

MATTINA MECHANICAL LIMITED

Hamilton contractor achieves 30th year in business

Adapts to challenging economic environment



STAFF WRITER – The OCR Construction Report Special Feature

You would be wearing blinders if you thought the recession isn't creating true business challenges for mechanical contractors in Hamilton and throughout Ontario.

Pressure on the manufacturing sector is intense, and pricing competition is intensifying as contractors compete for the fewer available projects.

However, Mattina Mechanical Limited is better prepared than most to weather the storm as it begins its 30th year in business. The family owned company is just the right size – large enough to support complete fabrication and engineering resources for complex and challenging projects, but small enough (and locally owned) that it can respond nimbly to the environment.

"We're well positioned," says company president Domenic Mattina, a professional engineer. "We're very flexible to change. We're not too big and are without many levels that would otherwise make change difficult and time consuming. Yet, we are big enough to work on larger projects and smaller ones efficiently and effectively, and at the same time we can adapt to the changing needs of the industry."

"I think our flexibility is going to be key," he says. Also contributing to the company's long-term survival is Domenic's goal of providing the best value and service to his customers as possible.

"We are in a service business," Domenic says. "Although we're in construction, it's all about service to the customer."

Working with brothers Vince and Sammy Mattina, and more recently their sister, Sabrina Mattina, the family is carrying on the traditions and resourcefulness of their father, Sam Mattina, who founded the business in 1979. Mattina Mechanical Limited moved in September 2007 to a new 15,000 sq.-ft. building with overhead cranes, and efficiently organized their inventory, tools, and equipment. They also set up a complete mechanical pre-fab shop.



Congratulations to Mattina Mechanical Limited.
Best wishes for your 30th anniversary!



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Mattina Mechanical

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Mattina Mechanical Limited is an Open Shop Contractor. The company has built a loyal and well-trained labour force, developing several apprentices right through to licensing. Employees receive competitive wages, while they are able to co-ordinate flexible hours and scope of work schedules to increase the company's competitiveness, efficiency, and service.

The company's training and career development focus has resulted in recognition from the Ontario Ministry of Training and

Colleges.

"We're trying to bring labour (apprentices, journeymen and foremen) up so they can take on greater responsibilities and be more accountable for their actions (the work they complete)."

As well, younger employees are given apprenticeship opportunities – at least two have completed their apprenticeship entirely and two more are ready to write their final testing, all with Mattina Mechanical Limited. They continued on with the company, utilizing their journeymen qualifications.

Domenic says the company will remain

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Mattina Mechanical Limited's team

Here is a look at Mattina Mechanical Limited from the company's proposal introduction page.

Sam Mattina, as one of the original partners of the company has seen the company's growth and change over the past 30 years. During these years Sam has groomed his three sons to carry on the company and all it stands for and now watches with pride as the company continues to grow and carry on the excellent reputation under their direction.

Vince Mattina, Vice President of Operations leads the team for major and specialized projects as well as training our technicians to the level of quality the company has gained its reputation for. As a professional engineer Domenic Mattina carries out the role of Vice President of Sales and Engineering leading the team of project managers to the level of success the company has enjoyed. Sammy Mattina, Vice President of Resource Management balances the site requirements our clients have grown to appreciate. A more recent addition to the management team is Sabrina Mattina as HR Coordinator, steering the health and safety requirements and human resource needs. Family members combined with the other key responsibility holders, have developed a great working chemistry with each member contributing a unique set of skills, education and abilities.

Mattina Mechanical Limited (MML) has been working on more than just the expert installation of mechanical systems for industrial, commercial and institutional clients during the course of the past three decades. MML has also invested a lot of work into building an enviable reputation for quality, safety and customer service excellent. It takes a high degree of craftsmanship, experience and proven ability to meet deadlines, to participate in service & maintenance and major construction projects on a regular basis. MML appears to have developed core competencies in all three areas.

Mattina Mechanical Limited ensures all its employees are trained and/or certified in the required areas of their work, i.e., back flow prevention certification, WHIMIS, fall protection, confined space and First-Aid/CPR just to name a few. MML is also a registered contractor with the Technical Standards and Safety Authority (TSSA) for several piping processes as well as fuel safety program. Participating in the Skills Trade Alliance, MML have trained employees through, Job Connect, OYAP, Co-op placements both high school and university as well as OTAB, having as many as 10 apprentices at various levels, with two to date completing the entire program including licensing while employed with MML.



Congratulations!

We are proud to be part of the Mattina Mechanical Limited team as they celebrate 30 years of success.



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Mattina Mechanical

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focused and rooted in the Hamilton area, especially for public works and fixed-bid projects, because here the company knows local market conditions, pricing, and can be highly competitive. As our relationships develop with various clients, if their work takes us out of the Greater Hamilton area we will consider it. Recently, for example, the company completed the Xstrata Nickel Rim administration building in Sudbury and a health centre in Nunavut. Mattina Mechanical Limited has also been responsible for me-



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chanical work for an Alberta Meat Processing plant in Calgary, Alberta.

“We’re willing to go where our customers take us,” he says. “But we’re still maintaining our focus in the Hamilton area.”

These include projects at McMaster University and the Royal Botanical Gardens in Burlington.

Domenic says he believes in community service and involvement. Next year, he will be the chair and president of the Hamilton-Halton Construction Association. He is currently vice-chair of the Open Shop Contractors Association, and will be its president in 2010. He also is a vice chair at the Council of Ontario Construction Associations.

He is under no illusion that the years ahead will be easy. The mechanical contracting business is cyclical.

“Our dad struggled through two major recessions and

survived. Now it’s our turn to follow his footsteps for a third recession that we are confident the company will weather through.”

The company may have to use shorter work weeks, “to share as much time across the company as possible,” Domenic said.

“It’s tough pricing out there – pricing is fierce – and depending on how the government stimulus package evolves, that’s going to greatly help us.”

“The government will play a key role in the next couple of months and years,” he said. “We’re going to have to continue with what we are today, price more competitively, and maintain and improve the services for our employees and clients.”

“In essence, our focus is on improving quality while maintaining efficiency and reducing costs in a competitive

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