

Don and Dan Guenette

Infratech Corporation



Infratech Corporation was founded in 1987. In 1989 Don and Dan Guenette took over sole ownership of the company, which designs and manufactures incineration-related products and provides state-of-the-art infrared imaging services. Infratech identified a need for specialized equipment in the production well testing industry, which led to the creation of Alberta Welltest Incinerators in 2005, and American Welltest Incinerators in 2012.

The original infrared inspection division provided the platform for future growth with regular maintenance work in more than 300 plants across Canada. The incineration division has provided equipment to clients around the world, and AWI is a leader in their industry. Don and Dan's fiscal approach is "extremely conservative" and while development was not as rapid as could have been, they maintained consistent growth in all economic climates. Don and Dan have strong ties to their community and are committed to balancing business and family.

"Our organization has family roots and we try to maintain the small-company feel and attitude," says Don. Adds Dan, "We've been very fortunate to have some great people working along with us from the very beginning." As they look to the future, there are challenges in growing their new U.S. operations, as well as supporting and maintaining their existing clientele, but they remain clear about their purpose. "Our main business philosophy is to always strive to be the best at what you do and to not settle for second best," says Don.



THANK YOU TO OUR EMPLOYEES & SUPPLIERS

We'd like to thank our employees at Infratech and AWI for their hard work and dedication. Over the past 25 years it's been a privilege working with you and getting to know your families. It's the individual personalities and individual stories about your family life and time away from work that make Infratech such a special place to work. We appreciate the extra efforts that you show on a regular basis to meet deadlines and help the client meet their goals.

We would also like to extend a special thank you our valued vendors. We've been very fortunate to have developed so many strong and lasting relationships with vendors, many of whom we've worked with from the beginning, and they are a very important part of our team.

Business becomes much simpler when you build strong working relationships with clients. Our goal is to provide

the best products and services in our marketplace, and to keep doing it for a lifetime. It's been so enjoyable getting to know our clients and in many cases our clients have become friends.

It has been said that "If you want to go fast, then go alone. But if you want to go far, go with family." Our family at Infratech/AWI has worked with us to go far, and we are certain that together our journey will continue to be successful. We look forward to the future growth of our companies and seeing our staff grow and take on new challenges, that will continue to motivate us for years to come.

Thank you to all that have been a part of our story so far, as we've been truly blessed to have you with us on this adventure!



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