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General Regulation 91- 191 Update.

At the MWANB AGM a letter was drafted to Cabinet outlining the following concerns with the recommended change from 1mg/m³ to 0.2 mg/m³ for the TLV (Threshold Limit Value) for Manganese:

- ACGIH recommendations or guidelines are intended for use in the practice of industrial hygiene, to be interpreted and applied only by a person trained in this discipline. The WHSCC Board members voting on this change are not Industrial Hygienists.
- WHSCC Staff (Industrial Hygienists) preference is to adopt a TLV of .5mg/m³, as it provides better worker protection without undue burden on the employer.
- ACGIH TLV's and BEI's are not developed for use as legal standards and ACGIH does not advocate their use as such.
- The user of ACGIH recommendations or guidelines must recognize the constraints and limitations subject to their proper use and bear the responsibility for such use.
- To extend the uses of the TLV's and BEI's to include other applications, such as use without the judgment of an industrial hygienist, application to a different population, development of new exposure/recovery time models, or new effect endpoints, stretches the reliability and even viability of the database for the TLV or BEI as

evidenced by the individual documentations.

- It is not appropriate for individuals or organizations to impose on the TLV's or the BEI's their concepts of what the TLV's or BEI's should be or how they should be applied or to transfer regulatory standards requirements to the TLV's or BEI's.

- There are little or no references to any studies done in welding-related industry.

- The existing Regulations on exposure control and personal protective equipment can be effectively applied to control worker exposure.

- WHSCC staff believes that the workers in the welding industry are not at undue risk at the current exposure limit.

- Labour supported the mid-way limit (0.5mg/m³) at the final meeting of the technical committee. Technical specialist members of the committee are in favour of this limit.

A petition with approximately 60 company names, representing gross sales of over \$200 million and over 4000 employees was attached in support of this letter. Our efforts were successful in having the Minister of Labour return the proposed legislation to the WHSCC Board for reconsideration. Unfortunately the Board did not change their minds and voted exactly as they had the first time. We are now actively meeting and lobbying Cabinet to stop this legislation before it becomes law.

In addition to the Manganese issue is the Extended Work shift provision. TLV's are set on an 8-

hour day. If your employees work an extended shift the TLV's are reduced further. On a 12-hour shift the TLV's are basically cut in half (for Manganese instead of 0.2mg/m³ it would then be 0.1mg/m³). The MWANB is continuing its efforts to stop this legislation and will keep you advised through this newsletter.

New Members Wanted!

The services the MWANB provides to the Metal Working sector requires the support of industry. A large portion of the sector has realized this and is active members of the association. To continue our efforts (such as the TLV issue), we need your support! If you or your company would like to support the association through membership, please complete the enclosed application. Listed below are some of the benefits of membership:

TRAINING/EDUCATION

- Top quality seminars
- Technology Visit Program (high tech plant tours)
- Management Issues (Wage Survey, etc.)
- Newsletter and Bulletins

PROMOTION

- The New Brunswick Directory of Metal Working Companies
- Representation and participation at Trade Shows
- Effective Lobbying of Government
- Export Assistance
- Networking Opportunities

- Reduced membership fees for the CPSA (Canadian Professional Sales Association)

Only through your support will we be able to continue offering these services. If you have any questions about the association, feel free to contact the association office at (506) 857-3056, ext 4.

New Vice-President Chosen

The position of Vice-President, which has been vacant since the AGM, has now been filled. Ron Neatham, of Ronald B. Neatham and Associates has agreed to fill the position for the next year. Many of you will recall that Ron was General Manager of Maritime Industrial Machining Inc. in Saint John until recently forming his consulting business. Ron has been an active supporter of the association for many years and we appreciate the commitment he has made on behalf of the metal working sector.

We've Moved!

The **MWANB** has relocated (in the same building).

Our New Address is:

**1133 St. George
Boul., Suite 420
Moncton, N.B.
E1E 4E1**

Upcoming Events

Jan 30th, Wu Conference Centre, Fredericton

Lean Manufacturing Seminar

Jan 31st, Saint John
**TVP Plant Tour:
Ocean Steel &
Construction
Limited**

February 8, Fredericton
March 15, Bathurst

MWANB General Membership Meeting/ Sales & Marketing in the New England States

Moncton, Saint John,
Fredericton

St. John Ambulance First Aid Training

Contact the SJA office for
details at:

1-800-563-9998

For More Information Contact:
R. Michael Vincent at:
(506) 857-3056.
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Gaëtan Lefrancois,

Gaëtan Lefrançois

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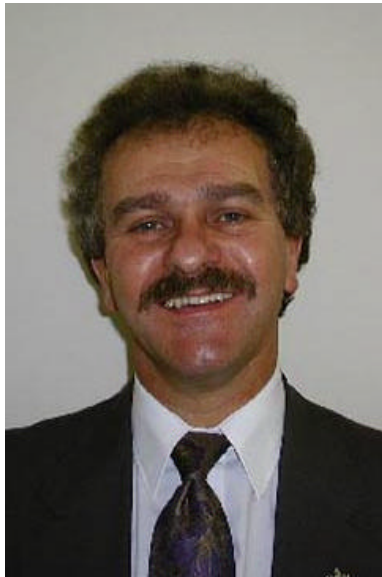
Mr. Lefrancois' interest in the metalworking industry goes way back to his teenage years working in his dad's garage and welding shop. He worked his way through university as a welder and steel construction foreman in the United States. In 1976, he graduated with a Business Administration (BAA) degree from the Université de Moncton. He then took a job as District Supervisor, Atlantic Provinces for ARMCO Canada Ltd., Steel Building Division from Guelph, Ontario.

His background in business management and later the financing industry, working in the private sector and with the Federal Business Development Bank, lead him to employment with the New Brunswick Department of Commerce and Technology in 1986. The first five years he was with the Small Business and Regional Development Division involved with the financial assistance program and regional development. He was responsible for initiating liaisons with business group, associations and institutions with economic development issues, and providing support to small business.

In 1990, he became a project executive with the Export and Market Development Division, which involved the maximization of export and export opportunities for specific sectors, companies, products and services. The sectors were food and

seafood (three years); metalworking, machining and equipment including boat building (four years); and environmental including engineering firms for the last three years. He organized and facilitated industry participation in trade shows, trade missions, special projects, and training programs including counseling.

Mr.Lefrancois' new position with the Department of Business New Brunswick, **Industry Development Division** is to focuses on the growth and development of the metalworking and machining industry.



Gaëtan Lefrancois

The division represents the "front line" of the department and interacts with industry such that regional strengths and aspiration are taken into account in growing our SME's.

It also provides input into the development of policies and strategies within the department to appropriately reflect the concerns of the industry and the regions. The division is also an advocate for industry and communicates industry

needs to government. It gathers information in the form of sector profiles on the health of industry in the province for the department and other economic development partners.

The goals of the division are to:

- Protect, maintain and encourage job creation in industry.
- Identify potential for growth in established companies and sectors.
- Co-ordinate industrial development efforts to stimulate this growth with other divisions of Business New Brunswick and other departments, including federal agencies. The division financial assistance program is used to support industry.

Technical Assistance Program

The program helps companies upgrade their operational efficiency. The 50% assistance is intended to encourage the adoption of improved technologies and processes in the workplace and to offset some of the direct costs associated with identifying and securing such technologies and processes. The eligible initiatives are technical missions, (new or improved product, new technology, and evaluate equipment), and attending workshops/seminars.

The program also aims to improve product quality and overall plant efficiency or to achieve registration in ISO 9000 etc. The 50% assistance is toward the eligible costs up to a maximum contribution of \$5000 per year.

Sales & Marketing in the New England States

On February 9th in Fredericton and March 15th in Bathurst Association President, Mike Kieley of Apex Industries Inc. and Vice-President, Ron Neatham of Ronald B. Neatham and Associates will lead an open discussion on Sales and Marketing in the New England States. Both Mike and Ron have extensive knowledge and experience in the New England market, having successfully obtained work for their respective companies over the years. Draw on their experience and learn what it takes to be successful in the U.S. market. Mike and Ron will be discussing strategies, partnering initiatives, costing and regulatory requirements as well as other important issues. A brochure on this event is enclosed with this newsletter. Bring your business cards and company profile. Networking opportunities await!

MWANB Directory of Metalworking Companies 2001/02

It is time to, once again, update the New Brunswick Directory Of Metal Working Companies for 2001/2002. Please review the information listed on your company in the last edition of the directory and advise the association office if there are errors or omissions (if you don't already have a copy of the directory, we will send you one). We will also be updating the tables located at the front of the directory. Some typical changes that are necessary are:

- ❖ Address Change due to 911 implementation
- ❖ Changes in Personnel
- ❖ Increase in capacity and/or Capabilities.

Forward all changes to the association office in writing by fax to (506) 857-3059.

Interested in or Advertising in one of the Association Publications?

The New Brunswick Directory of Metal Working Companies is produce every two years and is distributed throughout the province to Metal Sector companies/Suppliers as well as at trade shows like:

- ❖ **The Atlantic Industrial Exhibition, Moncton.**
- ❖ **Eastec, Springfield, Mass.**
- ❖ **International Workboat Show, New Orleans, LA.**

Advertising Rates:

- Color: Black Only
- Placement Next to Listing

¼page 5" x 2"	\$425
½page 5" x 4"	\$650
Full Page 5" x 8"	\$900
Second Color (blue) add	\$100

Preferred Placement:

- Full-color process

Inside front cover	\$1000
Inside back cover	\$1000
Outside back cover	\$1100

(All prices add 15% HST)

Mechanical Requirements:

Prepared ads will be accepted in the following formats:

- Digital file for Macintosh only (supply all fonts & images): Quark, Illustrator, Freehand, EPS file
- Camera-ready or film (actual size)

All other ads will be recreated at the clients' expense.

Linescreen: 100 lpi (133 lpi for covers)

Contact the office at (506) 857-3056, ext 4 for more information.

Sponsorship of this Newsletter (printed quarterly) is available for \$75.00. Placement of a 4" x 5" ad is included.

**Here We
Grow Again!**
New Members
for 2001-2002.

**Ronald B.
Neatham And
Associates**

Contact: Ron Neatham

**Comstock
Canada Ltd.**

Contact: Jeremy Fry