

OC NEWS Feature

York Contracting Ltd.

By Ryan Boulton
OCnews Staff

For York Contracting Ltd., diversity and teamwork provide a strong foundation for the business' strength.

There is a lot more to a successful project that delivering it on time and within budget. Each step of the construction process must be viable and functional with forthright attention not just to quality, but also to detail. Looking at the overall project, and breaking its segments down into separate, individual entities more readily make each step successful. It is only once the steps have been assembled to satisfaction that a truly successful project exists.

For nearly four years Joseph Mariani and Luciano Marcoccia of York Contracting have utilized principles that have instilled a process of teamwork, communication and involvement into their operation as a measure to diversify in, and adapt to, today's modern construction industry – and more importantly, ensure the success of every project they are involved in.

While many measure success in quantity, Marcoccia and Mariani measure their success in quality. For them, it is not a matter of how much you can do; it is how much you can do well.

Both men had extensive experience in the construction industry prior to consolidating their strengths to form York Contracting Ltd.

"We decided that joining forces would be beneficial to both our interests," says Mariani. "[We both] work very well together and feed on each other's strengths and weaknesses."

"We've actually known each other since public school," says Marcoccia. "Both of us worked independently in the commercial and residential construction industry for many years. We saw the opportunity to put our knowledge together and take

advantage of it, so we took it," he explains.

When it comes to business both partners are on the same level of understanding, enforcing and enhancing their collective beliefs in 'hands-on' quality and commitment.

Utilizing their experience and diversity enables York Contracting not to be 'pigeon holed' into one specific facet of the industry, but allows them to pursue a variety of services which includes Institutional, Commercial, Industrial and Residential.

Likewise, offering a range of services including General Contracting, Project Management and



Construction Management gives York Contracting the range to fully service their client's needs.

"Essentially what we do is cater to the client," says Marcoccia. "Whether it is a new construction project, a renovation/retrofit of an existing building or a service contract."

York Contracting has the qualities and expertise to ensure all projects are performed with the same efficiency and within the time required. York Contracting has also delved into the residential market, where, like the ICI sector, their impact has been noticed.

"But we have no pretensions of being a huge construction company," says Mariani. "We are very realistic in what we can do and what we can't."

Displaying a high level of involvement on and off the jobsite, both Marcoccia and Mariani pride themselves in being very hands on with each project. It not only allows them to exert the proper control over projects, it also gives them the opportunity to ensure that every project is completed with a high level of effort and expertise. Experienced and professional in-house project managers, construction managers, site managers/superintendents, and a full-scale estimating department including an administering staff continually back York Contracting's efforts on site.

"We are easily accessible to our clients at all time," says Marcoccia.

Immaculate and encompassing documentation are the keys to providing good communication. From the tendering process and pre-construction reports to current status information and project change notices, York Contracting follows what Marcoccia feels is the "true construction process."

"We feel that we have some of the best paperwork and documentation," says Mariani. "Good communication lets us resolve any issues quickly so we can move on to the next step. It's in nobody's best interests to hold up a project," he explains.

"We deliver, and we'll fix it if something needs fixing. You can't run away from responsibilities, you have to face them head on and take care of them expeditiously," adds Marcoccia.

Add that to the high level of involvement, York Contracting extends, instilling in their clients the confidence that their needs are continually being cared for and addressed in the most effective manner, which frees up the owner's time to go about their business, rather than worry about their project.

It is also this stance on providing a non-adversarial role that has quickly garnered York Contracting the clients' respect.

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Two factors that contribute to the company's success; first is the diversity contained within it's operation that allows them to perform and adapt to different project types and environments. The second is the working relationships that the firm is able to develop with its clients, consultants, sub trades and suppliers.

"We are always part of the team as players... and we certainly never pretend to be something we are not," says Mariani

Rather than repeating the mantra of 'on time and on budget' as other companies do, York Contracting goes beyond these means and finds innovative and diverse ways to add to

the 'on time and on budget' ideal.

"First of all, if you can't bring in a project on time and on budget you have no business being in this industry. But in doing so, it doesn't necessarily mean it has been a successful project," says Marceocia, adding that the success lies in their willingness to 'take the extra step.

With an extensive and comprehensive database of over 1500 sub trades throughout Ontario, gives York Contracting that competitive advantage.



Although a majority of their projects are located within the GTA, they have repeat clients as far away as St. Catharines, Niagara Falls and London. Peterborough Kingston and Ottawa, Barrie, Collingwood and Sudbury.

Future considerations includes improving and expanding on their client base and pursuing more of the residential construction market share

Improvement on their own operation and business is, and has been, an ongoing consideration.

"At the end of the day we want to be as competitive as possible, so we are always looking for new ways to improve ourselves... We have a very good record and just want to improve on it," states Mariani.

For more information on the services provided by York Contracting, visit their office at 200 Trowers Road, Unit 6 Vaughan, Ontario.

Or contact them at 416-657-4166, or visit their website at www.yorkcon.com ■



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