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60 years for HVAC firm

In 1947, Joseph Frederick started a small plumbing business on his front porch in Brack-Ex, on the edge of Elsmere.

This April, brothers Brian and Robbie Frederick will celebrate the 60th anniversary of Joseph Frederick & Sons, which has grown and expanded from a “one-man, one-truck” business into a multimillion-dollar organization, providing residents of the Delaware Valley with plumbing, heating, cooling, and electrical services.

Joseph Frederick & Sons - known in the region for its persimmon-and-black trucks - is one of the few family-owned and -operated businesses that have survived through the third generation. According to the Family Firm Institute, only about 12 percent of family-owned businesses survive into the third generation.

“Like many family-owned companies, we faced some real challenges in the transition from second to third generation,” said Brian Frederick, president. “We made it through by sticking to the values our grandfather held up as the gold standard 60 years ago: hard work and strong ethics.”

Brian Frederick also said the business has continued to thrive because of the company’s commitment to outstanding customer service and continuously educating and updating employees about the latest technologies and industry changes.

“Most of our business comes from referrals and returning customers because they know they can count on us to do the job right the first time,” Brian Frederick said. “It makes me proud to know that people are willing to refer us to their friends.”