

TOMTAR ROOFING & SHEET METAL TOWERS ABOVE THE REST

SPOTLIGHT

Company is third generation family owned

KELOWNA - TomTar Roofing & Sheet Metal Ltd. has been the largest local roofing company in the Okanagan for decades. But TomTar is not limited to the roofing business – it has also branched out to become a building envelope company. In addition to roofing, TomTar builds wall systems and cladding systems including vapor barriers, waterproof membranes, z-girt systems, insulation and architectural feature cladding.

TomTar was founded by the Greenough family, which spanned out of Barr & Anderson (A corporation specializing in plumbing, heating and roofing). Harold Greenough was a superintendent for Barr & Anderson in Vancouver and moved to Kelowna to manage the new office in 1945. He later bought the franchise. Tom Greenough took over from his father and after several years, created TomTar out of the old company. Tom's son, Robert Greenough, joined the company in 2001 and is the current general manager.

The majority of the company's clients are commercial, industrial

"Quality, service and experience is what truly sets TomTar apart from the competition."

ROBERT GREENOUGH
GENERAL MANAGER, TOMTAR ROOFING & SHEET METAL LTD.

and architectural firms, although it also takes on large and unique residential projects. TomTar has worked on shopping malls, hospitals, pulp mills and every Wal-Mart store in the area.

"I've been doing this my entire life," he said. "I came in to work for the summer in the sheet metal shop when I was 10 years old." He added that he never doubted his future was with the company, despite briefly flirting with the idea of a career in sports, having played at the junior level in hockey and having attained national juvenile discus champion.

Today, TomTar's crews work across the region and as far East as Saskatchewan. Employing 50 people, the company is a force to be reckoned with.

"We're still small enough to care," Greenough said. "But we're big enough and have enough experience to know what we're



Tom and Robert Greenough operate the largest local roofing company in the Okanagan

doing. We've been doing it for so long." About 70 per cent of the work the company does is through tender while the other 30 per cent is negotiated.

"There are contractors who know that we are the ones that will absolutely pull through," Greenough said. "They don't have to worry about us doing it wrong or not showing it up or causing problems on the job site. We have an excellent reputation."

He added that those who know the industry, consistently say that TomTar is the best in the business.

"We've had that feedback," Greenough said, adding that along with doing exemplary work, the company also cares about the relationships it has forged.

"We will still work on a handshake. If you have a project, you come to us and if you already have what you want, we'll take a look at it and make sure that it's a system that will work, because we won't put our name on it if we don't believe that it's a proper system or that it will work." Roofing isn't just about putting on a roof, he said, noting that there is far more to take into consideration like vapor barriers and different



TomTar does exceptional work with copper roofing

types of insulation.

He said that one of the reasons roofing once had a less than stellar reputation was because it wasn't nearly as sophisticated an industry as it is now. TomTar gets involved in the process right at the beginning and begins work depending on how much of the work it has been contracted to do – sometimes when the roof deck is already up and sometimes when

the steel beams for walls are in place, and it takes the job from there.

On a recent project, the Westbank Superstore, Tom Tar completed the entire building envelope.

"They gave us a steel structure and we did the entire wall," Greenough said. "That included liner panels, insulation, z-girts, vapor barrier – everything.

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Known for its prestigious appearance, copper has earned a respected place in the related fields of architecture and building construction

Sometimes people forget how important your roof and wall system is. Keeping water out is what is protecting your entire asset. Buildings are extremely expensive but sometimes they don't want to spend the money to put the higher quality systems on. It's not seen, but it's literally one of the most important parts. And if you think about the energy efficiency, a roofer who knows what he's doing can design a roof that has the correct amount of layering and insulation to keep the heat in – it's really important."

The more decorative aspects of the building envelope are also a TomTar specialty. The cladding could be metal, fiber cement or

high-density phenolic panels. TomTar has installed its proprietary copper shingles at the **Mission Hill Winery** as well on an impressive local residence.

Known for its prestigious appearance, copper has earned a respected place in the related fields of architecture and building construction. Copper is used for a variety of architectural elements, including roofs, flashings, gutters, downspouts, domes, spires and wall cladding. Copper is durable, resistant to corrosion and can be formed to complex shapes. Copper's most famous trait is its display from a bright metallic colour to iridescent brown to near black.



TomTar Roofing has completed an impressive number of commercial and industrial projects

Greenough said that the copper roof on Mission Hill Winery cemented its place as the "Jewel of the Okanagan." TomTar also recently entered the ACM panel field and is the only manufacturer between Vancouver and Calgary of ACM panels, sometimes known by their material brand names: Alucobond, Rynobond and Alpollic. Its state-of-the-art CNC table router is capable of 5' wide by 16' long panels.

ACM panels consist of aluminum sheets sandwiching a composite thermoplastic core. ACM panels provide a lightweight and colour consistent alternative to metal plate panels. These panels provide superior "flatness"

to other products and come in a rainbow of colours including custom colours and exotic metals. TomTar's sheet metal shop has the capability to produce panels in house at a fraction of the regular lead-time.

The company is just getting started on another prestigious job in Edmonton, an **Overwaita** food distribution centre with 550,000 square feet or 12.7 acres of roofing plus Aluminum composite panels.

Asked what sets TomTar apart from other companies, Greenough said, "We are a family owned, third generation roofing and sheet metal company serving the Okanagan valley and Western Canada since 1945. We have one

of the most advanced architectural sheet metal shops in Western Canada. We are RCABC (Roofing Contractors Association of BC) certified and are held to a higher standard than non certified companies."

The company is a member of the **Architectural Metal Cladding Association of BC (AMCABC)**. It is **WCB** (Workers Compensation Board) registered and **BCCSA** (BC Construction Safety Alliance) COR certified; it is also bonded and insured to cover large-scale commercial and industrial projects. Greenough noted that it stands behind its warranties.

"Quality, service and experience is what truly sets TomTar apart from the competition."

Greenough noted that the company has a very low turnover of employees because it treats them well. In fact, some employees at the company are second generation.

"You're only as good as your worst employee," he said. "I would put our people up against any other company's anywhere." He added that he expects the company to continue to grow in the future. But while it may range far afield, working on large projects in Alberta, Kelowna will always be its base.

"This will always be our home base," he said. "This is our stronghold. We love this community."

TomTar Roofing & Sheet Metal is at 199 Pinto Road in Kelowna.

Visit them online at: www.tomtar.ca.



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