

14 HOME ACHIEVERS

STORY **JENNIFER SCHLEICH**
PHOTOGRAPHY **STEVE SMALL**

To celebrate our 10th anniversary in Grey & Bruce Counties, OUR HOMES invited some businesses that have been with us since the beginning to share recollections from the past decade.



GEORGE & PHIL MARTENS

Topnotch Furniture

10-Year Milestones: In the past 10 years we have added many new styles to our lineup, from reclaimed wood to rustic, rough-sawn styles and also a number of contemporary styles. As trends change in décor and furnishings we work hard at bringing our customers styles they want.

Success Secrets: We offer a premium and high quality, custom-built product at very competitive prices.

Where Were You Photographed? This photo was taken by our showroom entrance. The unique spalted-maple slab of wood is exemplary of the type of live-edge material we use to build all types of custom pieces to suit the customer's needs.



JOHN PEDLAR

Rock Solid Landscapes

10-Year Milestones: I would have to say that Rock Solid Landscapes' continuing growth throughout the area, along with building great relationships with our customers, is our greatest milestone.

Success Secrets: The secret is having a great, hard-working and knowledgeable staff that genuinely enjoys their work. I pride myself in having a happy working team built on mutual respect. Client relations are also very important to me and I make every effort to respond timely to questions and concerns, or accommodate busy schedules. I want each client to feel like a priority. The biggest success secret is simply our quality and workmanship.

Where Were You Photographed? The photo was taken at a project in Lora Bay. It was a fun project with a lot of elevation change and it involved installation of natural stone steps, oversize flagstone and Armour stone – exactly what we love to do. *Continued on page 66*



ROB & ERIN WEPPLER

Air-Tech Mechanical

10-Year Milestones: With HVAC businesses coming out of the woodwork these days, we pride ourselves with being a long-term and stable company that has serviced this region for many years. We have always been, and will continue to be here to be called on when needed.

Success Secrets: Having long-term, knowledgeable, efficient and friendly employees, plus keeping our customers happy and satisfied is where it's at.

Where Were You Photographed? Our shop! We built it in 2002 on the corner of our farm after we took full possession of the business and started as Air-Tech Mechanical. Almost 15 years later we are still going strong!



BRENT BACHIU & PHIL NEATH

John Thompson Movers

10-Year Milestones: We have been recognized as one of Canada's 50 Best Managed Companies. We celebrate this outstanding achievement with all our employees, whose collective talents and commitment make a difference to our customers every day.

Success Secrets: Every move is a unique experience and no two families require the same services, so our success is built on providing each customer with individual service and support. We offer the highest standard of care on each move we make and this is what differentiates us from the competition.

Where Were You Photographed? The photograph depicts one of our fully uniformed crews providing moving services. Special care is taken in the home prior to loading to protect all the fine furnishings and sofa bags are used to protect upholstered items.



NICOLE ANDERSON, JASON PAYNE, JUSTIN WEBER & JENN THOMSON

Owen Sound Ledgerock

10-Year Milestones: We've continued to develop new products by expanding our finish options with much success. New finishes include leathered and flamed. Development of a production planning system has ensured customers receive products on time. We've also developed new technology with the addition of CNC and Mastercam 3D art used in programming the CNC machines. This new technology helps push our company ahead of competitors.

Success Secrets: Recruiting the best people and ensuring we have a strong team of people to work with our clients has allowed for limitless possibilities.

Where Were You Photographed? Our sales staff is photographed in front of our Hope Bay material. The honed Hope Bay panels and bands of Hope Bay ledgerrock or splitface material is also visible.



MARILYN & MAC TAYLOR

Mac Taylor Corporation

10-Year Milestones: It's been great to have been a part of OUR HOMES magazine over the past 10 years. We have always appreciated the opportunities to help establish Mac Taylor Corporation as an area leader for the various site services we provide homeowners and building contractors.

Success Secrets: Providing top-notch customer service and anticipating customer needs are what makes a difference to today's consumers.

Where Were You Photographed? This photo was taken at our gravel pit in front of a job site cargo trailer. The trailer is a "travelling tool box" providing everything needed for installing and servicing the systems and also acting as a billboard for Mac Taylor Corporation. Constantly coming up with ideas to improve efficiency is key to increasing the bottom line, while at the same time, keeping costs down for the customer.

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MIKE COCHRANE

ServiceMaster Restore of Grey Bruce

10-Year Milestones: We have enjoyed continued growth over the last decade with established long-term commitments from our employees and industry associates.

Success Secrets: Continued transparency to our customers, while delivering superior service with honesty and hard work has been the secret to our success.

Where Were You Photographed? At the sign outside the ServiceMaster Restore shop in Balmy Beach. ServiceMaster Restore is a national brand and we take pride in representing it.



LLOYD, SPENCER, STACEY, RYAN, LOGAN & JOHN, WITH MICHAEL SINCLAIR, IAN SINCLAIR & EDITH SINCLAIR

Square Deal Neil's TV & Appliances

10-Year Milestones: We are still here!

Success Secrets: Being large enough to serve all our customers, but remaining small enough to be able to demonstrate we care.

Where Were You Photographed? Our staff was photographed at our store's showroom at 240 Railway Street in Southampton, where all of our new and long-time customers find deals on great appliances.



(BACK) STEVE CUNEO & JORDAN CUNEO, (MIDDLE) BOB, CHRIS, ANNE (FRONT) CATHY & DANA

Cuneo Interiors Carpet One Floor & Home

10-Year Milestones: Cuneo's Carpet One Floor & Home is a three-generation family business, which began in 1948 with Tony Cuneo's store in Walkerton that supplied "everything for your walls, windows, and floors." Cuneo's has evolved to become a member of Carpet One, the largest co-op of flooring stores in North America. The past 10 years have seen innovative flooring styles, especially our new porcelain ceramic kitchen and bath designs and luxury vinyl.

Success Secrets: Joining a large buying group like Carpet One was one of the best moves we made – it gives us the buying power of the "big box" stores, while still keeping our personal touch with our customers, who mean so much to us. Our staff of professionals includes two certified interior designers.

Where Were You Photographed? The picture in this feature was taken in our 6,000 sq. ft. showroom in Hanover.



DON TREMBLE

Candue Homes

10-Year Milestones: In the last 10 years Candue has built approximately 200 houses in the Grey Bruce area! Some of the memorable moments were being the contractor and active volunteer for the new Western Ontario Athletic Association office building in Wingham, demolishing the old school in Durham for a 12-lot development of custom homes on the river, partnering to develop 32 lots in Hanover, spearheading and fundraising the new heated room at the Durham Arena, and constructing the building that houses the Durham library.

Success Secrets: Being actively involved in the community, using local sub-trades and suppliers, and keeping family involved in the business. We always commit to one-on-one interaction with customers from start to finish, making their dreams come true on budget and schedule.

Where Were You Photographed? This picture was taken in the front foyer of our home, which my wife and I personally designed and built. *Continued on page 70*



ANDREW CAINE

McCann Water Systems

10-Year Milestones: To ensure our company is recognized in the area, we are diligent with our public relations and we are continuing to expand our service area to include more of Grey and Bruce counties.

Success Secrets: It comes down to our prompt response time, quality of work and knowledgeable staff. We also keep up to date with the industry through regular training courses.

Where Were You Photographed? On Sunset Boulevard in Thornbury. In this area it can be difficult to find a good source of groundwater, so we installed a large cement cistern to supply water to a cottage.



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ROB BEIRNES

Moggie Valley Timber

10-Year Milestones: Numerous forestry upgrades in our bush operations division have happened over the past decade. Our sawmills now produce cedar decking, v-match lumber and landscape mulch. We are also now FSC certified, which increases our market base.

Success Secrets: We have developed good relationships with other companies, and our key employees have been with us for many years – dedicated work force!

Where Were You Photographed? I was photographed in front of a stack of lumber. Logs are the foundation of everything we make. *Continued on page 72*



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JEREMY BUCK

Di Pietra Design Counter Tops

10-Year Milestones: The past 10 years have been challenging and rewarding for all of us at Di Pietra Design. We have grown 300 per cent, making us the largest stone fabricator north of the GTA. We intend to keep growing, but still keep our small business core values and relationships.

Success Secrets: I'd like to say that there is a secret formula to growing a successful business, but there isn't. It comes down to hard work, dedication, lots of late nights and early mornings. Also, a good foundation of dedicated and talented employees is fundamental. I wouldn't be where I am today without my employees.

Where Were You Photographed? This photograph is taken in the Di Pietra Design showroom with our mascot Rocky, where dogs are always welcome. The showroom is an important tool at our facility, this is where you get to pull all your design pieces together and get creative. Rocky also doesn't mind helping in the decision-making process.

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KEN & MARK HUTTEN

Hutten & Co. Land and Shore

10-Year Milestones: We have made exciting changes to our brand and identity. Now Hutten & Co. Land and Shore, we increasingly focus on naturalized landscapes and shore solutions. Over time we have built many award-winning projects, and looking ahead we're excited to reach a milestone of 20 years of local service as we continue to grow with our incredible team.

Success Secrets: Our knowledgeable, professional and passionate staff is the key. We love to focus on exceptional service, impeccable customer communication, clear and concise project planning, and creativity in craftsmanship.

Where Were You Photographed? This is a mature shrub backdrop at our office on the outskirts of Owen Sound. Come check out our displays – we'd love to see you! OH

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