



**ACCURATE  
GLASS**

**The Lake Effect | Episode #11- Jay  
Brubacher - SML Contracting**

00:00:00.980 [Music]

00:00:06.400 Welcome to the Lake Effect podcast shot at downtown Barry at the Sandbox Center. The Lake Effect podcast highlights fine

00:00:12.080 home building and cottage building in the Muskoka and Barrie area. Today I have with me Jay Brewbaker from SML

00:00:18.720 Contracting. Welcome. Thank you. Thanks for having me. You're welcome. Uh and we're going to we're going to jump right

00:00:23.760 into the history of your company. Um what do you guys do, where you located, and who do you serve? All right. SML

00:00:29.519 Contracting. We are located in Huntsville, Ontario. And uh it's actually a big year for us. We've been

00:00:35.200 in business for 30 years as of this year. Um I've been with the company for 27 of those years. And uh yeah, so it's

00:00:41.760 quite an accomplishment. We're uh we're happy to be at this point. And uh we serve Muskoka, like the Huntsville Lakes,

00:00:48.640 the big three lakes over in Muskoka, Rossau, Joe, all those ones. And then um just into the top end of uh of Simcoe County

00:00:55.680 as well. And your main business is is cottage building, right? Yeah. Yeah. Waterfront, cottages, boat houses, that

00:01:01.760 that stuff. That's our So, you guys have a a capability of operating on the waterfront, um dealing with uh granite,

00:01:09.760 rock, you know, different types of foundation, that kind of stuff. Yeah, absolutely. Especially in Muskoka. Uh

00:01:16.000 it's a different animal than southern Ontario, for example. And over the years, man, we've worked on islands for

00:01:22.400 a while. We had a a fleet of Stanley boats and so we boat to the islands in the summertime and snowmobile in the

00:01:28.240 winter time. We uh we kind of got out of that game now and we're only doing uh jobs we can drive to in a truck. But

00:01:34.479 it's uh it's a challenge. Yeah. Bedrock is a challenge. Winter's a challenge especially this year. Yeah. So you've

00:01:39.920 you've left the island construction to some of your contemporaries so that there's enough work for everybody which

00:01:45.439 is important I guess. That's right. You know for guys like yourself carrying shower glass across into a boat and then

00:01:51.040 up to an island. Uh we do it. It's uh yeah it's it adds more for sure. But

00:01:56.799 yeah we um we're a start to fill it finish design build firm and uh we you

00:02:04.479 know for for years and years it's about the customer really. It starts with the customer it finishes with the customer

00:02:09.560 and you know when you think about it a customer building a cottage like this it's a huge deal. They think about this

00:02:15.920 for a long time. It's their lifetime. You're you're probably hitting them when they're they're they have a lifetime of

00:02:21.440 experience at this point and they've accumulated enough wealth or or or you know they've prepared themselves for many years and then they have to turn

00:02:28.480 over the trust of their one one lifetime chance to do something like build a you

00:02:33.680 know a big cottage on a lake and they've got to turn the trust over to you um to get the job done. That that must weigh

00:02:39.840 heavy on the decisions you make and the relationships you have with the customers. It does. It does. We don't hold that lightly and um it's a huge

00:02:47.280 investment and it's also it can be a daunting process and a scary process

00:02:52.319 building something that big like a cottage. It's you know it's not just it's a big job but it's not just one big

00:02:58.480 job. It's 100 small jobs that need to be done right. And uh one of the things we

00:03:03.599 want to do is we want to hand over a product to a customer at the end that's going to last for years and years and be

00:03:10.959 enjoyable to live in and be durable and enduring. You know, I think you hit the

00:03:16.159 nail on the head. So, um just so the viewers know, Jay and I, we know each other a little bit, but we have, you

00:03:21.680 know, specialty uh people in our company accomplishing the work. Uh we're more

00:03:26.720 responsible for the the larger vision. But um I I empath I empathize um for

00:03:31.920 many years. I was a I'm from a site supervisor, right? I worked I started with Madam Homes when I was 14 years

00:03:37.440 old. Wow. And and so I watched that that company at the time was only doing about 200 hours a year. Wow. So even those

00:03:44.080 regular homeowners in a subdivision, it was still their life's, you know, concern was their principal residence.

00:03:50.159 Right. Right. Um and then you you you sort of supercharge that and somebody you know has 30 or 40 years in an

00:03:56.319 industry and they've sold their company or whatever now they have money to do this. Yeah. And um I can empathize from

00:04:02.560 the other side of things because for 10 years I sold private jets. Wow. And and and it was I I realized it wasn't it was

00:04:10.239 it was a recreational business. Right. Okay. I also sold airliners and things like that but that's more like 9 to 5.

00:04:15.840 It's guys making business decisions. But yeah, when it came to private jets, it was it was again it was accumulation of

00:04:20.959 their net worth over a long time period and they and and that was a simple

00:04:26.160 business cuz I didn't have to build anything. I just had to locate the right. Yeah, you have to take a vision and take that vision and probably work

00:04:32.639 through architects and engineers um in order to express that vision. And I think you hit the nail on the head. 100

00:04:37.680 small jobs, not one big job that amounts to, you know, a big job's completing end. So let's um let's jump into some of

00:04:44.400 the pictures you brought cuz some great pictures. Sure. So, this is South Mary Lakes um website. I encourage anybody to

00:04:50.320 go to it who's interested in looking for a contractor for their cottage. So, it's [smlcontracting.com](http://smlcontracting.com). And if you click

00:04:56.639 through it, there's, you know, lots of examples of projects that you've done. But, let's go to the ones that you want to highlight here. Yeah. Some good eye

00:05:03.360 candy on there for So, here's um here's a a slideshow that you've prepared for us of the job. So, you go ahead and

00:05:10.720 narrate and tell me when to switch. Yeah. So, this is a good example of a more traditional Mscoa architecture. You

00:05:17.520 know, the roofs have an actual slope to them. And uh it's been interesting with the winter that we've had with all the

00:05:23.039 snow. We've been kind of debating in the office, you know, what's better, a traditional sloped roof or a more

00:05:28.919 contemporary, you know, flat roof. You can you can click to the next one. So, we're we're looking at this design. It's

00:05:35.120 a very um conservative design. Somebody made some conservative design decisions here. I mean, uh, you can have flat

00:05:42.240 roof, you can have, um, uh, you know, ridiculous overhangs. As I was saying, a

00:05:47.360 boss of mine, you know, in the past, Franklidd Wright inspired stuff. But in this environment, you know, a triangle

00:05:53.520 with a box underneath it is what's going to shed snow, ice, and and water. Um, so

00:05:58.880 conservative design decisions, but longevity, I think, is Yeah, it's always it's always a blend, you know. It's uh

00:06:05.759 and this this property it looks you know when you're looking at this picture you're like that cottage is definitely

00:06:11.360 facing forward which it is. There are neighbors on both sides and so for privacy sake we put all the glass in the

00:06:16.880 front and uh that was also a design decision based on the site and uh but no it's a yeah you want to let the light

00:06:24.080 in. Yeah, absolutely. Um well this is this is um you know incredible stonework

00:06:29.680 and design decisions here at a giant patio on the back. I mean, uh, um, go ahead, describe what you did here. Yeah.

00:06:36.720 Trellis. So, this one, you know, I wanted to show you some interesting things, and this one's very creative.

00:06:42.080 Um, and again, this the site we built this one on, and and again, we this is an in-house design. Um, the property

00:06:48.880 lines, the setbacks. Um, this is located on a point. You can't tell from this picture, but it's a tight space. And so,

00:06:56.240 and there's water on, you know, almost four sides, three and a half sides. So,

00:07:01.440 um, what's the front of the cottage? Every side's the front. So, it's got lots of lots of interesting architecture. And, um, a really neat

00:07:08.479 story about this, I love history, right? And, uh, so before we built the new cottage, which is this on this land, um,

00:07:15.840 what was sitting there before was a 100-year-old lodge. And, uh, it was, you know, back in the day, it would have

00:07:21.759 been a nice lodge, but when we walked on the property, it was, you know, full of mice and not really good for vacationing

00:07:28.400 anymore. Time to go. Yeah. And so as we worked through the design with the customers, um, and we were thinking

00:07:34.639 about taking down the lodge, uh, one of the features of the lodge that we really were interested in still was it was a

00:07:40.800 made of log, dovetail logs, you know, great craftsmanship from way back. And

00:07:46.000 so was thinking, man, it would be a shame to to just tear that thing down and throw it all out. Sorry. So you have

00:07:52.400 it here. Yeah. Yeah. Next shot. I brought this cuz Oh. Oh, wow. And so

00:07:59.840 yeah, so what we did, we actually we took the roof off the lodge and then painstakingly separated all the logs,

00:08:06.639 took them all apart, cleaned a hundred years worth of, you know, dirt off of them, and then when we designed the new

00:08:12.560 cottage, we made enough space inside so we could rebuild the dovetail log walls completely inside the new structure. And

00:08:20.479 uh and it's uh it was really fun. It's great to have the history. It's also very creative and uh so it's it's like

00:08:26.960 an homage to the to the original, you know, structure that was there and the history and the it's funny. Um some

00:08:33.279 people appreciate it, some people just see it for the aesthetic it is. Um yeah, I don't like those people. I I get the

00:08:40.320 history part of it. And you walk in there and you're like, you know, somebody who had no cell phone, who had

00:08:46.720 no car, who had no truck, who has no running water, who had no electricity, um who had nothing but hand tools, um

00:08:53.440 and nothing but an explanation from their great uncle before he died of a toothache. Yeah. Okay. And then they

00:08:59.680 went and they made all these joints and and Yeah. And you're like, and you can see the actual work and the person, they

00:09:07.600 might be an anonymous craftsman, right? But you're like, somebody at some point sat here for days and carved this out

00:09:14.560 and thought this out and put this together and and if you can retain even a portion of it, then it's a continuity

00:09:19.839 of history. That's right. Yeah, I get it. And obviously the homeowner got it too, right? Oh, yeah. Yeah. Yeah. It was

00:09:25.440 it was neat to work with with people. A great client clients on this job were amazing people. We're still friends to

00:09:30.959 this day. And uh but having a vision for that and uh and embracing that and then

00:09:36.320 and then allowing us to do it was a a real privilege. Yeah. But well it looks like you know you guys thought it out.

00:09:42.320 You blended it properly. Um it looks good with the floor matches the floor. Obviously the assembly you you chose

00:09:48.000 your pieces and you know well the corners look like tight tight and straight. I mean Yeah. Yeah. And I think

00:09:53.200 that that would serve an advantage that you guys um lean into that you want to do that kind of stuff or you're willing to do that kind of stuff. Especially I

00:09:59.680 would think for people who maybe inherit like a knockdown from their parents or from their grandparents and they want to

00:10:05.600 retain like you I I know how many you know how much memories are tied to some

00:10:11.120 of this for some families. Yeah. Because it's the family the cottage is the family focal point. Yeah. Right. And and

00:10:17.680 some people, you know, they they you know, they go off and they suffer whatever it is they have to in order to

00:10:24.079 provide for their families or or operate a family and then this is what they this is the reward. Yeah. Right. And then if

00:10:30.399 you're going to tear it down because the building construction is no good or some of the cottages are I mean in

00:10:36.440 Mskcoa 60 70 years old they were made it was an experimental point I think in the

00:10:41.519 70s where you have like aluminum wiring. Yeah. Yeah, they tried to do 24 in spacing um weird things with insulation

00:10:49.040 and and you know, I mean, I'm sure our um successors are going to shake their

00:10:55.920 heads at some of the things that we do today, like they will like the flat roofs with rubber on it. Yeah, that's

00:11:01.600 right. Okay. And and and and they'll and then they'll want but they'll want to retain some something in the history.

00:11:07.519 So, the fact that South Mary Lake is willing to lean into that a bit and not like, oh, if it's not doesn't fit our

00:11:12.959 formulaic, you know, you know, these are the type of cottages we build and if you're not going to build craftsmen from

00:11:18.480 7,500 ft from these suppliers, we're not doing it. That's right. Like, you guys obviously don't take that attitude, right? No, no, it's again, it's about

00:11:24.800 the customer and it's about, you know, we want to build something we're proud of and that we can stand behind, but we want to build something that is is also

00:11:31.200 part of their vision and uh it's uh Well, you're you appear to be accomplishing it. So yeah, so this is um

00:11:38.320 a whole another um sort of take here. So this is somebody who did want to obviously contemporary. Now I've built

00:11:44.160 stuff like this myself with a roof line that just looks just like that. Yeah. Um it's come a long way from people

00:11:50.240 opening, you know, the books of you Frank Lloyd Wright stuff from Arizona. Yeah. And make it look like this. um to

00:11:57.360 having the technology and the knowledge to to do something that really is kind of impractical for our environment, but

00:12:04.640 using technology to make up for those That's right. Yeah. differences. That's right. You're in a a cottage like this,

00:12:10.639 there is so much design that goes in and engineering behind the scenes and thoughtfulness to how all the assemblies

00:12:16.160 are so that it does last long term and so it functions the way it should. And uh it's I don't know if you've been

00:12:22.720 noticing Mike, but like hundredyear storm events, right? Like if we've had

00:12:28.639 300year storm events in the last 3 years, either we're extremely unlucky or

00:12:33.839 we're extremely lucky or they're happening more fre with more frequency, right? Yes. And uh and so like just the

00:12:40.480 idea of a changing climate and as builders and as trades people um not

00:12:46.639 ignoring that but actually accommodating that and building you know to prevent that and to prepare for that like that

00:12:53.440 that takes up a lot of our thinking and a lot of our time now as we're preparing for jobs like you know site grading we

00:12:59.519 have to be much more careful with that and flashings and insulation and uh

00:13:04.720 different assemblies roofing assemblies and even stonework and cocking and all these things, windows, window glazing,

00:13:10.560 like you can you could tell me stories about um glass protection so that you know UV rays aren't wrecking stuff long

00:13:17.360 term. From from the glass angle, I mean um there's a couple things come to mind. Um first is that there you know it's the

00:13:23.839 the environment plays into it for sure. Um every year we'll get pictures usually like a clip of a minute or two from

00:13:30.240 somebody's security camera and they say, "Oh, your glass failed." And they send a picture and and it'll be a glass piece

00:13:36.000 of glass blowing up. Yeah. Right. Like a tempered piece of glass exploding. And then I'll say, "Okay, I'll talk to the

00:13:42.160 customer." Okay. Okay. Well, what was the glass attached to? You know that glass is not flexible. It can't move.

00:13:47.360 And if something forces metal to the edge of the glass, then it will blow up. That's what it's designed to do. You

00:13:53.200 know, there's a famous expression, glass guys will watch a glass piece explode and they're like, "It did its job. It it

00:13:58.880 didn't turn into a giant knife that's, you know, 2 feet long. It turned into little tiny particles because it was

00:14:04.079 tempered properly." So, so people are using designs that are really meant for

00:14:09.839 wood a wood designed deck with a wood designed railing. That's right. You know, with new posts and and and

00:14:15.440 pickets. Yeah. Um and and then they decide that they want, oh, I want to see the lake. I want as little obstruction

00:14:21.440 as possible, but I have to have a guard there. So, we're going to go with glass. Yeah. Okay, great. So, not glass in between wood. We want as much as we can

00:14:28.160 possibly see. Yeah. And so, we'll do that. and and the we might even specify

00:14:33.360 the backing so that um if somebody runs against that guard it doesn't fall over or you know the kid doesn't go and fall

00:14:40.079 two stories down but they don't change the deck design. That's right. And the deck flexes and and the picture that

00:14:46.720 they're sending in the winter this extreme weather that you're describing really is a dump of snow going and flexing the deck. Yeah. And then the pe

00:14:53.600 the posts bending in towards the glass and metal that's in in the supports touching the glass and causing it to

00:14:59.600 blow up. Yeah, that's the glass is done properly. The attachment is done properly. The design is done properly of

00:15:05.199 the glass. The mounting and the backing of the glass sealed to the deck. The problem is is the deck flexes and and

00:15:13.040 you can do that if you have a wooden deck. I mean, what's the the worst case scenario? You'll crack a piece of wood, you'll have a split in a piece of wood,

00:15:19.120 right? Not a blowing up piece of glass. Yeah. So, accommodating for that in designs, you can only really

00:15:25.839 um I used to be in aviation, right? And and the famous thing in aviation is, you know, when you read accident reports,

00:15:31.519 it's like every solution has blood on it, right? Everybody waits until somebody crashes and then they go look

00:15:37.440 at the crash and say, "Oh, it's cuz he didn't put his flaps down at 10°. He put it down 15 degrees." Okay, now put

00:15:43.519 something on the dashboard. We won't have that happen again. Yeah, that's right. Same thing in construction. Yeah. Um, you know, it's uh I'm sure you have

00:15:50.000 craftsmen that need to pass on their knowledge, but when you're also incorporating these types of designs,

00:15:55.680 um, into an environment where that wouldn't have been done 40, 50 years ago, you have to learn. And then, uh, as

00:16:03.120 you described, the the landscape is shifting under your feet because the hundred-year storm is now a threeyear

00:16:08.639 storm. That's right. Yeah. That's right. Well, it's it's good. And this is um you know this being our 30th year and uh and

00:16:15.759 the idea of kind of failing uphill like that's the same what you're talking about. I like that expression failing

00:16:21.120 uphill. You know we've over 30 years of of lessons learned and continuing to

00:16:26.160 educate ourselves and innovate and grow and uh and not just do status quo. Okay,

00:16:31.199 this is how we always do it. It's like is there a better way? Does it make sense? Should we do this? What's coming

00:16:36.480 down the tracks? and for the sake of of putting out a great product. And uh I

00:16:41.519 don't know, the weather, the changing weather, it's uh it doesn't scare me, but it does concern me. And uh we're

00:16:47.519 going to continue to to push our envelope and build things that are going to last as as best as we are able and

00:16:53.680 react to it. Really? Yeah. Our our our attitude is the same. I mean, you've met Michael Kaden head. Yeah. He's been in this business, you know, since since

00:17:00.480 before I was walking and and he's got all this experience, you know, and and he's focused really, I mean, he's done

00:17:06.000 lots of things, but he's really focused a lot on the high-end cottages and the demands of the customers with wine rooms

00:17:11.679 and interior railings and giant partitions. That's right. And and not everything has been done before. And so,

00:17:18.079 you're you're learning as you go. Even glass showers, as you see them now, they seem standard because they're in a subdivision house, but um you know, 25

00:17:25.039 years ago, it was an exception to have a have a glass shower. Yeah. Okay. And and today we reviewed some hardware that

00:17:31.679 doesn't really exist in our market, which may in a few years from now. So, his attitude is the same. Um it's it's

00:17:37.840 funny how like people kind of gravitate towards the same result. He use He's going to kill me if I get this wrong.

00:17:43.440 Adapt, overcome, um improvise. I hope I got that. Michael will slay me if I get

00:17:49.200 that. Adapt, overcome, and improvise. Yeah. Don't give up. Don't imagine that you've seen everything. Don't be

00:17:54.799 arrogant, you know, when you approach them. Even if you have, in his case, 40 years experience plus, right? Yeah. Um

00:18:00.080 Yeah. Because the customer is it's really a balance. And I'm sure that it goes more towards you. Like we've got to

00:18:06.720 talk with our general contractors and sometimes homeowners who are doing renovations. But you've got to make that

00:18:12.160 whole vision come together and discuss with customers. At what point do you

00:18:18.080 want this design versus the practicality of it? I mean, you must have those conversations with the customers. Yeah,

00:18:23.200 we do. We do. And it's, you know, sometimes the design and designers are great for this. They'll come up with a a

00:18:29.200 wonderful idea that looks good, but you know, is this is this long-term durable

00:18:34.240 and and can we stand behind this as a company? and and so often times it's a it's a bit of a compromise, you know, to

00:18:40.480 to come to is it you find it's it's a financial compromise or or a technical

00:18:45.600 compromise or both? Uh, usually it's a it's a technical compromise. Okay. You

00:18:50.960 know, it's uh because at this point you're doing cottages where the financial compromises are kind of left

00:18:57.520 behind for the most part. Uh, everybody's got a budget and everybody's uh, everybody's trying to get to an end

00:19:03.520 number, but um, yeah, sometimes I'm trying to think of a good example of a of a an idea

00:19:10.720 that, uh, we've had to rein in to keep it within the realm of the of the should. It's not can't we can do

00:19:17.039 anything. We've we've done incredible things, but should we? Sometimes it's the should we, right? Or uh, is this

00:19:23.360 necessary? But, uh, yeah. Yeah. And is is the boom worth the worth the the

00:19:28.480 observation of the boom, right? Like so you walk out, you see something. Um we have a house in Kaledan. Um we could at

00:19:34.720 the time I was um selling airplanes. That's what I did for a living. Um and and but I still had all these skills and

00:19:40.640 and and connection to the home building business. So I went and I redid my deck. I tore down the deck and decided to do

00:19:45.760 it myself. Right. Um the house that I was that I live in was built by people who are drinking. I'm I'm 100% sure

00:19:52.880 that's the case because we found empty beer bottles and the keys to a 1973 Thunderbird um in the insulation in the

00:19:59.520 roof when I had taken it apart. Okay. There were and and and when we opened some panels, I actually found bricks

00:20:05.200 that were put in vertically. Yeah. I had the same contractor in my my attic insulation. I found a bunch of cigarette

00:20:12.320 packs and empties and uh I think I found some guitar picks up there. Interesting. Yeah. Yeah. It was house was built in

00:20:18.559 1973. Yeah. where, you know, I'm sure they were listening to Gordon Lightfoot, you know, or smoking cigarettes and

00:20:24.080 drinking. So, so nothing was straight and I was trying to make the rim board start off with a twisted every trying to

00:20:29.760 straighten it out by the time I built the deck out. And um my mother-in-law, who is passed now, but she was alive at

00:20:35.520 the time. I remember thinking to myself, she's the the it was like nine steps up to the deck and I would make a subdeck

00:20:42.240 with a bench so she could sit and she could rest or she didn't want to make it all the way to the top. Right. Okay. and

00:20:47.520 this and I made like a grand entrance to the deck that it didn't have before. It was just a straight really long run of

00:20:53.120 simple, very horrible steep stairs, right? Um, she was from Alberta. She flew in. She came into the house. She I

00:20:59.760 I watched her do this. She went up to the sliding door upstairs. She looked out of the deck. She literally went, "Huh?" and walked away. Crush crushing.

00:21:08.159 Absolutely crushing. Yes. Lovely lady. I'm sure my wife is going to watch this and and you know there's better stories I can tell about my my mother-in-law but

00:21:15.600 u it it's funny it's I didn't consult her first right I just made something

00:21:21.200 for her right and and there was all these technical problems to solve but was the was it worth was the boom worth

00:21:26.720 the observation of the boom right so yeah so I'm I'm certain that you have a consultation process yes you walk

00:21:33.120 through this stuff you know backwards and forwards to make sure that you're expressing the dreams of the customer yeah we have a really tight relationship

00:21:39.280 ship with the customer all the way through the design and through the implementation and on site and uh and

00:21:44.480 it's like our even our our site supers they get on first name basis and you know

00:21:49.840 they'll be texting pictures back and forth with the customer hey what do you think about this here's an idea and and

00:21:55.679 so it's a really you know it's a really complimentary process that we go through because we want the customer to be

00:22:01.360 pleased it's their dream it's not ours but um we also want to guide them with our knowledge you know the knowledge

00:22:07.440 we've we've assembled over the years of what works and what doesn't. And uh well, I I don't know if you feel the

00:22:14.000 same way about the work that you do that I felt about, you know, buying airplanes for people, but I I I like I knew I

00:22:20.080 would never make enough money to afford a private jet, right? But I could share the experience of people doing this

00:22:26.799 amazing thing, right? Some of them deserve it, some of them don't, but I, you know, I just had to ride with that.

00:22:32.000 Yeah. And and and some of the customers were just awesome. It was just they were just like me. they had just, you know,

00:22:39.120 put in a, you know, an eight in instead of a seven into some combination and landed with the ability to purchase this

00:22:45.440 kind of stuff. Yeah. And I was able to share that experience with them and I never would have got the opportunity without them. Yeah. Right. Yeah. It's a

00:22:52.320 privilege. Exactly. It is a a privilege to be able to work with great people and uh and build these amazing projects. So

00:22:59.360 So this one here, let's go to the next slide here. I know this this picture I love because

00:23:06.640 it looks like a a 3D rendering, right? Like it looks like a high-end rendering,

00:23:12.000 an HDR picture. Yeah. Yeah. It's it's real. And uh our landscaper on this

00:23:17.360 project um he made our work look great at the end and uh finished it up really

00:23:22.640 well. That's key to stick it out to the point where like you can build and I've experienced this. Um I did some building

00:23:28.159 in British Columbia. Yeah. And I built a custom house on the side of a mountain. Right. and and the house was okay. The

00:23:34.880 design was reasonable. Um I made some errors in the design that I didn't realize until after it was complete,

00:23:40.240 right? Um my wife, we had big um you know in BC a lot of stuff is really big

00:23:46.080 lumber. Yeah. So you're dealing with 12 by 12 or 14 by 14. My wife said, "Paint it any color but red." And of course I

00:23:52.880 chose golden oak with a red tinge and you know, right? Three weeks worth of

00:23:58.159 painting to be stripped in three more weeks to Yeah. Do it again. Um, but the whole thing was not tied together until

00:24:06.000 the grading was done. Yeah. And the grading and the steps and the stairs around the house, it it just made just

00:24:12.000 it was like boom pop. Yeah. Right. And and it just brought the whole It's like almost like putting the right set of

00:24:17.279 rims on a car. Yep. Right. Yeah. You know, you can have this car, you put little pizza cutter rims and you're like

00:24:22.320 that's a muscle car. No. And you put the right set of wheels on it. So I think the same with the landscaping. Um, if

00:24:27.360 you get it tied in correctly. So you have a you guys don't do the landscaping you or the or the stonework. You you

00:24:32.960 have somebody it's is it a function of the general contracting or is it or is it Yeah, it's a function of the general

00:24:38.720 contract. I wanted to bring up trades too. Um because having good trades is key in this business and um we have you

00:24:46.080 know we have 30 employees and we have a lot of like the carpentry we own that and and we do that but the um like glass

00:24:53.520 guys for example I was I was going to say in our previous kind of our previous little chat that that uh quite often when

00:24:59.120 we're on site and we're talking about a glass shower um I'll ask the glass guy the guy who's actually templating you

00:25:04.799 know what would you do in this situation? How would you hinge the door? How wide would the door panel be? Where would you, you know, because again, we

00:25:12.480 know what we know as contractors, but then a person, a subtrade who does nothing but glass or nothing but

00:25:19.520 landscaping or plumbing or whatever it is, like paint professionals like these

00:25:25.440 people, they've got great expertise and we don't want to overrule them if they've got something to contribute as

00:25:31.520 well. So, it's good to just be it's great to have an excellent team of subtrades and it's also great to listen

00:25:37.039 to them and to work together and collaborate and uh to come out with good product. That's for sure. Okay. So, but

00:25:42.960 the there's components of the of the job that you know you obviously focus on over many years developing the right

00:25:49.600 knowledge. Yeah. Um there's some things you don't want to sub out the carpentry being one of them. Yeah. And and that

00:25:55.919 and you and you if you have that many employees like you build the knowledge base, right? Yeah. Yeah. Yeah, we build a knowledge base and we've also been

00:26:02.000 building our rolodex of of good trades, ones we really want to work with like you guys and and uh we'll try to stay on

00:26:08.640 it if we can. Yeah, the rolodex. Um yeah, there's Well, this is um you

00:26:15.919 must have put this picture in for me. I mean, that's I did. Yeah. Yeah. I mean, that's uh it's very

00:26:21.600 challenging to get this right. Um and I'll tell you I'll show you where it is. Yeah. Um most of it's pretty easy there.

00:26:27.520 It's forgiving because you have rail on the top and bottom which will make up for some stuff. But it's the coordination of all these angles. Yeah.

00:26:33.360 Right. Getting all those angles right. Look like you got a dado into a split um

00:26:39.039 piece of bass shoe. I mean that looks um it's funny. There's there's aesthetically there's always this

00:26:44.880 balance. So you've got balances going on in the background where you have uh timber and you have stone on an

00:26:51.360 interior. That's right. But if you get it right, it's like you you just get the right If you overdo it, then it's like

00:26:56.480 you look like you're standing in a comedy club on the wrong side of the wall or something. That's right. Yeah. Okay. It's the same with glass and and

00:27:02.240 and railings is is if you make too much base shoe, too much heavy hardware, and

00:27:07.679 it looks like you're kind of like in an airport or a shopping mall or something. Um and but if you get it right, you just

00:27:13.200 put just the right amount. Now, what they've chosen to do here that you would not see in a commercial application um

00:27:18.640 is the handrail on the top being um out of wood. You'd see that more in an office. Yeah, maybe. But you wouldn't

00:27:24.720 see that in like an airport or something like that because it would get damaged too easily. Yeah, that's right. So, you got the right balance in the glass side

00:27:31.360 of things, the right balance of commercialish hardware, but not so much so that it looks like a commercial space. Yeah, that's right. Yeah, the

00:27:38.000 wooden handrail warms it up a bit. Yeah, just this is very nice. Very very nice. And the uh looks like, you know,

00:27:44.320 excellent job with the stairs. You got all the little details, you know, with the triangles here, painted triangles and you trim along the side. Um, of

00:27:51.200 course you're looking to furnish space and that always ties it together. Yeah. Yeah. Um, let's go to the next slide

00:27:57.720 here. Uh, okay. Well, this is, um, pound-for-pound. You go to [accurateglassproducts.com](http://accurateglassproducts.com) and you're

00:28:03.760 going to see, uh, yeah, there's a couple thousand pictures. So, like you said, um, we we

00:28:10.399 do it every day. We're we're doing dozens of showers, right? our guys are going to do and and and even custom

00:28:17.039 ones, you know, we're capable of doing, let's say, 12 or 14 in a day, something like that. Um but uh every opening is um

00:28:25.039 different. That's why it's still a custom product. You cannot walk into Home Depot, buy a panel of glass, and

00:28:30.080 then try and build the house around a square panel of glass. So, we template it. Now, let's talk about this. This has

00:28:36.080 become popular. I've seen lots of this. I just want a single piece. I want it's Spartan. Yeah. I would say 50% of the

00:28:43.039 time we get a call back. Yeah. To put a door. It's interesting, isn't it? Yes.

00:28:48.399 Yeah. So, what happens is is practicality trumps aesthetic. Yeah. And the reason it's not practical is because

00:28:55.600 if you get into the shower and you got, you know, 101 degree water coming at you

00:29:01.279 and you step away from the shower head, you're cold. Yeah. And that's why people want doors. They want they want doors to contain the steam, contain the heat.

00:29:08.000 This is not going to contain anything. But it looks great. It does look good. Yeah. Yeah. Um so my only thought is may

00:29:15.039 you know um is that for anybody who's watching this who's building a bathroom or if they're going to have South Mary

00:29:20.320 like you know build a cottage for them which is the idea here. Okay. Is make sure you put backing in this outside

00:29:27.159 wall. Then no problem. You want a door? We'll add a door. We just hinge it off the wall. Yeah. Yeah. Rather than having

00:29:32.720 to to go through the expense of tearing down everything and putting in a header shower or something like that. That's right. That's right. Yeah. Put it's like

00:29:38.960 what do they call That's like pre-wiring, pre-provision. Um, yeah. Yeah, I know

00:29:44.960 what you're thinking. Yeah, there's there's a word for it. It's It's like pre-preparation. Yeah. A shower door contingency hidden in the wall. Yeah.

00:29:52.000 Yeah. Just put some blocking in there and we're good. Then you call us later. We can pop a door on. We can hinge it off the wall. No problem. Yeah. Yeah.

00:29:57.520 Okay. Let's go to the next one here. Uh, that looks like a fun place to

00:30:03.679 drink. Yeah. Yeah. It's the uh just it's the uh 1858 Caesar bar. I don't know if

00:30:10.399 you've been to the one in Callingwood. Have you? No, I haven't. I've heard of the Caesar Bar, which I think it's might say it like right here under 1858. Yeah.

00:30:18.000 Yeah. So, it's a franchise. There's one in Callingwood and then there's one in uh not with Sega Beach.

00:30:24.600 Uh Overpass Stainer. Kale, you're you're a young man with a clean liver. Have you been to one of these places? No. Anyway,

00:30:32.559 they specialize in Caesars. This isn't an advert for them, but it kind of is. They have like 50 different Caesars on

00:30:37.600 the menu and they have food and it's fantastic. And uh so again, we have this

00:30:43.039 customer and um their son got into got a franchise and wanted to build one in

00:30:48.720 Huntsville. And so for us it was an amazing project. So this is Huntsville. This is Huntsville. This is downtown

00:30:54.320 right by the swing bridge. And um he bought this piece of uh like this this building right here which is a historic

00:31:01.120 building for Huntsville. It's called the Willgrass. and it's over a hundred years old. It's had various occupants through

00:31:06.720 its through its time. And uh and then when we got the opportunity to turn it into the Caesar bar, it was extremely

00:31:14.000 challenging and also an amazingly creative process. And uh and really fun

00:31:19.360 and it turned out it turned out great. They opened for business last summer. Um, we were in there this past week

00:31:25.279 doing a few little fix ups after, you know, of course they ran wide open for

00:31:30.559 the season last year and so we had to do some uh, you know, a few things to get it up to. So what um, this is an easy

00:31:38.960 open-ended question, you know, um, anybody who's watching this far into the podcast, they want to know what you're

00:31:45.519 up to and why and what your limits of your capability are, right? This is a commercial job to a certain degree, but

00:31:51.279 it's also like a historical restoration/commercial job, right? It also obviously if you're making

00:31:56.640 something visually appealing, it would it's commercial can be very squares and boxes. Yeah. Where where you need, you

00:32:02.799 know, home building is more artistic. Yeah. It's more creative. This is a combination of all three. Yeah. How often you guys do this? Is this part of

00:32:09.120 what Sarah Southary like wants to do? Yeah. Yeah. We definitely um like when

00:32:15.120 we were presented with the the opportunity to do this project um at first I said no there's no way cuz uh

00:32:21.600 the timeline was very short. This piece of land is terrible to work on. There's no space. There's no parking. There's

00:32:27.919 nowhere to put a dumpster. Um there are so many difficulties with the land itself. We had to what you can't see

00:32:34.320 here behind the patio there's actually a tunnel that goes underground and connects to a garage that's split in

00:32:40.399 half. like it is crazy. We blasted the entire hillside out and then built that

00:32:45.919 tunnel and then built a patio in front of it and all the servicing and um there were times when we had um Main Street

00:32:53.760 shut down because we had a pump truck set up on Main Street pumping concrete. Uh it was just the most complicated uh

00:33:01.600 difficult site to actually work on. I imagine there's some general contractors who would turn this down because of um

00:33:07.919 the oddities in the design. Yeah. and and the the trying to retain the original building. Yeah. And I said no

00:33:14.799 for about five minutes and then I said absolutely heck yeah because of the just the creative nature of it and the chance

00:33:21.200 to and again if if we didn't have a good client I would not say yes but we had a

00:33:26.720 great client and so that made a huge difference. He was all in for the process and he knew that we were all in

00:33:32.320 for him as well. And uh even this the silo feature on the far end of the patio. You see that? Yeah. Um you know

00:33:40.000 that I've seen this this is sort of um it's not common. No. But it's very

00:33:46.480 unique, but people are like occasionally doing it. I see people making gazeos out of the Yeah. So that silo, it was on the

00:33:54.720 property beforehand. And so when we started like blowing up the hillside, we took the silo off site and then we

00:34:00.240 brought it back at the end. And then we cut the hole through and put in a bar top and and modded the silo to fit the

00:34:06.720 outside patio use. And uh and then you know, you've got a ton of glass railing and the lighting and the on it goes.

00:34:13.520 There's the landscaping. It's uh it was just a a really fantastic pro project to

00:34:20.239 work on because of the creative nature of it and the difficulty and um again like you know we could build a you know

00:34:27.599 a Canadian tire store or a a staple store. No no no offense to them but

00:34:32.639 there's there's lots here to keep uh to keep us interested and lots of challenge. Challenge isn't bad.

00:34:38.639 Challenge is good. Yeah I did notice about the glass. It's kind of an odd. You wouldn't see that very often where

00:34:43.679 it looks like the glass itself is supported on the spigots, which are those little um mini post things, but

00:34:49.918 behind that there's a rail and I'm going to guess that was a code requirement.

00:34:55.040 Yeah. Yeah. That's for accessibility. And so this whole feature is uh is a wheelchair ramp. And so on the back side

00:35:01.760 we've got a handrail and on the front side we've got the guard. But uh yeah, it was really good. Yeah, that can be uh

00:35:08.320 that can be challenging uh cutting through because you're drilling into natural stone. Yeah. Which isn't the

00:35:14.400 same like you you'll never get the same hardness, right? Yeah. Yeah. No, a wonderful patio. I'd recommend to

00:35:20.800 anybody like come up, sit on the patio. It's uh it's a great place to be in the summertime. Yeah, it's very nice. And

00:35:27.280 like you said, the retention of the original building looks fantastic. Yeah. Uh all right. So, so um did you build

00:35:35.839 that bridge? Why this? Why this? So, um one thing I want to mention when we were

00:35:41.839 talking about this conversation was the idea of giving back and as small business owners like I'm sure you guys

00:35:47.359 do stuff. It's small business does a lot as far as caring for our communities, bridging gaps between what does the

00:35:54.079 government offer. What are those things like, you know, we invest in um in some junior sports things up in Huntsville

00:36:00.960 and in Mskoka um because these, you know, teams, they need a bit of support and so we help with that. There's a you

00:36:07.440 know a crisis pregnancy center up in MSCOA that needs help. It's not government funded. they do great work

00:36:14.240 and uh so there's a bunch of business people in the Mskoka area and Simco who

00:36:19.599 helped to make that thing happen and uh it's I'd say that's that's one of the

00:36:25.119 the things I'm really proud of of what SML does is we support um these

00:36:30.960 endeavors that help the community. So this looks a little bit far field. Yeah. So that was local stuff I was talking

00:36:37.040 about. Yeah. Um, an extension of that is global. Like there are needs globally which are staggering. We all know that.

00:36:44.160 And um, uh, through the course of my career, I've gotten into helping in the

00:36:49.760 country of Papa New Guinea, which I don't know if you know where that is. I do. Yeah. I have a friend who is a helicopter. That's right. Yeah. So, just

00:36:55.920 north of Australia. It's a third world country. It's rugged, remote. Yeah. If you take a direct flight, you'll be

00:37:01.440 there in 4 days. That's right. That's right. And uh it's a it's a lovely place and it's a very harsh tropical

00:37:07.760 environment. And so there was another picture here too. Yeah, there's a couple. Yeah. So that the the first the

00:37:14.160 story of the truck um there's we could go down a rabbit hole for the next hour and talk about everything that happens

00:37:20.400 in New Guinea as far as but um our friends uh I have some friends and they

00:37:26.079 work in a cluster of villages and to access the villages from the town we're

00:37:31.280 in takes about four hours by truck. The road's terrible. There are 16 of those very sketchy bridges and river

00:37:38.000 crossings. And then once you get to the river, and that's this picture, um all of the supplies that we were carrying

00:37:44.560 out on this load, you've got um building supplies, you got stuff for education, you got health care stuff. Um there's a

00:37:51.760 it's funny, there's a lawnmower, that orange thing, and uh Oh, yeah. I see. So, out in the village, and I'm talking

00:37:57.920 tropical village, like National Geographic, like houses built on stilts, um, keeping the grass down keeps the

00:38:04.960 snakes away and the spiders and the cockroaches. And there's a grass air strip. You're an aviation guy out in the

00:38:11.760 village. Yeah. And if they get behind on their their grass maintenance, like cutting the air strip, very quickly the

00:38:18.400 plane can't land. And if the plane can't land, like that's one of the main accesses in and out for medical

00:38:24.440 emergencies. You know, if there's a a woman in the tribe who's having a trouble uh delivering a baby, the plank

00:38:30.320 can come pick her up. Yeah. Yeah. You call it ambulance there and what you get is a Kodiak. Yeah. Yeah. For sells them

00:38:36.000 actually. Yep. Yeah. Yeah. And nobody's going to take their \$4 million airplane and beat up by, you know, overgrowth.

00:38:43.440 Yeah. Yeah. So, so this day we we got down to the to the river. We unloaded this big load of supplies and then um

00:38:50.560 guys from the village came out. They're another four hours on the river to get here. And then they bring these long

00:38:56.000 dugout canoes with motors on the back. And so we rafted these boats together and then

00:39:02.640 loaded a massive pile of supplies on top boats and out they go to the village. and and that keeps you know the clinic

00:39:09.520 and the school and all of these non-government supported entities going in the village for people who need help

00:39:16.160 and uh so you know New Guinea itself like that's countrywide you know government services are few and far

00:39:22.720 between and the people are good people but they need a hand and so through you

00:39:27.760 know friends in action the organization that I work with when I go um we've been able to do a lot of work in a lot of

00:39:33.680 places for uh it's interesting feels is like, you know, helping your neighbor.

00:39:39.040 Yeah. Except your neighbor is, you know, a little bit further away. Yeah. And has a machete. It has.

00:39:45.760 Hopefully directed in the right direction. Yeah. Yeah. Yeah. Yeah. So, I assume that's the same operation there.

00:39:52.800 Yeah. This is our uh our home base. Um we work out of um when we're in in country, we work out of uh this compound

00:40:00.079 in a small town on the coast. And uh so this was 2022. Very organized. Yeah. And

00:40:06.240 that was my daughter. We uh we got there, we had a bunch of work to do, so I taught her to drive the loader. And uh

00:40:11.839 and then this is a a wood shop we have at that base. And uh is that you? That's me. And my son is in the background. He

00:40:18.000 uh and uh it's it's great because um I've been doing this for about 20 years

00:40:23.599 back and forth. And uh I've got friends there. We um the mission we work with um

00:40:29.440 we've helped to provide education and postsecary for these local people. And

00:40:35.680 now some of the kids that like they were kids when I started going are through teachers college and our teaching school

00:40:42.560 to help the education system go the right direction. Um we've got uh uh

00:40:48.480 twice a week people from our base go to the local prison because as you can imagine prisons there aren't same as

00:40:55.680 prisons here. They don't have the amenities. You know you're not watching satellite TV. You're I've been to uh I

00:41:02.079 was at a prison once where it was six guard towers um about a 15 foot block

00:41:07.599 wall. Y and the prisoners were inside and they're intense. Yeah. And that's it. Yeah. And the food is basically

00:41:14.000 literally dumped over the wall. Yeah. Yeah. And it's not it humans can be very

00:41:19.119 inhumane at times. Yeah. Yeah. So it's um we've been able to help out there as

00:41:24.160 well. go and provide medical supplies and food and and encouragement encourage

00:41:30.079 these guys. It's interesting. You have a chat with somebody in there and you know I was asking this one guy, do you want

00:41:35.839 to be in here? And he's like, of course not. I want to be back in my village. I made huge mistakes to get here. And uh

00:41:41.599 so it's a so so this you know for for your customers um the purpose of showing

00:41:48.160 these pictures I would assume is to show that you know what your drive is and what your sense of purpose is and and

00:41:54.960 they're not you know they're paying you for their ser for your services and you're driven to do things like this as

00:42:01.359 opposed to you know just buy another Bentley or whatever it is. Yeah. Yeah.

00:42:06.560 as a part of our company DNA is to help the people around us. Like in our own company, like a lot of the things we do,

00:42:13.040 which you know, you're a small business owner, there are ways that you help your staff which aren't on record and are a

00:42:20.400 huge encouragement to them and a sacrifice, right? and then ways you help your community. And it's it's part of

00:42:26.400 our DNA and it's part of our character. And the heart that we put into that is also the heart we put into serving our

00:42:32.800 customers and doing right by them even when they're not watching. You know, it's if anything, I want customers to

00:42:39.839 know that because we're on site, they don't have to be on site. You want an honorable MO. Yeah. They don't have to

00:42:46.720 look over our shoulder. They can trust us 100%. We are know we have their back.

00:42:51.920 Yeah. Yeah, it's I'm sure it's a feeling of comfort given the the the number you the dollar amounts and the zeros

00:42:57.680 attached to the projects that you're doing. Um you have to be, you know, accountable to your customer. But if

00:43:03.200 you're accountable to yourself, then you're also accountable to your employees and to your customer. And and

00:43:08.560 what I see here, we do maybe not something that extreme. Um you know, my  
00:43:13.760 uh my partner Gus, um you he sponsored hockey teams, hockey teams. Um, we  
00:43:19.200 sponsored a young lady, one of our customers has a go-kart and we sponsored  
her go-karts. You know, uh um um there's  
00:43:26.160 a a young lady who does dance. We sponsored her. Um the main thing for me,  
00:43:31.200 you know, is the owner that I focused on is the cadet groups. Cadet troops. Uh  
00:43:36.480 cores. Cadet cores. Yeah. So, uh we sponsored last year we actually a  
significant sponsorship of uh the cadet  
00:43:43.280 corps in Allison. Oh, good. Um yeah, it's it's uh um they're helping young  
00:43:48.480 people who may not have the opportunity to, you know, get off their phone,  
get out of the basement, experience something, do an activity, um put on a  
00:43:55.680 uniform, feel pride, um feel a sense of organization, understand, you know,  
how to respect other people, um and and earn  
00:44:03.040 respect. Um and so that's what we've chosen. But I agree with you. If you  
00:44:08.240 don't do that stuff, then you you sometimes you wake up in the morning and  
you're like, "Yeah, I'm succeeding, but  
00:44:15.440 for for to what end?" Yeah. What's the point? Yeah. Yeah. But if you have the  
opportunity to give back um and and give  
00:44:22.000 somebody else hope that um yeah, if they live a respectful lifestyle, um that  
that some, you know, give them the help  
00:44:28.240 to let them know that there's a there's a purpose and a and there's a gain in  
living respectfully and respecting the  
00:44:34.240 other people that are around you. Yeah. Absolutely. Yeah. So, this is great. I  
mean, it looks like it also looks like fun just by chance. I mean, you're you  
00:44:40.960 know, pretty cool old truck, you know, you got a a little like like you're milling  
there. Is that what you're doing? Uh, we're actually building a set  
00:44:47.760 of stairs and um the wood that we're using is epe. You know, epe, right? No,  
00:44:52.800 it's like a a tropical hardwood. They use it here for decking, but it basically it  
doesn't float. It doesn't  
00:44:58.560 rot. It's super heavy, super dense, and uh and the termites don't eat it. That's  
why we use it there cuz So, it's like  
00:45:04.400 almost like like fur almost. Uh, no. It's more like mahogany. Mahogany being  
the mahogany family. Very dense. But,  
00:45:11.200 uh, yeah, we have this wood shop and so we build all kinds of furniture and  
over the years um I've got some again some

00:45:17.440 good friends, local guys who work in the wood shop and um been able to teach them how to make all kinds of neat stuff and

00:45:24.240 uh stuff that uh serves the community, things you can't buy there cuz a third world country, so you kind of have to

00:45:29.760 make it. Um, that big truck I showed you. Um, we actually have relationships with the land owners. And so, uh, a

00:45:36.800 landowner up in the mountains, he'll cut down this giant quila tree or an eaye and then he'll mill it with chainsaw

00:45:43.599 into movable pieces. Yes. Load it in the truck, pay him top dollar for it, bring it back. We have a sawmill on base and

00:45:50.319 then we res-saw it into whatever sizes we need. And sometimes we sell it, sometimes we use it for our own

00:45:56.240 purposes, but it's um it's all part of it's all part of what we do to to keep

00:46:01.280 things going over there. So So the challenges of building the most expensive, largest, most complex, most

00:46:10.160 demanding designs in BCOA is not enough for you. You've got to go. You know

00:46:15.720 what? And right there in the shade, I guarantee if we check the thermometer, it's like 37 Celsius in the shade. It is

00:46:23.040 so hot. It is. It's hot. But it's uh I don't know. It's the last So, makes our

00:46:30.079 hundred-year weather look like it's, you know, just a passing breeze, right? Yeah. Yeah, it does. It's interesting

00:46:35.280 though, the things you learn there. Um the ideas of how to make something durable in that climate, you know, I

00:46:42.240 bring those home and there are, you know, it's uh to apply Yeah. It's life

00:46:48.079 exterior, right? Absolutely. Absolutely. Yeah. I I've done something, you know, it's been many years, but um a friend of

00:46:53.760 mine had a has a place in Madagascar. He's got a factory actually. So, the first factory that I ever saw um where I

00:47:01.040 was involved with the operation of factory Yeah. was in Madagascar. Wow. Um in the late '9s, early 2000s. And it was

00:47:08.480 the funny thing is it was not much that much different than Accurate Glass. Um you know, it was like 40 50 people in a

00:47:15.040 in a in a large building that was converted. There was problems and issues with the building there. They they were

00:47:20.720 milling stone which is which not much different than glass. The byproduct is kind of the same. It's sediment. Yeah.

00:47:26.720 It's it's non-toxic but there's just you have to do some you don't want to clog your pipes and that kind of stuff. And

00:47:31.760 of course the city doesn't want it. Yeah. Um and and uh watch some of the resolutions that these guys had to just

00:47:38.400 small issues like uh you know got something that's two feet square that has to fit through a doorway that's one

00:47:44.319 foot square. Yeah. Right. Like how do you you know do you take the wall down or what do you do? So there's people the

00:47:50.880 the less resources people have um sometimes the more creative they will be with the resolutions. Yeah. The

00:47:57.040 solutions are better. Yes. Well, some of the resolutions would have a Canadian safety guy like like like ready to to

00:48:04.640 shut it all down. That's right. Yeah. Um but at the same time there's, you know, uh they would rather feed 20 people and

00:48:12.800 let one person, you know, stub their toe than have nobody stub their toe. That's right. Yeah. So that's right. Yeah, you

00:48:18.160 get to see people operating under under a different constraint. So yeah, it definitely probably makes you a better

00:48:23.200 business manager. Yeah. Yeah. So you mentioned that you sold the Kodiak that airplane. Um I have a very good friend

00:48:29.520 who uh who uh um Isaac uh from from u Aviation Unlimited. Okay. Um they're

00:48:36.079 based out of Ashawa. Y and uh they sell they're the dealer for Kodiak airplanes.

00:48:41.680 Kodiak is very similar to the more well-known Cessna Caravan which I've

00:48:46.720 actually flown. It's a it's a single engine turbo prop. Yeah. Um but you know in Alaska, Yukon, Northwest Territories.

00:48:54.319 Um and and I think FedEx also used them for short haul stuff. Yeah. Um but the

00:48:59.359 Kodiak was kind of like a it's very similar but it they had to do something to replace the Beaver. Yeah. Right.

00:49:06.240 Yeah. Yeah. The the Beavers I mean Yes. I think Viking Air is making a few beavers here and there. Yeah. Um and the

00:49:12.240 twin otter sometimes are too big and the Kodiak is is I I from my friends who are

00:49:17.599 flying in Papa New Guinea. I know the Kodiak is very wellused, well respected and and pervasive airplane in that

00:49:24.559 environment. It is. It is. Yes. Have you been on one? I have. Yeah. A lot. Okay. Great. A lot. Y Okay. Yeah. There's um

00:49:31.760 there's actually a great YouTube channel, a YouTuber uh friend of mine, Ryan. Uh he is

00:49:37.720 missionarybushpilot.com. You can find him that. I think I've seen it. Yeah, he's got lots of good videos. And like

00:49:42.960 those airstrip strips, I've landed on some of those air strips where you buzz the strip first to get all the pigs and

00:49:48.160 stray dogs off of it and you do your landing and Yeah, it's very it's good

00:49:53.200 flying. Yeah. Yeah, that's that can be fun stuff. I mean, I did the same stuff except u when I was learning how to fly,

00:49:58.880 I was learning in British Columbia. Yeah. Um in a Cessna 170. Yeah. which is a little it was basically a threeperson

00:50:05.760 tail dragger. Yeah. And there was little decommissioned strips that we would fly into legally. Um but usually there would

00:50:12.720 be cows grazing and and you'd have to clear like scare them off a little bit,

00:50:18.079 fly over a couple times. Um a Kodiak would have been uh like an amazing dream

00:50:24.640 to to have a like that that amount of power and and and the payload. the

00:50:29.680 payload, the cockpit, it's it's like it's like a rig, like a like a truck, you know, inside. The cockpit's

00:50:35.200 beautiful. Yeah. Very very nice airplane. A great airplane. Yeah. There's where my place is. Um I'm in Honey Harbor. Yeah. And I keep bugging

00:50:42.000 Isaac to tell me who it is. There's somebody who flies up to their cottage every Friday in a Kodiak in a blue and white Kodiak. Yeah. And they fly like

00:50:49.359 500 600 feet off the ground and he goes right over my place. So if I'm there early enough on Friday, I'm just like

00:50:55.440 waving watching every Friday watch the guy flying up. I don't know where he's going or who he is, but flies right over

00:51:01.520 my place every time. That's great. That's great. Yeah. So, have you ever have you ever built any places um with

00:51:07.520 uh with uh you know, accessibility docks, you know, for float planes or helicopter pads or anything like you

00:51:13.040 ever gotten into that in any way? Yeah. Yeah, we built some uh we built a couple cottages on the top end of Lake Joe and

00:51:19.520 Lake Roso and uh and actually we are working with a client right now who's got the aerodyome um classification on

00:51:26.960 their waterfront. Excellent. on one of the Huntsville lakes. Historical one or a fresh one? Uh, it's historical. Oh,

00:51:33.119 excellent. Even better. Even better. Yeah, even better. Are they a pilot? They are. Excellent. Yeah. Two pilots in

00:51:38.400 the family. Yes. And uh and so we are going to be doing an overhaul to the

00:51:43.440 It's like a boat house slack hanger and uh so so that's a neat project as well. But yeah. Yeah. It's uh it's not that

00:51:50.240 common. Um yeah, it's not that common, but it's uh it's good work to try. Okay. That's my place. Oh wow. Yeah, that's

00:51:57.760 incredible. Yeah, you will not be doing construction there apparently. We'll have to get a Stanley boat. Uh that's

00:52:03.200 incredible. Yeah. So the the there's the main cottage which is kind of obscured by the trees, but um that building Yeah.

00:52:09.599 is is about 70 years old, something like that. So I haven't kind of straightened out the history. So here's what I what I

00:52:15.040 know is um Orville and Wilbur Wright. Yeah. Um one of them died and I believe

00:52:21.520 it was Orville um kind of retreated a little bit, but he was like the Elon Musk of his day, right? very wealthy,

00:52:27.200 you know, very famous, and he had to get away. So, what they would do is they take a train up to Midland, they jump on their boat, and they drive out to

00:52:33.119 Lambert Island. Wow. Which is um in near Cognine um just outside of Honey Harbor.

00:52:38.960 Yeah. And it's it's a sizable island. I think if I had to guess, maybe 10 or 15 acres. Okay. And they bring a cow. So,

00:52:45.359 they'd have cow summer and and he would and he built like a little railway for luggage and stuff. And he just like he

00:52:51.200 was a just an inventor. Yeah. A technical guy. So he'd make from parts that were lying around, he'd make

00:52:56.559 machines and things like that. His boat still survives. Um I think it's actually part of the like Lake Joseph historical

00:53:04.000 kind of collection or something like that. But I know his boat is called Kittyhawk. Still still roams the muska

00:53:09.839 waters. Okay. And he he used to do this every summer for about 20 years. Yeah. Um there was a guy who owned my island

00:53:16.720 who was somehow I think he might have been like a mechanic in the war. Um, and and so what he did is he he he built

00:53:23.359 this like shed that was like a barn, the one I showed you a picture of. Yeah. And they had a beam down the center and they would bring float planes up on the edge

00:53:30.240 of my place. They take the motors off and they'd bring the motors inside and they'd work on them. Oh, right. There's an application he made to the city that

00:53:36.800 the city denied for him to expand the place because he wanted to go over the water. Yeah. And they denied his application because of oil in the water.

00:53:43.680 Okay. And so what happened is he said screw it. He decided to get out of business and he turned that shop, which

00:53:49.920 is now my bunky, into his house. Wow. Okay. And and he re and he redid it, I think, in the 70s. Yeah. And then he

00:53:56.000 built the other cottage beside it and he tricked his wife and he turned the house into a storage unit for um he bought all

00:54:04.079 kinds of surplus airplane parts and he created a magazine like kind of like Princess Auto's catalog and he sold

00:54:10.880 aviation parts through a catalog. Wow. Wow. But when the ice was in, there was they didn't have scoots back then. So

00:54:16.400 his neighbor, who's got also got a hundred-y old cottage right across from us, they would tie a line between the

00:54:21.520 two and he would send the parts in a basket and the guy would take it to the to the post office and mail it. Yeah.

00:54:27.599 And he give him a piece of the action. So my cottage is a warehouse for for aviation parts and my bunky was a repair

00:54:35.200 shop for um a engines. And I think that one of his customers was Orville, right?

00:54:42.240 the value invented flying. So, did you know that when you bought the place? No, there was So, somebody said something

00:54:48.160 about it and they're like, "Oh, this used to be Orville Wright's place or something." I'm like, "Yeah, whatever." Yeah. There's no way. Yeah. Yeah. And then, you know, as time goes on, uh

00:54:55.119 there's a guy who's uh I think he's he's I don't know how old he is, but he's been cottaging. He's from Michigan. He's

00:55:00.400 been cottaging right beside us, I think he said, since 1961. Wow. Okay. So, he's an older gentleman, right? But I pulled

00:55:07.359 up to his dock. This is I only met him during CO because we closed, we bought the place during CO. Yeah. And and and

00:55:12.960 he told me about this guy, Horse Day, that's why our place called Day's Island and some of this history. And he just like rambled off this history for like,

00:55:20.480 you know, 20 minutes and I'm like, I don't have a notepad and I'm holding the dock and I'm just trying to remember everything that he said. Yeah. And and

00:55:26.880 of course then he went home for the summer and I haven't seen him since last year. Right. Right. So I'm sure there's

00:55:32.079 some older people in the area who who have some kind of, you know, it's at

00:55:37.280 this point it's not recorded history. No. Lambert Island is though. There's a book out there called Kittyhawk to Kittyhawk. And I bought a copy of it.

00:55:44.000 Yeah. It's hard to find, but it's out there and it and it tells basically the story and has correspondence between um

00:55:50.480 the rights. Yeah. Like you know, and and an explanation of how they spent their summers and that kind of stuff. Now, I'm

00:55:56.240 not like a person who's like attracted to fame and like whatever, right? But this is a guy who invented fly like he

00:56:02.880 invented aviation and flying and I'm into flying and aviation and I'm like, "Okay, so that's pretty cool." Oh, it's

00:56:09.119 so nice that a place like that could go to someone who can appreciate it. The last thing you'd want is somebody at

00:56:14.720 that place who thinks it's a pain that you know these buildings and they just want to tear them down and not appreciate the history and and uh the

00:56:21.359 story the story behind. Absolutely. I mean I you know the main cottage eventually I think I got to do something

00:56:26.720 with it but the bunky I you know I've done whatever I can to protect it. Um and if there's any rotten wood replace

00:56:31.920 it um and and try and maintain the history and I showed you the pictures of the interior keep it tasteful. Right.

00:56:37.760 Yeah. Great spot. Yeah. So, uh hopefully at some point we'll we'll have you up there. So, let's let the customers know.

00:56:44.160 Um if they've watched this podcast to this point, they're going to want information about you. They're going to want to talk to you about, you know,

00:56:49.200 their build. Uh maybe show you some pictures of their lots or put proposals in front of you. Um what is the best way

00:56:54.400 to get a hold of you? If you go to our website, okay, which we'll do right now.

00:56:59.839 Yeah. So, we'll do it the way everybody else is going to do it. They're going to go to Google. They're going to put in South Mary Lake, right? Yep. Okay. SML

00:57:07.040 Contracting comes up. The website's [www.smlcontracting.com](http://www.smlcontracting.com). Yeah. And I'm going to assume you have a

00:57:13.280 contact button. Yeah, there's a contact button. Okay. Yeah. In the top corner. Top

00:57:19.119 corner. Hit that. Contact. Contact on the far side. You

00:57:24.319 hit that and then there's an opportunity to reach out to us via email and we will connect with you. Okay. And the the

00:57:30.720 first uh first point of contact if they pick up the phone, would they who would they ask for? Uh you can ask for Jay.

00:57:35.920 Yeah, I I do pick up the phone still at the office on a daily basis and I pick up the emails from our contact page, so

00:57:42.880 you'll get me. Awesome. Okay. And uh thank you very much for being on. Uh it

00:57:49.200 sounds like you I mean obviously uh we're a vendor to you. Yeah. And we appreciate your business. Yeah. Um we

00:57:55.520 try to perform as professionally as possible. So if you're picking guys like us, I know that you're also picking your other trades, you know, appropriately

00:58:01.920 that meet a certain standard. Yep. Um and uh you know, I wish you best of luck in the upcoming season here. Um and

00:58:08.480 thank you for being on the show. Yeah. Thank you for the opportunity. This has been a great conversation and it's been nice to get to know you more and uh and

00:58:14.559 see your shop this morning, too. It's great great facility and uh great company. Thank you. Yeah. Yeah, no

00:58:19.599 problem. Our pleasure. Uh okay, Kale, I think that's a wrap. Thank you very much for watching. We'll see you next time. That's uh I'm Mike Weiner from the Lake

00:58:26.240 Effect podcast from Accurate Glass. Uh shooting here at the Sandbox Center in downtown Berry. If you want to know more about fine home building um and uh uh

00:58:34.240 general contracting in the Mskoka Berry area um look us up uh just go to YouTube

00:58:39.520 to the search page and find us again. You found us once you find us again at Lake Lake Effect podcast.

00:58:48.130 [Music]