



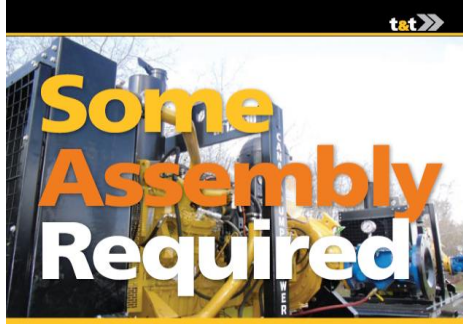
The CPP Connection

The Monthly Newsletter of Canada Pump and Power

PUMP • BARGE • DREDGE

August 2011

Featured in Finning's "Tracks & Treads"



Some Assembly Required

Canada Pump and Power ramps up, developing a game-changing modular barge system to easily ship interlocking industrial pump equipment

BY JIM VEENBASS

Canada Pump and Power is less than two years old, but already it's making a big splash as one of Alberta's most innovative industrial marine businesses. The company doesn't have a high profile headquarters in a big industrial park, but it produces some of the most advanced industrial fluid pumps, dredges and barges in the world - all from its 60-acre site near Ardrossan, Alberta, about 20 minutes north of Edmonton.



Some Assembly Required

"We are developing products that are superior to anything on the market. Many of our clients are in the oil sands, but our equipment is tremendously useful for anyone who needs to move fluid, especially those working in harsh conditions," says Jeremy Leonard, CEO and founder of Canada Pump and Power.

No other company is building systems like these in Canada. There are some available from England, the United States and Germany. "But you can't buy another one that matches Canada's," Leonard says. "People tend to think companies with specialized expertise have to come from some sort of place, but we produce some of the world's most advanced equipment right here in Alberta."

When Leonard started the company in January 2009, he brought with him 30 years' experience in the industrial marine industry and four other people, all of whom shared the same passion for innovation and design. Since then, the company has grown to more than 100 employees and is building an international reputation for its fleet of rental equipment.

gains or monitoring progress of the pumps. You can control the pumps from your office hundreds of miles away, watch them in real time and track their entire fleet on Google maps. "Canada Pump and Power's equipment will save you an astronomical amount to operators if the equipment goes out of the pre-assigned parameters.

One of the most significant product developments is the company's modular barge system. Patents are pending on the new technology, which has the potential to forever change the way the equipment is transported across land and assembled onsite.

"Modular barges instead of road cars for combustion and expensive. The pieces are all very big and require great big equipment to put together. With our modular system, each piece is as small as possible while remaining structurally sound. The pieces interlock together like Lego building blocks," Leonard says. "Now you can put 80 or 100 pieces on one track. That's a huge change in the market. We are building what essentially turns a dredge, but instead of spending \$3 million and hauling it to site with huge trucks, it's all transportable in small pieces and does the same job for about 10 per cent of the cost. Once you get it onsite, you can move it into place with a rubber-tired forklift instead of a 100-tonne crane."

"With that kind of commitment to innovation and quality, there was never a question for Leonard that he would deal exclusively with Cat and Caterpillar as his supplier. The world's largest Cat dealer has an extensive presence in Fort McMurray and the company has been working closely with Canada Pump and Power to ensure it has a steady supply of equipment.

"It's nice to bring our products on-site in the quality of the components we are putting together. We are taking the best components in the world with the Caterpillar engine and the Canada pump, putting them together in a unique package that is not built for the street," says Leonard.

"Working with Finning is a perfect fit for us. They want to expand their presence in the marine industry and we want a manufacturer and supplier that will give us the long-term commitment we need for our products."

THE SYSTEM USES A WIRELESS REMOTE CONTROL THAT ALLOWS THE OPERATOR TO STAY ON SHORE WHILE THE DREDGE GOES TO WORK IN THE MIDDLE OF A POND.



Some Assembly Required

POWER PUMP Canada Pump and Power has a variety of dewatering equipment. Like last year the company put its 1000 HP High Torque pumps to work on a project for Suncor in Fort McMurray.

Leaders and Innovators

In an industry dominated by the status quo, Canada Pump and Power stands out for its approach to innovation. Although the company isn't yet big enough to have a dedicated research and development department, innovation is at the heart of its corporate culture.

"People don't have a lot of innovation in this industry," says Jeremy Leonard, CEO of Canada Pump and Power. "It's a lot easier for a company to take whatever is on the shelf and market that to their client. We go to the other extreme and develop, and we do better that, but we give our clients something that is stronger, lasts longer and does less to generate."

Research and Development informs the company's corporate direction and strategy. "One of the things that we do is design pump and dredge equipment with lower energy costs. We have projects in the development stage that will definitely take the industry on its head."

With the tremendous growth of its rental business, Canada Pump and Power is poised to expand into direct sales. Leonard predicts they will soon be producing as many as 60 units a month and making sales to clients across the globe.

"Our ability to produce equipment that is better than anything out there is much better than our ability to supply and train qualified operators people. If you need our pumps in China or India, for us it's just a person there who is qualified to work in that part of the world is very time consuming, but we can easily ship the equipment there," Leonard says.

"Innovation sets us apart and we are committed to building a better way of doing things, but ultimately our clients trust us and know we can help them solve problems. Our equipment is more efficient, more productive and has a smaller footprint on the environment. We take that responsibility seriously and I think it's reflected in our growth."

"The oil sands have been a real spark of growth for us," he says. "With such a large industrial mining industry, Alberta has an opportunity to do more from being just a source of a pipeline. We can be world leaders when it comes to technology and our company wants to be part of that."

www.Finning.ca tracks & treads Summer 2011

Canada Pump and Power was featured in this summer's edition of Tracks & Treads magazine by Finning Canada. The article written by Jim Veenbass states, "Canada Pump and Power produces some of the most advanced industrial fluid pumps, dredges and barges in the world... No other company is building systems like these. Things that set CPP apart are the technical advances that make the equipment more productive and efficient, such as the first remote controlled dredge used in Fort McMurray. One of the most significant product developments is the company's modular barge system. Patents are pending on the new technology, which has the potential to forever change the way the equipment is transported across land and assembled onsite."

To read the article, please click [here](#).

CPP will be at this year's **OIL SANDS TRADE SHOW** again on MacDonald Island in Fort McMurray on **September 13th** from 11 am - 8pm and **September 14th** from 10am - 4pm. Our booth is outside # 5201, you can see it as you drive in! We hope to see you there!



Call us at your convenience at 1-877-898-3494 or email us at sales@albertapumps.com.



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Fleet of Pumps, Barges, Dredges and More

| Equipment Type | Quantity Available | Description |
|--|--------------------|---|
| Trash Pumps (Diesel, Hydraulic, Electric) <ul style="list-style-type: none">• Dewatering Trash (DT) | 21 Available | <ul style="list-style-type: none">• 24" DT24, up to 33,400 gpm or up to 135' of head• 18" DT18, up to 17,300 gpm or up to 230' of head• 12" DT12, up to 6,100 gpm or up to 200' of head• 8" DT8, up to 4,500 gpm or up to 230' of head• 6" DT6, up to 2,800 gpm or up to 150' of head• 4" DT4, up to 1,450 gpm or up to 150' of head |
| <ul style="list-style-type: none">• High Head Trash (HT) | 18 Available | <ul style="list-style-type: none">• 14" HT14, up to 12,800 gpm or up to 410' of head• HT12, up to 5,100 gpm or up to 360' of head• HT8, up to 3,130 gpm or up to 300' of head• HT6, up to 1,540 gpm or up to 390' of head |
| <ul style="list-style-type: none">• High Head Water (HW) | 3 Available | <ul style="list-style-type: none">• HW8, up to 3,970 gpm or up to 660' of head• HW6, up to 1,660 gpm or up to 670' of head• HW4, up to 770 gpm or up to 710' of head |
| <ul style="list-style-type: none">• Hydraulic (HY) | 10 Available | <ul style="list-style-type: none">• HY8, up to 4,500 gpm or up to 230' of head• HY6, up to 2,800 gpm or up to 150' of head• HY4, up to 1,450 gpm or up to 150' of head |
| Submersible Electric | 25 Available | <ul style="list-style-type: none">• 3/4 HP to 175 HP, High-Chrome, Stainless Steel:<ul style="list-style-type: none">• Trash Pumps• Slurry Pumps• Chopper Pumps |
| Generators | 11 Available | <ul style="list-style-type: none">• 45kW Generator• 10kW Generator• 125kW Generator• 220kW Generator• 300kW Generator |
| Barges | 9 Available | <ul style="list-style-type: none">• Modular Barge Units• Floating Intake Barge• Floating Slide Pontoon |
| Dredges | 4 Available | <ul style="list-style-type: none">• LWT Pit Hog Remote Dredge• Hydraulic Tiller Dredges |
| Heavy Equipment | 32 Available | <ul style="list-style-type: none">• Skyline Excavator, Draglines, Loaders, Dozers, and Back Hoes |
| Trucks | 30 Available | <ul style="list-style-type: none">• Haul Trucks and Service Trucks |
| Support Equipment | In Stock | <ul style="list-style-type: none">• Pipe, Hose, Fittings, Light Plants, Fluid Road Crossings, and Fusion Machines |

All of our personnel are qualified and experienced. We know how to plan a job within the scope of our written safe work procedures, complete the work safely, and do the appropriate reporting and job clean up.

Call us at your convenience at 1-877-898-3494 or email us at sales@albertapumps.com.