

Architect Opens Branch Office

GREENWICH, CONN.—Manhattan-based architect Phillips Janson Group PC has opened an office here to tap into the Westchester/Fairfield market. Hans J.L. Schuurmans, a five-year veteran of the firm, heads up the new branch.

Appointments at Grainger

CHICAGO—Timothy M. Ferrarell and Fred E. Loepf have been named vice presidents, product line development of the Grainger Division of W.W. Grainger, Inc. In addition to product program development, they will manage supplier relations, prices and costs and product merchandising.

Utility Expands Lighting Plan

STATEN ISLAND—Con Edison has unveiled a new Enlightened Energy program designed to help non-residential customers on Staten Island upgrade to modern lighting systems without any cash outlay. Under the program, dubbed Shared Energy Savings, Con Ed pays the upfront costs for the purchase and installation of approved energy-efficient light-

ing equipment. A percentage of the customer's downstream savings is tagged to reimburse the utility for its outlay.

Recycling Saves \$130,000

MANHATTAN—A recycling program instituted at the Roosevelt Hotel has reaped a savings of \$130,000 according to hotel General Manager Alfred Matter. Christie's Auction House reports a monthly savings of \$2,500. Both programs, managed by Great Forest Inc., produce their savings by reducing the number of dumpsters used to cart away recyclables.

Froelke Heads ISS Unit

MANHATTAN—David R. Froelke, previously president and chief operating officer of Unicco Service Co. of Boston, has been named president of ISS Energy Services, Inc., a unit of ISS International Service System, Inc. Mr. Froelke has also logged more than 20 years in the real estate industry, as senior vice president of the Charles E. Smith Co. and, prior to that, as group president of JMB Properties in Chicago.

Upgrades Finished on Time

MANHATTAN—S&S Improvement and Development Corp. (SSID) has recently completed a major renovation of a luxury co-op at 165 West End Ave. According to President Sy Soskel, the scope of work included the redesign of public spaces, including the carpentry, painting and wallpapering of 27 floors worth of hallway. The project architect was Bellsey & Associates in Manhattan. The building manager is Kreisel Management.

"The project timeframe was 10 weeks," reports Mr. Soskel, who adds that the firm completed the project in eight and a half. "It takes a lot of tight coordination," he says, "to ensure that the work of the first phase doesn't impede the rapid completion of the next phase."

The firm, which also offers custom woodworking capabilities through the expertise of Jack Goldstein, vice president, field operations, is planning to start new construction on a two-story Riverdale commercial property next March. The architect is Brooklyn-based Tambasco & Kirschenbaum.

Project 13 Lucky for School

MANHATTAN—Matthew Segall, president, Matthew Segall and Associates Inc., reports the recent launching of the firm's 13th project for the New York City School Construction Authority. The firm specializes in mechanical construction management. "We focus on that very intensive and specialized segment of a building construction or renovation, ensuring that it comes in on time and in budget," says the founder, who launched his company in 1990, after more than 40 years in the business.

"We like to say that we helped save those 13 schools," he says, "since in most of them, particularly the first projects we did for the authority, we were called in when the construction process was in trouble."

While the organization has carved a niche for itself in 11th-hour project corrections, Mr. Segall much prefers being called in at the start of a construction or renovation project, when options are at their peak. Nevertheless, his reputation for project correction has spread, and in the past few months, Mr. Segall has made the grade in such name projects as the Times Square Bertelsmann Building, at Random House and as mechanical consultant to Chemical Bank in a variety of projects.

"When you sit down with a client and a contractor and they say no matter when I start I have to finish by tomorrow, this is where my experience comes in," he reflects. "In such cases, satisfactory completion of a critical project phase is a matter of long-standing trust and strong communication."

Amenities Primer: Looking at Laundry

An interview with Steven Breitman, president of Sebco, Green Brook, N.J.

Q: What are some recent trends in laundry services?

SB: In laundry systems, we now use computerized audit scans, automated parts cataloging and video maps that follow the service fleet.

Q: Are debit cards still a technological gamble?

SB: Based on the current cost of additional equipment, cards are feasible only for a limited number of applications. The efficiency of debit cards can be developed only after a number of years of field testing and modifications.

Q: Are in-unit laundry hook-ups on the rise?

SB: I doubt it. Most plumbing is not established to accommodate in-unit equipment. In terms of economy and reliability, in-unit systems are bad news.