

**CEO  
CFO**



Issue:  
December 23, 2011

All rights reserved!  
ceocfointerviews.com

The Most Powerful Name In Corporate News and Information

## Heavy-Haul Transportation Company, Entrec Transportation Services Ltd. Specializes in Transporting Overweight and Oversized Cargo for the Oil and Gas, Construction, Petrochemical, Mining and Power Generation Industries

**Transportation  
Oil and Gas  
(ENT-TSXV)**

**Entrec Transportation Services  
Ltd.**

**100 Diamond Avenue,  
Spruce Grove, AB CA, T7X 3A7  
Phone: 780-962-1600**

**Jason Vandenberg  
Chief Financial Officer**

### **BIO:**

Jason Vandenberg is the Chief Financial Officer of EIS Capital Corp. and its subsidiary ENTREC Transportation Services Ltd. He became the CFO of ENTREC in May of this year when EIS Capital Corp. acquired ENTREC from Flint Energy Services Ltd.

ENTREC Transportation Services is a heavy haul transportation company that specializes in the transportation and rigging of overweight and oversized cargo generally related to the oil and gas, construction, petrochemical, mining and power generation industries.

Jason is a highly skilled executive with several years of experience in the oil and gas industry. Jason was the CFO of Eveready Inc. and its predecessor companies from June 2008 until that company's acquisition by Clean Harbors, Inc. in July 2009.

Before the sale of Eveready to Clean Harbors, Eveready was a leading provider of environmental, energy and industrial services operating in Canada, the United States as well as internationally. Prior to June 2008, he

was the Vice President of Finance for Eveready from August 2006 to June 2008 and the Corporate Financial Reporting Manager from April 2005 until August 2006. During Jason's tenure with Eveready, the company experienced tremendous organic and acquisition based growth achieving annual revenue in excess of \$650 million in 2008.

Prior to joining Eveready in 2005, Jason spent six (6) years with the national chartered accounting firm, Grant Thornton LLP.

Following the completion of the sale of Eveready Inc. to Clean Harbors, Inc., Jason provided consulting services to Clean Harbors, Inc. until November 2009. During this time, he was also a founding partner in the creation of EIS Capital Corp. As CFO and a director of EIS Capital, the company completed its IPO of \$2.0 million in December 2009 and completed an additional offering of \$26.0 million in May 2011 to complete the ENTREC acquisition.

From May 2010 until becoming CFO of ENTREC in May 2011, Jason also held the position of Vice President of Finance with Afexa Life Sciences Inc., a life sciences company listed on the Toronto Stock Exchange.

Jason holds a Bachelor of Commerce degree with distinction from the University of Alberta and the designation of Chartered Accountant from the Institute of Chartered Accountants of Alberta.

**Company Profile:**  
ENTREC specializes in the transpor-

tation and rigging of overweight and oversized cargo generally related to the oil and gas, construction, petrochemical, mining and power generation industries.

The key to our success is the experience, professionalism and capabilities of our people.

Our management team, support staff and operations personnel have the skills and experience to deliver cost-effective and safe transportation solutions that match our customers' needs.

**Interview conducted by:  
Lynn Fosse, Senior Editor  
CEOCFOinterviews.com**

**CEOCFO:** Mr. Vandenberg, what is the focus at Entrec today?

**Mr. Vandenberg:** We are a heavy-haul transportation company that specializes in transporting over-dimensional and over-weight equipment and cargo.

**CEOCFO:** Is this primarily for the oil and gas industry?

**Mr. Vandenberg:** Yes, we currently provide our services primarily for the oil and gas industry, but also serve the construction, power generation, mining, and wind industries.

**CEOCFO:** What is the geographic reach today and do you see that changing?

**Mr. Vandenberg:** Our geographic reach today is western Canada and the Northwest Territories. However, we see ourselves expanding across Canada and into the United States over the next two years.

**CEOCFO:** Does North America need more truck companies like yours, and what is the market for what you provide?

**Mr. Vandenberg:** We see a tremendous market for heavy haul transportation services, especially in Western Canada. We also believe there are tremendous opportunities to grow our business, both organically through investment in new equipment and through acquisition. We also believe there are many opportunities to consolidate this sector.

**CEOCFO:** How long ago did your group take over and start the process?

**Mr. Vandenberg:** We acquired Entrec in May of this year and have done five business acquisitions since.

**CEOCFO:** How many units do you have and do you own them?

**Mr. Vandenberg:** We own about 450 truck and trailer units currently as well as we also use a select number of lease operators and subcontractors. Our fleet consists of a wide variety of specialized trailers, including specialized platform hydraulic trailers and a wide range of conventional heavy-haul trailers, tractors and picker trucks.

**CEOCFO:** What is involved in maintaining such a large fleet?

**Mr. Vandenberg:** Routine preventative maintenance needs to be completed on our truck and trailer fleet on a regular basis. We also need to have robust maintenance programs in place to ensure preventative maintenance is completed on schedule. We have a lot of mechanics and maintenance staff to ensure our fleet is well maintained.

**CEOCFO:** When people utilize your services is it availability, price or quality of service?

**Mr. Vandenberg:** The most important factor is being able to deliver a high quality service to the customer. Over-dimensional and over-weight loads required specialized equipment and operators to move that load in an ef-

fective and safe manner. For some loads, there is also extensive engineering involved to ensure you have the right trailer configuration to properly support the load and transport it safely. Service is the number one factor and price would be number two.

**CEOCFO:** Do your customers typically know what they need or are they telling you this is what we need to move, you tell us the best way to do it?

**Mr. Vandenberg:** A combination of both. When it gets into the more specialized heavy-hauls, the customer will tell us what they need moved and ask us to come up with the right configuration of trailer components to transport that cargo.

**We are a young company. We just acquired the Entrec business, which was a subsidiary of a large public company previously and we tripled the size of that company over the past six months through acquisition as well as organic growth. We are quite excited about the future. We have a lot of growth opportunities in front of us to expand through capital investment and through business acquisitions. Our growth strategy will allow us to consolidate industry peers and competitors, expand geographically and add service lines that make sense with the heavy-haul transportation business such as cranes. - Jason Vandenberg**

**CEOCFO:** What is an example of something Entrec has done that is a little bit different and innovative?

**Mr. Vandenberg:** An example would be moving a large vessel, which is very challenging to be moved over the highway. We are able to identify the right engineering and configuration of trailers to move that load for that customer. We have completed hauls of vessels exceeding 300 ft in length and 40 ft in height. We have also moved loads in excess of 1 million pounds.

**CEOCFO:** How old is your fleet, how often do you have to replace and where are you in the cycle?

**Mr. Vandenberg:** Our fleet is quite new. If you look at our tractor trucks, we usually turn them around every five to seven years because we like to

keep our fleet new to both better serve our customers and manage maintenance costs. Our trailers will last fifteen to twenty years and even beyond that when it comes to some of our specialized platform trailers that we use.

**CEOCFO:** Is there an area that Entrec is not in today and you may consider in the future?

**Mr. Vandenberg:** One of the services that we do not provide, but works really well with heavy-haul transportation is the crane business. That is something that we see ourselves expanding into in the future. Geographically we think it is important to expand into the United States. Some of the regions there include North Dakota,

as well as the Gulf Coast area. There are a few different reasons that expansion to the US makes sense. One is equipment and people utilization, With large projects in western Canada such as in the oil sands region, we could draw on additional equipment and people resources in other parts of North America that may not be as busy and utilize them. Then we could send that equipment and people back for projects in other areas. A larger fleet in more geographic areas allows us to

better maximize overall utilization of equipment and people. Secondly, expanding geographically does diversify our customer base. Right now, we are quite dependent on the oil and natural gas industry and being able to expand to other geographic regions expands our customer base to other industry segments.

**CEOCFO:** What about safety; certainly vehicles of this size need more than what your normal vehicles do?

**Mr. Vandenberg:** Safety is critical. Our customers demand that we have a strong safety culture and a strong safety record. We have a very robust training program beginning right from the safety orientation on the day a new employee is hired to regularly recurring safety meetings.

**CEOCFO:** What is the financial picture like today for Entrec Transportation Services?

**Mr. Vandenberg:** We are a young company. We just acquired the Entrec business, which was a subsidiary of a large public company previously and we tripled the size of that company over the past six months through acquisition as well as organic growth. We are quite excited about the future. We have a lot of growth opportunities in front of us to expand through capital investment and through business acquisitions. Our growth strategy will allow us to consolidate industry peers and competitors, expand geographically and add service lines that make sense with the heavy-haul transportation business such as cranes.

**CEOCFO:** Is the investment community starting to pay attention?

**Mr. Vandenberg:** We are definitely getting a lot of attention and we are continuing to talk to investors as we continue to grow. We plan to grow quite aggressively over the next few years. We have a lot of relationships with institutional investors and investment bankers and continue to develop those relationships as we move forward.

**CEOCFO:** In closing, why should potential investors pay attention to Entrec Transportation Services today?

**Mr. Vandenberg:** We think Entrec is an exciting company with a very bright future. One thing I did not mention was that the senior management group with Entrec was formerly with a

company called Eveready, which was a large industrial and oil field service provider throughout North America. That company grew from small beginnings of just a few million dollars in revenue in 1995 to over \$650 million in 2008 and we think that kind of growth potential exists with the Entrec vision as well. There are tremendous opportunities to grow organically, with a lot of demand for our services in western Canada in oil and gas markets. There is also a lot of opportunity to consolidate the industry and expand geographically into other parts of Canada and the United States. So we think there is a tremendous upside for this business and we are very excited about it.



**Entrec Transportation Services Ltd.  
100 Diamond Avenue,  
Spruce Grove, AB CA, T7X 3A7  
Phone: 780-962-1600**