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MWANB.COM is now online!

The Metal Working Association of New Brunswick now has its own website. It can be found at <http://www.mwanb.com>.

Information on the directory of Metalworking companies can be obtained, as well as copies of this and previous newsletters. For those of you that are online, it would be appreciated if you could forward your e-mail address to us so that we can notify you by e-mail when the latest edition of the newsletter is available. We hope that this website becomes a useful tool for the companies we represent. The site is still under construction. We plan to add pages so you can list used equipment for sale as well as a page for resumes. Feel free to make additional suggestions to improve this site.

WHSCC and MWANB Offer Due Diligence Seminars.

The Workplace Health, Safety & Compensation Commission (WHSCC) and the MWANB have teamed up to present a series of Due Diligence seminars across the province. The initial seminar was held in Saint John prior to Christmas with over 30

registered participants. An attempt to hold one in Bathurst was unsuccessful due to mother nature giving us one of the few major storms of the winter. Three additional seminars are planned. On April 27th there will be a seminar conducted in French at 9:00 AM at the Pres-du-Lac Hotel in Grandfalls and again in English at 1:00 PM. The seminar will also be given in conjunction with the MWANB Annual General Meeting on the Miramichi on June 8th (See AGM details later in this issue). These seminars are meant to foster a spirit of cooperation between the commission and the Metal working sector. It is an opportunity for both sides to learn more about each other as well as to learn about the rights and responsibilities of both the employer and their employees. For more information or to register contact the association office. There is no cost for these seminars.

**For an Electronic Copy
of the 1999-2000
Directory of Metal
Working Companies
Visit Our Website at
www.mwanb.com
or
Contact the Association
Office**

A Message from the Internal Trade Secretariat.

The Agreement on Internal Trade

Benefits of the Agreement on Internal Trade

Signed by the First Ministers of Canada, the ten Provinces, the Northwest Territories and the Yukon, the Agreement on Internal Trade (AIT), which came into effect in 1995, marks a significant achievement toward building a stronger Canadian economy by addressing the obstacles to internal trade and mobility faced by Canadian companies and workers.

The AIT seeks to enhance the competitiveness of Canadian business and to facilitate work mobility for tradespeople and professionals in a manner which maintains the protection of the environment and of Canadian consumers by:

- reducing and eliminating discriminatory practices of governments;
- reconciling government regulations and standards; and by
- providing a dispute resolution mechanism which is also open to individuals and businesses who have complaints about the actions of a government.

In turn, these actions can lead to:

- reduced costs to Canadian businesses by making internal trade more efficient;
- increased market access for Canadian companies; and
- easier work mobility for tradespeople and professionals.

Guiding Principles

The AIT is based on six rules established to prevent governments from erecting new trade barriers and to reduce existing barriers:

- **non-discrimination** - establishing equal treatment for all Canadians and their goods, services and investments.
- **right of entry and exit** - prohibiting measures that restrict the movement of persons, goods, services and investments across provincial and territorial boundaries.
- **no obstacles** - ensuring government policies do not create obstacles to trade.

- **legitimate objectives** - government objectives that cause deviation from the above guidelines must have a minimal impact on inter-provincial trade.
- **reconciliation** - establishing and applying a principle of mutual recognition with respect to standards and regulations across Canada.
- **transparency** - full accessibility of information to interested individuals, businesses and governments.

Overview of Chapters

The AIT provides for the reduction and elimination of government measures that act as trade barriers in the areas of:

Procurement - eliminating local price preferences, biased technical specifications, unfair registration requirements and other discriminatory practices for non-resident suppliers from the procurements of governments, including municipalities, municipal organizations, school boards and publicly-funded academic, health and social service organizations.

Investment - preventing discriminatory treatment of Canadian business according to head-office location, limiting local residency requirements, prohibiting local content and purchasing conditions, standardizing corporate registration and reporting requirements, and establishing a Code of Conduct on Incentives to ensure that Canadian firms are free to make decisions based on actual and sustainable market conditions.

Labour Mobility - eliminating the current barriers of residency, certification and professional standards within individual provinces and territories to enable qualified workers - such as chartered accountants, lawyers, construction workers and trades people - to practice their occupation anywhere in Canada.

Consumer-Related Measures and Standards - reconciling the varying consumer protection requirements of different provinces and territories that act as non-tariff barriers to trade to allow Canadian firms to capitalize on economies of scale by servicing larger markets with the same products.

Agricultural and Food Goods - creating a framework that is sustainable for inter-provincial trade in agricultural and food goods and harmonizing standards in order to ensure a continued supply and greater freedom of access to these products.

Alcoholic Beverages - prohibiting discriminatory practices in areas such as product listing, pricing, distribution and merchandising between the liquor control boards and retail outlets of the provinces and territories.

Natural Resources Processing - prohibiting the introduction of new barriers relating to the processing of forestry, fisheries and mineral resource products.

Energy - harmonizing the treatment of all forms of energy. (Note: negotiations have not yet been concluded).

Communications - ensuring equal access to and use of public telecommunication networks and public telecommunications services.

Transportation - harmonizing the regulations applicable to commercial vehicles such as safety standards, weights and dimension rules, bills of lading, tax administration, and operating authority requirements.

Environmental Protection - ensuring that federal, provincial and territorial environmental protection measures do not become non-tariff barriers.

Your Role

The active participation of Canadian labour, business and investors is critical to drive and guide the process and work toward achieving freer interprovincial trade and building a stronger Canadian economy. In particular, you are invited to participate more fully by letting us know about circumstances that affect trade development in your area.

Each Province, the Northwest Territories, the Yukon, and the Federal Government have an Internal Trade Representative assigned to handle all internal trade matters within their respective jurisdictions. For an up-to-date listing of the representative in your Province and for further information about the AIT, you can contact the Internal Trade Secretariat at:

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Winnipeg, Manitoba R3C 3P2
tel: (204) 987-8090
fax: (204) 942-8460
e-mail: info@intrasec.mb.ca
web site: <http://www.intrasec.mb.ca>

Company Profile:

Rogers Welding and Rentals Ltd.

Roger Roy established Roger's Welding & Rentals Ltd. in 1972. It was legally incorporated in 1975 and shop facilities are located on rue Principale, in Beresford. The property was re-zoned from light industrial to single dwelling residential in May 1998. The present owner, Daniel J. Aubé became associated with Roger's Welding & Rentals Ltd. in 1982 as a consultant preparing estimates, shop drawings, contract management and other technical support. Daniel J. Aubé acquired 50% share in Roger's Welding & Rentals Ltd. in August 1989. Following the accidental death of Mr. Roy in March 1990, Mr. Aubé acquired the other 50% of shares from the estate of Roger Roy.

Roger's Welding & Rentals Ltd. main source of business is generated from the fabrication, supply and installation of miscellaneous metals and metal stairs to new and renovated buildings including schools, hospitals, commercial and light industrial buildings. They also fabricate, supply and install structural steel (50 tons or less) for small buildings. Roger's Welding

and Rentals also caters to the walk in trade sector by retailing steel products, welding and Engineering services to the general public, municipalities and contractors. They are often requested by individuals to help in the engineering and development of new products. They retained two projects they pursued once the expanded facilities, complete with a research and development department, was complete. If the development of these products is successful, they plan to produce them locally.

Their market is presently limited to the province of New Brunswick. When new products are successfully developed, these would be promoted and marketed to the North American market.

Rogers Welding & Rentals Ltd. present clientele for existing services and products are general contractors, municipalities and the general public. The two products that they have retained and are developing are being marketed to the health and fitness sector and the peat moss industry. They are also looking at manufacturing miscellaneous

pieces of equipment i.e. side push snowploughs, road sanders and trailers for local contractors that are purchasing these items from outside our region. The labour portion would come from the overflow of our normal manufacturing operations.

The market is very competitive. There is regular competition from small outfits. These outfits are always the unknown entity of our construction sector.

As long as the economy continues to progress by leaps and bounds or by trickle there will be a need for the products and services of Rogers Welding and Rentals Limited. They have been in existence since mid 1970's and have weathered the economy through the years. Many have come to our market but few have remained. Closures have claimed their share of the competition and others have simply moved along to other venues. Rogers intends to be around for a long time.

AGM 2000

Make Plans to Attend!

The Metal Working Association Annual General Meeting is scheduled to take place at the Wharf Inn in Miramichi City on June 8,9, 2000. The Program will include an afternoon session offered by WHSCC on Due Diligence. An evening meeting will be followed by a presentation on Arvin Special Machinery. The morning breakfast meeting is followed by a plant tour of Arvin. For those who are interested, the annual round of golf will begin at 1:00 PM (Details to follow).

Newsletter Sponsorship

If your company would like to be profiled in upcoming editions of *Metalworks*, or if you are interested in Sponsoring the publication of this newsletter, please contact the association office for details. It's a great way to reach the metal working sector!

Metalworks is distributed to over 300 companies in New Brunswick that have an interest in the metalworking sector.

If you are interested in becoming a member of the MWANB, please contact the MWANB Executive Director, Michael Vincent, at the association office.

Upcoming Events

April 27, Fredericton Inn, Fredericton
Making Trade Shows Work

April 27, Pres-du-Lac Hotel, Grandfalls
WHSCC/ MWANB Due Diligence Seminar

May 10, Fredericton Innovation Insights Plant Tour
URBAN Machinery Canada

May 23-24, Sheraton Inn, Fredericton
Annual General Meeting:
Alliance of Manufacturers & Exporters New Brunswick

June 8-9, Wharf Inn, Miramichi
Annual General Meeting
MWANB

For More Information
Contact: Michael Vincent
at: (506) 857-3056.
E-mail:
vincentm@nbnet.nb.ca

Here We Grow Again!
New Members
for 2000-2001.

Atlantic Quality & Technical Services Limited (AQTS).

Contact: Terry Culliton, Cliff Lanteigne

ACM Asphalt Concrete Machinery Inc.

Contact: Charles Gillcash, Don Gillis

