

# Sperling Industries Ltd.

*A Hard-Working History*

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If ever there was an example of a family business with humble beginnings which has worked hard for its current level of success, Manitoba-based Sperling Industries Ltd. is it.

Established in 1978 as a small welding shop which took on small jobs building grain-handling systems and feed mills for area farmers, the Nicolajsen family of Sperling has grown their humble venture into a multi-national business that offers a full range of welding, machining, equipment sales, service and repair, and fabrication capabilities for a wide variety of industries across western Canada and into parts of the United States, South America, eastern Asia, and Australia.

Its wide range of products and services include structural steel work fabrication and erection, materials handling and storage systems, heavy equipment installation and commissioning, steel building erection, plant maintenance and repair, complete installation and commissioning of food processing systems, plant automation systems installation, mining equipment fabrication and installation, overhaul and refurbishing of mechanical plant equipment, process piping, and HVAC/plumbing.

Hired on as a sub-contractor in its early years, Sperling Industries has slowly and steadily grown its customer base to approximately 800 clients and is active on 1,500-plus jobs annually. Sperling's annual revenue now tops \$20 million and the company is regarded as one of the largest stainless steel manufacturing outfits in Manitoba.

The business's flagship location remains in its namesake community of Sperling, MB, located 50 kilometres southwest of Winnipeg. There, two main buildings boast a combined area of nearly 40,000 square feet for product design, engineering and fabrication, and bead blasting/finishing, with an additional 6,600 square feet of electrostatic paint shop space and a new, 36,000 square foot CNC structural steel fabrication facility. In addition to these buildings, the company maintains in excess of 25,000 square feet of inside storage space and more than 60 acres of outside storage/lay down area at its Sperling location. The construction of the multi-million-dollar Maple Leaf Foods plant brought Sperling Industries to Brandon, where it opened and continues to operate an 8,600-square foot shop on Park Avenue East. This facility performs light fabrication, machining, and repair work for Sperling's head office and local customers. Meanwhile, its plant in Omaha, NE., is a 50,000 square foot facility with on-site fabrication and design/engineering capabilities. The company also has a large selection of mobile equipment for field installations, including highway tractors and trailers, mobile cranes, services vehicles and equipment trailers, telescoping fork lifts, scissor lifts, and genie booms.

Across its locations, Sperling Industries employs between 100 and 150 people, depending on client contracts, with anywhere from 10 to 30 people working directly at the Brandon location. Skilled labour includes that of millwrights, machinists, welders, industrial mechanics, draftsmen, and various office management and administration. A commitment to internal training opportunities for its staff and the



- Founded as a small welding shop in Sperling, MB. in 1978 by the Nicolajsen brothers
- The family run business, with office locations in Sperling & Brandon, MB., and Omaha, NE, is regarded as one of the largest stainless steel manufacturing outfits in Manitoba
- Offers a full range of welding, machining, equipment sales/service/repairs and fabrication capabilities to serve meat and food processing, chemical, agricultural, and resource industries across North America, South America, eastern Asia, and Australia
- Staff complement ranges between 100-150 staff across all locations comprised of millwrights, machinists, welders, industrial mechanics, draftsmen, and various office management and administration
- Owner of the renowned BOSS line of meat processing equipment
- The company holds certification with the Canadian Welding Bureau, the federal and provincial boilers branch, and is also ISO and COR certified

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resulting long-term employee retention is a source of pride for Sperling, as its welders and other skilled personnel can provide meaningful continuity of service to a lot of its long-term clients. Sperling Industries Ltd. is certified by the Canadian Welding Bureau, the federal and provincial boilers branch, and is also ISO and COR certified for quality control, all of which works to ensure the safety and integrity of every job undertaken.

The company's work has taken it all across Western Canada, with grain handling companies in Alberta, Saskatchewan, and Manitoba providing it with steady work. A significant source of work is also the meat processing and packing markets in Canada, the United States, Mexico, Brazil, Argentina and Australia, for which Sperling manufactures, installs, and maintains various kill and carcass handling equipment, coolers, and chillers under its Sperling BOSS product line.

While the lion's share of the company's clients are those in the meat, agricultural, and agrifood processing industries, Sperling's client base has also included water treatment facilities, bridge constructions, industrial plants and mining facilities, hospital facilities, and even provincial crown corporations like Manitoba Hydro. Sperling's ability to customize work orders, starting with the design straight through the installation of buildings and equipment, has certainly helped it diversify. Further expansion into the oil and gas industry may also be on the horizon.

Strategically situated in Manitoba, Sperling continues to enjoy economic viability and its loyal customer base thanks, in large part, to its highly-skilled employee base, who work hard to understand their customer's facilities and the types of jobs required. Through its simple, yet highly impactful slogan, "We Provide the Right Solution for You," Sperling is able to live its vision to be the best in its field and to provide the finest craftsmanship and service to its clients.



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