

# WHAT WE DO: PROTECTING PEOPLE AND PROPERTY

## OPERATING OUT OF A GARAGE EIGHT YEARS AGO, ONTARIO BOLLARDS PROVIDES INDUSTRIAL, STOREFRONT AUTO THEFT PROTECTION

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There are many local companies that produce products that we may not buy, but impact our lives on a daily basis. Many of these companies are innovators and leaders in their field. What We Do is a look at these companies.

Ask a dozen people what a bollard is, and you'll get a dozen puzzled looks.

But you've likely walked between them on your way into the grocery store or driven past them as you picked up your order at the drive-thru.

Quite simply, bollards are those post-like barriers that prevent you from running into things. And they are everywhere.

While Georgetown's Ontario Bollards started in 2013 just trying to keep from you from accidentally running into the Tim Hortons drive-thru window, it quickly evolved.

Today, it produces 40 different types of fixed, removable and retractable bollards that do everything from preventing workplace accidents to stopping terrorist attacks.

### LEADING THE WAY

About a year after starting up, Ontario Bollard began receiving inquiries about anti-terrorism bollards.

"Unfortunately, weaponizing



Herb Garbutt / Metroland

In eight years, Danny Zanchi (left) and Gary Bryant (right) have taken Ontario Bollards from Zanchi's garage to a leader in anti-terrorism barriers.

vehicles has become more prevalent," said Gary Bryant, the company's vice-president of sales.

Manufacturing and installing bollards around public buildings has become a major part of the business. It is the only company in Canada manufacturing certified bollards, which in tests stopped a 15,000-pound truck going 80 km/h in its tracks.

The company has completed major projects in the Marian Dewar Plaza outside Ottawa City Hall, Rogers Place in Edmonton and Celebration Square in Mississauga.

### INNOVATION

In addition to bollards that prevent forklifts from running into shelving or equipment in factories, Ontario Bollard also has PVC polymer guard rails. While

steel guard rails bolted to the floor are often uprooted upon contact, the PVC polymer guard rails bend and absorb the contact, minimizing damage to the floor and the equipment. They also require less maintenance than steel guardrails.

### WHAT'S AHEAD

Businesses are no longer the only ones using bollards. With auto theft rising, many people have begun putting retractable bollards in their driveway.

"Car dealerships have been using them forever," said president Danny Zanchi.

"They're commonplace in Europe and they are becoming more popular here."

The bollards can be activated to rise from the driveway using a remote control.

### LOCAL WORK

The company has installed bollards at the Real Canadian Superstore in Georgetown, and at Food Basics, Uptown Collision and Grand Cannabis.

"Every day in Canada, a car crashes into a store," Bryant said. "Storefronts need protection from cars running into them, whether intentionally or accidentally."

### HOW IT STARTED

Zanchi ran a general contracting business that included some bollard installation. "I always enjoyed doing them," he said. He registered the business name Ontario Bollards two years before starting the company.

When Bryant told Zanchi he was looking for a career change,

Zanchi mentioned his idea. The two, who had known each other for 20 years, teamed up with Zanchi's son Luca, who handles the fabricating side, to form the new company.

Initially operating out of Zanchi's garage, they moved into a single unit on Armstrong Avenue.

"We started working in a 10 by 10-foot office with no windows and no air conditioning," Zanchi said.

They now have seven employees, 4,620 square feet of space and are looking for an additional 10,000 square feet of space for storage.

"I'm very proud of what we've created," Zanchi said.

*Is there a local company you would like to learn more about? Contact hgarbutt@metroland.com.*

## Notice of Temporary Road Closure - completion of sanitary and storm connections



The Town of Halton Hills is advising of the temporary road closure of Willow Street South between Church Street East and Agnes Street, Acton for the completion of sanitary and storm connections. The road will be temporarily closed to through traffic from Monday, July 5 to Tuesday, July 13, 2021.

If you require any additional information regarding this road closure, contact the Transportation & Public Works Department at 905-873-2600, ext. 2215.