

# Metalworks



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## The Price of Tea in China.

Energy costs are one of the major contributors to the overall expense of running a business. Ever wonder how your energy costs compare to others in the province? Recently, an e-mail was forwarded to members asking what rates they are paying for propane and oil. The response was overwhelming. Here are the results:

Fuel	High	Low
Propane	.454	.32
Oil	.429	.30

If you feel your energy costs are high, contact your local supplier and discuss it. (Please keep in mind that prices vary with consumption). Any improvement in your related energy costs is an improvement to your bottom line.

## MWANB Meets In Truro.

The Metal Working Association of New Brunswick, in an effort to create a state

of cooperation, has scheduled a meeting of the association in Truro, Nova Scotia on April 18, 2002 at the Howard Johnson's Motor Inn. The theme of this meeting is **"Partnership and Cooperation to Increase Capacity and Capabilities"**.

Over the past several years many New Brunswick companies have formed alliances to create opportunity. Many companies are currently bidding on jobs that are larger than they can handle on their own, or are not within their capabilities. They are successfully partnering with companies they have previously competed against to complete these commitments. Defining a good working relationship is important to the success of such a venture. The association, through this meeting, is offering companies an opportunity to meet potential partners/sub-contractors and hear from someone who has been successfully partnering with others for several years.

Eugene Nowlan, Vice-President, Sunny Corner Enterprises Inc, Fabrication

Division will lead a presentation on what it takes to form a successful working relationship with other companies. Others in attendance will also be asked to provide input from their personal experiences as well.

Companies from Nova Scotia, New Brunswick and Prince Edward Island have been invited to participate. To register, please contact the MWANB office at (506) 861-9074.

**The 2002-2003  
New Brunswick  
Directory of  
Metal Working  
Companies is  
Ready!**

A copy has been mailed to all companies listed in the directory. If you didn't receive yours and would like a copy, contact the Association Office at (506) 861-9074.

**MWANB 25<sup>th</sup> AGM.**

The Metal Working Association of New Brunswick will be holding its 25<sup>th</sup> Annual General meeting on June 6-7, 2002 in Saint John New Brunswick at the Coastal Inn Fort Hotel.

The event will start at 2:00 PM on June 6th with a presentation by Dominique Gendron Curtis of Marsh Canada Limited on how and why Liability Insurance rates have been affected. The general membership meeting will follow the presentation an evening dinner and hospitality suite will follow. As in the past two years, if the hockey gods and the play-off schedule allows, we will broadcast the televised play-off game on a large screen.

On Friday June 7<sup>th</sup>, the Annual General Breakfast Meeting will be held at 8:00 AM. Included will be the presentation of a lifetime membership as well as a presentation by Gilles Johnson of Training and Employment Development on the current status of the Community College System as it pertains to the Metal Sector.

The AGM will be followed by a tour of the Irving Oil Refinery (tentative) and the Annual MWANB Golf Tournament. This year's tournament will be held at the Rockwood Park Golf Course and will be a scramble. Dennis Warriner of Ocean Steel & Construction Limited is organizing this year's tournament.

Those who are able to donate prizes for this year's tournament are asked to contact Mike Vincent at the

association office (506-861-9074).

Last years AGM in Fredericton was well attended and another great turnout is expected!

**Coatings Course.**

A four-day course on coatings and surface preparation will be held in Moncton in May of 2002. The dates are presently being negotiated with the instructor (Frank Palmer) and will be confirmed shortly.

This course will be limited to 16 participants and is being organized and co-sponsored by Topcoat Solutions Inc. of Moncton and the Department of Business New Brunswick.

In conjunction with this course, there will be a one-day seminar for cost estimators and supervisors. Once a date has been set, notification will follow.

I would like to thank Perry Colpitts for the time he has put into organizing this event as well as for the donation of his facilities for the practical portion of the course.

# Innovation Summit and 2002 New Brunswick Manufacturers Day

The New Brunswick Division of Canadian Manufacturers & Exporters (CME) will celebrate its **51<sup>st</sup> Annual General Meeting & Conference** on **May 1, 2002** between 8:00 a.m. to 7:00 p.m. at the Lord Beaverbrook Hotel in Fredericton, N.B. To commemorate this event, the N.B. Division of CME will also hold the **2002 Manufacturers' Day Conference**.

This year's Manufacturers' Day theme is "**Innovation Summit**". The provincial government has launched its **Prosperity Plan**, which entails a ten-year economic growth agenda. The fundamental structure of the plan, which focuses on: **Competitive Business Environment, Investing in People, Focus on Innovation, and Supporting Strategic Infrastructure**, is similar to proposals presented to the government at past CME Manufacturers' Day events and recommendations made in our **Business Case for Innovation**.

In the plan, three funds are proposed to promote innovation in research and development of new product and processes – a **Total Development Fund** of \$30 million over three years, an **Innovation Foundation** with \$20 million/year and a **Technology Adoption and Commercialization Fund** (yet to be announced) with a potential \$2-5 million/year. Although the amounts of these funds are being established, the best way to invest this money is still being determined. As such, this year's Manufacturers' Day has a strong focus on developing New Brunswick's **Innovation Agenda** in cooperation with universities, community colleges and government.

In order to benefit from the development of sound, long-term strategies such as this, it is important that the private sector shows strength by participation at this event. We hope you can join us on May 1<sup>st</sup>. The Innovation Summit will progress as follows:

- A **Panel Discussion** on today's challenges to Innovation in New Brunswick.
- Presentation by **Dr. Alan B. Cornford** on his "Review of the Innovation and Commercialization Issues Facing New Brunswick".
- Presentation by **Georgia Research Alliance** detailing on how they pioneered a co-operative research and development framework, which has resulted in more business, thousand of jobs and an improved standard of living over the past decade.
- A workshop to develop recommendations for a New Brunswick "Innovation Agenda".
- Presenting recommendations to the Premier of New Brunswick and Cabinet Ministers.
- Following the Innovation Summit, we will have the **Export Achievement Awards Dinner** featuring Premier Bernard Lord as our keynote speaker.

***Your voice is important ... make it heard on May 1<sup>st</sup>!***

To register, call Dianne at (506) 861-9075.

*For more information contact:*

Blaine Lewis - Vice-President

New Brunswick Division of Canadian Manufacturers & Exporters

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## Energy for the 21st Century Forum in Saint John, NB.

At its most recent annual meeting held in August 2001 the Conference of New England Governors and Eastern Canadian Premiers passed a resolution to support the Province of New Brunswick's offer to host an energy forum.

The energy for the 21st century (e21) forum will be a venue where both public and private energy sector stakeholders can discuss key energy issues, share ideas and explore business opportunities regarding the regulatory environment, the challenges to the energy sector and the opportunities for growth. The purpose of the forum will be to develop a summary of key issues and strategic options for the governors and premiers to discuss at their 2002 annual conference.

Scheduled for May 13-15, 2002 in Saint John, NB, the e21 forum will provide a framework for two-way dialogue between governments and industry to meet these objectives. If the future of northeastern North America's energy

sector is important to you, register today by visiting [www.forum-e21.com](http://www.forum-e21.com) or call the Forum Secretariat at (506) 693-1500.

### We Need Your Support!

Become a member of the Metal Working Association of New Brunswick and benefit from the activities of the association:

- Networking Opportunities at Meetings
- Participation in Trade Shows
- Training Initiatives
- Relevant Information Sessions

The association provides information on topics such as:

- Workers Compensation
- Insurance
- Upcoming events
- Business Opportunities

Call today to find out how you can become a member!

**(506) 861-9074**

**Service and Supply Companies Welcome!**

## Upcoming Events!

### TVP Tours.

### Ensignes Imperial Signs

April 17, 2002 – Edmundston, N.B.

### Port of Belledune

June 19, 2002 - Belledune

### MWANB Meeting – Partnering

April 18, 2002 – Truro, N.S.

### MWANB 25<sup>th</sup> AGM

June 6-7, 2002 - Saint John, N.B.

### Energy for the 21<sup>st</sup> Century Forum

May 13-15, 2002, Saint John, N.B.

For More Information Contact:

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