

# J. Lawrence Hall Company

## 75 years of service and counting

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Photos by JODIE ANDRUSKEVICH



J. Lawrence Hall in Nashua, new facility at 17 Progress Ave.

In 1937, as America struggled to recover from the Great Depression, a young man with high hopes and big dreams set out to make his mark. His name was J. Lawrence Hall, known to many as "Larry." As these were the pioneering days of mechanical refrigeration, Lawrence took a small investment and his converted pickup truck and founded J. Lawrence Hall Company, specializing in General Electric heating products and refrigeration services.

Through the years, J. Lawrence Hall Company developed a strong reputation for superior service. The company grew, and in 1945, J. Lawrence Hall Company relocated from Pearson Avenue to a larger facility at 11 Main Street, where it remained for 38 years.

In 1955, after serving in the United States Air Force, Lawrence's son Phil Hall joined the company as a professional mechanical engineer. The company incorporated and continued to grow, expanding into design and installation of specialized HVAC and refrigeration systems.

By the 1980s, J. Lawrence Hall Company had again outgrown their location and relocated to 10 Cotton Road, where sales, technical, and administrative staff expanded to accommodate a sales volume that

had grown more than three-fold. J. Lawrence Hall Company remained at Cotton Road for 28 years. Phil in turn passed control of the company to his two sons, Elliot and Charlie Hall, in the 1990s.

Today, Elliot and Charlie continue to oversee operations at J. Lawrence Hall Company. In 1996, a sheet metal shop was added to facilitate the manufacture of ductwork, to improve the company's control and accountability of their HVAC installation systems. In 2003, a plumbing division was added to increase full service mechanical contractor capabilities.

Charlie Hall explains, "J. Lawrence Hall Company designs and installs HVAC and plumbing systems based on each individual customer's needs. We also have a service division that services the equipment and we service equipment installed by others as well."

Today, the company is also offering a new and exciting technology to their customers called remote monitoring via DDC controls. Technicians install the device at the customer's location, which then allows J. Lawrence Hall to monitor the systems 24/7, reducing equipment down time, and improving customer satisfaction.

Elliot explains, "If a customer calls with a problem in a certain area and



Front row: Charlie Hall; President, Elliot Hall; VP. Rear: Leo Cloutier; Installation Manager, John St. Peter; Sheetmetal Manager, Tom Barowski; Installation Manager, and Glen Trod; Service Manager.

we're tied in with them, we can go online and diagnose the problem, change some set points, and possibly take care of it without going on location."

However, the story doesn't end here. 2012 marks J. Lawrence Hall Company's 75th anniversary and a new 18,000 square foot facility located at 17 Progress Avenue. This new facility gives more space to an ever-growing sheet metal shop and offers a more productive, more efficient environment for field employees and in-house personnel.

Elliot believes, "This location will help with expansion and continued growth for many years to come."

J. Lawrence Hall Company employs over 60 people, consisting of extremely qualified technicians, engineers, managers, and administrators, many of which are long-term and have moved up in the company through the years.

Charlie said, "Our whole team is

great. They have high ethics and good work standards. We owe much of our success to our employees."

J. Lawrence Hall Company also believes in supporting the community, serving on local non-profit boards, and donating regularly to worthy causes.

"We've been here for 75 years. The community has certainly given to us and it's important that we give back to the community," says Charlie.

For all your commercial and industrial HVAC and plumbing needs, Charlie wants New Hampshire and Northern Massachusetts businesses to know, "Better performance through better engineering is yours when you choose J. Lawrence Hall Company."

For more information, please visit [www.jlawrencehall.com](http://www.jlawrencehall.com) or call (603) 882-2021.