

Welch & Company LLP helps TOFCON Construction build and restore Ottawa

BY JAMES CARELESS

The name TOFCON Construction (www.tofcon.ca) may not be familiar to you, but chances are you've seen their work. The stabilization of the West Block's south east tower on Parliament Hill; the expansion and reorganization of the Supreme Court of Canada building; and the Electrical & Plumbing Store at 1080 Ogilvie Road in Gloucester are all TOFCON Construction projects. The company's distinctive blue and white sign can also be seen on school, commercial, and governmental building sites across the National Capital Region.

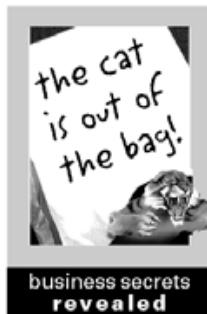
Founded by veteran builders Jim Tsarouhas and John O'Farrell in 2000 – the "T" in TOFCON is for Tsarouhas; the "OF" is for O'Farrell – TOFCON's annual sales volume has gone from \$2.5 million in their first year to \$10 million today. How has this company achieved fourfold sales growth in just six years? The answer is a commitment to quality and meeting deadlines, replies TOFCON company president O'Farrell.

"To satisfy customers in this industry, you must deliver on your promises," he explains. "You must provide quality workmanship at all times: this means hiring trades who are the best at what they do, rather than those who are the cheapest. You must also be bonded, so that your customers can count on your construction firm having the economic resources and stability to see the job through. TOFCON meets all of these requirements: We have good suppliers, good subcontractors and trades, and the financial strength to keep our promises every time."



– Kier Gilmour, Ottawa Citizen

TOFCON Executive Vice president Jim Tsarouhas and President John O'Farrell are grateful to Welch & Company.



When it comes to accounting advice and support, Welch & Company LLP (www.welchandco.ca) is a trusted member of the TOFCON team. "They are just great," O'Farrell says. "Welch & Company has been with us from Day One, giving us the economic guidance we need. And they're not just smart, they're personal. In fact, Scott Murdoch – our partner at Welch – is so attuned and attentive to TOFCON's needs, it's like he's one of our employees! That's the level of service we've come to expect from Welch & Company."

Building and restoring the National Capital Region's institutional, business, and community structures to the highest standards of quality and workmanship is what TOFCON Construction does best. Helping firms such as TOFCON Construction focus on their core businesses by providing them with competent solutions in the areas of tax, accounting and business planning is what Welch & Company LLP does best.

