



UNDER PRESSURE

A YOUNG FARMER IN ALBERTA WONDERED ONE DAY about pressure vessel components. As with so many entrepreneurs, the wondering soon gave way to doing and the farmer, who worked as a welder in Edmonton and asked why such components couldn't be made in Alberta, instead of importing them, founded Edmonton Exchanger. That was over 30 years ago and Henry Gusse, CEO, founder and "visionary" still comes to work every day, along with his son, Larry Gusse, who is the company's president. The penchant for doing has stayed with the company and its employees, who have become quite resourceful at not only making pressure vessel components, but at building the equipment necessary to make the components.

Edmonton Exchanger started in refinery services, in which it specialized in shut downs and maintenance. In the 1970s the company built a small heat exchanger shop. In the mid 1980s it added a fabrication shop to make shells and heads for pressure vessels. Initially these products were marketed primarily in Alberta, but the decade of the 90s ushered in a period of phenomenal growth, in which Edmonton Exchanger supplied most of the shells and heads required by fabricators in western Canada's energy sector.

"We're a one-stop shop for fabricators," notes Ernest Reimer, sales manager. "We supply shells and heads to pressure vessel fabricators throughout the world. During the 1990s we started growing in the U.S. and overseas markets."

UNDER PRESSURE

Edmonton Exchanger has built a solid reputation for strong customer service, innovative design and production methods, and an ability to adapt to changing market conditions. The company has become a leader in the custom manufacturing business by providing value to its customers. Its plant in Edmonton encompasses approximately 65,000 square feet under roof in four separate shops and an additional two million square feet of outside area.

"In 2004 the price of steel doubled after being a stable commodity for years until a wrench was thrown into the market – China was the wrench that made prices go up," Reimer says. "Our company now has a supply of steel that's unique to us. We have allocations with some of the best steel mills in the world, such as ArcelorMittal, a new steel giant that took over steel producers like ISG in the U.S. and Arcelor out of Europe, and now produces about 10 percent of the world's steel. We've aligned with mills in Japan, Korea, and have access to a mill in China which has some of the most advanced steel plate production equipment in the world." Such partnerships have given Edmonton Exchanger a great position in the global market, enabling it to get premium steel at prices that keep it competitive in the marketplace.

Through a custom formed steel products division, Edmonton Exchanger maintains some of the most extensive steel forming capacities, specializing in the fabrication of large-scale pressure vessel components. The company's large-scale machining facility is located in close proximity to its main plant and offers a wide variety of machining services. It was specially designed to handle large diameter components.

The company's steel plate forming capabilities range up to an eight-inch thickness for pressure vessel head and shell production. Heads can be formed up to 28 feet 6 inches in diameter and shells up to 144 inches in length.

The company also supplies a very extensive product line of flat plate, most of which is sold processed in the form of shells, heads, discs, rings and shapes. "We can provide both shells and heads, which is unique in the industry," says Reimer. "We've got the best steel available in our inventory – it's Charpy impact tested for cold temperatures and has chemical restrictions well beyond

AT EDMONTON EXCHANGER,
THE PRODUCTION OF
PRESSURE VESSEL COMPONENTS
TAKES A DYNAMIC LEAP INTO
THE 21ST CENTURY, THANKS TO
A LONG HERITAGE OF EXPERTISE
AND A PENCHANT FOR
TAKING ACTION WHEN IT'S
NEEDED. LORIE GREENSPAN
TELLS THE STORY.



Quadra Logistics Group Ltd.

Quadra Logistics
Across the nation... **Around the Globe**



YOU WIN **WITH QUICKMILL.**

At Quickmill, we're with you every step of the way – from designing machining solutions that match your needs to backing our products with industry leading performance.

For over 20 years, Quickmill has been delivering real results to large part manufacturers around the world.

1-800-295-0509 • www.quickmill.com



Ask someone who owns one - they'll tell you -
Quickmill - Much more than a machine.

QUICKMILL
Much more than a machine.



Pictured: Edmonton Exchanger advances the custom formed steel industry through extensive steel forming capabilities.

ASME code requirements.” Impact testing proves the steel can maintain its strength at temperatures as cold as -50F and the extra chemical restrictions make the steel well suited to sour service applications. “It helps us sell our steel. We order steel to the most stringent specifications to meet high standards in the energy, oil and gas sectors.” These are Edmonton Exchanger’s biggest markets.

Edmonton Exchanger’s capabilities also include four sets of plate rolls, with a large press that can hot-press heads up to 192


QUADRA LOGISTICS GROUP LTD.

Quadra Logistics Group, Ltd. is a Premier Logistics Company fully experienced in handling land, ocean and air shipments. Our experience can be applied to less-than-truckload shipments to full truckload shipments to extreme over-dimensional freight. From a single pallet to multiple truckload shipments – No job is too big or small.

Our recent experiences with project management have included 100-plus truckloads between Canada and Mexico. This required managing transportation, two separate border crossings, permitting, routing and bonding shipments all in a timely fashion eliminating extra cost overages. These shipments arranged in sizes from 40-foot standard containers to specialized equipment handling weights up to 130,000 pounds and dimensions over 17 feet in width.

We look forward to servicing clients with their own special freight needs.

Proud supplier to
EDMONTON EXCHANGER
 since 1995




INLAND
 INDUSTRIAL SUPPLY LTD.
 EDMONTON FORT McMURRAY
 (780)413-0029 (780)742-2430

"Working With You"

www.inlandindustrial.ca Tools • Consumables • Safety Supplies

Specializing in: Shutdowns
 Plant Maintenance
 Heavy Fabrication



Congratulations Edmonton Exchanger

For over 15 years Celtic Industrial Tools & Repair and Edmonton Exchanger have fostered a strong relationship through Celtic Industrial's focus on outstanding service and Edmonton Exchanger's continued commitment to using our highest quality tube cleaning and expanding Airetool® and Maus Italia® equipment. We look forward to an expanding partnership in the future. **Thank you for your support.**

Celtic

INDUSTRIAL TOOLS & REPAIR LTD.

5736 - 103A Street N.W. Edmonton, AB T6H 2J5
Phone: (780) 431-0970 Fax: (780) 431-0977
TOLL FREE: (866) 431-0970



Pictured: Edmonton Exchanger's steel is Charpy impact tested for durability and resistance.

inches inside diameter from a single blank. "Our large press is completely unique," Reimer says. "No one forms heads in this fashion up to 16 feet inside diameter. Other companies have to weld formed pieces together." Using dishing and spinning equipment the company can also make heads up to 28 feet 6 inches in diameter in one piece. In addition, the company's thick wall cylinders for steam drums used in power generation have earned Edmonton Exchanger the reputation for producing these products to the highest standards in the industry.

The company's general machining equipment consists of two

**THE STRENGTH
IN METAL**

Ryerson is proud to be a premier supplier to Edmonton Exchanger for their stainless steel plate and pipe and fittings needs.

RYERSON
THE STRENGTH IN METAL

7945 Coronet Road, Edmonton Alberta T6E 4N7. Phone 1-780-469-0402 Fax 1-780-469-6971

www.ryerson.com



QUALITY TUBE SUPPLY LIMITED

4856 - 35B Street S.E. Calgary, Alberta T2B 3N1
PHONE: 403-279-7950 FAX: 403-279-7959

We supply Heat Exchanger, Condenser & Boiler Tubing.

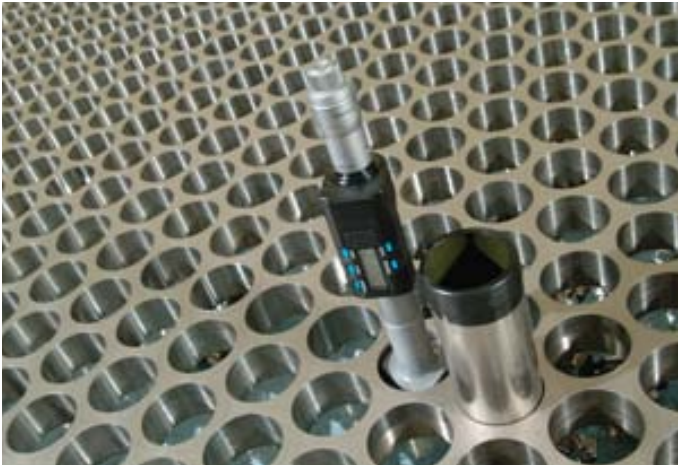
Seamless & Welded

Carbon Steel • Stainless Steel • Brass
Copper Nickel • Titanium • Duplex Stainless
Chrome Moly • Hastelloy • Finned Tube • U-Tubes



*We've been supplying
Edmonton Exchanger with tubing for their
various projects for 20 years.*

www.qualitytube.ca • quality@qualitytube.com



lathes and two drill presses. Three vertical boring mills of various sizes are available, the largest of which can handle components up to 24 feet in diameter and 10 feet high, as well as a large-scale horizontal boring mill that can handle components up to 13 feet high by 30 feet long.

To support this large-scale milling equipment, the company maintains a 50-ton overhead crane that spans the entire length of the machining facility and enables transport of large components throughout the shop. In addition, the company constructed for itself a 27.5-ton overhead crane to meet increasing production demands, which it installed in the east yard (Plateland) area of its main plant. The crane was designed, constructed, tested and installed entirely by personnel at Edmonton Exchanger.

Using a CNC tube sheet drill, Edmonton Exchanger recently


**CONGRATULATIONS
EDMONTON EXCHANGER
ON 33 YEARS IN BUSINESS!**


We would like to thank Edmonton Exchanger for having K-Line Transport Ltd. as proud business partners for the past 21 years, specializing in over-dimensional, flat deck hauling and delivering quality service to all of Edmonton Exchanger Customers throughout Western Canada.

4220-69 Ave Ph: (780) 484-9110




4220 – 69th Avenue, Edmonton, AB T6B 3M1
Toll free: 1-866-484-9110 Tel: (780) 484-9110 Fax: (780) 484-9298
Email: dispatch@k-linetransport.com

HOISTING LTD. 
OVERHEAD CRANE MFG. SERVICE & RENTALS



Proud to supply and service hoisting equipment for Edmonton Exchanger.

www.hoistingltd.com







drilled tube sheets almost 14 feet in diameter and nine inches thick – the largest ever drilled in Western Canada. These went to Shell Oil to support its activities in the Alberta oil sands. Edmonton Exchanger can handle components for drilling up to 200 inches in diameter and can drill material up to 17 inches thick.

PRESS TIME

Edmonton Exchanger’s steel components go to the U.S. and western Canada and some have made it as far as Malaysia. “Through offering one-stop capabilities we cater to our clients’ needs and make it easier for them to order from us. Our expertise is unique,”

Pictured: Edmonton Exchanger provides an extensive line of flat plate most of which is sold in the form of shells, heads, discs, rings and shapes.

ESAB - global solutions for local customers - everywhere.

Proud supplier to Edmonton Exchanger. Congratulations on your success!

At ESAB, we understand that not all metalworking professionals are the same. That's why the experts at ESAB around the world are devoted to continuous development of methods, materials and know-how to meet the challenges posed by the diversity of our customers. Worldwide expertise is one phone call away. Whatever your metalworking application, ESAB has the products you need and the quality you can trust.

GREAT THINGS HAPPEN WHEN YOU PUT US TO WORK
www.esab.ca 1.877.335.3226

ESAB ESAB Welding & Cutting Products

WESTERN MATERIALS HANDLING & EQUIPMENT LTD

Sales • Service • Parts • Rentals

Calgary
Edmonton
Red Deer
Lethbridge
Medicine Hat
Grande Prairie

Western Materials Handling & Equipment Ltd.
7805 - 46 Street S.E. • Calgary, AB T2C 2Y5
Tel: 403.236.0305 • Fax: 403.236.8835

www.westmat.com

Your way. All ways.

Your gateway to North America.

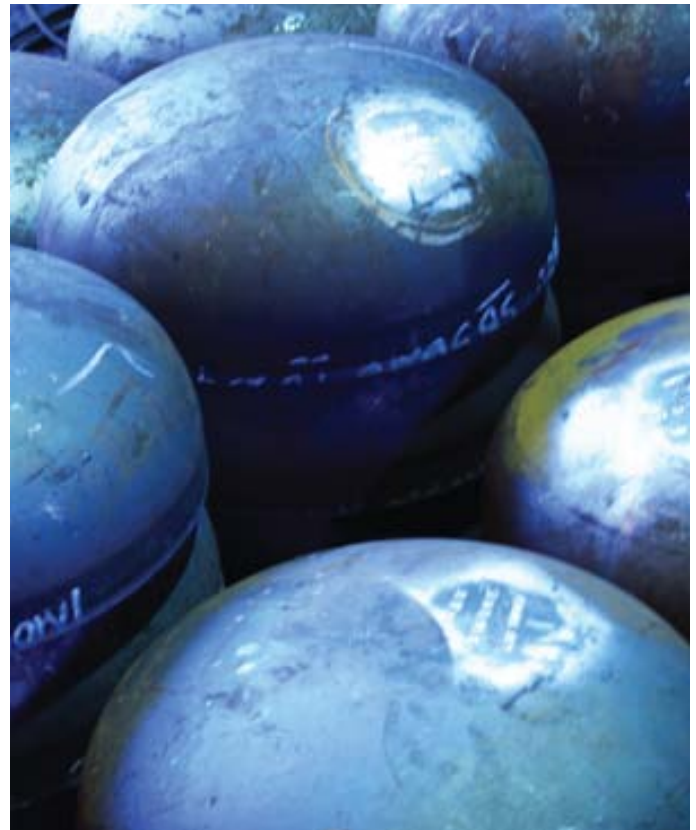
Welcome to CN's unparalleled network.
Your way of getting single line service from coast to coast to coast. The smart way to get consistent, reliable shipment delivery.
And the best way to access more markets than ever before.
For more information call 1-888-MOVIN-CN.

www.cn.ca



NORTH AMERICA'S RAILROAD





Reimer stresses. “We have a guru running drills whose ingenuity is unique, and has helped us to develop custom tooling. Many customers come to us to perform drilling because they don’t have the confidence in their shop for such tight tolerances. We’ve streamlined and improved efficiencies, and completely designed our presses in house. Often times we don’t buy parts, we make them ourselves. Our rolls are upgraded and modified in-house and all of our presses are built in-house.”

With the oil and gas market heating up in Canada, and Edmonton Exchanger garnering prestige as it continues to provide value-added products, Reimer doesn’t say lightly, “It’s been a very exciting year for us.” By all accounts, that excitement will continue to build as the company continues to deliver its unique combination of products and services.

Pictured: Extensive industry expertise enables Edmonton Exchanger to make products out of the best steel on the market.

chemco
electrical contractors Ltd.
Committed to Safety & Performance

We are proud to be associated with Edmonton Exchanger!

- Electrical Construction
- Electrical & Mechanical Instrumentation
- High Voltage Testing & Commissioning
- High Voltage Distribution
- Construction Management
- EHT Installations & Commissioning
- Electrical Maintenance
- Fibre Optics
- Constructability

9220-39 Avenue, Edmonton AB
 Ph: (780) 436-9570 Fax: (780) 434-0811
 #6 - 210 MacAlpine Cres., Ft. McMurray AB
 Ph: (780) 790-9722 Fax: (780) 790-1610

www.chemco-elec.com

executive
Delivering Quality.

At Exocor, the "executive" brand has become a benchmark for the finest stainless steel, nickel and high-alloy filler metals. We are proud to supply Edmonton Exchanger with the quality and innovation they have come to expect for their customers. We are inspired by our clients to deliver top-notch products, priced right, and delivered on time...every time!

Doing the common uncommonly well

exocor.com
 1.888.317.2209

exocor

VANCOUVER • EDMONTON • ST. CATHARINES • MONTREAL