



# THE OIL SANDS: GROWING ONTARIO'S ECONOMY

Businesses in Ontario play a vital role in the development of the oil sands in Alberta. Many of the components needed for developing this vast resource – tires, trucks, gauges, valves, pumps and more – are produced in the industrial regions of central Canada.

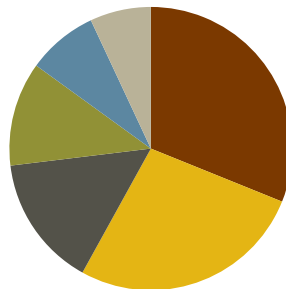
In just the past few years, oil sands operators have sourced billions of dollars worth of technologies, products and services from Ontario suppliers. And that number will grow exponentially in the coming decades.

New and existing oil sands projects will require an estimated \$55 billion worth of goods, materials, and services from suppliers in Canada's largest province by 2035.

The economic impact to the Canadian economy – \$1.7 trillion over the next 25 years – means thousands of jobs in Ontario, today and in the future.

There are 144,000 people working in the oil sands now and that number will grow to 590,000 over the next 25 years as more projects are developed and come on stream.

## Employment Generated *Outside* Alberta



- Ontario
- Saskatchewan
- B.C.
- Manitoba
- Quebec
- Other

Source: Canadian Energy Research Institute (CERI) report: *Economic Impacts of the Petroleum Industry in Canada* – released July 2009

As the oil sands industry continues its commitment to responsible development of the resource – meeting and exceeding environmental and regulatory standards, balancing jobs, economic benefits, and strategic energy supply advantages – businesses in Ontario are increasingly important partners.

## \$55 billion in business

Over the next 25 years, the oil sands industry in Alberta is expected to purchase \$54.9 billion worth of goods and services from companies in Ontario.

Source: Canadian Energy Research Institute (CERI) report: *Economic Impacts of the Petroleum Industry in Canada* – released July 2009

## Thousand of jobs

By 2035, seven per cent of the total jobs related to the oil sands will be in Ontario.

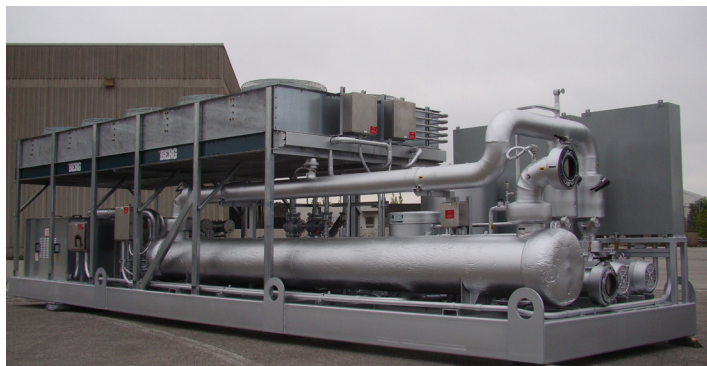
Source: Canadian Energy Research Institute (CERI) report: *Economic Impacts of the Petroleum Industry in Canada* – released July 2009

## Hundreds of companies

One oil sands operator, CNRL, hired more than 350 Ontario companies and paid them \$770 million to help build the Horizon Oil Sands Project.

Source: [www.ontariocanada.com/ontcan/1medt/econdev/en/ed\\_energycon\\_bulletin\\_en.jsp](http://www.ontariocanada.com/ontcan/1medt/econdev/en/ed_energycon_bulletin_en.jsp)

*“The oil sands present a tremendous opportunity for Berg. We have worked with a variety of energy companies as well as those that supply process equipment into the energy market over the past five years and we anticipate a lot more of this type of work in the future.”*  
Berg Chilling Systems Inc.



## Ontario partners in oil sands

By injecting billions of dollars into the Canadian economy, oil sands development creates new jobs and supports and develops industries across the country.

Here are just a few of the hundreds of companies that are helping to develop the oil sands in Alberta and strengthen the economy in Ontario.

### Cancard Inc.



*"We value our business in the oil sands and it has grown over the years. Our commitment to the oil sands is ongoing, continuing and growing."*

*John Flett, President*

#### Markham, ON • 18 employees • [www.cancard.com](http://www.cancard.com)

For more than two decades, Markham-based Cancard has been servicing the plastic card industry and providing metal embossers for the automotive, steel fabricator, aerospace and energy industries.

The company has supplied the oil sands industry with specialized embossing equipment that allows operators to track and trace various machines and parts.

The Cancard equipment embosses a permanent 2D bar code and eye-readable information on metal tags that survive harsh industrial environments and can be easily read after heat treating, painting, even sandblasting.

The oil sands is a growing market for the company and Cancard has developed relationships through the oil sands that have opened doors to other markets and more business across North America.

### Aecon Industrial



*"We have performed in excess of \$100 million in oil sands related work from our Cambridge location."*

*Chad Urbshott, P.Eng. Business Development Manager*

#### Cambridge, ON • 500 employees [www.industrial.aecon.com](http://www.industrial.aecon.com)

Since the company started in 1975, Aecon Industrial has been involved in heavy industrial fabrication and construction for industrial projects across North America.

From its operations in Cambridge, the company offers a single solution for multi-trade industrial construction, as well as module and pipe fabrication projects.

Aecon is one of the largest employers in the area (second only to the nearby Toyota plant) and over the last decade, the Cambridge location has produced tens of millions of dollars worth of pre-fabricated piping systems, structural and custom steel components for oil sands projects.

The oil sands work represents approximately 50 per cent of all revenues for the company's Fabrication business unit and is responsible for employing up to 200 people.

### Aberfoyle Metal Treaters Ltd.

*"The oil sands have provided Ontario manufacturing with great opportunities and contributed to the well being of the country by providing employment and wealth."*

*Harry Hall, President*

#### Guelph, ON • 30 employees • [www.aberfoyle-mt.com](http://www.aberfoyle-mt.com)

Aberfoyle Metal Treaters (AMT) provides world class heat treating, grit blasting and coating services from a five acre site in Guelph. The company, which started in 1989, has six furnaces including one of the largest in North America that can process extra large components. In addition, a 15,000 square foot blast and coating department can process equipment up to 70 feet long.

The oil sands have provided AMT with significant opportunities for growth. Not only are its large scale facilities able to accommodate the industry's oversized components, the demanding standards of the energy industry have led AMT to continuously improve its facilities and therefore open up other markets.

### Felton Brushes Limited

*"When the oil sands get busy, we get busy. We are in growth mode."*

*Anthony Ponikvar, President*

#### Hamilton, ON • 20 employees • [www.feltonbrushes.com](http://www.feltonbrushes.com)

Felton Brushes – the largest industrial brush manufacturer in Canada – is located in downtown Hamilton and has been producing top quality wire wheel brushes since 1933.

The company sells its products through a number of distributors to the oil and gas industry as well as the metal fabrication, welding and pipe inspection markets.

As well as standard products, the company produces specific brushes for specific customers, including the oil sands.

In order to supply its customers in the oil sands market, Felton Brushes invested \$700,000 in new equipment which has allowed it to move into servicing other markets across the country.

