

FOCUS ON: BRUCE HAWKINS



When PS&S's Bruce Hawkins first assumed the key civil engineering role with Federal Business Centers, little did he know he'd still be overseeing high-level projects with one of the firm's most important clients a quarter-century later.

"I never anticipated I'd be with them all these years later," he said. "But I don't know of any other client with which we have this history, this volume of work."

For both FBC and PS&S, their myriad projects have required experience, planning innovation and foresight. For the last two-plus decades, PS&S's point men have been Hawkins on the civil engineering side, and long-time peer Tom Zetkolic, in charge of the environmental engineering work.



Hawkins was assigned in the late 1980s to FBC, which is the largest holder of property in New Jersey's Raritan Center business park, not long after the firm started providing a full range of civil and environmental engineering services. His first project was site-engineering a warehouse under construction on Clearview Avenue. Now, an estimated 450 joint FBC/PS&S projects later, Hawkins maintains an oversight role with the FBC.

In fact, even after being named head of the PS&S's Civil Engineering department, CEO Anthony Sartor asked him to stay on with FBC, stretching his managerial work load. But Hawkins said he continues to enjoy his working relationship with the team at FBC. "After all these years, it's still about the people," he said. "They're very good clients and it's more than just about the work."

It's a model of a sustained business relationship. FBC remains one of the firm's top clients, and there are big projects still pending, but the nature of the business has changed over the years. Much of the work today is involved in rehabilitating existing structures and redeveloping property.

A resident of Warren Township, N.J., PS&S's home base, Hawkins has been with the firm now for 34 years. As head of Civil Engineering, he has been involved in numerous key engineering projects. But he still makes the trip every Thursday to FBC headquarters for their regular weekly meeting, and suspects that will continue for the foreseeable future.

"I'll probably still be with them until I retire," he said with a laugh.

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