



## Inside this Issue

- 1 MWANB 22<sup>nd</sup> AGM a Success!
- 1 Lifetime Membership
- 2 Sedgwick Becomes Marsh Canada Limited
- 2 Connecticut Co. Meets with N.B. Machine Shops.
- 2 Upcoming Events
- 3 Member Profile: Imperial Manufacturing Group
- 4 1998/99 Executive
- 4 Here We Grow Again!
- 4 Atlantic Industrial Exhibition

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## MWANB 22<sup>nd</sup> AGM a Success!

The 22<sup>nd</sup> Annual General Meeting of the **Metal Working Association of New Brunswick** was held in Woodstock, New Brunswick on June 10-11. The event was highlighted by a presentation on **B.I.D. Canada Limited** given by company president **Ray Sullivan**. Our Friday morning meeting was followed by a plant tour of B.I.D. Minutes of the AGM will be circulated to members.



Ray Sullivan of B.I.D. Canada Limited gives an overview of the company to the association membership.

## Lifetime Members

At the 1999 Annual General Meeting a long-time member of the association was honored with a lifetime membership. **Don Green** of **Metalfab Ltd.** in Centreville is a charter member

of the MWANB, a member of the Board of Directors and has served as President of the association. The lifetime honor was bestowed upon Don for the many years of dedicated service he has given the industry. However, this honor in no way indicates that Don is slowing down or retiring. He remains an active member of the association and continues to work very hard at Metalfab.



Don Green of Metalfab is congratulated by MWANB President Mike Kieley upon being made a lifetime member of the association.

**The 1999-2000 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) 857-3056.

# MARSH

An **MMC** Company

*Previously named Sedgwick*

*As a proud member of the Metal working Association of New Brunswick, we are pleased to offer professional commercial insurance services to all members and Metal Working companies.*

**Dominique Gendron-Curtis**

Vice-Présidente adjointe

Téléphone: (506) 859-4120

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## Sedgwick Joins Marsh Canada Limited.

Sedgwick Limited, a member of the MWANB, recently joined forces with *Marsh Canada Limited* making it the largest provider of Commercial Insurance Services in Canada. They are part of the world-wide Marsh Group, the leading insurance broker and provider of risk management services in the world.

Marsh Canada Limited is represented in New Brunswick by Ms. Dominique Gendron-Curtis, Assistant Vice-President. Ms. Gendron-Curtis is a Fellow of the Insurance Institute of Canada, a Chartered Insurance Broker and is presently completing another Fellowship in Risk Management to better service her customers.

## Connecticut Co. Meets With N.B. Machine Shops

Over the summer, the **Alliance of Manufacturers & Exporters New Brunswick** received an e-mail which was forwarded on to the MWANB. It was from a small manufacturer of Custom Door hardware products in the Hartford Connecticut area. They requested to meet with several machine shops in the Moncton area to see if some of the machining of their hardware could be done here (pattern making, casting, machining, deburring, hand chasing and polishing). 7 or 8 shops were interested in meeting with them and attended a meeting in August. The Connecticut based manufacturer indicated New Brunswick is a good place to do business because of the quality of work and the proximity to the New England market.

## Upcoming Events

Oct. 14, St. Stephen

### Technology Visit Program - Flakeboard Industries

(Plant Tour)

Oct. 25-26, Delta Beausejour, Moncton

### Fundamentals of Exporting

(Foreign Collection, Documentation, INCOTERMS)

Oct 28-29, Saint John Hilton, Saint John

### Fundamentals of Exporting

(Foreign Collection, Documentation, INCOTERMS)

Nov. 30, Saint John

### Technology Visit Program - Moosehead Breweries Limited

(Plant Tour)

For More Information Contact: Michael Vincent at:(506) 857-3056.

## Company Profile: Imperial Manufacturing Group 20 Years In Retrospect

The story of Imperial Manufacturing Group starts in 1979 with the incorporation of Imperial Sheet Metal, a small five-man operation specializing in galvanized duct, pipe and fittings for the warm air industry. Located in the Richibucto-Rexton Industrial Park, founder Normand Caissie's goal was to make a comfortable living for he and his fellow workers.

Within months the company began a period of expansion that continues to this day.

By 1980 Imperial was well on its way to success, selling to HVAC distributors in both New Brunswick and Nova Scotia. Within a year that number had tripled to 25 as the company began to take on new markets.

Caissie realized that having an expanded market was great, but diversification was going to be the key to future success. So they began production of a line of black pipe stove pipe, elbows and accessories.

Imperial began its first large-scale investment in new equipment in 1983 and began manufacturing flexible ducting (Flexpipe) for both the retail and wholesale ventilation industries.

By 1984 Imperial saw the first expansion of the Richibucto factory and the first contact with a national hardware distributor.

The acquisition of new equipment was needed to produce yet another new line of pipe and elbows.

Further agreements with hardware distributors in 1985 brought an increased market share in the vital markets of Ontario and Quebec, as well as the opening of a sales office in Toronto. For the first time, Imperial ventured into the highly competitive American market.

In 1986 Imperial Brush Company incorporated. It came as the direct result of the purchase of Wood Fuel Technology, a brush manufacturer.

In 1988 Imperial added P.R.P. Manufab, a manufacturer of replacement gaskets. The first fully automated elbow machine in Canada was bought in 1988, which was also the year Imperial Building Products was incorporated. Makers of metal studs and trim for the drywall industry, they allowed Caissie to expand operations once again. Imperial was now one of the largest employers in Kent County.

The next year saw ISM Transport Inc., Imperial's trucking company, gain corporate status.

In the 1990's, Caissie embarked on an even more productive decade.

The production of vinyl flexible ducting and the introduction of a new product

of the office and administration building in Richibucto.

With the purchase of Holden Register Inc., Imperial launched its fifth division, Imperial Registers Inc., a manufacturer of metal registers and grilles.

In 1996 Imperial moved to a new distribution centre in Mississauga. Kool-Ray was growing too, and it began production of awnings, shutters and custom railings.

To house the excess products, they bought a commercial facility in Dieppe, N.B. Before long before more space was needed. Space was added to the original plant in Richibucto and then doubled in 1998.

That summer brought a new plastic injection molding facility to Richibucto, and a new Kool-Ray facility in Ville d'Anjou, Quebec.

In June, 1998 the ISO 9002 Quality System was implemented, a huge step in quality control and customer relations intended to set Imperial apart from its competitors.

Imperial acquired the assets of Dancy Metal Products, followed shortly thereafter with the purchase of Apex Specialty Hardware.

So far, 1999 has been a year of unprecedented growth. Beginning with the purchase of J.M.R. a tool and dye manufacturer and the Black Matt and Hearth accessory assets of Jakes Evans of St. Louis, Missouri.

Additions in Hamel, Illinois and the construction of a new warehouse in Dieppe, N.B., round out what will surely be the biggest year in Imperial's history. The total labour force in all locations now totals 550 working out of more than 400,000 sq. ft of space.

Caissie looks to continued growth in the future. When asked what his future plans for the company might be, one can only assume they will be onward and upward.



**Imperial**  
**Manufacturing Group**®

line of venting accessories for the ventilation of clothes dryers and bathroom fans in 1990 led to further expansion of the plant.

Imperial Air Filters was incorporated when Caissie purchased the assets of Atlantic Air Filters.

In 1993 Imperial Building Products purchased one of the most advanced roll forming machines. A fourth division was also brought on board when Imperial acquired Kool-Ray Products Ltd, a maker of aluminum railings, columns and awnings. This led to the incorporation of Imperial Kool-Ray Inc. Eastern Air Filters, a manufacturer and distributor of filtration products was the next company to be merged.

Distribution centers were opened in Mississauga, Ont, and Hamel, Illinois in early 1995.

In 1995 Imperial Kool-Ray moved its manufacturing operations to Richibucto, By March, a new production system was installed, and April saw the opening

## 1999 – 2000 MWANB Officers and Directors

### President Mike Kieley

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### Vice President Andy Tanas

Ocean Steel &  
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### Past President Tim MacDonald

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### DIRECTORS

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Machine Works Ltd.  
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## Here We Grow Again!

**New Members  
for 1999-2000.**

### Mandate Erectors & Welding Ltd.

Contact: Léopold Theriault

### Number One Machining Ltd.

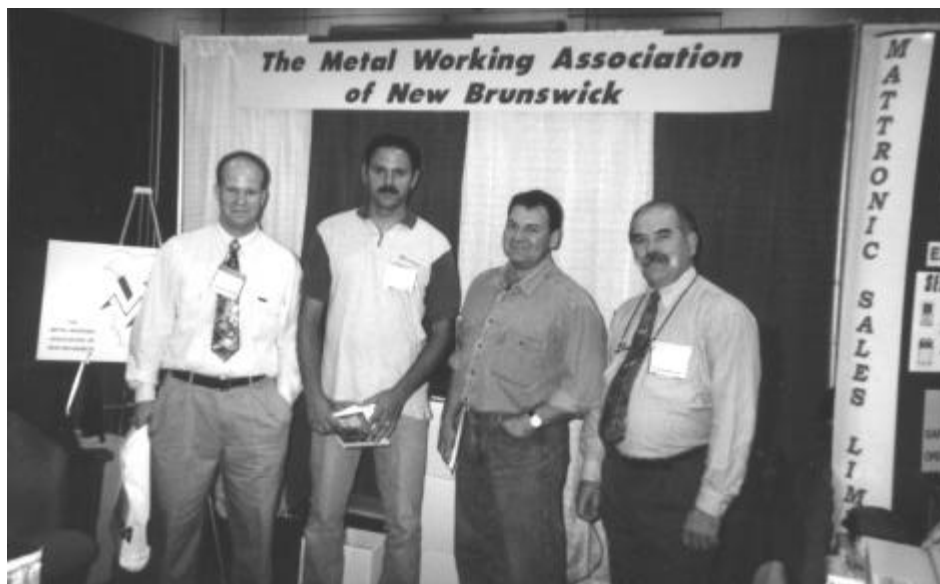
Contact: Craig Beal

### Technico Inc.

Contact: Ronald Richard

### Marsh Canada Limited

Contact: Dominique Gendron-Curtis



David Basque of Leroux Steel (L) and Tim MacDonald Of Atlantic Industries (R) greet visitors Mike Chamberlain and Byron Boucher to the Metal Working Association booth at the Atlantic Industrial Exhibition in Moncton. Over 500 copies of the Directory of New Brunswick Metal Working Companies were given out during the three days of the exhibition.

**Figure 11**

