

BA's Enerflow Industries sees fast growth

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Since it opened late last year, **Enerflow Industries Inc.** has developed an impressive list of problems.

They just happen to be the kinds of problems that managers of manufacturing companies dream about.

Since opening in September 2009, the Broken Arrow oilfield equipment manufacturer has already nearly outgrown its 60,000-SF building. With about 50 employees, its management anticipates hiring 450 more within five years.

The firm has 10 \$1.2 million frac pump units lined up in a bay awaiting delivery of the final parts for completion, with dozens more frac units on order, and when his chief financial officer asks about potential revenues for the year, **John Power**, general manager, doesn't know how to answer.

The number just keeps going up.

"When we started out, we had very modest plans for the first year or two years," Power said. "We planned on \$5 million a year in sales, and then \$10 million and then \$15 million. We did that. In February, we sat down and said we may have underestimated a few things here. In March, we met again and decided that number is just wrong. We are going to be two to three times that easily. We have gone way past that number.

"We don't have a last year yet. I just did the conference call with the CFO in Calgary (Canada), and he asked if I could give him a proposed revenue for this year. I don't know."

The facility was opened at 19425 E. 54th St. when the owners of Calgary-based Enerflow decided they wanted to establish a sister company in the U.S.

Enerflow opened on a 30-acre campus vacated by **Native American Industries**. Many of the employees are former workers of **National Oilwell Varco**, which closed its Tulsa plant last year, Power said.

Earlier this month, Enerflow announced it was joining the **Oklahoma Quality Jobs Program** and that it expected to hire 450 more employees over the next five years. Under the program, which gives the company 10 years to hit that goal, the company could gain \$6.19 million in payroll tax rebates if it reaches employment projections.

Power said the plant, which ships worldwide, manufactures pumping equipment, including cement and frac pumps.

As the plant grows, he said "we will take on frac blenders, hydration units, chem vans and other more complex items in the stimulation equipment line."

"We hope to be building coil tubing equipment here before long and nitrogen pumps — almost the entire product line,"



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Frac units are lined up awaiting pumps behind John Power, general manager of Enerflow Industries Inc.

he said.

Power said he expects the positive outlook to continue for the company as long as expansion in the oil patch continues at a breakneck pace.

"Right now our growth is limited by our suppliers," he said. "We can't get parts fast enough to build this equipment. One of the nice problems I have right now is I have plenty of qualified applicants for openings. I have a stack of applications an inch and a

half deep of qualified people, and as soon as we get the supply chain moving properly, they will be in here working."

Power said the building is nearly 100-percent occupied.

"We are not at capacity, but it is full," he said. "We are in the approval process for another building about this size that will be our painting facility. We are out of office space already, so we have plans to expand rather quickly here." ◀