

Profile

Failure Prevention Services

Young Workforce an Asset

Attraction and retention of labour is identified as an ongoing challenge for business and industry in the region. Not for us, say FPS.

Bob Pitzel, Chief Operating Officer for FPS, sees the firm's relatively young management team as an asset. "Our young employees believe in the benefits of our product. They are excited about the positive environmental aspects," says Pitzel. Beuker also commented favourably on the ability of a young management team to approach change positively. FPS currently employs approximately 25 staff.

Failure Prevention Services (FPS) is a leading manufacturer of environmentally-friendly, cleanable stainless steel filtration products located in Watson. The firm first supplied filtration products to oil and gas industry in 1987. As environment costs increased and regulations changed, FPS had requests for a for better, reusable filtration system. The firm attempted to source suitable filters, both in North America and overseas, but were not satisfied with available products. FPS now manufacturers the premier stainless steel reusable filters on market, as well as distributing a varied line of disposable products.

FPS' customers include companies operating in refining, mining, chemical, food, pulp and paper, as well as the oil and gas industries. Natural gas in the United States and the expansion of potash mining closer to home, are recent examples of industries using FPS products. The company has seen substantial growth, with five expansions culminating in the firm's current facility of approximately 35,000 square feet. Dan Beuker, President and CEO of FPS, cites two selling points of the firm's products. "Environmental benefits are a primary selling factor, followed by the long term economic benefits that come with increased product life," says Beuker.

Quality and customer service are strengths of the firm. FPS maintains ISO-900-2008 certification, which assists customers in meeting their own quality standards as well as environmental regulations. FPS' Chief Operating Officer Bob Pitzel cites customer input as the firm's best source of research and development. "We build products to meet customer needs. Feedback on performance in the field allows us to modify and improve our products," says Pitzel. FPS also identifies customers as a vital source of information on changing industry needs and environmental regulations.

In addition to quality and customer service, FPS shows strength in the firm's approach to change. FPS chose to regard changing environmental regulations and demand for superior, reusable filters as an opportunity. This positive response to change is best explained by examples of products the firm as developed. For example, FPS conceived a closed loop cleaning system that collects most of the waste from filters and cleans waste water to a state that it can be reused or released into community sewage systems.



FAILURE PREVENTION SERVICES

Advanced Filtration Technology

ISO 9001:2008