

National Client
Office
Relocation
24,000 sq. ft.
Full Project Management + Design Services



Corby Distilleries Limited is a leading Canadian manufacturer and marketer of spirits and imported wines. Corby's portfolio of owned-brands includes some of the most renowned brands in Canada. Corby has about a 25 percent share of spirit sales in Canada, representing over 4,000,000 cases of spirits sold annually. Corby owns or represents 8 of the 25 top-selling spirit brands in Canada, and 16 of the top 50. Across Canada is a national sales force in excess of 100 professionals supported by a first class management team located at the Head Office in Toronto, Ontario and production teams located at facilities in Montreal, Québec and Windsor, Ontario.

The Challenge

Corby Distilleries engaged us to manage its real estate and design requirements across Canada. Over the past two years alone this engagement has included projects in Montreal, Vancouver, Edmonton, Calgary Winnipeg, Regina, Mississauga and Toronto.

Most recently, Corby, under new leadership, engaged our team to council and guide Corby through a cultural transition. It was clear that the key to any transition was the relocation of its Toronto head office from a multi level, five floor location, into a single level flagship facility.

Our Response

Our FLOW process was integral to the process. Our team met with Corby's executive team to establish the mission and vision statement for its real estate. We took Corby's business plan and created a real estate plan aligned, both strategically and functionally, to the company's corporate goals and objectives.

To align its facility requirements with its business plan, a thorough analysis of Corby's current facilities and operational requirements was completed. Savills established facility specification standards to meet Corby's current and future growth projections, while adding value to the operational needs and financial constraints of the business. When required, and in accordance with our "Best in Breed" philosophy, Savills sourced the premier representative in selected markets to source ideal premises on Corby's behalf.

With respect to Corby's head office facility, our team through its detailed needs analysis, identified over 25% of inefficiencies which could be eliminated through relocation to a single level facility. An extensive search of the marketplace for suitable existing alternative facilities was completed together with a thorough review of available opportunities as well as a formal request for proposal process with short listed buildings.

The Solution

Having identified an ideal location in 225 King St. W., in the heart of the entertainment district, we completed highly detailed negotiations for the premises with great success. Our Project Management + Design team managed all aspects of the drawings, coordination of consultants, managing the tender process, implementation of construction, delivery and installation of furniture and finally the physical relocation process.

“The FLOW process led us seamlessly through the consulting phase, to the space search, to the lease negotiation, and finally to the design, construction, project management, furniture and move management phase. With the entire team involved from day one there was never a need to reiterate or repeat our mission or vision to multiple suppliers and vendors. This saved us time and money and we always knew that Savills was completely accountable, and accepted that responsibility.

In a nutshell you and your team “hit a home run” by doing a spectacular job in bringing all aspects of the project together exactly as I envisioned and exactly as you promised. Thank you for being such great trusted advisors and partners to me and to my entire team at Corby Distilleries.

Working with Stan Krawitz and his team allowed us to focus on our core business as your transaction management, design and project management team guided us through the detailed, time consuming, and resource draining relocation process.”

Con Constandis
President & Chief Executive Officer
Corby Distilleries Limited