

SPOTLIGHT ON BUSINESS



Schomberg, Ontario, Canada

AUGUST 2014

“You have to share everything with your children, if you want them to work with you and continue in the family business”. (Antonio Greco)

The People

The Greco Family has owned and operated Schomberg Sheet Metal for over 30 years. The Greco's built their family home on Main Street in the Village of Schomberg in 1974. Antonio and Rosaria started their business in 1980 in the garage of their home. As their three sons got older they took on more responsibility in the business. Pietro is the outside supervisor, Francesco works with the municipality on township properties, and Paolo is the service supervisor.

From reception to the field, the mission statement at Schomberg Sheet Metal is **to improve the quality of life for their customers, employees, suppliers and communities through their passion for serving others**. Staff is hired to work as a team, providing quality workmanship and excellent service to clients.

The fourteen field technicians take great pride in their work. Keith Chamberlain has been with Schomberg Sheet Metal since 1985. Eddy is the most recently hired staff member, hired in January of 2014.

The field team is a mix of employees experienced in the industry, and graduates from trades programs offered by colleges like George Brown College and Georgian College.

Graduates build their skills set and experience through apprenticeships with Schomberg Sheet Metal.

Employees are supported by training on the job and manufacturers' training on new products.

Schomberg Sheet Metal's reputation of quality service and products has broadened their customer base from King and its neighbouring municipalities, and the GTA to areas as distant as Niagara and Manitoulin Island.

“When you have a good reputation, customers come.” (Antonio Greco)

As a good corporate citizen, the Greco Family has always been generous in its support of the community, sponsoring Soccer, Minor Hockey and Baseball. Contributions are also given to local organizations and activities, like the Lions and the Cancer Society.



Prosperous, innovative businesses that adapt to change from generation to generation contribute to a sustainable King.

Schomberg Sheet Metal

The Product

Initially, Schomberg Sheet Metal provided services for Heating & Air Conditioning. As the business expanded, additional products were added to provide their customers with better service.



Working with 30 suppliers, providing an array of products, Schomberg Sheet Metal installs air conditioners, furnaces, boilers, radiant floor heating, and indoor pool climate control. Services include Fall and Spring maintenance, repairs, and extended warranties. Clients are also given guidance and advice as to how to improve on the overall healthy environment and energy efficiency in the home.

The company services residential, commercial, industrial and new-construction clients. The day begins at 7:30 a.m. with crews heading out to various job sites. Depending on the location of work, staff may take the trucks home to be able to go directly to the job site. Larger projects may require anywhere from 2-6 people, with an average of 2 service technicians and 2 trucks. Whenever possible, technicians are assigned to customers for whom they have previously provided parts and service. This consistency has contributed to Schomberg Sheet Metal's reputation of building a relationship of mutual trust, honesty and respect with their clients.

The Performance

34 years and counting...

In 1980, during those early years, there were long hours of noise and activity associated with the steady business. Their neighbours, particularly Fred and Margaret Bugley, were very supportive. In 1985, to balance the needs of their growing family and expanding business, Antonio built a workshop behind the house.



In 2000, the Greco Family purchased 17045 Hwy 27, just south of Hwy 9, and moved their business to what continues to be its current location. For 13 years the family business continued to expand in the 2,000 sq. ft. space.

Needing additional space the Greco Family followed due process through the township to add an addition of 4,000 sq. ft. to the existing building. All necessary permits, approvals, reviews and inspections were completed in due course. The business continued to expand its operation throughout this period.

In 2013, the construction of the addition was completed, and the inventory and equipment were moved into the new space.

The commitment to Lennox, their first supplier, earned Schomberg Sheet Metal the title of 'Premier Dealer' in 2007, proud to be a Lennox Premier Dealer for over 30 years.



Rosaria and Antonio Greco with Dave Lennox

From 1980 to 2014, much has changed: The business now includes 2 additional specialty companies, 360 Medical and King Heating & Air Conditioning. 360 Medical provides equipment and services to pharmaceutical programs in Universities and to medical facilities.

The customer base has increased from 150 in the first year to about 2,000 customers in 2014. Sales in 1980 were approximately \$125,000. This number has increased substantially.

... and the family business continues to grow.



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