

Specific Mechanical



Specific Mechanical designs and builds custom systems for the brewing and distilling sectors, as well as for a growing number of industrial applications, from oil and gas, pharmaceuticals and essential oil extractions to wastewater treatment. Its growing customer base, which numbers well in excess of a thousand clients, now extends across Canada, the US and as far afield as Asia, Europe and the Middle East.

Operations

Design and fabrication shop specializing in the manufacture of complex, custom processing equipment for the food and beverage, oil and gas, water treatment, pharmaceutical, essential oil extraction and other industries.

Year founded 1986

Primary Market Domestic and US

Employees 80 full-time

Q&A

Reo Phillips | General Manager

www.specificmechanical.com

How do you define Victoria's food and beverage industry?

We've seen a positive upswing in the local industry over the past ten years, especially in craft brewing and distilling establishments. This has come from the local consumer's desire for higher quality products and supporting local producers.

Is there much collaboration within the sector?

One of our goals is to support local. So we work with other fabrication shops, machine shops and material suppliers here in Victoria where ever possible. We also see cooperation within the craft beer and spirits industry with many businesses partnering for things such as

“ We're continually adding technology to our brewing and distilling equipment. Today, everyone wants information immediately. Our systems can even be remotely monitored from personal devices to create ease and efficiency. ”

Reo Phillips

collaboration brews and local event sponsorships. There's a greater good at play here and we're seeing how a successful local economy can benefit everyone when we work together.

How are you succeeding against cheaper foreign imports?

There's definitely a niche market out there who are looking for top-quality equipment and a reputable manufacturer who will be there to support that equipment on an ongoing basis. Although there may initially appear to be savings in going overseas for specialized equipment, our customers realize the importance of looking beyond just the up-front costs and to factor in the quality of the product being produced and the ongoing operation and maintenance costs over the life of the business.

How are you looking to increase your future market share?

A relatively small amount of our business is outside the direct food and beverage sector. We see opportunities in oil and gas, and certainly pharmaceuticals and essential oil extraction and are looking to make it a larger part of the business. We stand above most fabricators when it comes to industries that have a requirement for high-quality, certified and specialized equipment for processing, whether it is stainless steel, copper or bronze, we are able to fill that niche.

What are some of your biggest accomplishments over the past couple years?

Over the last few years we are proud to have provided a number of new and expanded breweries to many of our local customers here on Vancouver Island and the Lower Mainland. Knowing that we have earned the repeat business of our old customers with our positive track record is really our proudest accomplishment. We continuously incorporate new technologies into our systems to ensure they are at the industry forefront. Innovations in automation and mechanical design are a couple of ways that we differentiate our systems from our competition. This work is extending our capabilities and opening up opportunities globally for the supply of larger, more complex systems. Where we've come as a company and how all of our employees have worked so hard to get here cannot be overlooked as one of our greatest accomplishments!

