

Personality Profile



James P. Donovan is manager of the Real Estate Department of L. Grossman Sons, Inc. Jim was born in 1923 in Quincy, Massachusetts, where he now resides with his wife and two children. In 1940 he graduated from Boston College High School, going on to West Point where he graduated in 1945. "The competition on the football squad was rough in those days. Remember Blanchard and Davis? Besides, I didn't play football."

After West Point, Jim spent four years as an officer in the U. S. Army. In 1949 he entered the business world as a construction engineer and superintendent for a number of firms around the Greater Boston area. In 1950 he became the superintendent of the Water Department for the city of Quincy. In January of 1954, Jim joined the Grossman organization as an executive trainee.

The Industrial Real Estate Department of the Grossman company has involved itself, for the most part, in the purchase and resale of surplus industrial space. "In 1954 we purchased the Goodall Sanford Plant in Sanford, Maine, consisting of 2 million square feet. We broke it down into sections and sold the entire plant. What was once a one-industry town now is diversified.

A few years ago, Grossman's bought the Puritan Mills in Plymouth, Massachusetts, consisting of 100,000 square feet. As of last week, two of the buildings have been sold."

"The backbone of our real estate business is broker cooperation. We deal mainly with the Industrial Realtors, who really know their stuff. We are in business to sell space. If a broker brings us a buyer, we pay a full commission."

As an organization, the Grossmans are very active in civic affairs. Jim is the director of the Quincy Tax Payers Association, a member of the Industrial Development Committee of Quincy, a member of the Chamber of Commerce and serves on the Legislative and Parking and Traffic Committee. He is also President of the Grossman Speaking Bureau. This group lectures on over 20 subjects and speaks to various organizations all over New England.

Good looking with a warm smile, Jim has a well-rounded education in Industrial Real Estate and, with a solid organization to back him, these attributes spell the success of this young real estate personality. James P. Donovan.