

Business in **PROFILE:** Penguin Heating & Cooling

Jeffrey Lynn's a lucky man.

Set aside the fact that he won \$14,000 on a \$10 bet in Las Vegas on his 50th birthday and that he once hit a \$100,000 lottery jackpot, and well ... he says just being able to walk to work makes him feel lucky.

"Madison's nice and friendly and quiet and quaint," he said. "Madison Village is like living in the country but living in the city."

And his company, Penguin Mechanical, which does business as Penguin Heating and Cooling at 156 W. Main St. does great business here.

Founded as Lynn Refrigeration by his father in Lynn's hometown of Willoughby back in 1956, the company has grown and changed considerably through the years. Lynn's dad primarily did commercial refrigeration and appliance repair, and Lynn paid \$13,200 in 1974, the year he graduated from high school, to buy his dad out.

"The first year, we had gross sales of \$68,000," he said. "Last year our gross sales were \$1.27 million."

Now the company's focus is installation and repair of mostly residential heating and cooling systems, but he's held onto a couple of commercial refrigeration accounts.

Funny story how he ended up moving to Madison: He came in 1978 to fix the air conditioning at a home on Route 84 in the Village. Right away, he fell in love with the home and he told the owner if he wanted to sell, to give him a call. He called and Lynn bought the property in 1980.

He ran his company out of his home for awhile, but then about 20 years ago, he moved onto Main Street and soon bought the block, which sits just caddy-corner from his home — meaning the lucky guy only put 7,000 miles on his car last year (including a vacation).

In his spare time, he is active with the Sons of the American Legion Post 112 on Middle Ridge Road where he oversees a squad of more than 50 who help to perform burial duties when local veterans die.

During the past 10 years, he has helped to provide military honors at the graveside

of 689 veterans. The services include bagpiper, bugler, 21-gun salute and a flag-folding ceremony. During one recent funeral, there was even an airplane flyover.

Though not a veteran himself, Lynn said the funeral duties are the least he can do, and the tears he sees and the thank you's he receives from friends and family of veterans make it all worthwhile.

