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#### NORTHUMBERLAND MANUFACTURERS' ASSOCIATION

#### About the Northumberland Manufacturers' Association (NMA)

Northumberland Manufacturers' Association (NMA) has been actively representing manufacturers in Northumberland County for more than 11 years. The association's purpose is to promote continuous improvement and innovation, as well as high-performance and productivity enhancements, through collaboration, education and advocacy.

To achieve these goals, the NMA makes use of strategic partnerships with industry, government and community stakeholders such as the Northumberland Community Futures Development Corporation, a long-standing supporter. The NMA also works closely with regional manufacturing associations, local community economic development offices, chambers of commerce, universities, colleges and training centers.

Leadership is provided in sourcing funding, training programs and networking activities that support manufacturing. The NMA also advocates for local manufacturers on issues that affect their operations.

Our members support each other: workshops are hosted at member sites, offering opportunities to learn and network, share best practices and experience first-hand what other member companies are doing in their plants and on their shop floors. Participation in the NMA's high-performance manufacturing, human resources and environmental/health & safety strategic focus groups provides our manufacturers with a unique opportunity to learn from peers' successes and failures.

From peer-to-peer networking events to workshops and organizing an annual manufacturing conference; from roundtables and advocacy to strategic focus groups, developing partnerships and value-added funding programs, the Northumberland Manufacturers' Association offers a wide variety of opportunities, activities and resources to assist members with continuous improvement and local, national and global competitiveness.

To learn more about the NMA or to join as a manufacturer or associate member contact the NMA office at 905-372-8315 ext. 241 or visit www.thenma.ca.

#### 12th Annual MANUFACTURING CONFERENCE NOVEMBER 8TH in Cobourg



The NMA takes a lead in organizing an annual manufacturing conference. Celebrating 12 years in 2016 the conference is hosted in cooperation with the NMA's Tri-Association partners, the Quinte Manufacturers and the Kawartha Manufacturers Associations.

This year the conference is being hosted in Cobourg at the Best Western Plus on

Tuesday, November 8th. The historically sold out conference provides participants with a local opportunity to learn, share and explore how fellow manufacturers are assuming innovative leadership. Regional manufacturers have the opportunity without leaving the local area to network and speak with experts on advanced manufacturing, continuous improvement and innovative opportunities that can create a competitive edge to sustain and expand business locally and globally. Guest speakers are experts in the world of Innovation & Collaboration:



David Ben, Creativity Expert and Master Magician What do cardsharps, magicians and manufacturers have in common? People expect them to perform the impossible. The illusionist is expected to defy the laws of nature and perform a magical effect. Manufacturers too must strike the word impos-

sible from their vocabularies to achieve success. Now, the impossible is really nothing more than a problem waiting to be solved. As a group, all these individuals are professional

problem solvers. They understand that technique - properly applied - allows them to create solutions on demand.



Roger L. Firestien, Ph.D., Author and Senior Faculty Member at the International Center of Studies in Creativity, State University of New York - Buffalo State. Dr. Firestien will speak on how to be deliberately creative prior to leading a panel discussion on advancing innovation through collabora-

tion. Local industry and colleges will share their experiences and opportunities for collaborative manufacturing projects.

#### Tri-Association Manufacturing Conference







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Concurrent workshops are scheduled featuring local Manufacturers sharing best practices. A full Conference agenda and registration link can be found at www.thenma.ca.

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#### NORTHUMBERLAND MANUFACTURERS' ASSOCIATION

# **NMA Member Manufacturers are Leaders** in Innovation, Advanced Manufacturing and provide upwards of 3100 local jobs!

The Northumberland Manufacturers' Association (NMA) recognizes the importance of manufacturing to our local economy. Our member manufacturers provide upwards of 3,100 jobs in the Northumberland area. Many local businesses count on manufacturers and their employees to be their customers. Whether through direct or indirect employment, the manufacturing sector has a significant impact on Northumberland's economy and its residents.

Today's manufacturers need to be innovative, to specialize and customize, and to adopt new, advanced information and production technologies. Manufacturing isn't disappearing, it is being re-invented in innovative ways by its leaders, who are creating efficiencies in all aspects of their business and supply chains. Northumberland's manufacturers are competing globally with new additive manufacturing, information and materials technologies like 3-D printing, printable electronics and cloud computing. As well, they are implementing new processes to take advantage of opportunities for business growth.

Since incorporating in 2005, the NMA has actively supported and represented all manufacturers in Northumberland County. We are working with partner organizations and collaborating with our members to provide them with access to tools and resources to strengthen their business strategies, source new markets, realize process improvements, utilize advanced technologies and develop the skills of their workforce.

We are proud of our local manufacturers, and celebrate their diversity and leadership, as well as their commitment and many contributions to our local economy.

Dan Ross,

SABIC Innovative Plastics

Northumberland Manufacturers' Association







Northumberland-Peterborough South Parliamentary Secretary to the Minister of Natural Resources

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#### NORTHUMBERLAND MANUFACTURERS' ASSOCIATION

# Diversity in Northumberland's Manufacturing Sector

Accounting for almost 11 percent of Canada's GDP, manufacturing is a high-skill, high-tech sector that directly employs over 1.7 million Canadians – almost all of them in full-time and well-paid jobs – and supports nearly 3 million more through indirect and induced effects. Collectively, the manufacturing sector pays \$1.85 billion in weekly salaries to Canadian workers, more than any other sector in the Canadian economy. Every dollar of manufacturing output is said to generate an additional \$3.25 in economic activity to support the manufacturing sector.

In 2014 alone, manufacturing companies invested \$14.8 billion in the Canadian economy. The manufacturing sector is the largest investor in research and development in Canada, spending nearly \$6.8 billion on researching and developing new technologies and products destined for Canadian and international markets.

It is estimated that one in five workers in more than 360 communities across Canada are employed in manufacturing.

Northumberland is no exception, hosting a diverse manufacturing base comprised of more than 200 companies ranging from small family-owned operations to global corporations. Northumberland manufacturers produce a wide range of products and are innovative leaders in product research and development.

Manufacturing in the 21st century is hightech, high-skill, high-value, high-paid – much more than just assembly. Today, manufacturing encompasses the complete business system for the life cycle of the product – from design to engineering; marketing to distribution. In the global economy, companies focus more on assembling their worldwide network of supply chains than piecing together products.

Like other manufacturers across Canada, Northumberland's manufacturers face unprecedented challenges in the form of global competition, fast-paced technological change, and escalating commodity costs. Investing in new technologies; improving efficiencies to boost productivity; and introducing new, improved products and services for their customers are some of the ways Northumberland's manufacturers are overcoming these challenges.

The following Northumberland manufacturers directly support in excess of 4,000 jobs, and reflect the diversity of our local manufacturing sector:

ADL Group - Andersen Dynamics produces high performance non-asbestos, industrial heat protection materials. Operations include a corporate headquarters, R&D facilities, fabrication center and principal distribution warehouse facility.

AkzoNobel Wood Coatings Ltd. is the largest global paints and coatings company and producer of specialty chemicals. A Global Fortune 500 company they are consistently ranked as one of the leaders in the area of sustainability.

Anamet Canada Inc. is Canada's world-wide manufacturer of flexible conduits and flexible metal hose, including the original 'SEALTITE' liquid-tight flexible conduit. Anamet invented flexible conduit in 1908 and currently manufacture these products in plants throughout the world.

**Belden Canada Inc.** is one of the largest manufacturers of high-speed electronic cables and focuses on products for specialty electronics and data networking markets, including connectivity.

**Brandneu Foods Canada Inc.** is a leading producer of natural snack food items whose facility is equipped with the latest and most efficient food production equipment including the world's largest kale dehydrator.

Cameco Conversion Facility is the only uranium conversion facility in Canada and one of four in the western world. Cameco Fuel Manufacturing (CFM) is a leading supplier of fuel assemblies and reactor components for Candu reactors.

*Cam Tran Co. Ltd.*, produces a full line of distribution transformers, serving a global market. In addition to manufacturing, they repair, refurbish, remanufacture and service transformers.

Canadian Resin Recovery Inc. specializes in targeted shredding, grinding, pelletizing and pulverizing of all plastics. The process allows manufacturers to reclaim their purged material and manufactured seconds, of any size, by reducing them to bits compatible with most extrusion and injection equipment.



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#### NORTHUMBERLAND MANUFACTURERS' ASSOCIATION

Canadian Wear Technologies Ltd. are specialists in wear protection for material handling systems producing a wide range of products and custom engineered wear solutions for several industries, including mining, steel, cement, aggregate, power generation and original equipment manufacturers.

CCC Plastics is a leading manufacturer and supplier to the thermoplastic processing industry providing a full range of solutions, products and services to meet customer's specific needs, servicing a wide range of industries such as flexible and rigid packaging, consumer goods, industrial products and building and construction with offerings of colour and white concentrates and additive master batches.

Chem-Ecol Ltd. is a specialty blender of new and re-claimed industrial oils and lubricants. The firm develops and produces specialty oils to client specifications and offers an exclusive reclamation process.

CpK Interior Products Inc. produces automotive interior trim for local and international distribution to the automotive industry. As a tier two supplier they provide instrument panels, door panels, consoles and Class A injected moulded components to their customer - Fiat Chrysler Automobiles.

CPS Wood Products is a manufacturer of wood pallets and wood box springs. CPS is an industry leader with a focus on ecofriendly products, investing millions in custom machinery to maintain market share and to remain competitive.

Custom Plastics International Ltd. is a World Class custom injection molder of commodity and highly engineered thermoplastics. Producing prototype concepts to full production; specializing in highly engineered products and metal conversions with a full complement of secondary capabilities.

Dart Canada Inc. manufactures high quality foodservice packaging solutions inclusive of polystyrene cups and bowls which are sold to distributors within the food service industry throughout Eastern Canada.

Dispense Pak Inc. is the Canadian industry leader in speciality packaging of adhesive and sealants. Markets served globally are construction, pipeline, and transportation industries.

**Empire Cheese Co-op** owned by local dairy farmers, is an award winning producer of cheese that has been handcrafting naturally aged cheese since 1867. The HACCP registered Cheese Factory makes all natural flavourful cheese and curd the traditional way in open-style vats with no additives or preservatives. The cheese is vacuumpacked at the facility to preserve the special

**ESCO** *Corporation* is the premier provider of solutions for wear, impact and productivity improvement for the earthmoving and industrial markets. Its core competency is innovative design, metallurgy and global distribution.

Graphic Packaging International is a leader in the packaging industry, serving hundreds of the world's most recognized brands. The company is one of the world's largest manufacturers of folding cartons, unbleached paperboard, coated recycled board, microwave packaging and packaging machinery.

Horizon Plastics International is a leading custom molder of quality structural foam products. Horizon produces a range of products, including children's toys, building products, industrial components, and environmental products.

Hoselton Studios Ltd. manufactures unique hand-cast aluminum sculptures. Renowned for their quality and elegance, these sculptures are among the most coveted collectibles in the world.

Limpact International Limited has been an active manufacturer and exporter of custom products for the zinc and copper electrolytic metals refining industry for over 30

L.W.M.S. Ltd. is a welding, fabrication and machine shop specializing in custom design & fabrication of stainless steel, carbon steel, aluminum, cast iron and UHWMPE. The team includes millwrights, certified welders, machinists and design specialist manufacturing steel products for clients in many different industries.

Lorenz Conveying Products is an award winning manufacturer of pneumatic conveying components and accessories. The firm recently achieved National recognition for the third year in a row as one of Canada's fastest growing companies.

North Shore Steel Solutions is a metal processing company which saw cuts, drills holes, punches holes, plasma cuts and packages steel to send to end users throughout Ontario for fabrication into a finished product.

Port Hope Patterns Limited provide traditional patternmaking and coupled with the latest technologies are well known in the foundry sector for excellent polyurethane elastomer tooling and a diverse line of pattern equipment. They also provide jigs, fixtures and molds for the automotive industry and vacuum and rotational molds for plastic forming.

Protoplast Inc. is a single-source supplier of molds and plastic parts to the global manufacturing sector. Customized molds are manufactured and run on site, complete with finishing, assembly and packaging.

Ready Print is an offset printing facility, and along with the digital strengths of Paperworks, the possibilities available to customers are endless, offering the most economical and technically appropriate solution to any printing requirement whether it is a few hundred digital colour prints or thousands of multi-paged, full colour brochures.

Rusco Manufacturing Inc. manufacturing and supplying windows and doors to the residential market and the Public Housing sector in Canada and the U.S. since 1937.

RUSCO produces energy efficient vinyl windows, steel entrance doors, storm doors and screen doors

Sabic Innovative Plastics is a leading global manufacturer and distributor of plastic resins, custom compounded engineered thermoplastics, and sheet and film products for a number of industries including & automotive, computers, telecommunications, appliances, optical media, packaging and building, and construction.

SDT Ultra Sound Solutions is a manufacturer of ultrasound and vibration hardware and software for predictive maintenance and condition monitoring providing ultrasound solutions that give customers a better understanding about the health of their assets, predicting failures, control energy costs, and improve product quality.

Spoolon Manufacturing Ltd. has produced metal and plywood spools for over 30 years. The company also manufactures large plastic reels and skids from recycled plastic

Structural Panels Inc. manufactures a high quality, economical, stressed-skin sandwich panel utilized primarily in the building of walls, ceilings, and partitions for commercial and industrial buildings.

SubZero Dry Ice Blasting uses an innovative method to clean, prepare and decontaminate industrial, commercial and residential surfaces, machinery and equipment. Manufactured using reclaimed C02 from other industrial processes, the dry ice is ecofriendly.

UniTrak Corporation Ltd. manufactures bulk material handling equipment and parts to companies throughout the United States, Canada, South America, and Asia.

Weetabix of Canada manufactures Cereal products including Weetabix, Alpen and Grain Shop cereal suppling the Canadian, American and British markets.



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#### NORTHUMBERLAND MANUFACTURERS' ASSOCIATION



#### **Canadian Wear Technologies Services and Products**

The development of a unique product to protect industrial material handling systems from abrasion and impact was the starting point for what is now Canadian Wear Technologies in Cobourg. Serving the mining industry since 1985, the company specializes in wear protection for material handling systems in such challenging environments as the oil sands. Over the years, the business has expanded to include a wider range of products and custom-engineered wear solutions for other industries including steel, cement, aggregate, power generation and original equipment manufacturers.

Originally located in Hamilton, Ont., the company began as Canada Iron Foundries Ltd. (Canron): under the trade name Domite\*, Canron developed and marketed a unique white-iron laminated wear-plate product, which was designed to protect against severe abrasion and impact in material handling systems.

In 1984, Canron closed the division and eventually sold the name Domite\*. In the same year, a metallurgist from Canron -- one of the original Domite\* product developers -- started Abreco (Abrasion Resistant Company) Inc. to maintain continuity of supply.

Under the trade name "Abreco," the re-branded product quickly became the market leader; in 1990, Abreco Inc. was purchased by Cobourg's Limpact International Limited and operated as the Abreco Wear Products Division.

The company was restructured in 2004 as a stand-alone business and renamed Canadian Wear Technologies. The company now employs 20, and the team are proud that they continue to manufacture this high-end white-iron laminate wear plate to the exacting standards of its original developer. Starting with onsite consultation, they can design, test, deliver and oversee the

installation of a wear system to meet individual customer needs.

Canadian Wear Technologies products are in service around the world, helping to solve some of the toughest material-handling wear problems in many industries. An active member of the NMA, Canadian Wear Technologies participates in the association's high performance manufacturing and environmental/health & safety focus groups.

Additional information on Canadian Wear Technologies services and products can be found at www.canadianweartech.com.

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#### **Strategic Partnerships**

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#### NORTHUMBERLAND MANUFACTURERS' ASSOCIATION

#### **CpK Interior Products**

From its beginnings in Port Hope as Davidson Rubber Corporation, CpK Interior Products has seen four ownership changes and a seven-fold increase in its workforce. Now a supplier of interior products for the North American automotive industry, CpK carries out its manufacturing (process material compounding, injection moulding, cast skin and foam, assembly and sequencing) with an eye for precision. The company excels at collaborating, coordinating, innovating and delivering results, with products that include performance materials, fully assembled instrument panels, door panels, integrated console modules, and a wide range of moulded interior and exterior components.

A proud member of the NMA since 2005, CpK actively participates on the NMA Board and the Environmental/Health & Safety and High Performance Focus Groups.

In 1964, the facility began operations in Port Hope as the Davidson Rubber

Corporation. With a workforce of 50, it was producing automobile seats, dash boards, engine covers and head rests.

Following a 1978 merger with Ex-Cello Corporation of Troy, Michigan, the Port Hope operation became a part of a division focussing its efforts on producing instrument panels.

In the mid-80s, Textron Incorporated acquired the Davidson Division. Initially, the company had a small segment of the instrument panel market at Port Hope but as their expertise grew, they were awarded new business that expanded their work force to over 700 employees.

In 2001, Collins & Aikman Corporation acquired the trim division from Textron Automotive. The Port Hope plant continued to specialize in the design, engineering and manufacture of automotive interior components, including instrument panels; fully assembled cockpit modules; and Class-A injection - moulded components. The company produced instrument panels as



a "tier one" supplier to Chrysler, Ford and General Motors, and shipped the parts it produced to assembly plants in Canada, the U.S., Europe and China.

Innovation has been a key element in the company's success and the recognition received from their customers. Over the years the company developed and patented numerous manufacturing processes and technologies relating to seamless and invisible air bag doors, air bag assembly and double-cast slushmoulding methods.

In April of 2010, Chrysler Canada purchased the assets of Collins & Aikman and CpK Interior Products was formed. The name was chosen based on the organization's steadfast use of statistical process control, which often employs the process capability index "CpK" to monitor manufacturing accuracy and consistency.

Today, the Port Hope plant has a workforce of approximately 360 employees, producing instrument panels, console side panels and upper door panels for the Dodge Charger, Chrysler 300 and Dodge Challenger. CpK also produces instrument panels and injection-moulded parts for the Ram Truck.

CpK in Port Hope is one of three manufacturing facilities operated by the company, which employs more than 700 people. Additional information on CpK and its products can be found at www.CpKip.com.



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#### Strategic Partnerships

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The Town of Cobourg is proud to be in partnership with the Northumberland Manufacturers' Association.

Together we are committed to supporting our local industries, enabling them to grow and prosper!

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#### NORTHUMBERLAND MANUFACTURERS' ASSOCIATION







#### Little's Welding & Machine Shop - a family run business

Little's Welding & Machine Shop - a family run business established in 1977 in Campbellford, Ont. - provides custom design and fabrication, millwright and mechanical maintenance services to the public and private sector clients. Its president, William Little, is a millwright maintenance mechanic; Jennifer Little, CET (certified engineering technologist) is the company's project manager.

High-quality components, such as airport runway blowers and custom steel products, made from a variety of metals (stainless steel, aluminum and cast materials) are produced in the company's 6,000 sq.-ft. fabrication shop, which is equipped with overhead and jib cranes, sheet-metal shears, break presses, plasma cutting equipment, milling centres and lathes.

A fully mobile service-and-fabrication job-site trailer (equipped with everything required for on - site fabrication, repair and maintenance) has been added to their fleet, which already included two mobile welding trucks and several boom trucks (two nine-ton and an 18-ton). These boom trucks allow the company to deliver and offload their own customfabricated components or structural steel, saving their clients time and money.

Little's specializes in hydroelectric generating station maintenance and on-site fabrication of steel components. The company is completing the steel components and assisting with turbine commissioning at a new generating station in Elora, Ont. This project included fabrication and/or supply of all major

steel components including the penstock, sectional dewatering gates, trash racks, gain structures, and other miscellaneous steel included in the build. Retained by various Ontario generating stations to perform annual turbine maintenance, turbine commissioning, generator and hydraulic power unit refurbishment, this fall Little's will fabricate and install three intake gates, a gantry system for maintenance purposes and retrofit an existing gate with a hydronic heating system to melt ice.

In addition to the hydroelectric industry, Little's also provides millwright services to municipalities and many Ontario Clean Water Agency locations. They are experienced in maintaining water and sewage treatment facilities, servicing pumps and valves, as well as custom fabrication of any steel components and pumping systems.

Little's fully equipped shop can repair or retrofit an array of municipal equipment including heavy equipment, dump trucks and plows, custom equipment and vehicles; it has the capacity to fabricate dump boxes, retrofit old equipment with new attachments, and perform general repair and maintenance.

Little's Welding and Machine Shop Ltd. is a proud member of the Northumberland Manufacturers' Association, the Ontario Waterpower Association, Canadian Federation of Independent Businesses, Canadian Welding Bureau, Trent Hills Chamber of Commerce, and ISNetworld. www.lwmsltd.com

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#### NORTHUMBERLAND MANUFACTURERS' ASSOCIATION

# Colborne's CCC Plastics

Over the past few years, Colborne's CCC Plastics has been taking the ageold advice "go where the work is" very seriously. As their customer's plants in Ontario have closed, the manufacturer of colour concentrates for the polyethylene film, injection molding and blow molding industries has responded by developing its American customer base.

The company had no option but to target the companies in the U.S. to where manufacturing was being moved, following the plant closures in Ontario: to maintain their sales volume, the sales team and all staff at the Colborne plant is involved and working together to focus on the true business essentials.

Products required south of the border are no different than those offered throughout Canada, and there is no shortage of new applications or opportunities for CCC Plastics. While some customers may only



need a standard product like a white masterbatch, the majority of CCC's products are developed to meet the specific needs – like exact colour and UV requirements - of individual customers, with the market demanding ever-tighter specifications. The speed of development of any new product and raw material costs are of the utmost importance.

Relationships with key suppliers are equally critical: whether it's a raw material supplier or a freight company, the supply chain needs to be well-managed to succeed in developing new opportunities, gaining subsequent orders and continually satisfying the new customer base. CCC Plastics is

supplying truckloads of material to Michigan, Georgia, Indiana, New York, Pennsylvania, Ohio and New Hampshire, as well as numerous less then truckload shipments to other states.

Thanks in large part to the team-work of its 100 employees, CCC Plastics is having an excellent 2016. Record-breaking sales volume throughout North America have required them to move to a 24-hour/7-day operation, and they are in the process of expanding their plant's capacity (expected completion in the fourth quarter 2016).

In addition to its Colborne colour concentrate plant and a sulphuric-acid manufacturing facility in Elmira, Ont., CCC is one of the largest independent distributors in Canada, and the 10th largest in North America. Its distribution services span Canada, with warehouses located in Brampton, Windsor, Montreal, Vancouver and Leduc, Alberta.

Founded by Mr. R.R. Carr-Harris in 1920, the company's subsequent growth has been built on strong customer service and quality assurance. CCC Plastics is a proud member of the NMA. To learn more about CCC Plastics visit http://www.ccc-group.com/plastics/



#### Safe, Clean and Reliable

We strive for excellence in everything we do... from our health, safety and environmental performance to our relationships with local residents. Continual improvement is our mantra.

At Cameco, we take pride in making a positive contribution to the economic and social well-being of the communities in which we live, work and play.

Cameco is proud to be the largest industrial employer in Northumberland County and proud to be part of the nuclear industry, providing safe, clean and reliable energy for millions of people around the world.



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#### NORTHUMBERLAND MANUFACTURERS' ASSOCIATION

#### Pinpress wins N100 2016 with novel dynamic mold technology

N100 is Northumberland's annual startup competition—delivered by Northumberland CFDC in partnership with Spark Centre and sponsored by MathWorks. Each year, N100 challenges up-and-coming technology entrepreneurs to compete for an early-stage investment of \$100,000. Now entering its fifth year, N100 has attracted some of Ontario's most promising startups.

PinPress is the official winner of N100 2016. PinPress is a patented shapeshifting mold technology that puts a thousand molds into one tool—virtually eliminating the cost of changeovers and downtime with a mold that changes shape on the fly.

Ever heard of micro-fluidics? Micro-hydraulics? Dynamic molding? One day, thanks to the ingenuity and daring of the PinPress team (University of Waterloo nanotechnology engineering student entrepreneurs Asif Khan, Behram O'Habib, Nicholas Vardy and Nemanja Kliska) these fields may become fundamentally integral to the world of advanced manufacturing.

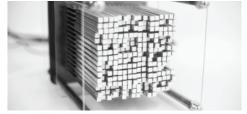
In fact, ENGINEERING.COM recently speculated that PinPress' dynamic mold technology could be bigger than 3D printing. The world's leading hardware accelerator, HAX, agrees, as does Johnson & Johnson, who recently brought PinPress into their Canadian accelerator program, JLABS. Presently, the PinPress technology is being introduced into low-temperature, low-pressure applications (such as food packaging). As the technology is further honed and developed, it will evolve to tackle more complex manufacturing requirements. In an environment of Just-in-Time manufacturing, and with increasingly complex and rapidly changing customer requirements and product specifications, PinPress could become a foundation of future production lines.

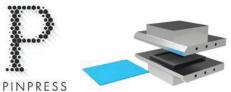
Because of the outstanding reputation and profile of Northumberland's manufacturing sector, N100 has become a spontaneous opportunity for early-stage hardware startups in Ontario to begin a conversation with local firms. Three out of the four previous winners of N100 have been hardware startups. From the beginning of this year's N100 journey, Northumberland manufacturers like Protoplast (and at last count, eight others) have been instrumental in providing PinPress with ad hoc advice and support in developing a viable trajectory to move their technology from the lab to the shop floor offering real world advice and insight into how shapeshifting molds can be integrated into existing systems to reduce down-time costs and power competitive advantage. The response from Northumberland manufacturers to the PinPress mission has been one of enthusiasm for innovation.

As Northumberland CFDC Board Chair Rick Holmes said (as recently quoted in the University of Waterloo's Faculty of Science publication): "We believe the team at PinPress is helping to disrupt the fundamental frameworks of manufacturing processes while advancing the future of mass customization. This is bold Canadian entrepreneurship at its best."

It will be exciting to see Northumberland manufacturers amongst the first to adopt this new technology via the PinPress partner network. "The strong support from N100 as well as local manufacturers is truly appreciated by our team," said Asif Khan, PinPress Co-Founder and CEO. "We look forward to a great partnership."

Find out more at pinpress.ca. Read Ian Wright's description of how the technology works at ENGINEERING.COM.





# Lorenz Achieves National Recognition As One of Canada's Fastest Growing Companies for the "3rd" Year in a Row!

Canadian Business Magazine ranked Lorenz Conveying Products # 476 as one of

**CANADA'S FASTEST GROWING COMPANIES** on the 28<sup>th</sup> annual PROFIT 500 list. The Canadian Business Magazine ranks Canadian businesses by their revenue growth over five years. This was our **3**<sup>rd</sup> consecutive year in a row making the list.

Lorenz Conveying Products made the 2016 *CANADA'S FASTEST GROWING COMPANIES* list with five-year revenue growth of over 79%.

The Profit 500 list of **CANADA'S FASTEST GROWING COMPANIES** is by far Canada's largest annual celebration of entrepreneurial achievement giving businesses recognition for their achievements and contributions to Canada.

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## 

#### NORTHUMBERLAND MANUFACTURERS' ASSOCIATION

#### **RUSCO Manufacturing Ltd.**

When a company can boast that its storm doors last more than 40 years, it clearly prides itself on its commitment to quality and service. With a "Customer Always Comes First" company-wide mindset, RUSCO Manufacturing Ltd. has been a North American industry leader since 1937. In the past several years, the company has added vinyl windows and steel entrance doors to its lines of steel and aluminium security screen products, screen doors, storm doors and all types of operating and fixed screens for residential and public housing markets throughout North America.

A privately and locally owned company located in Cobourg, RUSCO works with more than 10 local and regional window and door installation subcontractors and employs 25 people in their production and plant operations. Their manufacturing facility includes a

showroom open to the public, staffed by sales and technical representatives that are specially trained to help clients determine the best product for their project.

RUSCO began manufacturing steel windows and storm doors in Toronto in 1937; it opened the Cobourg facility in 1984 to provide the additional space needed at a reduced cost.

As one of the largest suppliers of security products to the public housing sector in North America, RUSCO strives to supply and manufacture the best products at the most competitive prices. Their success in supplying their identified markets is based on quality design and craftsmanship, manufacturing a wide range of products including a full array of custom built windows and doors to meet unique customer needs. They produce high-performance, energy-efficient window and door systems



that are easy to install and are designed with a focus on style, architectural compatibility, maintenance, energy efficiency and security.

Rusco's steel entrance system is unique in the marketplace - fire rated, energy efficient and with one of the highest 'R' ratings in the industry - each system is custom-made to the exact requirements of the customer. RUSCO prides itself on its commitment to quality and service. The company is a member of National Association of Housing and Redevelopment Officials

and the NAHRO e-procurement systems, and a proud member of the Northumberland Manufacturers' Association. RUSCO products meet the most recent SMA specifications and are NCTL tested and NAMI certified.

To learn more about RUSCO and their products, stop into the showroom at 180 Willmott St. Cobourg, Monday to Friday 8:30 a.m. to 4:30 p.m. or visit their website: windowsanddoorsbyrusco.com

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