

# Poised for growth

*On June 10th, Mesa Industries, Inc., a global manufacturer of products for refineries, storage tank facilities, and specialised construction industries, announced the acquisition of WG Seals, Inc. WG Seals is a supplier of custom designed floating roof tank seals and rim mounted foam dams for all types of floating roofs. This transaction represents a unique opportunity to enhance the company's strategic focus on growing its domestic and international business division of Mesa Engineered Tank Products (ETP), as Brian Karns, Chief Operating Officer at Mesa Industries, explains.*

Founded in 1967, Mesa Industries today has locations in Cincinnati, California and Texas. The company manufactures products for refineries, storage tank facilities, and specialised construction industries through its four operating divisions. The company is managed by Ms. Terry Segerberg, who represents the second generation of family ownership at Mesa.

Recently acquired WG Seals will complement Mesa's existing ETP division and its current products for a complete turn-key solution. Short for Engineered Tank Products, the ETP division offers a range of emission

controls that reduce pollution from the environment. These emission controls seal in hydrocarbon vapours on storage tanks found in refineries and gasoline storage terminals. To help meet the challenges faced by operation of these oversize gasoline storage vessels, Mesa ETP manufactures flexible conduit systems that allow tank owners to drain rain water, remove oil or move chemicals to and from the storage tanks for efficient operations.

"The acquisition of WG Seals exemplifies a complimentary business that will strengthen both Mesa ETP and WG Seals for products, engineering, and

customer service," says Mr. Karns. "Our team will collaborate among divisions to fully utilise the strengths of both companies that will in turn help our customers with higher quality products, better engineering, and tightly controlled supply chain. WG customers are reliant on receiving quality products that fit their application, with on time delivery. This method of operation fits right into how we operate within Mesa ETP." Mr. Karns adds that they are "absolutely looking forward to cross-selling opportunities." Within the Above Ground Storage market both Mesa ETP and WGS have similar customers and this will allow both companies to work together to grow revenue.

Looking ahead, Mr. Karns believes that Mesa Industries is well positioned for continued growth. "We already have a great team that is functionally excellent at Operations. Our growth strategy is to focus on growing a customer/client base that wants a higher level of quality product and customer solutions. Also from an acquisition standpoint, our organisation is much better situated to take on additional acquisitions that are complementary to our existing products and markets because we now have a more robust organisation."



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