

PUTTING A GREEN FOOTPRINT ON FILTRATION

Failure Prevention Services Offers World Class Filtering Solutions

BY TRILBY HENDERSON



“Think Green, Reclean” is more than just a catchy phrase for the staff at Failure Prevention Services (FPS). In fact, their dedication to this motto, combined with a self-sufficient attitude and innovative spirit, has led the company to become a leading manufacturer of environmentally-friendly, clean-

able stainless steel filtration products. Today, FPS is positively impacting both the environment and their customer’s bottom lines by “putting a green footprint on filtration.”

Dan Beuker, CEO of Failure Prevention Services, says the company’s line of stainless steel filters offers customers “a

long-term solution with tremendous environmental benefits.” Currently, FPS’s products are sold world-wide to companies spanning the refining and mining, chemical, food, pulp and paper, and oil and gas industries, to name a few.

“Basically, any industry out there that requires some form of filtration, they’re a

potential customer that we can help,” says Bob Pitzel, COO for FPS.

FPS was established in 1987 by Gary and Debbie Schuler. The two owners solely ran the company for the first several months, working out of a 1,700 square foot facility and putting in long hours pounding the pavement to build up their business. Beuker joined FPS eight months later, followed by Walt Oancia in 1989. In 2007, after Gary Schuler passed away, the Beuker and Oancia families purchased the Schulers’ shares in the business.

Originally, FPS focused on distributing disposable filtration products to the oil and gas industry; however, they quickly recognized a growing demand for reusable filtration products. Although there were reusable filters on the market at that time, Beuker says they were lacking in several areas: they had a low capacity, they were difficult to clean, and they could not be incorporated into an existing system without modification.

FPS believed they could manufacture their own superior product by tackling each of these issues.

“Our Saskatchewan mentality said that we can get there. We just have to keep working till we achieve it,” says Beuker. In 1994, the company launched a line of stainless steel filters that not only outperformed their disposable counterparts, but could easily replace them in any system.

Today, the company employs 22 staff in a 35,000 square foot facility, from which they operate both their distribution and manufacturing sectors. Although FPS feels that stainless steel filters are the way of the future, they continue to offer disposable filters to clients through their distribution side.

“We want to be able to supply our customers with a full variety of options. The ‘Think Green, Reclean’ scenario offers a long term plan for a lot of customers” says Beuker.

All FPS stainless steel products are manufactured at the company’s facility in Watson, Saskatchewan. By manufacturing all components of their products on site, FPS is able to retain complete quality control over production. The company adheres to an extensive quality management system and has achieved and maintained ISO9001-2008 certification.

FPS currently offers more than 800 different configurations of their stainless steel filters. The company also provides in-house, custom-designed filtration solutions.

The company believes in supporting its products throughout their life cycle.

“It’s more than just selling the stainless filter. It’s kind of ‘holding the filter’s hand’ through its whole life to make sure it’s being treated properly, being serviced properly, and remains as effective five or fifteen years down the road as it was on day one,” says Pitzel.

Each stainless steel filter comes with a leak-proof shipping and storage case to protect it during transport. FPS has also developed a series of high pressure, ultrasonic cleaning stations that effectively clean the filters without damaging them.

The long lifespan of the stainless steel filters is one of their biggest selling features. Each FPS filter lasts anywhere between five and fifteen years, depending on the industry in which it is used. This compares quite favourably to the two to three month lifespan of the disposable variety, and although the initial cost of a stainless filter is higher (about \$300 compared to around \$20 for a disposable), Beuker notes that the long-term savings are significant.

Each filter is manufactured with a serial number that classifies it as equipment, meaning it can be leased to allow the customer to spread their capital costs out over a period of time.

Other money-saving benefits of FPS stainless steel filters include the fact that they can be used for longer intervals between servicing; they provide better flow through; and they work well in high temperatures or corrosive environments, such as those characteristic of mining.

The environmental benefits of the products are equally important. In addition

to drastically reducing the number of filters that are discarded, the FPS closed system cleaning process enables most of the waste collected in the filters to be reclaimed, virtually eliminating anything going to a landfill or being disposed of on site.

“In a lot of cases, the cleaning costs turn out to be less than the environmental fees for buying and getting rid of a disposable filter,” says Pitzel.

Beuker and Pitzel predict a solid future for the company. Sales have remained stable despite the economic recession and slowdown in the oil and gas industry. This is a testament to both the quality and value of their products, as well as their staff.

“I think our biggest strength is our people,” says Pitzel. “This company is populated by people that look for solutions.”

“We’ve got a young management team that’s involved in the company and we see their excitement because we’re really doing something for the environment,” Beuker adds. “Reducing waste dramatically, and having a long-term plan for it, is really doing something for the environment rather than just talking about it.”

FPS recently joined Saskatchewan Trade and Export Partnership as part of their plan to take the marketing of their products to a new level.

“I think we’ve done our due diligence to get the product and the service to where it is now. We’re ready to take it to the marketplace and let it do its job,” says Beuker. “We want to grow the business; we want to show the world what we can do.” 



FPS creates custom filters in its manufacturing facilities in Watson.