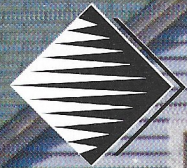


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John Skouras Painting Meets and Exceeds Expectations at The Village at Barrett Hill



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By Jim Douglass

The Village at Barrett Hill in Hudson is an upscale community association built in the 1980s with 62 stand-alone homes and 20 townhouses for a total of 82 units. With the stand-alones designed to retail at \$275,000, the developer also installed two tennis courts, a swimming pool, club house and duck pond to match the high expectations of the potential owners.

With its buildout long complete and well into its maintenance cycle, the property found itself in somewhat of a pickle in the summer of 2000. Its management company had resigned and it was left with a partially completed paint job when its painter, a one-man show, vanished from the scene.

The association's Board put out bids and chose John Skouras & Company as the best company to finish the partially-completed work from the previous

year and paint 12 additional units scheduled to be done under a five-year rotation in place.

Faced with a demanding board and leftover work, Skouras not only used his experienced crews, top-shelf materials, and quality workmanship standards to do an exemplary paint job — he helped the association out with its management difficulties. Skouras recommended to the board a management company he had dealt with over the years, The MEG Companies, and the association is now running smoothly.

In fact, the Barrett Hill Board was so happy with Skouras that it awarded him the painting contract for 2001 without taking any other bids, and expects to do the same for 2002.

Michael Charron, MEG Companies Senior Property Manager, said that Skouras has done an outstanding job at

Barrett Hill. "Everybody's been really pleased with John's work. He does an excellent prep job and he puts on plenty of product." Charron notes that Skouras uses high-quality Duration paint by Sherwin Williams and puts it on thick. For instance, says Charron, where factory specs call for 500 feet of coverage per gallon, Skouras spreads it over only 200 feet, for a thicker coat. Because of the thicker coat and thorough prep work Charron says, "We're hoping to get seven to eight years out of the paint job instead of the usual five."

Charron was also impressed with the professionalism of Skouras' crews and the firm's prompt response to any problems. "What sets John's company apart is when there are problems, he takes care of them right away. At any property there's going to be problems. Your going to have someone move

someone's prize-winning plant, they're going to pound a nail and it's going to knock someone's picture off the wall. But when there is a problem, I can make a call to John and he'll deal directly with the homeowner. It makes my job much easier as a manager."

The key to John's ability to deliver top-notch paint jobs along with excellent customer service lies in his family history and upbringing. The son of a painting contractor, John Skouras started painting at a young age and learned all the right ways to run a painting company. To keep quality high, Skouras starts with an experienced corps of painters, and he keeps them working year-round so as to keep turnover low. As additional measures to insure top quality, Skouras keeps the same



foreman year after year, personally supervises all new accounts and large projects, and keeps in daily contact with all his crews. John is also quite accessible and can be reached by phone at any time of the day — he gives out his cell phone number to property managers so they don't waste their valuable time playing "phone tag."

In addition to the ability to perform outstanding paint jobs, Skouras also has its own repair and carpentry division, staffed by craftsmen with many years of experience, not warm bodies with bare-bones carpentry skills. Skouras' expert guidance and the experience of his workers ensure that all repairs and prep work are done correctly before any painting begins.

Another secret to Skouras' success is its commitment to using the latest equipment and techniques. Skouras utilizes the latest

sprayers and owns two pneumatic lifts to position painters in tight spots. "We're an old-school painting contractor but we use 21st century equipment," says John Skouras of his firm's equipment.

Skouras' commitment to quality also extends to the materials it uses. The firm uses the highest quality Sherwin Williams coatings on all jobs and applies two full coats. Skouras is now using the new "Duration" lifetime warranty paint on trim and is using Sherwin Williams' SuperPaint Acrylic Enamel on doors.

Skouras is so sure of its quality that it offers a standard three-year labor warranty on all jobs, one year more than the typical two-year warranty from most other contractors.

Charron says that Skouras' track record and quality work have earned him a unique place among MEG Companies' vendors. The property management firm feels so strongly about Skouras' work that it has recommended him to all its associations over the last couple of years and he will "definitely" be back next painting season, says Charron, whose firm manages properties in New Hampshire, Maine and northern Massachusetts.

In addition to The Village at Barrett Hill, Skouras has recently painted MEG community associations at Balmoral Condominiums in Andover, Massachusetts, and Ocean Towers in Ogunquit, Maine.

Speaking on the philosophy that has earned his firm the trust of companies like MEG, John Skouras says, "No matter what the job, we adhere to the same quality standards. All our work is two coats and we don't skimp. We aren't the most inexpensive contractor around, but we give the best value. We meet and exceed industry standards for the work we do."

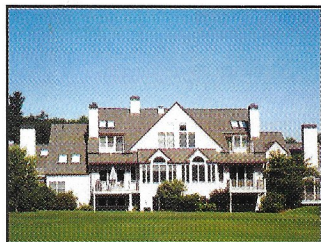
John Skouras & Co. is based in Peabody, Massachusetts, and covers Southern New Hampshire and all of Eastern Massachusetts. The firm is a member of both CAI and IREM. ■



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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

Huckins Farm
Bedford, MA, January 2002



Fuller Pond
Middleton, MA
January 2000



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

"The quality of the work he performed was excellent. His priming work was excellent, the painting was excellent."
Al "Frank" Harrington,
Vice-chair

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

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