦ *Longer Warranty*
Attention to Details ♦ *Licensed* ♦ *Bonded* ♦ *Insured*

John Skouras & Company, Inc.

Since 1955
Phone 978/531-5545



Free Estimates
Fax 978/977-9982