

## Dino Fenzi

I had the pleasure of knowing Dino as a supplier, a partner, a friend and a confidante for over 25 years. Dino was a unique renaissance man who had equal amounts of passion for his business, his family, his country and humanity. His successes will be remembered and felt for a long time, not only in the business he built, but in the legacy of his family and his other areas of interest. Few successful business leaders like Dino, manage to achieve such a perfect balance between family, work, interests and personal pleasure. Spending time with his wife, son and his grandchildren were very important, and Dino arranged his busy schedule to ensure that they took frequent family holidays together.

But it was not only the family business that Dino treasured. He devoted large amounts of time in developing GIMAV into the global leader it is. Time was also found for his football team, culinary associations and the Italian Business Federation. Sports, finance, politics and the arts were areas which he followed with much interest. He somehow knew more about the sports teams in my home of Toronto than I did. At all times he knew exactly what was happening in the global business he built. His ability to see how his world of glass products fitted into the global economy gave him a unique insight as to which opportunities to follow and which risks to avoid. Dino juggled all these variables with more skill than any other businessman I know. This unique insight allowed him to successfully navigate his business and family through turbulent times. His ability allowed the Fenzi group to expand in the last 10 years into China, Canada, the USA, Russia, South America and Belgium. This was all during a time of great turmoil in our industry when many of his competitors were struggling.

While I greatly admired his business acumen, it was his insight into how people worked that was even more valuable to me. Always fair, Dino allowed others to grow alongside himself in a constructive way. His hard work ethic would have been difficult for a person half his age to keep up with. Dino embraced life and made sure that not only did he enjoy everything he did, but he also gave back and has left all those knew him much richer.

Ultimately, nothing gave Dino more satisfaction than seeing how successful his son Alessandro was in the business and how the two of them shared the same vision, and also seeing his “little green drums” whenever he visited a customer around the world.

Mark Franklin  
President of Saand Inc.