

# FIBERMAN

Featuring the Fiberglass products of:



- FRP Structures & Fabrications
- Duradek® / Duragrid® Pultruded FRP Grating
- Duragrate® FRP Molded Grating
- Extren® Pultruded FRP Structural Shapes:
- Safrail™ FRP Handrail & Ladders
- Safplate® FRP Pultruded Plate
- Safplank® & Safdeck® FRP Pultruded Panels
- Composolite® FRP Building Panel System
- Durashield® FRP Foam & Hollow Core Panel



- FRP Piping Systems
- FRP Tanks & Vessels
- FRP Doors
- FRP & Metal Safety Spray Shields

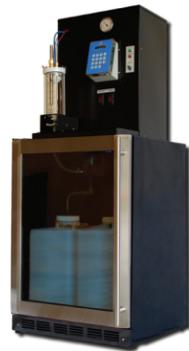


# SIRCO

Suck it up.

- Automatic Wastewater Samplers, Vacuum Type
- Portable Samplers
- Stationary Samplers

Manufactured in BC Since 1982.



# Tideflex Technologies

- Tideflex® Check Valves
- Air Diffusers Coarse / Fine Bubble
- Tideflex Mixing Systems (TMS)
- Effluent Diffuser Systems
- Waterflex® Check Valves



# Greyline instruments inc.

- Ultrasonic Level
- Tank Farm Transmitters
- Transit Time Flow Meters
- Doppler Flow Monitors & Switches
- Open Channel Flow Monitors



- Pinch Valves: Manual; Actuated; Control; Large Diameter
- Pressure Sensors
- Knife Gate Valves
- Redflex Expansion Joints



# Parkson

Treating Water Right

- Hycor® – Screening and Septage Receiving
- Aquaguard® – Screens
- DynaSand® – Continuous, Upflow, Granular Media Filter
- Biolac® – Wastewater Treatment System
- Lamella® – Gravity Settler
- HiOx® & Wyss® – Aeration Products
- StrainPress® – Sludge Screening System
- Thicktech® – Rotary Drum Thickener
- DynaDisc™ – Cloth Media Filter
- Dynalift™ – Membrane Bioreactor System



# BARBEN Analyzer Technology, LLC

The 3rd generation sensor from the same mind that brought you the first two.

- pH, ORP & Conductivity
- Dissolved Oxygen & ISE Sensors
- Turbidity & Suspended Solids
- Transmitters, Analyzers & Accessories



Divisions: **KRAFT INDUSTRIAL**

**SOUTHWELL CONTROLS**

**SIRCO**

**FIBERMAN**



Craig Bridger, Sales Manager, and Rick van Rikxoort, Co-President, receive a sales award from Terry Bruckbauer, Regional Sales Manager for Strongwell, for their record sales of fiberglass products in 2009.

## 2009 was a year of profound

change and growth for the Southwell Corp group of companies. Although the recession hit the company hard, and we had some difficult months with the dramatic drop of the US dollar in late-2008, the three largest product offerings had increases above 30%: Fiberman fiberglass products, SIRCO water samplers, and Tideflex / Red Valve valves and mixing systems.

The Fiberman product offerings were buoyed by an online presence (fiberman.ca) as well as the opening of our Eastern office in Ontario in the Spring. Add this to a steady focus on large projects, and the Strongwell FRP sales grew to a record amount.

SIRCO Samplers are Southwell's manufactured product line. This year saw dramatic increases of 62% over 2008, and judging by the flow of inquiries, this is just the

beginning. SIRCO saw most of its growth through its website (sircosamplers.com). A significant investment was made to upgrade the website, including online documents, marketing, and search engine optimization. The samplers also underwent significant technical development through Mike Gusto's leadership, including upgrades to the power supply, glass door refrigerators, lighter-weight portables, and streamlining the units.

Southwell brought in an expert in water mixing systems to do technical seminars on Tideflex at the end of 2008. Many people did not realize there even existed such an elegant solution for keeping water reservoirs clean and properly mixed. Sales in 2009 for Red Valve/Tideflex have increased significantly, and more and more municipalities are choosing to mix their water storage reservoirs with Tideflex Mixing Systems.

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## A Tremendous Year

Southwell Corp has seen some major developments this year, both as a company and in each of the divisions. Between our divisions, the company has an excess of \$4 million in outstanding quotes.

## Eastern Operations

In the Spring, Southwell opened a branch in Ontario for Eastern operations. This branch has focused on Fiberman (fiberglass products) and SIRCO Samplers.



As of December, 2009 the Eastern Division has grown to approximately \$2 million in outstanding quotes for FRP projects.

James Hunter is the Regional Sales Associate for Ontario, and is based in Mississauga.



**Manufacturers Representative:** Strongwell, Red Valve, Tideflex Technologies, Wey Valve, Crane PSI, Parkson, and Fiberman

Kraft has been serving BC customers with high quality industrial products since 1967. Soon we will be celebrating 10 years of sales under Rick's leadership. Through this time we have kept loyal customers like Whitewater, who we have served for ten years. Craig Bridger is nearing the ten year anniversary of managing the Kraft division.

Red Valve/Tideflex sales have doubled over last year, and we have taken on projects with new municipalities.



Fiberglass projects have included installing baffle walls for the new Seymour Water Filtration Plant in North Vancouver.

## Fabrication

The company has diversified, taking on large projects and small fab jobs. The largest project was with Canexus installing gaskets on bipolar elements for saline filters which are used in the manufacturing of chlorine. This helped us discover our internal strengths and move forward on the **fabrication division** of Southwell, to be called Sirco Industrial Ltd.



**Instrumentation division:** Red Valve, Greyline Instruments, Kytola Instruments, Barben Analyzer Technology (B.A.T.), SOR, A.I-Tek, Ametek (BW Controls), and SIRCO Samplers.

The last year saw an increase in integrating Greyline flow meters into SIRCO water samplers. Water samplers have always gone hand-in-hand with flow meters, as people take samples based on the flow of water. Integrating Greyline into the actual bodywork of the samplers has begun a process of looking into other add-ons that could be incorporated into the samplers.

B.A.T. pH sensors proved a tremendous cost saver to Teck Cominco Operations in Trail. Their switch to B.A.T. meant their sensors lasted **six to ten** times longer, saving tens of thousands of dollars in chemical addition and maintenance costs.

Brian Black is now the General Manager of Southwell Controls Ltd.



Brian Black is the General Manager of Southwell Controls Ltd., responsible for the development and success of instrumentation, fabrication, and water samplers.



FRP (fiberglass structural products): Strongwell, Ershigs, Universal Pultrusions, Ramco.

The FRP division has had its **best year ever** in fiberglass sales. The new branch in Ontario which opened in the spring has grown tremendously.

Examples of the jobs we have done include Buzzbar Platforms for Chemetics, Grating with DB Perks, fabricating chemical drip trays, specialty ladders & rails, and stairs & runners.

Our top customers in British Columbia include Whitewater, DB Perks, BC Hydro, and Metro Vancouver. The Ontario division is still in its early stages of development and already Strongwell is being quoted for multiple large projects.

## SIRCO SAMPLERS

Automatic water samplers.

The water sampling arm of Southwell has gone through significant growth over the last year under the leadership of Ephie Risho, with a 62% increase in sales from 2008. New developments on the website propelled the samplers into areas with no local distribution.

2009 has been the best year for sampler sales in the USA market in over ten years, with an even larger increase forecasted for 2010.

Mike, Co-Owner as of 2008, has given significant leadership to develop and improve the technical aspects of the water samplers. In particular, the new PVS 4120 lightweight portable sampler has seen a significant amount of press, interest and sales.

With the new fabrication focus of Southwell, the Samplers have benefitted as well. Many components are now machined in-house much more quickly than before.

# Southwell Management Corp

PEOPLE • PROGRESS • PERFORMANCE

## Southwell Management Corp

As of January, 2010, Southwell is announcing a business consulting service through Southwell Management Corp. This service takes the same principles that have grown the other divisions of Southwell Corp and helps clients to achieve the same kind of top quality performance.



The fabrication arm of Southwell Corp saw significant development in 2009, including taking on projects over \$300,000 and many smaller fab jobs.



SIRCO Samplers had record sales for 2009. The introduction of new models like the glass-door stationary have been met with tremendous positive response.