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## **Planned Cos. Adds 19 Service Contracts in Q1**

By Debra Hazel



**Grandview II**

PARSIPPANY, NJ-The service industry is making a comeback, with maintenance/security service provider **Planned Cos.** signing 19 new contracts in the Northeast, the company says. Among the new contracts are: a Planned Lifestyle Services contract with condominium complex Grandview II at Riverwalk, Point Imperial, West New York, NJ; Planned Security Services contracts for Renaissance at Manchester Home Owners Association, Manchester, NJ; 275 Main Street, White Plains, NY; and investment firm BlackRock's Plainsboro, NJ headquarters.

"Buildings need to be cleaned and secured. It's a recession-proof existence," Robert Francis, president, Planned Companies, tells GlobeSt.com. In addition, he says, the service industry remains fragmented, giving companies such as Planned opportunity for growth, particularly fun for a 113-year-old company.

"It's a fragmented industry, and so is the clientele," Francis says. Buildings can be serviced by "someone we don't even know."

Other contracts include deals with Planned Lifestyle Services Avalon Centerpoint Towers in Baltimore and The Kenmore Apartments in Washington, DC; and Security Services agreements with Avalon Centerpoint Tower in Baltimore and 275 Main Street in White Plains.