

Metalworks



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MWANB 25th AGM

The Metal Working Association of New Brunswick held its Annual General Meeting in Saint John on June 6 – 7, 2002. Dominique Gendron-Curtis of Marsh Canada gave a comprehensive overview of the current Insurance industry (post Sept. 11). Jim Campbell of the Workplace Health and Compensation Commission presented a brief overview of the Commissions 5*22 program. Approximately forty company representatives attended this years event, held at the Coastal Inn Fort Howe.

The association, celebrating its 25th anniversary outlined the past year and highlighted exciting activities for the coming year. Several training initiatives and seminars are planned as well as membership and partnering initiatives with Nova Scotia and Prince Edward Island based companies. Representatives of the Dept. of Training & Employment Development attended to outline plans for a Memorandum of Understanding with the

association and to request assistance in reviewing current curriculum for the metal trades.

The Annual General Meeting was followed by a well-attended tour of the Irving Refinery and Canaport and the MWANB Annual Golf Tournament.

Coatings Course Rescheduled

The Industrial Coatings course originally scheduled for May has been rescheduled for September 23-27, 2002. The four day coatings course and one day seminar for supervisors had to be postponed due to the instructor having a car accident. He is now fully recovered and able to travel. Those previously registered will be contacted to confirm their attendance and those who are interested in attending who have not previously indicated can register by contacting the association. Thanks to both Topcoat Solutions Inc. and Apex Industries in assisting with this course.

Leadership Training.

When someone moves into a supervisory role from the shop floor or line position, in most cases you have to start training them in the basics in leadership skills. Good communication skills, the ability to give feedback and involving employees in decision-making are all skills that may need to be acquired. After several discussions with members about the need for training for supervisors, the MWANB has initiated contact with the Dept. of Training & Employment Development to provide a supervisory training program. Several models are being reviewed. The first is a Manufacturing Leadership Certificate Program that includes five mandatory and one elective module. Each thirty-hour module would cover topics such as:

- Supervisory Skills
- Coaching & Developing People
- Developing Effective Teams
- Computer Fundamentals & Applications
- Continuous Improvement Process

An elective that is work related and offers professional development completes the program.

The second is a two-day overview of supervisory

responsibilities. Although it is not as in-depth as the first it will meet the needs of several of our members. Once members of the board of directors review them, a decision will be made to organize these seminars for the spring of 2003.

MOU To Be Signed With The Province.

At the upcoming Board of Directors meeting, to be held at the Bouctouche Marina in Bouctouche, the MWANB will be taking steps to solidify a future workforce for the metal sector in New Brunswick.

Several months ago during conversations with representatives of both Training & Employment Development and Business New Brunswick, it was decided that a more formal relationship was needed between the parties involved to further the working relationship we have started. Developing and revamping existing curriculum, assisting with work term placements, and promoting and sponsoring joint training initiatives was at the core of the discussions. Then opportunities to develop business leads through trade missions to the Eastern United States, with matchmaking opportunities, onsite tours of facilities and one-on-one meetings with potential clients/partners helped pull

the need for an MOU together.

Both the Minister of Training & Employment Development, Norm MacFarland, and Minister of Business New Brunswick, Norman Betts, are tentatively scheduled to attend this meeting to officially sign the Memorandum of Understanding. This will formalize the relationship between MWANB and the Province. This initiative will strengthen the association's position as the representative organization of one of the strongest manufacturing sectors in New Brunswick.

Opportunities for New Brunswick companies to participate in initiatives resulting from the MOU will be substantial. Training, with the input of members, will see potential employees receive the skills training that members have been searching for. As well, training for existing employees will improve the current workforce in areas such as supervision, workplace safety and advanced manufacturing techniques.

The MWANB looks forward to the challenges an agreement such as this presents and would like to thank both Gilles Johnson of Training & Employment Development and Clifforsd Kennedy of Business New Brunswick for the work they have put into this agreement.

Trade Team New Brunswick Presents:

INCOMING BUYERS MISSION (Reverse NEBS)

METAL WORKING SECTOR
Monday, September 9, 2002
Saint John Trade & Convention Centre
Saint John, New Brunswick

Cost \$75.00

Trade Team New Brunswick (TTNB), in cooperation with **Enterprise Saint John** and with the assistance of the **Metalworking Association of New Brunswick** are sponsoring a Reverse NEBS (New Exporters to Border States) Incoming Buyers Mission to the Saint John Region for the benefit of the Metalworking Sector of New Brunswick.

If you are interested in opening or expanding markets in the New England and/or the Detroit region, you are urged to attend this very important event to:

- **Meet with American buyers one-on-one;**
- **Meet Canadian Consular Officials;**
- **Learn market development strategies and techniques; and**
- **Have an American company visit your plant (logistics permitting).**

Please address your enquiries to:

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Fish Expo and WorkBoat Atlantic 2002

The Atlantic Provinces are joining forces to organize an **Atlantic Canada Pavilion** at Fish Expo and WorkBoat Atlantic 2002 in **Providence, Rhode Island October 3-5, 2002**. This show is the largest commercial marine event on the North American east coast. Hundreds of manufacturers and distributors will be showcasing thousands of products and boats of all types. The show website is www.fishexpoatlantic.com.

Companies are invited to be a part of the Atlantic Pavilion. The participation package includes:

- Favorable space rates for single and multiple booths (well below published show rates)
- All booth hardware, lighting, carpet, etc., plus Atlantic Canada booth graphics
- A matchmaking activity, in which you will be profiled, and meetings arranged with matched potential buyers in the market
- An Atlantic Canada reception at the show for all exhibitors, to which you can invite selected clients
- Information on how to get the most out of exhibiting at Fish Expo or any other show

If you are interested in participating or would like more information, please contact Carl Duivenvoorden, Business New Brunswick Trade Executive, at 506 453 5440.

Companies Welcome!

FABTECH International is North America's largest **metal forming and fabrication show and conference**. It brings together buyers and sellers of metal forming and fabricating technologies from all over North America. Over 18,000 attendees and nearly 700 exhibitors participated in FABTECH 2000. Surveys from that show indicate that an average of 4 people per company attended FABTECH 2000, and 87% of attendees had buying influence for equipment purchased at their companies.

This year's show is being held in **Cleveland, Ohio October 29-31**. If you are interested in exhibiting or would like to take part in a market reconnaissance mission to the show and the region, please contact Carl Duivenvoorden, BNB Trade Executive, at 506 453 5440 **as soon as possible**. If you would like to take part in a technical mission, please contact Gaetan LeFrancois, BNB Project Executive, at 506 444 5898.

Upcoming Events!

Atomic Energy of Canada Presentation

September 18, 2002,
Fredericton, N.B.

MWANB Board of Directors Meeting

September 19-20, 2002 –
Bouctouche Marina,
Bouctouche, N.B.

Industrial Coatings Course

September 23-27, 2002 –
Moncton, N.B.

TVP Tours.

Micro Optics Design Corp.

October 23, 2002 – Dieppe,
N.B.

Fundamentals of Exporting

November 14-15, 2002 -
Saint John, N.B.

Best Practices

Showcase Tours.

Four Future Tours To Be
Announced

For More Information

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