



2018 Women in Real Estate and Construction Services: Denise Savino-Erichsen, Automatic Industries

March 20, 2018 - Spotlights

Name: Denise Savino-Erichsen

Title: President

Company Name: Automatic Industries

Years in your current field: 27

What professional organizations or associations are you a member of? Multi Laundry Association, CHIP, Queens Chamber of Commerce

What trends are you seeing so far this year in your field?

Over the last decade, we phased out quarters. We are successfully offering cash systems, credit/debit card systems and the ability to add value over the internet. We are now using software that will allow residents to start the washers & dryers using an app on their smartphone. In some facilities, residents can view machine availability before going into the laundry room. In addition to reserving machines, residents will get text alerts when their laundry is done.

What was your greatest professional accomplishment in 2017?

We have been experiencing steady, healthy, growth each year. Recently we added some very qualified team members to enable us to maintain our healthy growth. In 2016 we did extensive renovations to our offices and warehouse. In 2017, we added more service vehicles to expedite our service response. We acquired the property next to our operations enabling us to add additional parking and storage.

What was your most notable project 2017?

In 2017, we proudly added many buildings to our portfolio. While each acquisition makes us smile, I would have to say, the addition of the Town of Hempstead Housing Authority was a great source of pride. Each of the 14 complexes were being serviced by a national conglomerate. The manager and the residents were very disenchanted that they were unable to get any customer service. The machinery was old and not being maintained. It was a long legal battle for the housing company.

Once we received clearance to commence our installation, our team did a wonderful job of pulling it all together. In a limited amount of time, we had the new machinery and a new, laundry card system in place. We were able to complete one complex per day. At the end of each day, we gathered in the community room for a tutorial. The demographic was primarily senior citizens. Therefore, hand-holding was necessary. Each afternoon, we would hold instructional seminars on how to utilize the new machinery.

If you have had a mentor in your career, who was it and what did they teach you?

My mentor and my hero is my DAD. He was our founder and CEO. He had the vision. I cannot express how fortunate I was to have my dad as my teacher. It was a phenomenal opportunity to work with my pal, my mentor, my dad; it is an honor and a privilege to carry on his legacy.

When I am not working I am...

I like to spend time with my husband and kids. House projects and entertaining are always on the agenda. My daughter and I enjoy taking Zumba classes together. We all enjoy a fun meal out. If it means traveling out of our neighborhood, we create an adventure to our dinner destination.