



Future Steel Buildings is a global provider of engineered steel buildings for a variety of purposes.



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The Future is Now

Future Steel Buildings continues to expand its market share across North America and beyond, thanks to automation and its work force. *By Brian Salgado*

For Future Steel Buildings, there's no such thing as international borders or impenetrable markets. Director Marcel Aitoro takes pride in traveling the world to get to know his customers' businesses and lifestyles to determine how his steel buildings can best serve their needs. He believes the world has come to the point where there are no borders that can impede international business.

"There isn't just one location that can use our products, so we deliver buildings everywhere," Aitoro says. "We've built

churches in Siberia, schools in Ghana and Nigeria, as well as storage facilities for grains and rice in Saudi Arabia."

Aitoro was offering top-notch customer service and the highest-quality steel buildings as far back as the early 1980s when he manufactured Quonset structures for farmers, loggers, fishermen, miners and truck drivers throughout Canada.

Today, Aitoro is focused on expanding his brand on a global basis with steel building solutions that range from garages, workshops, storage sheds and

carports through to larger industrial, agricultural and commercial applications. Future Steel also offers the one-stop shop for all the accessories including insulation, base plates, doors, skylights and ventilation devices.

BIGGER AND BETTER

Aitoro says Future Steel is continuously looking for the next application for its steel buildings. About five years ago, customers began demanding larger buildings with clear spans up to 150 feet.

These new sizes have opened new markets for Future Steel to explore, according to Marketing Manager Candice Sheldon. She says while some customers continue to require compact solutions for cost and space efficiencies, more of their commercial clients in the mining and oil industries are looking to Future Steel for much bigger arch structures. For instance, there are steel build-



ing projects underway that will serve as large aircraft facilities.

“We are expanding into industry channels we’ve not entered before,” Sheldon says. “Like anything, buildings too need to adapt to the changes and realities in the marketplace. We want to make sure we are designing buildings that will suit the economic landscape and solve new needs across all sectors.”

These larger structures are still economical by far if compared to the con-

ventional buildings typically used to house products like these, Aitoro adds. He estimates that traditional buildings could cost up to three times as much as a Future Steel structure with a 150-foot clear span.

“The development and research that went into this, as well as the adjustments and the work involved with obtaining these goals, was amazing,” Aitoro adds. “Reaching these maximum capabilities with the quality steel that we have available is one of the most important achievements that we have made.”

MANNING THE OPERATIONS

For the last five years, Future Steel has made a number of capital investments to upgrade and expand its manufacturing capacity. As a result of the investments, the company has decreased its cost of labor and increased productivity by at least 30 percent, Aitoro estimates.

Aitoro says these investments were critical in setting a standard in manufacturing quality as well as increasing productivity. “Balancing implementation strategies with steady business growth meant that we were able to maintain the same work force.” Aitoro says. “We’ve successfully expanded our product lines, increased our volumes and efficiencies.”

In fact, Aitoro credits his work force for the success of Future Steel. Even though the steel the company utilizes is available throughout the world, Aitoro believes it is the dedicated efforts of the 140 employees at the facility in Brampton and the sales office in Markham, Ontario, that are the reason that Future Steel is where it is today.

“The people we have are our backbone; they have made the company,” Aitoro adds. “The two strengths of our company are the buildings we make and the people behind them.” ■

LELAND INDUSTRIES

Leland Industries is a North American manufacturer that produces quality fasteners for Future Steel Buildings. Leland Industries takes pride in using domestic steel and labor against offshore competition in local and international markets. Its products are traceable through each state of production due to careful planning and partnering with our customers. Leland has guaranteed customer satisfaction since 1984.