

PERSONAL FILE

Philip J.
Stylian**os**
AUTOMATIC IRRIGATION SYSTEMS

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Irrigation company owner rolls up his sleeves

By FRANK BYRT
Telegraph Staff

Name: Philip J. Stylian.

Occupation: President of Philip J. Stylian Automatic Irrigation Systems in Nashua and Rye Beach.

The company designs and installs custom, automatic irrigations systems for commercial and residential applications.

An installed system can range in cost from \$1,000 to \$15,000 or more, depending on the sophistication of the system and the soil conditions at the site. Systems generally last for 25 to 30 years.

"I try to advise people on what is the best product, at the best price, to fit their needs," Stylian said.

Beyond lawn systems or athletic fields,

Stylian has installed irrigation sprinkler systems in vegetable and flower gardens.

The company uses a "trenchless" installation system that "pulls" pipes through thin seams in a lawn. Systems can be operated automatically by a timer and will shut off if rain has been plentiful.

"It's a luxury, but it pays off in monetary savings due to the cost of water. And, of course, it saves people a lot of time and the task of dragging around hoses and setting up their sprinklers."

The company was started in 1988 and has several employees during the busy summer months.

Age: 31.

Personal: Native of Nashua, graduate of Nashua High School, attended Hesser College. Single, lives in Nashua.

The job that gave me a future: "I was working for William Dutton, the former grounds superintendant at the Nashua Country Club, when they were converting to an automatic sprinkler system. That's when I got the idea that there could be a market for this. He helped me get my foot in the door."

The person who influenced me most: "My father, the late John D. Stylian (former managing editor of The Telegraph). He always said that if you set your mind to it, you can excel at anything. And, he said, 'Don't be afraid to roll up your sleeves.'"

What I like most about my profession: "The first thing is meeting a lot of interesting people from all walks of life. Then, being able to design something and see it come to life. Every new job is always a challenge."

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What I like least about my profession: "There are not enough hours in the day for us, during peak season. There's lots of traveling. And it's a competitive business, and obviously — seasonal."

Long-term goal: "To be one of the largest irrigation contractors in New England within five years, and possibly enter the golf-course installation and service sector."

Business philosophy: "If we don't service the customer, the

competiton will. Anybody can sell somebody something, so we try to go beyond the sale and sell our service."

In my spare time: "I try to find time to go to the gym to lift weights and shadowbox."

Advice I would give to someone starting out in business: "Whatever it may be, make sure there's a market for it. And start off small, keep overhead as low as possible and pay cash if you can. And you better realize that it will be demanding. It's not a 9-to-5 job, and be prepared for some sleepless nights."