



nerej

2019 Annual review: Tom Norton of NOREL Service Co., Inc.

December 27, 2019 - Spotlights

Tom Norton
NOREL Service Co., Inc.

What was your greatest professional accomplishment in 2019?

This year was another successful year for NOREL Service. We are proud of our consistent and continued growth, year over year for the past decade. I believe our sustainability demonstrates the trust we've earned from our customers in providing them with the most reliable life safety protection for their people and facilities.

In 2019, NOREL was honored with the "Top Gun" award for achieving the most sales in North America in its second year of Autocall fire alarm product distribution.

As a result of our commitment to providing the best products and unwavering service, we continue to maintain numerous long-term customer relationships.

What was your most notable project, deal, or transaction in 2019?

We had quite a few substantial projects this year designing, installing, and/or upgrading new fire alarm and security systems. Amongst the most notable CRE projects, were two properties in Boston: Burroughs Wharf and Braemore Condominiums. Both projects involved the innovative design and engineering for the retrofit of legacy fire alarm systems and the upgrade to building voice notification. We also designed and installed an integrated security system at Lexington Children's Place.

What are your predictions for commercial real estate in 2020?

We are fortunate to work with many property managers and building owners in and around New England. From our perspective of servicing multiple facilities, it appears that the CRE market will continue to thrive well into the near future. As a result of continued low interest rates, investor confidence, increasing population and building/energy code changes, the future of real estate can only show positive signs