

// **BERG CHILLING SYSTEMS INC.** //

TORONTO, ON

With a longstanding reputation for determining competitive, well-engineered solutions to any technical issues clients bring to the table, Berg Chilling Systems Inc. have been served well by word of mouth. "All of our efforts tend to be through word of mouth. That tends to be the nature of the beast in our industry," said Don Berggren, president of the Ontario-based company.

Since early 2007, the company has been doing custom refrigeration work for business in the oil sands, building systems that cool gasses. Berg Chilling Systems also offers practical solutions to application issues clients have, improving designs that are already advanced. Satisfying clients' demands requires flexibility and persistence. "The applications we have tend to be quite detailed, and require more engineering on our side than our traditional business. It's stimulating for our engineering group," said Berggren. "Almost everything we manufacture is different than the next piece." The nature of Berg Chilling Systems' partnerships is largely collaborative, and Berggren still travels back to Alberta every other month to nurture his relationships there.

Though the company is by every measure a success story made in Canada, Berggren is determined to find work with EPCs [engineering production construction] in the region. One part of this strategy involves boosting the company's exposure through appearances at conferences. Another is reaching audiences through the web. "Our website went out to the world in October, and we've seen inquiries starting from one a week to anywhere from two to three a day now," said Berggren.

[www.berg-group.com](http://www.berg-group.com)

// by Mike Dynie //

// **UCC INDUSTRIES INTERNATIONAL INC.** //

PICKERING, ON

UCC Industries International Inc. has a word of advice for other Ontario manufacturers eager to smell the oils of success in Alberta. "Ontario has always portrayed the centre of the universe attitude as far the rest of Canada is concerned," said Cid Connon, the sales manager for Lindapter Canada, a division of UCC. "It's very essential to downplay how important we think we are, because it holds no weight in western Canada."

When the company humbly ventured into the west in 2004 armed with Lindapter—an easily installed system for fastening steel to steel that is a modern alternative to the traditional drilling and welding method—it learned that its experience overseas wasn't enough to win over Albertans. The organization had to establish its genuine intentions to make its commitment to the oil sands long term. With patience, persistence and a strong presence on the web, business in Alberta picked up. Today, Lindapter products are circulated around the world, and UCC has fine-tuned its system to deliver to Alberta within a day or two. The company not only supplies the product, it also provides ongoing engineering design assistance for any customized specifications.

"This is a product that will be useful for the entire life of all the projects that are going on in the oil sands," said Connon, adding that UCC is committed to resolving any maintenance issues that may arise. "That's why it's important for us to build solid relationships now."

[www.ucci.ca](http://www.ucci.ca)

// by Mike Dynie //

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