



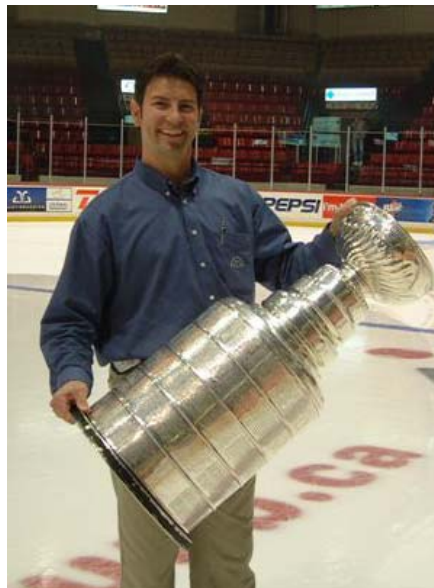
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Association Meets in Fredericton

On March 25th over 60 members of the Metal Working Association met in Fredericton to hear Julian Kenny of Irving Shipbuilding discuss their future plans. The event was co-sponsored by new member Valley Graphics Ltd. And was hosted at the Colter Room of the Aitken Centre in conjunction with the men's CIS Hockey National Championships. Mr. Kenny was originally thought to be outlining future plans for the Saint John Shipyard, but instead spoke on potential opportunities for partnership and ever increasing competition from China.



It pays to stay late! Kent Murphy of Vally Graphics was one of the last to leave the Aitken Centre and was lucky enough to get to hold Lord Stanley's Cup.

Here We Grow Again! New Members for 2003-2004.

Livingston International
Contact: Barrie Brewer

Samuel Son & Co. Ltd.
Contact: Angus Coffin

PSC Analytical Services Inc.
Contact: Victor Cormier

Kangaroo Playgrounds Ltd.
Contact: Sylvain Lebel

Outreach Productions Ltd.
Contact: Sean Mullins

Skarborn Engineering
Contact: Stig Skarborn

Neill & Gunter Limited
Contact: John Stevens

Warman's Welding
Contact: Randy Warman

Association Donates to UNB Player



Jim Goodin, right, President of the Metal Working Association of New Brunswick, presents a cheque to former UNB goaltender Gene Chiarello, centre, at the CIS Hockey Nationals. The association raffled off an autographed UNB Jersey with the proceeds going to help Chiarello in his personal battle with cancer. Looking on is Kent Murphy of Valley Graphics Ltd. Who donated the jersey for the raffle.

27th MWANB Annual General Meeting

On June 10th & 11th members and non-members alike of the Metal Working Association of New Brunswick will be meeting in Miramichi for their 27th Annual General Meeting. Events start at 10:00 AM as participants gather for the annual AGM golf Tournament, being held at the Miramichi Golf Club.

Festivities begin at 5:00 PM with a networking session and barbeque sponsored by **Samuel Son & Co. Ltd.**, followed by a presentation by the Federal Minister for Infrastructure, Hon. Andy Scott. Lifetime members' awards are to be presented to three deserving individuals following this presentation.

The evening wraps up with a hospitality suite (and hockey game if there is one) sponsored by our friends at **Russel Metals Inc.**

The morning AGM breakfast meeting will begin at 8:00 AM followed by a tour of Northumberland Dairy. Events wrap up in the afternoon with a presentation of Cost Estimating and Material Management software by Fabtrol.

Last years event had over sixty registered participants and a larger group is expected this year.

Upcoming Events

June 10-11, Miramichi

MWANB AGM

June 16-17,

CME Manufacturing 20/20 Focus Group

Fredericton June 16th

Miramichi June 17th

August 25th, Moncton

2nd Annual Atlantic Metal Working Symposium

September 21-24,
Marlborough,
Mass. Moncton

New England Jobshop Show

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What You Need To Know About C-TPAT

C-TPAT stands for "Customs - Trade Partnership Against Terrorism." It is a US government program designed to prevent terrorists, and items intended to be used by terrorists, from entering the US via commercial trade shipments and conveyances. C-TPAT applies to every part of the supply chain: manufacturers, truckers, railways, airlines, brokers, warehouses, and so on. All companies involved in making products and shipping them to the US will be affected.

Some Atlantic Canadian exporters see C-TPAT as just another nuisance item of bureaucratic paperwork and expense, to be ignored as long as possible. That is a mistake. The reality is that full C-TPAT implementation may be imposed by US Customs, with little or no warning, as early as the summer of 2004 (or even sooner, should another act of terrorism occur in the USA). Companies not C-TPAT-registered at that time will all attempt to register at once. Naturally this will cause a bottleneck and an application queue many months long, during which time non-registered companies will have problems getting shipments across the US border. Failure to become a partner in the C-TPAT program is predicted to have disastrous effects on delivery windows and Canadian exports to the important US market. If not addressed in the very short term, results could include lost export sales and possible plant closures and job losses among manufacturers.

The basis of C-TPAT is that Canadian manufacturers must register with US Customs. The registration process involves developing a security profile: who owns the company, where is the plant located, what security measures are in place, who are the employees, are they Canadian citizens, do any of them have criminal records, what suppliers and truckers are used, and so on. Companies that complete the registration process are listed as "C-TPAT compliant" in the US Customs database.

Applying for C-TPAT registration involves a lot of paperwork between the Canadian company and US Customs. In theory the company can do this by itself without involving a consultant. In reality, most applicants find the process complex and intimidating, and decide to use a consultant such as a customs broker or accountant. Generally, for a mill environment a two-day on-site consultation is required, followed by two weeks to a month of work to prepare a report and complete and submit the application.

Compliance Officers at US Customs and Border Patrol say that, even when a consultant is used, companies applying for C-TPAT registration must designate a specific employee to be responsible for the process. C-TPAT registration is not something to be completed once and then forgotten—the company must take ownership of the process, and make an ongoing commitment to maintaining security over its segment of the supply chain.

Productivity Plus Training

The Metal Working Association of New Brunswick in cooperation with the Business Development Bank of Canada has formulated a unique opportunity to conduct the first time ever Industry Self-directed Lean Program. The Industry Self-directed lean program is designed to have 10 companies within a specific Industry become part of a continuous improvement effort to reduce waste, self-manage a company owned lean program and to capitalize on improvement best practices. The program will:

Identify the 20 key elements of Productivity Improvement - Management, Flexibility of Resources, HR, Continuous Improvement, Planning, Work Methods, 5S, Visual Management, Production, Information Flow, Error Proofing, Quality, Key indicators, Product Innovation, Project management, Inventory, supplier, logistics.

The course objective is to:

- Provide a comparison of each individual company to the total sum of all Companies within the program (as per a specific Industry egg: Metal Fabrication)
- Identify long-term and short-term improvement opportunities
- Provide visual examples of best practices and leading applications of lean
- Orient the client's management team of the importance to reduce waste and Increase efficiency by applying lean principles

The program will include 5 full day workshops covering the modules listed below. Clients will be asked to select two company representatives to participate in the training sessions to be held once a month in a central location for all clients. Following each training module a BDC Coach will visit each client for a ½ day site follow-up on the application of learning or implementation.

Module 1: Continuous Improvement Awareness and Lean Principles

Module 2: Setting up the internal Management Structure / Tracking Measures

Module 3: Foundation of Order and Organization (5S)

Module 4: Standardization

Module 5: Customer Process Flow (Value-Mapping)

Module 6: Visual Management

Module 7: Associate Steering Team – Key Indicators

Module 8: Inventory Reduction / Kanban / Push Pull System

Module 9: Audit System for Continuous Improvement

Module 10: 20 keys to World-Class Manufacturing

Verification of key results and improvements generated by each participating company 3 months following the last group training session. Results collected will be translated into Excellence awards at a group lunch event to honour the achievement of world-class lean practices

2nd Annual Atlantic Metal Working Symposium

Once again the Metal Working Association of New Brunswick, in conjunction with the Atlantic Canada Opportunities Agency, will be calling on Atlantic Canadian Metal Working Companies to gather in Moncton to learn about exporting, opportunities and to network with fellow industry leaders.

This year's event will be highlighted by a keynote address by the **Hon. Frank McKenna, PC, QC**, former Premier of New Brunswick.



Frank had a successful law practice in Chatham, New Brunswick before being elected to the provincial legislature in 1982. He became Leader of the Liberal Party in 1985 and led the party to sweeping victories in three straight elections, serving as Premier for 10 years. Under the McKenna government, New Brunswick became a national leader in achieving fiscal responsibility, and a new era of entrepreneurship and prosperity for the province was the hallmark of Frank's mandates. Frank currently provides strategic advice to a wide range of business; active in many sectors, including numerous energy companies with respect to pipeline and electricity generation projects, particularly those with a regional or national component. His recently published comments on the role of oil and gas developments in Atlantic Canadian economic development have contributed to a lively ongoing debate on this issue.

Seminars on US Selling Options, Economic Indicators for the US, Competition with China, How to get paid and how to get your product

market are a few of the topics to be discussed. The event will be followed up by a Best Practices Showcase at **Malley Industries Inc.** on Moncton. Malley Industries Inc. is a privately owned Canadian company. Established in 1979, it manufactures, distributes and exports a wide range of specialty vehicles, including, advanced and basic life support Type II ambulances, rescue units for fire departments, specialized police vehicles, mobility conversions for the physically challenged and vehicle conversions for a variety of commercial and recreational end uses.

New England Jobshop Show Trade Mission

The Metal Working Association of New Brunswick will, again, be leading a group of Atlantic Metal Working companies to the New England Jobshop Show in Marlborough, Mass., Sept 21 – 23, 2004. Last year, over two hundred participants attended the Atlantic Canadian Reception held in conjunction with the trade show. Twenty companies from across Atlantic Canada participated in match making activities with New England based companies and with the recent up-turn in activities, this years show looks to be bigger and better.

If you or your company are interested in participating, or would like more information, contact the Association office:

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