

A TRUSTED PARTNER

**Consolidated Steel & Aluminum Fence Co. Inc.
loves a good challenge**

by Susan Diemont-Conwell



Consolidated Steel & Aluminum Fence Co. Inc. is one of the largest commercial fence companies in the region. Front row, from left: John DeRosa, Executive Vice President; John S. DeRosa, Purchasing Manager; and Gary Ronkiewicz, Sales. Back rows, from left: Paul-Timothy Cacicedo, Operations Manager; Paul Cacicedo Jr., President; Jacob Smith, Sales; and Gregg Ronkiewicz, Sales.

Consolidated Steel & Aluminum Fence Co. Inc. (Consolidated) is always up for new challenges—even those that take the company to new heights. “We were called on to install a fence around a gas main on the pier of the Hudson River. Installation had to be done over the water,” says Executive Vice President John DeRosa. To accomplish this, Consolidated designed and installed specialized scaffolding that suspended crews above the water. “It was a challenging project, but we love a good challenge.”

The company, headquartered in Kenilworth, New Jersey, has been providing fencing services since 1958. The family-owned business is one of the largest commercial fence companies in the region, taking on projects across New York, New Jersey and Pennsylvania.

Consolidated specializes in all types of fencing, security and access

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control systems. The company carries a complete line of chain-link, wood, ornamental and PVC fence, providing new fencing, alterations and repairs, as well as installation and repair of electric operators and access control systems. With its sister company, Security Fabricators, located on-site, Consolidated is able to manufacture its own chain-link fence products, which include chain-link fabric, barbed wire, tension wire and all steel and aluminum products.

SIGNATURE JOBS

Favorite projects over the years include fencing for the restoration of the Statue of Liberty in 2012 and fencing for the Giants' stadium—for both the original stadium, which opened in 1976, and the new MetLife Stadium, which opened in 2010. "We did all of the fence for the original stadium and racetrack and the arena and then were called on again to provide all of the fence for the new stadium and practice facility. Those were definitely signature jobs for us," says President Paul Cacicedo.

The fence company recently took on a Department of Homeland Security project for the New Jersey Turnpike Authority. "We installed 81,000 feet of one-inch mesh, specialized fencing under 28 bridge structures across New Jersey. The project restricts access underneath the bridges, preventing potential terrorist activities and keeping drivers safe," DeRosa says.

"It was our largest fencing project ever and had to be done in a year. We completed the project in 11 months," Cacicedo adds. "It means a great deal that we are trusted with such important projects."



Consolidated Steel & Aluminum Fence Co. Inc. provided fencing for the new MetLife Stadium and practice facility in East Rutherford, New Jersey (top and inset), which opened in 2010 as well as for the original Giants Stadium, which opened in 1976.



Consolidated Steel & Aluminum Fence Co. Inc. completes approximately 750 jobs a year, ranging from \$1,000 repair projects to multimillion-dollar contracts. That amounts to about 250,000 feet of fencing a year or over 44 miles.



Consolidated Steel & Aluminum Fence Co. Inc. has worked on many signature projects, including fencing for the New York Giants training facility at the Meadowlands Sports Complex in New Jersey.

Another project that was completed last year was for the Long Island Railroad, which consisted of removing 60,000 feet of existing fence and installing 38,000 feet of new fence.

Consolidated completes approximately 750 jobs a year, ranging from \$1,000 repair projects to multimillion-dollar contracts. "We fence about 250,000 feet a year. That's over 44 miles," DeRosa says.

According to Cacicedo, Consolidated is the only all-union fence company in the state of New Jersey, sourcing employees from several unions, including the International Association of Bridge, Structural, Ornamental and Reinforcing Iron Workers union, Laborers' International Union of North America, Teamsters and the International Union of Operating Engineers. "Because we only hire union employees, customers can expect crews to be hard working, reliable and skilled," he says.

STAYING BUSY

Cacicedo's father, Paul, and his work partner, Tom Collinson, formed Consolidated in 1958, taking on both residential and commercial projects. Cacicedo grew up with the business, getting his start digging holes and constructing fences during his high school years. After attending college, he joined his father full time in 1976. "I'm not someone who can sit behind a desk eight hours a day. I have to be moving all the time. This job keeps me busy."

DeRosa married Cacicedo's sister, Roseann, in 1976 and joined the company in 1977. The siblings became co-owners of Consolidated when their dad retired in 1991.

"When I started out in 1977, I was in the field operating an auger truck," DeRosa says. Today, DeRosa and Cacicedo oversee a team of 60 employees, including sons John DeRosa, Vice President of Purchasing, who has been with the company since 2008, and Paul-Timothy Cacicedo, Vice President of Operations, who started in 2016.

Consolidated is on its third generation. DeRosa is retiring at the end of the year and his son will become a partner in the business. When Cacicedo retires, his son will also become a partner.

Many of the company's employees are second and third generations of families as well. "We've had fathers working for us for 30 years and now their sons are working at Consolidated. People are loyal to us and most stay until they retire," DeRosa says.

"This is fast-paced work, but it's a very positive environment," says Barbara Holzberg, Secretary-Treasurer and Controller. "The company is very fair to employees, there's good morale, and they even manage to throw a good party once in a while," she says with a laugh.



Many of the employees at Consolidated Steel & Aluminum Fence Co. Inc. are second and third generations of families, including (from left): Barbara Holzberg, Controller; Maria Galvao, Staff Accountant; and Jessica Blessing, Administrative/Accounting Assistant.

REPUTATION IS EVERYTHING

The company approaches all projects with a solutions mindset. "There are a million problems that can crop up on a job—from permits and construction delays to errors in materials to access control issues," DeRosa says. "But our belief is that there's no problem we can't solve if we just sit down face to face."

"Our reputation is everything," Cacicedo adds. "The economy might change and things might get tight for a while, but you don't go chasing bad work. You don't take jobs for nothing because that will come back to haunt you. We have 60 employees who rely on us, and each one of those employees has a family. That's about 200 people we're responsible for. During those difficult times, your reputation will see you through."

A staple in the community, Consolidated not only sponsors local fundraising events for the Kenilworth Fire Department and Kenilworth Police Department, but gives back in time and materials. "We've built enclosures for the animal shelter, provided fencing for the local Little League and even constructed a batting cage for a family who lost their dad in 9/11," Cacicedo says. "It's a priority for us to take care of the people of this community."

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John DeRosa, Executive Vice President,
Consolidated Steel & Aluminum Fence Co. Inc.

The company has seen steady growth over the years. "Back in the 1970s, we were doing \$3 million in business each year. Today, it's closer to \$12 million," DeRosa says. "We bid on much larger projects than our competitors. We have the bond capacity and we have the know-how."

"We're not afraid to take on difficult projects. In fact, most of our jobs aren't easy—we don't get the easy jobs," Cacicedo says. "We've been

around 60 years, and we're not going anywhere. Customers come to us again and again because they know we'll find a way to make those hard projects work. They know they can trust us, and they know we'll deliver quality work at a fair price." ☞

Susan Diemont-Conwell has had the pleasure of writing about many industries—from health care to energy to nonprofit—for over 20 years.



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