

ZCL FIBERGLASS (con't)

ers of fiberglass tanks in Canada. The tanks have been replacing the older — and less reliable — steel tanks.

The company tanks range in size from 2,500 litres to a whopping 100,000 litres. They are built to last in excess of 30 years.

"You don't remove a fiberglass tank from the ground unless you're moving," Kanaya laughed.

He said ZCL's underground tanks have to be 100 per cent reliable because the marketplace has zero tolerance for any kind of failure.

Its customers include all the major oil companies like Shell, Esso, PetroCan, Sunoco, Canadian Tire and Irving. The company has also started targeting the smaller independent retailers — what Kanaya terms the "mom-and-pop-type gas station" — for its products.

Not only are the company's tanks underneath service stations, they can also be found at bulk distribution facilities for gasoline, diesel and furnace oil.

Over the past year, ZCL purchased four distribution companies specializing in petroleum equipment and industrial products. It was a

have also boosted ZCL's sales worldwide. The company has total annual sales in excess of \$60 million.

In the past year, ZCL has increased production of its specialized underground tanks capable of separating oil and water at storm runoff locations; its clients include municipalities, major oil companies and transportation companies.

The company is now developing and testing a new underground product. It's a self-contained sewage treatment plant for small communities. The system consists of biological treatment and disinfection within an underground storage tank.

Kanaya said another major step "in the evolution of the company" came recently when the Belleville plant shipped 130 underground fuel storage tanks to the Phillipines. It's the first major international order filled by

'Our future is in other fiberglass-related products'

major move for ZCL, Kanaya acknowledged.

"It now allows us to provide the entire underground fuel handling system, instead of just the storage tank," he said. "As a result of having access to the entire underground system, we're now able to offer the enhanced warranty package to the entire market."

He explained ZCL will provide the environmental pollution liability insurance "which is included in the purchase of the system."

The purchase of the four distribution companies

ZCL and he expects countless more tanks to be headed there over the ensuing years.

Greg Thiele said the company's growing success wouldn't be possible without its local work force.

"ZCL Belleville has one of the most skilled and experienced work forces in the fiberglass industry in North America," said the national production manager for its three manufacturing plants. "And because of that, we have a solid base of experience to grow our company even further."

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