

Fencor Contracting Ltd. opens business in Caledon

Following its recent grand opening, Fencor Contracting Ltd owner Andrew Savaglio sat down with us and talked about the business and why they made the move to Caledon.

Tell us about your business.

Fencor Contracting Ltd. got into business in 2004, with a primary focus of installing various types of fences for municipalities and developers, such as, wood acoustic fence, wood privacy fence, chain link fence, wrought iron fence, concrete fence, retaining walls, hydro-vac services, masonry columns and features. We pride ourselves on creating innovative products that are not only functional, but attractive in design.

How did you get into this business?

I started in the residential sector in Etobicoke, which served to be the best possible learning experience. Projects were small but they ranged in all levels of style and difficulty. As I progressed I was asked to do an infill project for a developer, it was small in their minds, but it was huge for me. I was immediately hooked, but not for the reasons most would think. With residential you meet a homeowner you do a project, and you move on. There is some repeat business, but for the most part you are dealing with new people every day. When working with the developer, I discovered that you build relationships, if you are honest and do good work.. you get more work.. simple model.

So I started Fencor with a focus on working with developers and municipalities. I began with a small office in the basement of my father's salon in downtown Oakville. It was great, I had a real commercial address, and I could meet clients over lunch at many restaurants on the street. As I look back on that time, it was stressful but fun. After a couple of years we grew enough that we could afford to rent a location that had an office and a yard. We moved by the airport in Mississauga and rented there for over 12 years. Fencor continued to grow and by 2013 it was clear to me that we were going to run out of space. I wanted to purchase a property and started looking in Mississauga, but it was very expensive, and I couldn't find anything perfect for my business, so I expanded the search to Caledon. In late 2013 I secured the land on Wiggins and started the process.

The new facility and yard perfectly suits our needs and between office/warehouse staff and subcontractors we now employ approximately 40 people.

Why are you locating your business in Caledon?

Since the majority of my clients are developers, a lot of their work was going in the direction of north Brampton Mayfield area. So when I located on Wiggins it was just a fit. We can service our clients in Kleinburg / Brampton / Oakville and Milton easily, while positioning ourselves to be part of Caledon as well.

Courtesy Town of Caledon

Future plans, hopefully, continued growth, with more of a focus on municipal works.

Is there anything that you do to keep your staff working together as a team or to show appreciation for their hard work?

I like to think the satisfaction of my employees is on my mind daily. I am very fortunate to have surrounded myself with dedicated loyal employees from the start. That also includes the ones that have moved on. They have all contributed to the success of Fencor. For the employees that have been at Fencor since the beginning, Reserved Parking with their names was affixed to the building.

What is your favourite thing to do in Caledon, any activities or places that stand out?

Outside of driving my kids to soccer games and various Caledon festivals, I am new to Caledon, so I haven't done too many things. BUT.. we moved in officially a week ago and I think I have been to the Flying Club 5 times, they already know my order.

Fencor Contracting Ltd. is located at 30 Wiggins Drive, Caledon | 416-440-0832

For more information: www.fencor.com