



From the Corner Office

By John Sartor, President and COO

Horace Greeley may have said, “Go West Young Man,” but 15 years ago, we decided to do the opposite. We headed east to open a regional office on Long Island with the goal of offering our fully integrated services to that huge untapped market.

In the April Newsletter, we talked about our expansion into regional offices and we focused on the man who first advocated for PS&S to expand beyond its Warren headquarters. Executive Vice President Joe Fleming recognized the need to not only identify growth locations, but to put down roots as part of the local community. That idea led to the opening of the Long Island office, first in Melville, then to Garden City where it remains today.



Keith Samaroo was the first person hired to help start and build the New York offices. You’ll learn more about Keith in this month’s “Focus On,” but in his 13 years with the company, Keith and his team have made the Long Island office into a shining example of Joe Fleming’s dream of regional expansion.

The basic tenet behind our regional success is combining local presence with the full weight of our home office. We believe in organic growth employing local residents who live on Long Island, shop on Long Island and know the people they work with on our various projects. They are familiar with local practices and understand the myriad of local regulations and limitations. They are people who “get” Long Island, but who also have the full offerings of PS&S behind them.

This month, as we note the two year anniversary of Superstorm Sandy, we want to show our appreciation for the opportunity to support the utilities that were devastated on Long Island. As we saw here at home in New Jersey, the resiliency shown by the people and businesses on Long Island was inspiring, and it was an honor to be part of the resurgence.

Moving forward, we continue to see tremendous growth opportunities on Long Island, both in Nassau County and further east in Suffolk. Frankly, we don’t see any competitors who can offer the services we do, from MEPF Engineering to Land Services to Environmental Remediation and everything in between. We look forward to living with and working with the residents of Long Island for many years to come.

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