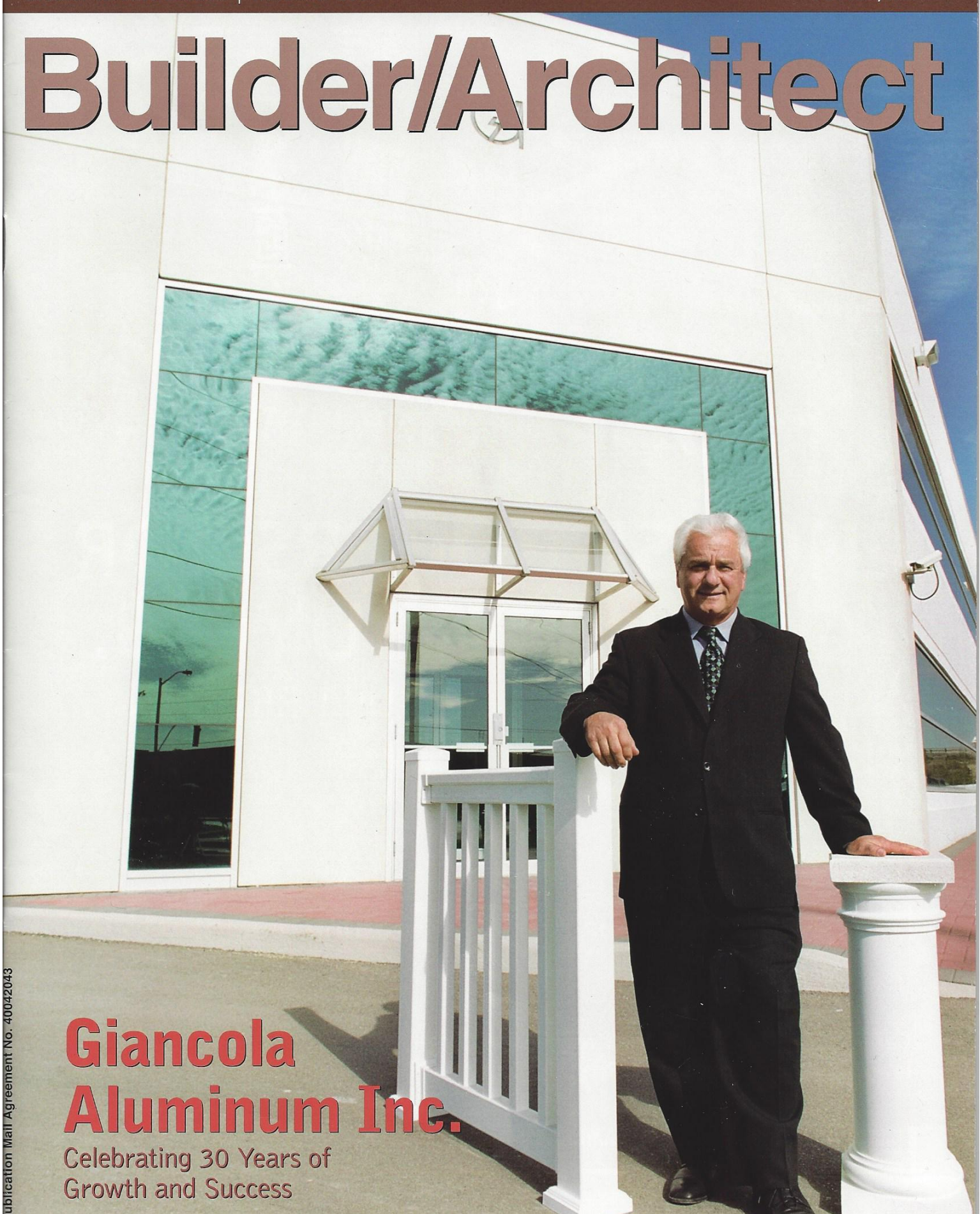


Builder/Architect

A man with white hair, wearing a dark suit, white shirt, and patterned tie, stands in front of a modern building. He is leaning on a white railing that features a decorative glass-paned canopy over a glass door. The building has large glass windows reflecting the sky and surrounding environment. The man is smiling at the camera.

**Giancola
Aluminum Inc.**

Celebrating 30 Years of
Growth and Success

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Celebrating 30 Years of Growth and Success

By Michael McKay

John Giancola came to Canada with his family as an 11-year-old from Molise, Italy, in 1966. Molise, a small agricultural community situated on the Adriatic, 80 kilometers from Rome, was nothing like the new environment

that he would find himself in Canada. The language, the customs and the lifestyle were very foreign to him and his family; however, he had one thing going for him and that was a determination to succeed in this new country and the



PHOTO BY DANIEL DUTKA PHOTOGRAPHY



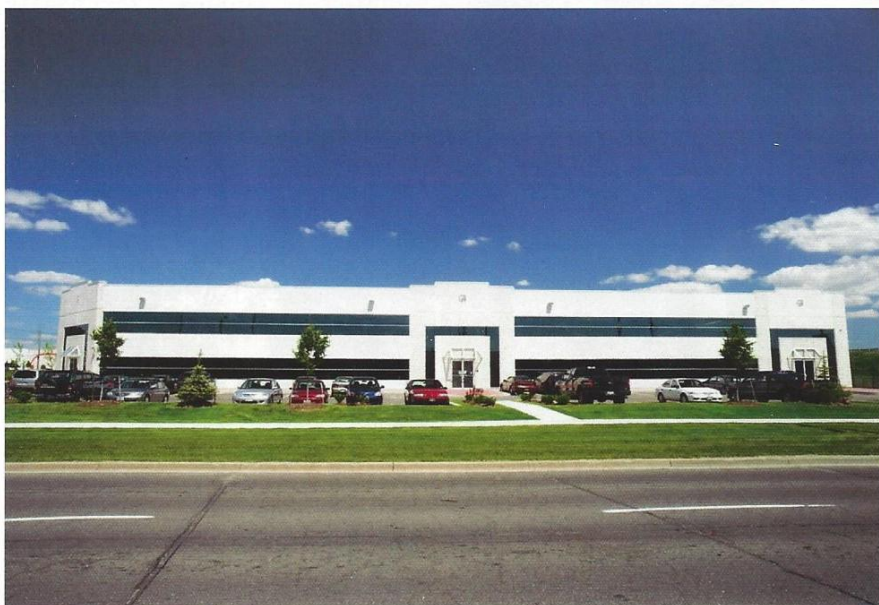
John is truly a self-made man. The skills he obtained along the way were all learned on his own. His determination to succeed was often tested, but his dedication to “doing the job right” brought him through his first set back and made him the success he is today.

work ethic to make sure that success would happen.

1976 would prove to be an auspicious year for him, as it was the year he tried his hand at installing aluminum siding, fascia and soffit.

“I was making spaghetti at a food processing plant, and during my holidays I went to work with a friend of mine to try it out,” says John, “and I’ve been at it ever since.”

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tion to succeed was often tested, but his dedication to “doing the job right” brought him through his first set back and made him the success he is today.

“My first big job was a townhouse development and I was working on my own putting up siding on this large complex,” says John. “The job was taking long, but I wanted to do it right and I was on my own. When it was finally finished, the inspector came by, looked at my work and said it looked good, but the siding was uneven and I would have to pull it all down and start again. This was a crossroads for me. I could either quit and go and do something else or



Giancola Aluminum utilizes between 100 and 150 subcontractors at any given time on the many work sites they have going on in the Greater Toronto Area.

the work my subcontractors are doing because there isn't anything or any problem that I haven't seen in my 30 years in the business."

Giancola Aluminum utilizes between 100 and 150 subcontractors at any given time on the many work sites they have going on in the Greater Toronto Area.

"We do about 5,000 to 6,000 homes a year, so we're pretty busy most of the time," says John. "There are slower times, but we manage to keep a core of contractors busy all year round."

His client list is like a who's who of Greater Toronto builders and includes Aspen Ridge, Baywood Homes, Daniels, Fernbrook Homes, Tribute Communities, Arista Homes, Ballantry, Beaverbrook, Heathwood Homes, Intracorp, HR Developments, Remington Homes, Queensgate Homes, Mattamay Homes, the Fram

take down my mistake and make it right. I chose to make it right and two weeks later the job was complete, and I guess I had made my choice about the business I was to be in."

That business essentially started out of his garage and included his own personal tools, ladders and a van.

"I learned by doing," says John. "It was a long process, but it turned out to be a very rewarding one. Although I don't do the actual installation anymore, I still go out to sites to check on



Building Group, Paradise Homes and Fandor Homes, to name just a few.

"I started by just doing private homes," says John. "Twenty years ago we started getting bigger and bigger contracts and doing larger and larger projects." Adds Jay Piccirilli, Operations Manager. "Our success is due largely to our record of service and our ability to meet deadlines and provide after installation service."

The company is especially proud of its service record. It has a service department that sees to any and all problems.



ornaments, shutter and posts. They work with aluminum, copper, zinc and, of course, vinyl. Many of these products are manufactured by a subsidiary company owned by John called Modern Aluminum. He also owns other companies, specifically GM Exteriors and Pencor Construction. The 42,000-square-foot facility is a beehive of activity and houses 30 full-time employees who are involved in the day-to-day running of the business. In addition, he is a member of the Building Industry and Land Development Association (BILD) as well as the president of the Residential Siding Contractors Association of Greater Metropolitan Toronto (RSCA).

They also employ company-trained foremen who are responsible for the work being done in different parts of the city. They oversee the work being done by the subcontractors and make sure that the installations are done to Giancola Aluminum standards.

"We put a lot of faith and trust in our company foreman," says John. "They are my eyes and ears on the job sites and they make sure everything is done correctly all the time. However, I myself will often go out to the sites to meet with customers







and contractors, and let them know that I am personally involved and interested in the success of their project. Builders and developers appreciate my involvement and feel assured knowing that I care about what my people are doing. It gives them an extra sense of security."

John gets satisfaction from the end results of his work. When a job is done, it's satisfying to see that the job was done on time, on budget and that it was done properly.

"When a development is completed and our work is done, it's very satisfying to know that we had a hand in creating not only a home, but a community that homeowners can be proud of," says John.

Giancola Aluminum installs soffit/fascia, vinyl siding, rainware, architectural



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—John Giancola

“The home office, the success and the client list are all a tribute to John’s perseverance and determination,” says Angela Di Padre, the office manager. “We are one of the largest companies in the industry and it’s largely due to John’s dedication to service and doing things right.”

To find out more about Giancola Aluminum, go to www.giancolaaluminum.com or call (416) 674-5226. ■





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