

Starting in

the scrap yard

to owning
successful
welding business

For Aaron Wozniak, the spark started at a young age while he was learning basic stick welding at a scrap yard. Since then, Aaron has had the opportunity to be challenged with fabrication in a number of other environments. Over time he began to move away from basic welding and began his career in the professional welding environment.

Burning wire all day on the shop floor in someone else's company was starting to create another ambition for Aaron – his entrepreneurial spirit was starting to take over.

"I officially started the business about a year ago as a general uncertified company, doing a lot of agricultural equipment while working as a CWB Qualified Welder at a shop with CWB Qualifications in all position stick, FCAW, Flat and horizontal in GMAW, FCAW-SS Flat. "I've always been an entrepreneur at heart and I wanted branch out and being my expertise and dedication to weld quality and craftsmanship directly to the customer."

Wozniak Welding and Fabrication is a Canadian Welding Bureau (CWB) CSA W47.1 Division 2 Certified company for SMAW, FCAW and GMAW. They also have the capabilities to weld uncertified stainless and aluminum welding.

"I specialize in mobile welding, and now that my company is CWB Certified, I find myself getting back into structural welding and fabrication," he said. "I really enjoy the structural, but love the challenges of keeping a variety of clients with different needs and challenges. In today's economy, it's great to have a diversified company. Welding has evolved so rapidly, it's essential for a welding company to diversify with the times."

Some of the welded and fabricated projects Aaron has worked on since he started up include building custom logging equipment, custom heavy equipment parts, boat trailers, dump trailers, tilt and loads, industrial food equipment, custom snow plows and repairing things such as specialist agricultural balers and sawmills. Now with the CWB Certification he is also back to doing building and structural repairs.

"I love welding because of the variety of challenges that come with it," he said. "One day you could be working on structural and the next custom projects – it's a unique profession in that sense of diversity."

Although being able to run a perfect bead, understanding the economics of welding and overhead costs to running a business are essential. Aaron said "honesty, professionalism and educating the customer" are key components in having a successful business.

"Customer loyalty and building solid relationships are essential in maintaining a successful business," he said. "When customers come back again and again, you know you're doing something right. Having a business model that focuses on a customer-centric approach is the deciding factor in having a business that grows or closes their doors."

Having been involved with welding for more than 20 years, Aaron has seen first-hand how the welding industry has evolved and how the industry could improve.

"There's always room for improvement in every profession out there," he said. "Yes, there's great welding in the industry and there's also bad welding. We as the welding community need to improve on this and put public safety, weld quality and the reputation of the profession at the forefront of what we do every day."

Weld quality just isn't something Aaron is adamant the entire industry needs to consider, in fact, he's taken a proactive approach to demonstrate to his existing and potential clients of his commitment to weld quality by signing up to the CWB's Office of Public Safety's WeldQuality Mark program.

"My hope is that the WeldQuality Mark will be a catalyst to bring about change in the industry," he said. "It frustrates me to see shoddy welding and currently the CWB's Office of Public Safety's WeldQuality Mark is our greatest asset to reinforce trust in welders."

"I signed up for this program because it shows a new customer that they can trust my work," he said. "I think by putting this WeldQuality Mark Program in place while my business is small will make it easier for future employees and customers to understand our commitment to public safety. As I go forward, this recognizable symbol will open doors for me. From there it will be my job to back it up with a great experience for each customer while proving we pride ourselves on weld quality."

