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# A MESSAGE FROM THE CHAIR



The past two years have introduced unprecedented challenge to our members. Despite this, we've seen incredible resilience within much of industry, and within the NIA, have seen many of our members persevere with minimal impact to their organizations. In fact, many have seen a bump in business as new opportunities have surfaced from market disruption. This speaks to the strength of our Region, our ability to pivot, and our gritty mindset.

Now, let's ride that momentum – there is plenty more opportunity in front of us!

Our focus as an Association is you. Our challenge is to share yours and support Niagara industry. So, we've been listening to your challenges – the ones that continue to keep us up at night.

The first is the shortage of labour entering into industry. Skilled labour shortages were an issue prior to 2020, and Covid has amplified the problem. There is more than ever a lack of encouragement, education, and training programs for younger generations in building a pool of talented and driven individuals who are willing and able to enter industry – work that is crucial to building our infrastructure, keeping our supply chains moving, and creating innovative products that we use in everyday life.

The second challenge we're facing is the supply chain. When someone says to me "you must be having a hard time getting steel and microprocessors," my response is "we're having a hard time getting everything!" Tires, axles, winches, batteries, actuators – but it doesn't stop with raw materials. It's also welding wire, grease, PPE, fasteners. It seems to be everything, and it's unfortunately been a blind spot for many of us.

In industry, we develop and nurture relationships with our partners that we can lean on when the going gets tough. But that's less so the world we know now, as we are all impacted by post-pandemic constraints that care and compassion alone cannot resolve. We need to reform our understanding of what terms like Globalization, Lean, and Just-in-Time mean because they have taken on new meaning. I don't know that life will ever go back to pre-pandemic in terms of how we purchase, forecast, and schedule, and with margins already on a razor's edge, these gaps can be the difference between being in the black or in the red.

BUT, as the old saying goes "necessity is the mother of

invention" – this is our time, and it is the time for innovation, ingenuity, and collaboration.

So, what are we going to do about it?

The NIA's focus in 2022 is to first get back on track post-pandemic in-house, and secondly to go to work for our members. We have a newly elected Board and Executive and are officially back to in-person events. Our calendar is filling up very quickly, which to me is at the core of what makes this Association great. This Board is committed to finding new and effective ways to provide value to our members and we plan on doing this through a reformed strategic plan which will be reviewed in the coming weeks.

More than ever, being collectively opportunistic needs to be at the forefront of our strategic minds. Our goal as an Association needs to be finding ways to facilitate that within our membership to capitalize, but perhaps more importantly, to support. The pandemic has sadly catalyzed a world of silos and division – let's choose to buck that trend and lean on each other as we wade through this new frontier together.

Let's keep the momentum going!

Sincerely,

Jordan Sherlock

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#### INNOVATION IN PANDEMIC

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NIA Members celebrating milestone anniversaries



# Niagara Manufacturing

**Blake Landry**  
Manager, Economic Research  
& Analysis Niagara Region  
Economic Development



## UPDATE

Now two years into the COVID-19 pandemic, some sectors in Niagara have fully recovered while many continue to have persistent challenges. Fortunately, the manufacturing sector has made a full recovery and has actually grown to surpass pre-pandemic levels of growth across many indicators.

Although manufacturing businesses continue to feel the impacts of the pandemic on things like supply chain disruptions and labour and skills shortages, the sector has remained resilient. The future looks bright for manufacturing in Niagara.

The following provides a statistical update on the state of manufacturing in Niagara in 2022:

### GROSS DOMESTIC PRODUCT (GDP)

GDP is the total value of all finished goods and services produced in an economy. Nominal GDP for the manufacturing sector in Niagara in 2021 was \$2.5 billion. Manufacturing accounted for 13% of total regional GDP in 2021. This was an increase of 12% in 2020.

From 2020 to 2021, during the height of the pandemic, manufacturing real GDP (adjusted for inflation) grew by 13% or \$237 million.

This was the most growth of any other sector of the economy.

### EMPLOYMENT

Employment in manufacturing has been growing since before the pandemic and continued to grow during the pandemic despite many businesses experiencing difficulty finding and recruiting new employees.

From 2020 to 2021, manufacturing employment in Niagara grew by 4,900 (23%) people from 21,100 to 26,000. Total employment in Niagara grew by only 8,100 people (4%). The manufacturing sector accounted for the bulk of that growth followed by wholesale and retail trade, and transportation and warehousing.

### BUSINESS COUNTS

The pandemic has had a negative impact on the total number of businesses with employees in Niagara. From 2020 to 2021, Niagara lost a net 388 businesses with employees. However, during the same period the manufacturing sector in Niagara grew by 13 employers businesses to 642.

It is important to note that 85% of manufacturing businesses in Niagara are small businesses that have 1 to 49 employees.

### TRADE

International trade has grown substantially for Niagara manufacturing businesses.

In 2020, Niagara manufacturing exports reached an all time high of \$5.45 billion across 237 exporting businesses. This was growth of \$1.21 billion or 28% over 2019.

In regards to manufacturing imports, the sector imported \$1.3 billion in goods in 2020 across 316 manufacturing businesses in Niagara. Import values only grew by \$7.0 million or 0.5% over 2019.

While there was high international demand for Niagara manufactured goods in 2020, it appears that Niagara businesses had difficulty importing supplies as reflected in the lack of import growth.

### INVESTMENT

Industrial investment in Niagara remained strong through the pandemic.

In 2021, total investment in new industrial building construction reached \$122.7 million. This was a \$46.9 million or 62% increase over 2020.

In regards to existing industrial facilities, \$57.3 million was transacted with a total area of 701,560 square feet. This was an increase in value over 2020 where \$54.9 million was transacted, but a decrease from 771,000 total square feet.

In 2020 and 2021, there were 23 industrial land transactions in Niagara with an area of 188 acres and a value of \$32.6 million.

### CONCLUSION

The main takeaway from this information is that Niagara's manufacturing sector is resilient and growing despite the challenges of the pandemic. While many sectors of the economy contracted significantly during the pandemic, manufacturing remained strong and helped carry Niagara's economy through the worst of the pandemic. Having a resilient and robust manufacturing sector is critical to the continued economic success of Niagara.





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# Tackling supply chain woes

Written by Don Fraser

Logistics, supply-chain and staffing-capacity woes top-out challenges Niagara industrialists faced over the last two years of a pandemic. Many found creative solutions to tackle the trouble, and they emerged resilient.

## Three quick-hits from members about lessons learned:

1

### MONITORING LOGISTICS



A constant refrain from NIA members — logistics were an unrelenting hassle during the pandemic.

TROES, an advanced Battery Energy Storage Systems manufacturer, found that the pandemic caused global logistics, in particular sea cargo, to be greatly affected due to shortage of vessels and reduced space for hazardous cargoes such as the Lithium-Iron Phosphate batteries.

One solution: “TROES navigated the delayed transit times for deliveries, through different partners and freight paths,” said company CEO, Vienna Zhou.

“We also spent an incredible amount of time on research and development of our software, notably working on our proprietary microgrid controller and remote-monitoring system.”

Zhou said this technology allows the company to remotely identify, and quickly fix potential failures: “For example, we can physically be in Niagara while remotely fixing a system in Europe.”

Meanwhile, the broad shift toward work from home meant TROES had to digitally streamline its processes through online Zoom meetings, a pivot we can all relate to.



We navigated the delayed transit times for deliveries, through different partners and freight paths.

Vienna Zhou  
CEO, TROES



“We adapted by improving our customer-lifecycle stages remotely — from the first conversation to a closed contract,” said Zhou. “Due to the complexity and unique project needs of our customers, it was important that our sales and engineers attended meetings together, to be completely in line with each project.”

2

### MANAGING SUPPLY-CHAIN PAIN



Supply chains were a painful struggle through Covid, “and the last two years have been a nightmare,” acknowledges Dave Burgess, owner of FSD Robotics in St. Catharines. “Everyone has touched on this one.”

Burgess said lead times for products or machines that manufacturers needed, had been drawn-out to as much as 40-50 weeks: “If you’re tooling up, well that’s a very long wait.”

“For FSD, it meant customers wanted to add these robots and automation, but they couldn’t buy it new in a realistic timeframe to do the automation they needed.”

FSD was able to cover that off by providing reliable, refurbished robot systems instead, and got needed orders to their accounts on time.





*FSD ensured timely orders by refurbishing robot systems.*

### 3 INVENTORY AND TRUCKING TIMELINES



“We had to change our whole business model,” said Bob Benner, CEO of Niagara Falls’ Hamill Group of Companies.

Through the pandemic, Hamill might not have been able to get needed parts, or more employees were calling in sick.

A key issue was the inventory situation— indeed Hamill needed to carry far more — storing from \$100,000 worth to as much as \$1 million. “You can’t get the parts when you needed them, so you simply had to buy them way in advance,” Benner explained.

“That impacts a business and cashflow, and it was our challenge through Covid.”

Another irritant was ongoing trucking-timeliness issues. Most of Hamill’s shipments go across the border, and there were logistics logjams. In one case, it involved getting crucial motors from the U.S., for an important international delivery.

As for the lessons learned? Benner is blunt: “We just have to keep more inventory. I’ve got a feeling that’s what a lot of others are doing. It’s why there’s such a demand for everything.

“Almost like the early days in Covid, with the toilet-paper shortage in stores,” he notes ruefully, “No rhyme or reason for it. And the only thing we needed was those motors, instead of the toilet paper.” ■



*Top: Hamill Group CEO Bob Benner and GM Kevin Dobbs. Bottom: Microgreen harvesting equipment by Hamill APS.*





*Len Stolk, Kate Flynn, and Scott Orosz of Stolk Construction.*

# Innovation and flexibility are the building blocks for a strong future for Stolk Construction

*Written by Don Fraser*

**S**tolk Construction is proud to be celebrating 60 years of providing construction and facility maintenance solutions to their ICI (Industrial, Commercial, Institutional) and Energy clients, many of whom they've done business with for decades.

The company, in its 3rd generation of family ownership and currently under the experienced leadership of President Len Stolk, has remained effective in adopting emerging trends and best-practices in the industry.

Stolk's background has always been in industry, servicing clients in industrial settings for the last six decades.

"Stolk can help with anything our clients require for their facility needs, whether they are building new, renovating their existing space, or require ongoing maintenance, we can offer a full-service approach", said Kate Flynn, Stolk's Director of Operations.

"I believe wisdom comes from experience," said Flynn. "In our 60 years of providing construction services, we really have seen it all, and we have an incredible team of problem-solvers, diverse in their areas of expertise. Because of this, we excel at being that sole-source provider for our clients."

"To be able to thrive in this industry you have to have a good reputation. You have to do the right thing, and you have to stand behind your work", said Len Stolk, President. "This is what got us here and this is what will provide a foundation for future growth."

Strategic partnerships with innovators in the construction field have been very beneficial to Stolk. From the associations they are a part of, to relationships with key trades, and authorized dealer agreements. Stolk has built an external team of trusted advisors to enhance the strong, dynamic team they have assembled in house.

In 2020 Stolk became the authorized Butler Builder for Niagara. Butler pre-engineered building and roof



systems are known across the industry for their quality, sustainability, and innovation.

Stolk is particularly proud of its Butler MR-24 metal roof offering for its clients, an industry leading 24-gauge standing seam roof that has proved to be more robust and effective than traditional roofing options and could last more than 60 years. The MR24 roof can be used on new builds as well as retrofit projects.

Robust use of high-speed Internet and cloud services has also been a boost to the company's abilities, whether it be tool-and-asset tracking, customer relationship management (CRM), collaboration/communication tools or time management.

Pre-Construction Manager, Aaron Kroeker, also refers to other Stolk areas of excellence for clients, energy savings and various retrofits, among them.

"We're really a service provider, here for our clients," Kroeker said, noting their forte is pre-engineered buildings and metal roofing sourced through Butler Manufacturing. "Currently in Niagara, we are seeing a shortage of cold storage and dry storage facilities; pre-engineered buildings are a great solution to this shortage.

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# You have to do the right thing, and you have to stand behind your work.

**Len Stolk**  
President, Stolk Construction

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With the increase in technology, and almost everyone having a computer in their back pocket, retail businesses are using on-line shopping and ordering. This increase in electronic shopping results in the demand for large local depots for the expected quick turnaround between time of ordering and delivery to your front door.

To help meet the demand for this increase in storage space, Butler has responded with revamping their production lines, adding welding and fabrication automation and improving the delivery time of the pre-eng building to site."

In addition to working with industry "Stolk is seeing a lot of medical facilities requesting refresh and expansion; whether it's a pharmacy or medical office, they want to improve patient flow, provide aesthetically pleasing barriers between procedure areas, and upgrade air exchange and filtration systems."

"On the commercial side we are renovating restaurants, expanding their drive thru capacity, and most are opting to reduce their dine-in area for new pick-up areas designated for online orders and delivery services."

When renovating client's existing facilities, we help guide them to make energy-saving choices, whether through retrofitting lighting and equipment, or providing building automation for upgrades in mechanical services.

"As the GC", Kroeker said, "things are linked together by us; our goal is to make everything in the facility as efficient as possible, and holistically bringing the whole project together." The result being a more cost-effective building for the client, and generating a lower total cost of ownership over the building's lifespan.





Energy projects are another key offering of Stolk Construction, working on a number of projects for their clients that will reduce emissions, reduce energy costs and produce clean energy for generations to come.

We are seeing a lot of innovation in the energy market right now, with trends moving towards RNG & LNG opportunities, as well as looking at hydrogen as a fuel due to the increased cost of natural gas.” said Greg Atkins, Energy Sector Project Manager.

“Many of the upcoming projects we will be working on will be new for the North American market, it is a very exciting time in the industry.”

Utilizing technology was a big part of how the organization held its ground through the pandemic, while maintaining its company mission to create value through problem solving for its diverse portfolio of clientele.

One of Stolk’s core values of having GRIT and getting it done expressed itself in many ways throughout the pandemic. “The initial Covid lockdown happened seemingly overnight, and our leadership team spent a weekend on the phone figuring out how to keep our people employed,” said Flynn.

“At the height of the pandemic, we were permitted to continue work on only one of our projects.”

It was fortunate that Stolk was handling the Boggio Medical Centre build in Port Colborne, which was permitted to continue under Covid regulations: “We were very thankful we had work within the medical sector,” Flynn said. Stolk’s strategy was to engage in three shifts to keep everyone collaborating and the medical centre project moving forward, with stringent physical distancing and health accommodations ensured. Using video meetings for communication and changing some of the paper heavy processes to digital to ensure the safety of their staff, and clients.

“A major Covid lesson learned for Stolk was the value in servicing diverse industries,” Flynn reflected. “If one industry got shut down or affected, we could typically keep other projects going elsewhere. Just as we had with the medical centre.” As things began opening up, the company was well-positioned to re-engage in these areas.

“Taking a project from a concept to a drawing, to an installation, to actually having it solve a problem for a client and build their success, that’s pretty rewarding,” said Stolk. “We’re confident about the future and hoping to gain more satisfied, lifetime customers as we move into the next chapter.” ■

**For more information, please visit [stolk.ca](https://stolk.ca)**



**We’re confident  
about the future  
and hoping to gain  
more satisfied,  
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as we move into  
the next chapter.**

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# NIA companies shine in Clean Flow tech collaboration

Written by Don Fraser

**T**wo Niagara Industrial Association members are hailing a Covid-prompted collaboration that has pushed them into exciting new areas of business.

Synchro Engineering Limited and Clean Works — a division of Court Holdings — took the reins during the pandemic through R&D to design a Clean Flow Healthcare Mini machine.

This machine uses newly-tooled equipment to sanitize personal protective equipment against SARS-CoV-2 virus, plus other pathogens, using ultraviolet light, hydrogen peroxide and ozone.

Based in Niagara Falls, Synchro handled the electrical side of this cooperative partnership with Clean Works handling the rest of it, as a start-up company based out of St. Catharines.

The machines, used in Canadian healthcare facilities, can sanitize up to 800 N95 masks per hour, as well as other personal protection equipment.

“It was quite a feat to meet the demand, and thank heavens for the Synchro team, as we wouldn’t have been able to accomplish it without them,” said Clean Works Marketing Director Denise VanderVeen.

VanderVeen describes the initiative starting when Clean Works got the ‘nudge’ from Health Canada to help with the pandemic response. “That’s when we pivoted into the medical side.”

“It was to support the government and the issues around the shortage of personal protective equipment— following that investment, we’ve seen that technology grow quite a bit,” she explained. “The technology is very adaptable.”

Clean Works is a grassroots, agri-food innovator that has invented a revolutionary intervention step for sanitizing fresh produce – while creating a greener process. The technology was developed by apple grower Paul Moyer with the support of Dr. Keith Warriner, Dr. David Lubitz and Dr. Prosser from the University of Guelph.

Clean Works general manager Joe Symons, said that by 2020, their cleaning technology — typically used for decontaminating agricultural products — had been around for four years. It also has a sister company called Pure Life Machinery.

“Once the pandemic hit, we validated our technology to cleaning N95 masks,” Symons said. To make the collaboration happen, Clean Works grew their workforce to 50 from 7, over 2020. Key clients for the new sterilization devices include hospitals and healthcare, senior-living homes, and the federal government. About 65 units were built for healthcare uses alone, over a period of only three months.

Leveraging that technology, Clean Works is moving into new business development areas, with different product lines for decontamination ventures in areas including produce, proteins, dried goods, seeds, international packages, cannabis, and various other surfaces.

Dan Michitsch, Synchro Vice President, remembers the collaboration as an intensive one. “When we were going through the first wave difficulty of COVID-19 and pending shutdowns, Joe and I were in constant contact with each



*Synchro Engineering and Clean Works partnered in the development of the Clean Flow sanitization machine.*





*The Clean Works team.*

other in order to get through this,” Michitsch said “and along the way we formed a really strong partnership.”

“Clean Works completed the mechanical designs and components; Synchro designed and provided the electrical package including all the PLC/HMI programing including remote data visualization through cloud-based dashboards. As Clean Works tested, we modified the design as we went along.”

Michitsch explained, during the initial design time, Synchro needed to be flexible, committed and very reactive in adjusting to the changing mechanical design requirements using traditional automation components and solutions. The goal now is to develop a circuit board design that’s less expensive, more robust and that can be scaled up and down when necessary. “With that came a decision to hire the resources and develop technology needed to make the collaboration happen in-house”.

“Our original vision 15 years ago was to support local manufacturing and we continue to do that year after year by expanding our own fleet and the services we offer” he adds. “This project was an excellent stepping-stone for us to launch a new vertical into designing and building embedded systems for customers.

“It’s been a really exciting time.”

Synchro’s current clients include OEM’s and end users in the food-and-beverage processing, energy and other manufacturing

sectors. Synchro services areas such as electrical engineering, automation systems, control panel design/build, power systems and electrical contracting. The firm has a combination of 20 multi-skilled full-time positions and still looking to grow.

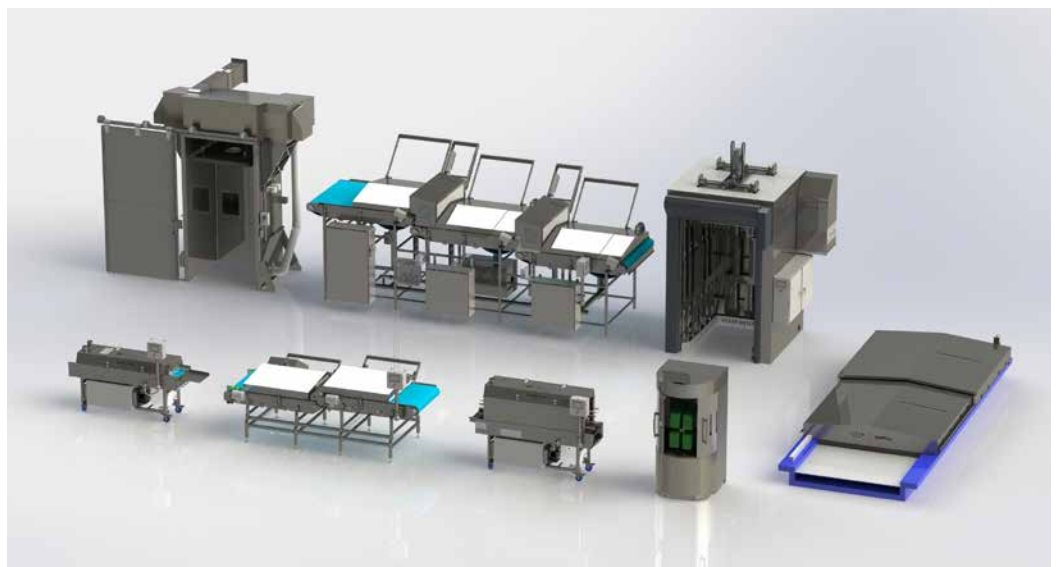
With new capacities in their wheelhouse, Synchro is also ramping-up investment to further support local manufacturing, with PCB design and contract manufacturing support.

Another developing business for Synchro has been helping local firms facing supply-chain backlogs, by assisting with replacement automation parts, and creative new designs to quickly help fix existing equipment that breaks down.

“This collaboration, along with our stories, are all good news for us here locally,” Michitsch said. “Glad we can be part of the solution for the Niagara Region” ■



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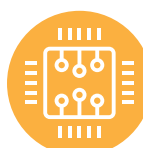
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# Innovation and Covid management align at Kane's

Written by Don Fraser

Three years ago, Kane's Distributing noticed a surge in their touchless systems. It was a harbinger of business change, soon accelerated by a pandemic.

"It's all about this cashless revolution," said Lorna Kane, owner of the second-generation family business that started in 1954 and is now a leader in the vending machines sector. "That's really where we're at."

The St. Catharines company has been a steady technological innovator, focusing increasingly on latest-generation, software-focused vending and inventory-management.

Changes continue to happen at breathtaking speed. While Kane's primary business is sales and service of traditional vending machines, that now accounts for half the eight-employee firm's business, as the company evolves.

As one example of the transformation, pre-Covid, Kane's was selling Nayax — a comprehensive cashless payment system.

Nayax is one of the largest manufacturers of cashless payment systems for an 'unattended market' that includes vending machines, car washes, laundromats, gaming and charging stations.

"Before the pandemic, we were expanding our cashless payment



Lorna Kane

systems for the traditional vending industry," Kane said. "As soon as Covid hit, no one wanted to touch cash." That in turn generated a sales boom in that area.

"Over two years, these systems helped carry us through the pandemic," she said. "Now we're seeing that side of the industry rocket. People aren't going back to cash."

Another example of their many innovations is a system called Vendit, an inventory-control solution for the distribution of PPE (personal protection equipment), but which can be tailored to anything similar.

"We basically took our traditional vending machines and developed our own inventory-control solution, which is Vendit," Kane explained.



Among Kane's clients, the system is typically used by factories seeking to regulate the distribution of items like safety glasses, gloves and earplugs, and sometimes tools. Employees are given an access card for required amounts of equipment or PPEs, with each system specialized to the needs of the customer.

Kane's is also seeing micromarkets "taking over, where you'd previously see a traditional cafeteria or vending set-up," she said.

"These micromarkets are like an unattended little store," in secure set-ups that might include an unattended retail kiosk, where an employee can grab convenience items and then scan and check it out themselves.

"Now we're seeing more of these go into workplaces. They are proving quite popular." ■



Alex Ross  
Lawyer and Registered Canadian Patent Agent



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# Two companies tackle Covid challenges with employee help

Written by Don Fraser

As many industrial employers discovered, pandemic troubles hammered their human resources.

Niagara industrial companies had to be creative through the employee-connection Covid-isolation crisis — and they learned a lot.

Two in Niagara, Handling Specialty and Airwood Flooring Accessories, worked out innovative ways to manage the crisis and carry on their business.

“We wanted continued levels of relating to each other,” said Tom Beach, president of Handling Specialty based in Grimsby, with a factory also in Hamilton. The company manufactures high-end, large custom-engineered lifting products for international customers.

Beach says, as for many in the working world over the last two years, Zoom and other kinds of video-conferencing saved the day, when restrictions were at their height. At Handling, sustaining the engineering team was a top priority.

“We bought software that allowed our management to view engineers computer screens while they worked from home — this allowed the firm’s stakeholders to be able to view the engineering work in real time... at the office.

“So in realtime, they could ask each other: ‘Am I doing the right thing? Do we want to change this?’”

Beach said most company engineering challenges were managed with relative ease this way, even though — for a time — the rest of the team had to collaborate at home.

Handling also built a company-wide internal Internet portal, that made the ongoing isolation and disconnection a bit easier for workers.

“We could all see the memos, communications, policy changes in one place. It was much more effective than sending e-mails out,” he said. The software channels allowed us to share family or pet photos and helpful anecdotes. It was also a good fit for our health and wellness program, currently in place for Handling’s 125 employees.

“The portal gave our people that little human smirk or smile, when we weren’t always within shouting distance from each other,” Beach said. “And it’s going to continue afterwards.

“There’s been a lot of positive feedback about it.”

For Airwood, a complete cross-training program helped pull the Niagara Falls facility through the tough times.

As company co-owner Carmi Mooser explains it, before Covid, an employee might be a machine operator — and that’s what they did, day-in and day-out.

With Covid came a surge of absenteeism, whether it be actual illness or mandated isolation. “We’d have stations that might

“

The portal gave our people that little human smirk or smile.

Tom Beach  
President,  
Handling Specialty







Airwood company owners: Cosimo Sgambelluri, Carmi Mooser and Mike Mooser.

not be operable,” Mooser said. In a small production team of only 20 employees, “having all-hands-on-deck really matters.”

Employees were then cross-trained in operating procedures (SOP’s) associated with various positions. By the summer of 2021, the whole facility was cross-trained: “Today, they can run a multitude of different work stations.”

Part of that Airwood team effort, Mooser said, was getting people fully on board: “No one really loves change. We got them invested in our vision about the importance of this.”

Through the tsunami of COVID-19, with resulting absenteeism vacancies, different workers could now be effective in a multitude of areas — they can fill in.

“This also helped us to go where our order volume was going,” Mooser said. “It allowed us to always continue critical production. We haven’t had to approach customers and say: ‘we don’t have the capacity to handle this job, or we have to extend your lead time, due to employee absenteeism.’”

“We have much more flexibility.” ■

airwood.ca | handling.com





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# Tribute to Wendy Smith, the 'Heart of the NIA'

Written by Sophia De Luca, Niagara Industrial Association

Niagara Industrial Association members are mourning the tremendous loss of beloved colleague and friend, Wendy Smith, who passed away peacefully on August 29, 2021, after a brave battle with cancer.

Wendy Smith was the Operations Manager of the NIA, holding that position for seven years before her retirement in early 2021.

In her time with the NIA, Wendy built dozens of effective business relationships with company owners, management, and industry advisers, and was the main point of contact for NIA members.

She was always deeply personable in developing these vital connections — it was a natural ability that members came to know and embrace.

"If you met Wendy once, she retained every piece of information you gave her," said Rob Lander, her husband of 13 years. "She remembered your name, your kids' name, your pet's name and what was going on in your life."

"Everybody also got a smile and hug from Wendy at an NIA meeting, even if you didn't want one. She was a one-of-a-kind person who can never be replaced."

Wendy's work with the NIA job started in administration and sales, then her interest and knowledge in industrial manufacturing advanced her role to facilitating connections and business relationships between members. She knew what industrial members were looking for, and who could make things work.

She was also an advocate for members in Board meetings, bringing to light larger issues affecting their companies, and she knew how the NIA could lend a hand.

"Wendy was a good soul; quietly competent in her work and a real pleasure to collaborate with," said Don Fraser, who worked with her professionally for years.

"She seemed to know in advance what needed to be done, and always had this wonderful sense of humour; we had constant laughs, even when she was sick."

In December 2018, Wendy was diagnosed with a rare form of neuroendocrine cancer. She shared her hard-fought battle with members, treating her situation through a constantly-positive lens. She went through every new treatment with an unwavering sense of perseverance and humour.

Her illness did not stop her from rushing to help others in need. In March 2020, Wendy rallied the support of NIA







*“She was a one-of-a-kind person who can never be replaced.”*

members, spearheading a collection of \$115,000 in donations in two days for the Niagara Health Foundation to purchase ventilators and personal protective equipment related to the COVID-19 pandemic.

After seven years, Wendy retired from the NIA in early 2021. During a well-attended online celebration, she warmly

acknowledged everyone and referred to the membership as a “family” that she would dearly miss.

Her passing on Aug. 29 later that year, was observed with a heavy heart by the NIA family. Members were quick to gather in Wendy’s memory, offering condolences to her loved ones and making further donations in her memory to the Niagara Health System.

Wendy is indeed the Heart of the NIA and is greatly missed by all of us.

To this day, we are reminded about the heart, soul and kindness she brought to the Niagara Industrial Association. Members still share stories of Wendy and how she touched their lives personally: through sharing a laugh over the phone, recounting how she helped their business overcome challenges, or comfort members in hardship as a shoulder to cry on.

Everyone has that ‘Wendy story’, and in this, her memory lives on in the NIA. ■



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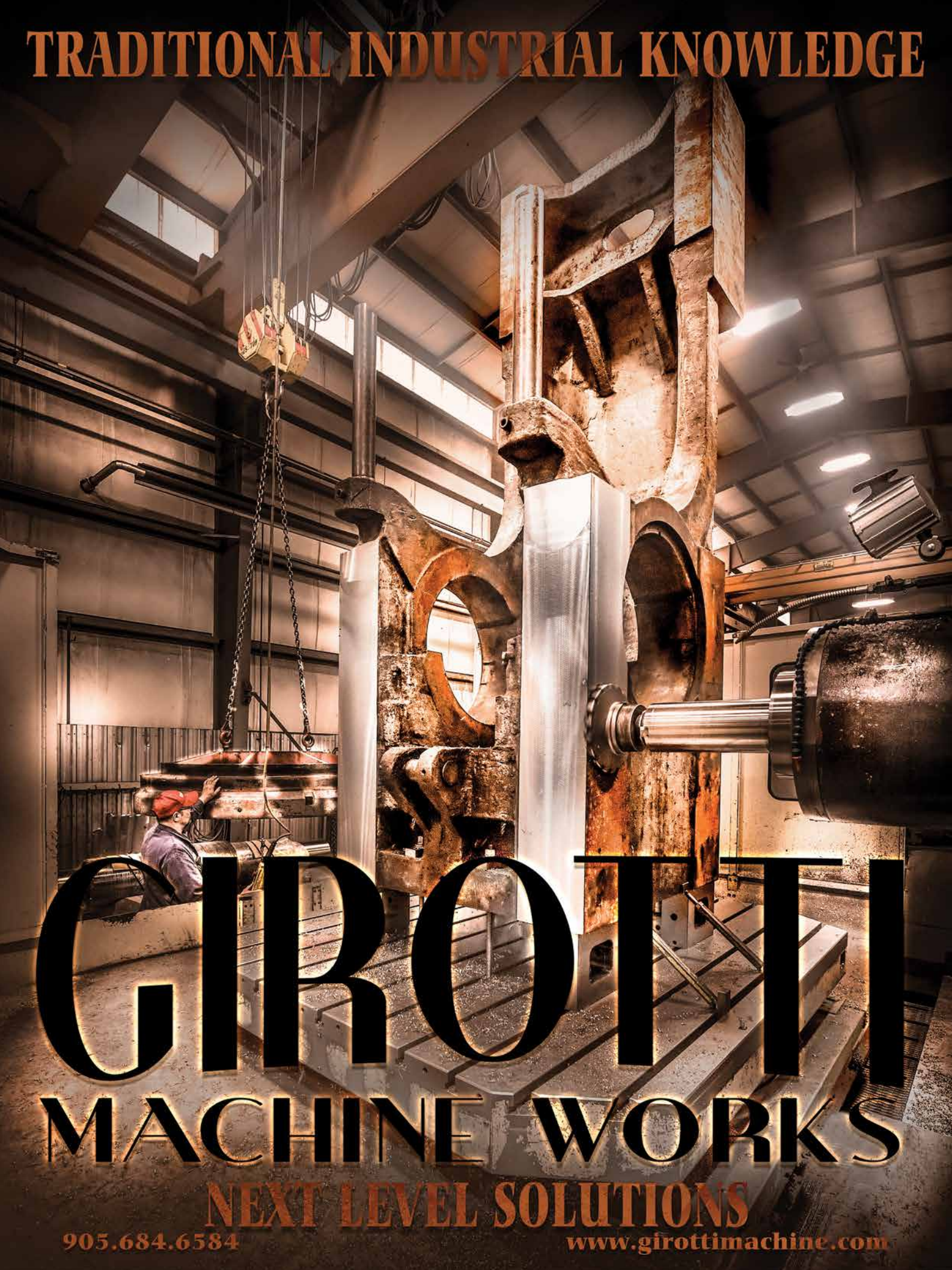
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*Canadian Metal Buildings' Python X Plate plasma-cutter is the first in Canada.*

# Python system a cut-above in metal-cutting automation

Written by Don Fraser

For at least two Niagara Industrial Association firms who've made the commitment, a Python robotic plasma-cutting system has impressed with snappier lead times and boosted production.

"It's really been an absolute game changer, just 100%," said Justin Bruzzese, president of Canadian Metal Buildings.

When the installation was considered, the expenditure seemed somewhat daunting. However, any doubts were cast away, after preliminary studies were done with the U.S. Python supplier Lincoln Electric. They predicted striking efficiency improvements.

In consideration was the latest Python model — a real stunner — the Python X Plate is cutting-edge, the only one in Canada and second in North America, said Bruzzese.

"Given our compact shop layout, and what we needed, Lincoln Electric took our wish-list and came up with the Plate X that accommodated everything," he said. "Lincoln Electric was great to work with, they listened to us and they were innovative."

"The Python installed fits really well in our space," he adds, of the machine that runs on a gantry system, rather than the material being fed through on a conveyor. "It also makes the work very efficient, speed-wise."

Canadian Metal Buildings has about 50 employees, with previously \$14 million in annual revenue, and that's on track to reach \$22 million this year, over two shifts. Based in Stoney Creek, it specializes in pre-engineered metal-building systems, and traces its family roots more than 50 years back.

The company's new table has been doing its job for a year — to glowing reviews.

The latest Python features are proving expansive and extremely useful, Bruzzese said: "It does 2-D and also 3-D work. So that includes your plate and profiles — and on the other side, your 3-D — the holes, layout etc. We can take the



drafting file right from the concept, to it being uploaded into the machine.”

When the steel I-beam is placed in the Python, its robotic system scans the part, and “you literally just hit go. It’ll cut to the length, the holes, the whole layout,” said the company president. The part is then removed, taken to the welder’s station and tacked into place.

In tracking Python’s benefits to their bottom line, it was clear the installation is making a big difference, he said: “We weren’t going to make our company goals the other way, without the automation. So this machine has done it for us — and more.”

Other versions of the Python technology used among NIA members, include one purchased by South Central Industrial, which installed its own fabrication system several years ago.

In an *Engaged in Industry’s* May 2019 magazine article, South Central president Rob Kaune also described it as a game changer, noting it had removed some of the tougher aspects of cutting beams, and made his shop safer. ■



Justin Bruzzese, president of Canadian Metal Building.



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# Cutting a path to expanded business through advanced CNC Machining

Written by Don Fraser

It's a leap of faith for any business to spend big on technology, as it seeks to ramp-up production quality and capacity. That's exactly what Airwood Flooring Accessories did in turbulent times — and there are no regrets.

Amidst a pandemic, the Niagara Falls flooring accessory-production facility invested in a \$300,000, five-axis CNC



*Airwood Flooring's new five-axis CNC machine ramps up shop efficiency considerably.*

machine to more efficiently cut its materials. While a lot of prep was involved, it was a daring move in March 2021, but that installation has transformed the company.

"It was a scary thing, pulling the trigger on an expensive new piece of machinery," said Carmi Mooser. "But it was time to take our business to the next level. And this has definitely helped us bring in more business."

Airwood, owned by couple Carmi and Mike Mooser, was founded in 1998 by Carmi's father Cosimo Sgambelluri. Carmi and Mike bought the business in 2017 after working with Airwood's team for a number of years.

The Niagara Falls company, located in a 25,000-square foot facility in the Stanley Avenue Business Park, started as a wood-vent manufacturer. "It was founded on attention to detail, with details really mattering," said Carmi Mooser. "We kind of fit into this niche market of wood-flooring accessories."

**We've been able to bring in automation and essentially expand our business.**

**Carmi Mooser**  
President, Airwood Flooring Accessories



In partnership with hardwood manufacturers, they make products such as wood vents, and various types of custom mouldings.

Traditionally, the firm used a “piecemeal approach” to woodwork manufacturing, Mooser said, explaining that the nature of their custom work wouldn’t allow for a “one machine fits all” set-up.

For the most part, it meant having to retrofit machines or get them custom-made for their needs. When they first started, that pathway from incoming lumber, to a final product could involve as many as 26 processes: “That was very labour intensive.”

The new five-axis allows the manufacturer to “essentially cut multiple processes out of our production,” she said. “With a five-axis CNC machine, we can go from 26 processes down to 14 processes.”

Five-axis machines use a tool that moves in five different directions, and lets operators approach a part from all directions in a single operation.

It’s helped Airwood become much more efficient, while tying up less stored inventory. In getting product to market

faster, the company can now handle larger overall volumes. Airwood can now also make better products, and has expanded from hardwood to vinyl flooring.


Mooser also gives credit to the Business Development Bank of Canada in helping them through this phase: “It’s been just a tremendous business partner,” she said. That assistance has included valuable consulting services provided by a BDC process engineer, to make production shop work more efficient.

The 21-employee firm sells its products in Canada and the U.S. and the CNC technology has been such a success in pushing this growth, that a five-year plan includes purchasing a second five-axis.


There’s been another benefit in installing the five-axis— one you might not expect.




Mooser notes sometimes in automation, there’s a fear machines will only replace existing workers. The opposite is happening at Airwood: “We’ve been able to bring in automation and essentially expand our business,” she said. “And that is awesome.” ■


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# DSBN

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### DSBN brings future talent to local manufacturers

We all remember what it was like to be in high school. No, not that memory. We're talking about that core part of high school that every one of us can relate to. That one, key, looming question that followed us down the halls and into our classrooms: "what am I going to do after I graduate?"

This was certainly a question Sianna Dortono asked herself when she was a student at Thorold Secondary School. Fortunately for Sianna, through the comprehensive Technological Education program offered by the District School Board of Niagara (DSBN), she was able to start walking her career path very early.

"I started exploring trades in Grade 9 and 10. I was doing woodworking, manufacturing and automotive at school, and those classes quickly taught me I liked working with my hands and getting to see real results from my work," reflected a now 22 year-old Sianna. "I kept with Tech Ed all through high school because I enjoyed it so much. That's how one of my teachers, Mr. Ten Den, opened my eyes to doing machining at a co-op placement. And when I started machining, something just, clicked."

The DSBN's Technological Education program is designed to practically introduce students to careers in the skilled trades and technologies. It helps students fully understand what their career options in the trades and technologies are, while also empowering them to do hands-on learning at a young age using industry standard equipment and software. This program has long served as an essential bridge that matches DSBN students to potential future employers within Niagara. Take Sianna. She currently works at Girotti Machine Limited – the same company she was placed at in high school. She's been working there ever since.

"I went from making hammers and pens at school to going to Girotti, where I helped make tubes for [ArcelorMittal] Dofasco in

*22 year-old Sianna Dortono with long-time employer Aaron Tisdelle, President of Girotti Machine Limited. Sianna has worked at Girotti ever since she was introduced to Girotti as a student at Thorold Secondary School*





**I thought I wanted to be a lawyer, but the [DSBN] Tech Ed program really helped me figure out this part of myself and got me here. Now my long-term goal is to get a mechanical engineering degree.**

**Jeff Lennox**

*DSBN student in Grade 11 taking  
Advanced Manufacturing in the  
SHSM program*

to get started. I feel very privileged to be at Girotti and in the trades, in my home region. This doesn't happen for everyone," said Sianna.



In Sianna's case, she was able to accelerate her career by taking the Ontario Youth Apprenticeship Program (OYAP), which allows students to begin their apprenticeship through cooperative education while they're still in high school.

Bringing determined students who are eager to learn, ready to train and work at a young age, and are enthusiastic about building a future for themselves is what makes partnerships between DSBN and local Niagara employers so valuable. At least the president of Girotti Machine Limited, Aaron Tisdelle, thinks so. And for tried-and-true reasons.

"Our knowledge is very niche and specialized in machining, and this is the norm in the trades industry. By bringing in someone as young as 18 to our workplace, and having the chance to train them by your company's standards, in your own way, has been central to maintaining growth and success for us. Not only will the students be able to grow their skillsets, they will be fantastic contributors to your company, possibly long-term," said Tisdelle.

"Just look at Sianna. She did two co-ops with us and her apprenticeship, where she produced machines and tools. We were looking for a lead inspector not long ago, and she was interested, so we gave her a chance to try it out. How did she do? Well, let's just say that she's 22 and she gets respect across the whole shop as the lead inspector. Staff will not take parts off their machines unless she's inspected them."

Jeff Lennox is just a few years behind Sianna in age, as a Grade 11 student at Sir Winston Churchill Secondary School in St. Catharines. His introduction to the skilled trades and technologies was a little different than Sianna's, with DSBN's Specialist High Skills Major program (SHSM) leading him down his own unique path. SHSM allows students to focus their learning on a specific sector according to their interests, where they will gain real-life experiences and can earn sector-recognized certifications like Standard First Aid and CWB Flat welding. For Jeff, his interest led him to enroll in advanced manufacturing.

Hamilton. I really love it here. I love the work, where I feel like I'm contributing to how our society functions, and of course, the people. I know I've grown a lot already. My school gave me that fundamental introduction I needed to set me on this path, and they helped me gain that real-life work experience I needed





*Sir Winston Churchill Secondary School SHSM student Jeff Lennox with his co-op employer, Andrew Boyd at Factory Surplus Direct*

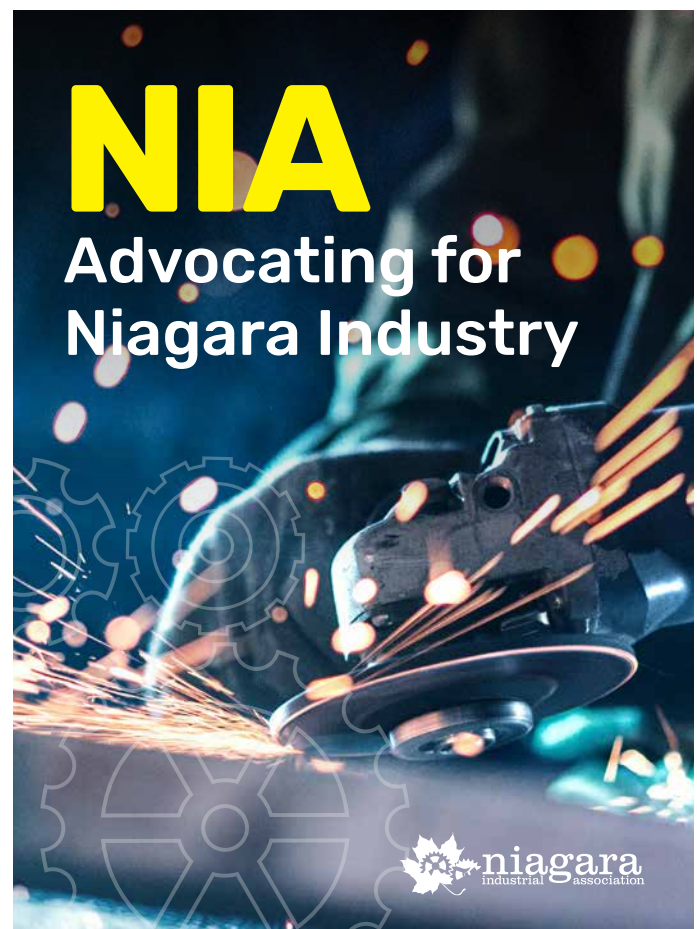
"I started thinking about trades after I tried the DSBN Technological Skills Challenges in elementary school. But I didn't get into it until Grade 10, when my friend asked me to go to the robotics club with him, and I just went with it. It ended up being the best part of my year," said Jeff with a ton of enthusiasm. "Getting to be in that club and experimenting with materials like that drove me to take more tech classes. Then my teacher, Mr. Busca, recommended co-op at FSD. Now I'm having a blast, seriously! I've always enjoyed putting things together, but I didn't realize I liked it this much."

"I thought I wanted to be a lawyer, but the Tech Ed program really helped me figure out this part of myself and got me here. Now my long-term goal is to get a mechanical engineering degree. But next up is trying to figure out how to build a robotic arm."

Technological educators at the DSBN who teach these specialized programs are industry professionals themselves, making the education and guidance students receive that much more effective. As experienced employees in the field, they also teach students valuable life skills they need for the workplace, like time management, initiative, problemsolving, creativity, collaboration and more.

"The schools we have right here in Niagara are focused on preparing these kids to work in our industries; to be part of our staff. They're investing in them. And with the kind of optimistic attitudes and energy they bring to the job, I am more than willing to invest in them as well, and give them an opportunity to build their future, and at the same time, build the future of my company," said Tisdelle. "The students and their skillsets are growing every year, and we want to be DSBN's partner to not only gain and develop staff, but to help give students a chance to work. It's a win-win."

"Even though I came to Girotti thinking I was going to stay as a machinist, I'm thankful that I've already had so many opportunities," said Sianna. "I'm the lead inspector now, which I love, but I could go into welding, quality control, or more machining within the company. Connecting with Girotti in high school has opened so many doors for me, and I don't plan on going anywhere."







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# Innovation and Industry 4.0 automation push FSD to next level

Written by Don Fraser

**T**he pandemic was a grind for manufacturers— staffing, costly factory-floor changes and supply-chain issues were a constant for almost everyone.

But FSD Robotics, like a surprising number of NIA members, has pulled through and thrived in a tough era. And for many like FSD, it has meant a focus to doing work locally, while increasing innovation.

In an *Engaged* article three years ago, the industrial automation, robotics service and support business had 10 employees. Steady, business-propelled expansion has pushed FSD to about 35 fulltime staff, along with new ISO 9001 certification and a 40,000-square foot plant in St. Catharines.

“We have grown quite a bit since then, everything has just jumped,” said Dave Burgess, company president and owner.

“Among other offerings, we’ve got state-of-the art testing and training facilities. We’re seeing different things happening now for our business.

“Obviously robotics and automation have been in the forefront of everything in manufacturing. But Covid made it exponentially faster for us.”

As part of its cache, FSD has provided its service and support in robots and the collaborative robot market. “Things are really touching on that quick, easy-to-learn robot, which can be integrated quickly,” Burgess said. “Those trends continue, and our customers are obviously becoming more automated.”

He has noticed customer accounts he visited perhaps 12 years ago could have had 50 robots then, and now have 150.

Burgess is also witnessing growth in automation and data collection — also known as Industry 4.0. “The manufacturers are realizing: ‘Well, we’ve been collecting this data for several years, how do we become more efficient using it?’”

Frustrating this pivot has been NIA members’ longtime trouble in securing skilled — or even willingly trainable — labour. This move to a local solution includes accelerated involvement with Niagara College and high school co-op programs, something FSD endorses.

“The labour side of things has been challenging,” he acknowledges.

Elsewhere, climbing costs, including commodities, also remain



an ongoing hot topic, Burgess said. "And on top of this, is an increased push to bring manufacturing back to North America."

There's a growing sense, given the pandemic and geopolitical stress recently, that manufacturing has to return to a more domestic front: "It's kind of all converging."

"Even things we once did easily, over the U.S. border, has become a hassle in the manufacturing and the automation-industry sectors," Burgess said. "The border was closed multiple times, it was tough."

"So then how do you pull back to here — do work more locally, and use your suppliers locally? In Niagara or elsewhere, who can I easily find, right around the corner, to work with?"

An example of new opportunity from this chaos was FSD's recent partnership with the Lanbi Renzo automotive-manufacturing systems maker.

"These partners like Lanbi saw us growing in size and ability to support business in North America," he said. In their work with Lanbi, FSD signed on to support their North American equipment during a time of logistics turmoil, "we took over a lot of services for them, it was just getting too hard."



*FSD Robotics president Dave Burgess*

In these ways, a comprehensive core-competency is developing at FSD. "This is the area we're providing for customers: We're a full-service robotics company, can do CNC work, offer repair labs, parts and distribution and do cable-harness manufacturing and more."

"It's why we have been expanding the way we have — there's a ton of work out there." ■

🌐 [factorysurplusdirect.com](https://factorysurplusdirect.com)

A large advertisement for PTH Power Tech Hydraulics. The background is a photograph of a warehouse filled with shelves of hydraulic hoses and components. In the center, there is a circular logo with a blue triangle pointing up, the letters 'PTH' in large blue font, and 'POWER TECH HYDRAULICS' and 'NIAGARA LIMITED' in smaller text below. Below the logo, the text reads: 'Niagara's Premier Hose &amp; Hydraulics Supplier...'. At the bottom right, the phone number '905.892.5657 (24/7)' and the address '2265 Hwy 20 East, Fonthill' are displayed in large, bold, orange and yellow text.





# New digital generation lifts local manufacturing to new heights

*Written by Don Fraser*

**M**anufacturing revolutions have come in fits and starts, but recent digital-related progress has sparked a steady evolution of efficiency and profitability for manufacturers.

“Digital technology will lead the next industrial generation,” states Luis Romero, Senior Client Partner of Business Development Bank of Canada Advisory Services.

Industry 4.0 and digital adoption are common buzz words these days, Romero said, but the concept is still abstract for many. As Romero explains it, 4.0 refers to the use of digital technologies across an organization to improve quality and productivity, ultimately reducing costs.

“Many studies have shown productivity gains from Industry 4.0 will be critical to remaining competitive,” he said, adding over the past 250 years, successive industrial revolutions have transformed how manufacturers produce.

“Like the mechanization, electrification, automation and globalization revolutions that preceded it, this ‘Fourth Industrial Revolution’ promises to have a remarkable impact on how we make and sell goods.”

Advanced digitization is also not necessarily the same as installing more robotics, he adds.

“For example, Industry 4.0 technologies collect data that can be used to connect robots, or be used alongside other areas of production,” Romero said. Related to this is integrating

“  
**Industry 4.0 will be critical to remaining competitive**

**Luis Romero**  
Senior Client Partner of  
Business Development  
Bank of Canada Advisory  
Services



computer networks to connect customers, suppliers and business partners — or using analytic software data for production and maintenance scenarios that can optimize processes.

Another promising application for manufacturers is using wireless sensors to monitor and control machinery in real-time. “This is referred to as the ‘Industrial Internet of Things’ IIoT which can, accurately track production, identify and correct problems and be used to make informed strategic decisions,” Romero said.

Amal Driouich, Research Program Manager of the Walker Advanced Manufacturing Innovation Centre in Niagara College, similarly links Industry 4.0 technologies with IIoT, which generally refers to the extension and use of the internet in industrial sectors, and their applications.

Driouich notes many Industry 4.0 technologies have passed the early adoption phase and “are now being used not only by large companies but also by the SMEs.”





Walker Advanced Manufacturing Innovation Centre's Amal Driouich

Education is key to the success of IIoT implementation, she said. "For small businesses, the first step is to ask the simple question: 'How can my company benefit from IIoT and Industry 4.0?'"

A business doesn't necessarily need a deep pocket to invest in IIoT, she adds.

"For example, in a manufacturing setting, a way of implementing IIoT could be by installing a monitoring device on an existing machine," said Driouich. That monitoring can include tracking things like temperature, pressure, torque, spindle rotation, acceleration, bearing wear, feed rate, machine alignment, and production rate.

Both monitoring and remote control of machines, are part of IIoT, she said: "The data collected from monitoring can be stored in a cloud-based system for future analysis. This helps avoid unexpected machine failures and unplanned downtime."

"It can considerably lower maintenance costs."

As Driouich sees it, these benefit of these new technologies for industry is straightforward—they improve product quality and production efficiency. ■

**For more insights on Industry 4.0 and how to make the digital shift in your business, visit [www.bdc.ca](http://www.bdc.ca).**

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# Niagara College Centre helping manufacturers 'de-risk' new technology

Written by Don Fraser

Sophistication in technology and 'de-risking' are persistent manufacturing trends observed by Gord Maretzki, of the Walker Advanced Manufacturing Innovation Centre.

And that's notably so, for small-to-medium sized manufacturers in Niagara and Southern Ontario, as they hedge against future threats, and strive to lower production costs.

"Technology adoption has become front-and-centre," said Maretzki, Centre Manager of the Niagara College Centre, based in Welland. "And our focus here is on that advanced -manufacturing technology side of things."

With smaller SME's getting more sophisticated work due to market demand and stringent quality-control processes in place, technological upgrades are often a necessity— but there are risks involved.

"You want to know you're investing in the right technology and not things that will collect dust," said Maretzki. "A big part of what we do, is help industry de-risk these technologies."

The Centre can provide those solutions in-house, while working with industry to try out ideas and recommend solutions.

"A company comes to us and asks; 'what should we do to make a good investment happen in this situation?'" Maretzki, explained. The Centre will help out in initial stages by

examining what their needs are, and suggest appropriate technologies to use— and put them to trial.

"The company can then have some confidence about investing in what will work for them."

The Walker Centre also assists clients with other processes and procedures, combined with in-house expertise and hands-on participation from co-op students.

In this way, it develops highly-skilled students in the foreground, while giving manufacturers a needed boost honing new product-development and manufacturing processes: "The overall idea is to give them a leg-up so they can be successful."

Among many examples of the Centre's success, is a SME client managing a contract with an automotive manufacturer, with stringent quality-parameters in place.

The Centre helped the firm develop a metrology solution allowing the firm to meet the current and future quality and inspection demands, upping their QC game.

With these systems in place, the company has gained access to more demanding markets, thus opening doors to more opportunities and allowing them to scale their business.



Gord Maretzki of Niagara College's Advanced Manufacturing Technology Access Centre.

The Centre also has productive links with organizations such as the Southern Ontario Network for Advanced Manufacturing and Innovation (SONAMI), and partners with other institutions and colleges that way. "If we don't have the skills-set — like a specific machining operation — we can partner with others that do have them," Maretzki said.

SONAMI is a Niagara College-led network of eight post-secondary institutions across southern Ontario with the expertise, equipment and workforce in place and ready to collaborate and problem solve with the manufacturers. Partners have a range of expertise and capabilities to support innovation in product automation, 3D technologies, testing/validation, and many other areas.



# Technology adoption has become front-and-centre.

Gord Maretzki  
Centre Manager, Walker Advanced  
Manufacturing Innovation Centre

All the while, helping fill a chronic gap in manufacturing-skills labour remains an ongoing benefit generated by the Centre.

“There’s a growing demand from industry for people to have specific skills-sets they need,” Maretzki said. “Here, students get direct experience with these technologies, and when completed with us, they often end up working with those same clients.

“It happens time and time again, and it’s a great success story — for them, and for industry. These new employees hit the ground running.” ■

For more information on the Centre, please visit [www.ncinnovation.ca/specializations/walker-advanced-manufacturing-innovation-centre](http://www.ncinnovation.ca/specializations/walker-advanced-manufacturing-innovation-centre)

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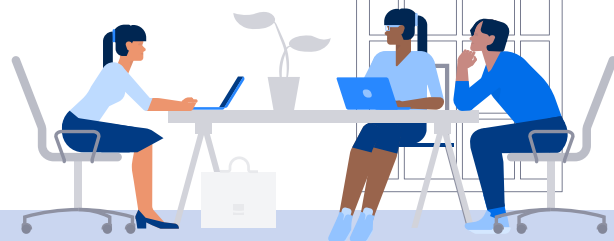


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# MEMBER MILESTONES

Congratulations to NIA members celebrating milestone business anniversaries in 2022



100 YEARS



95 YEARS



70 YEARS



60 YEARS



55 YEARS



55 YEARS



40 YEARS



40 YEARS



35 YEARS



30 YEARS



30 YEARS



25 YEARS



20 YEARS



15 YEARS



15 YEARS



15 YEARS



10 YEARS



5 YEARS



5 YEARS



5 YEARS

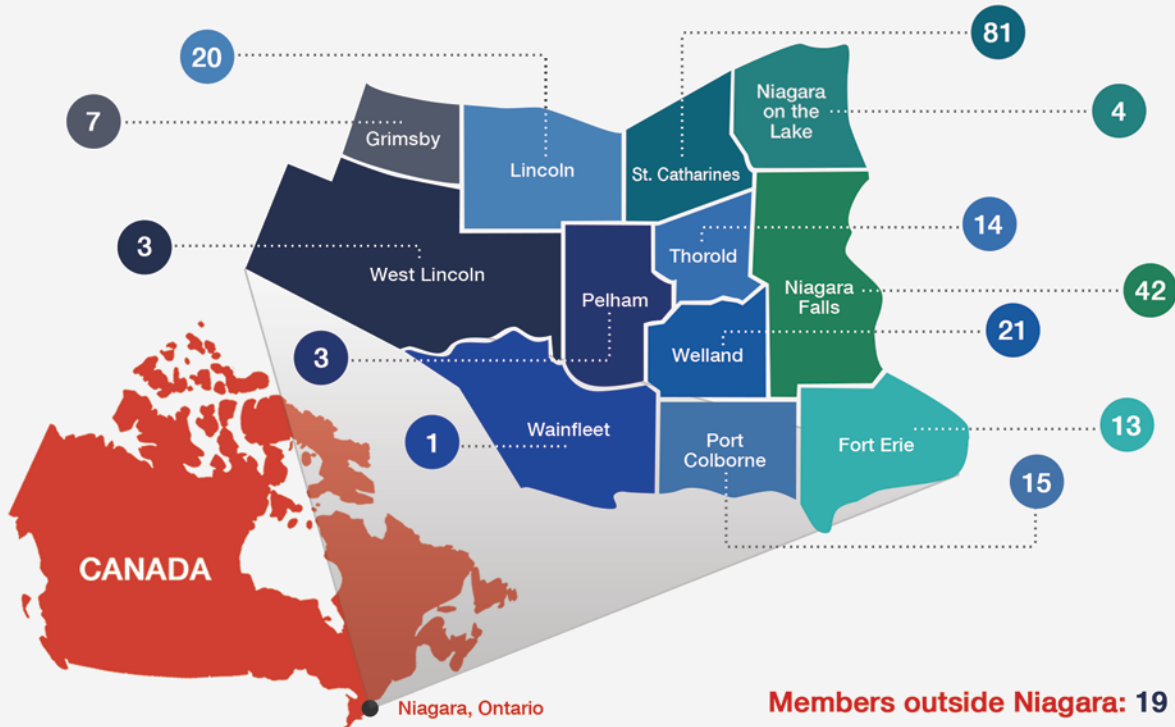


## MEMBERS

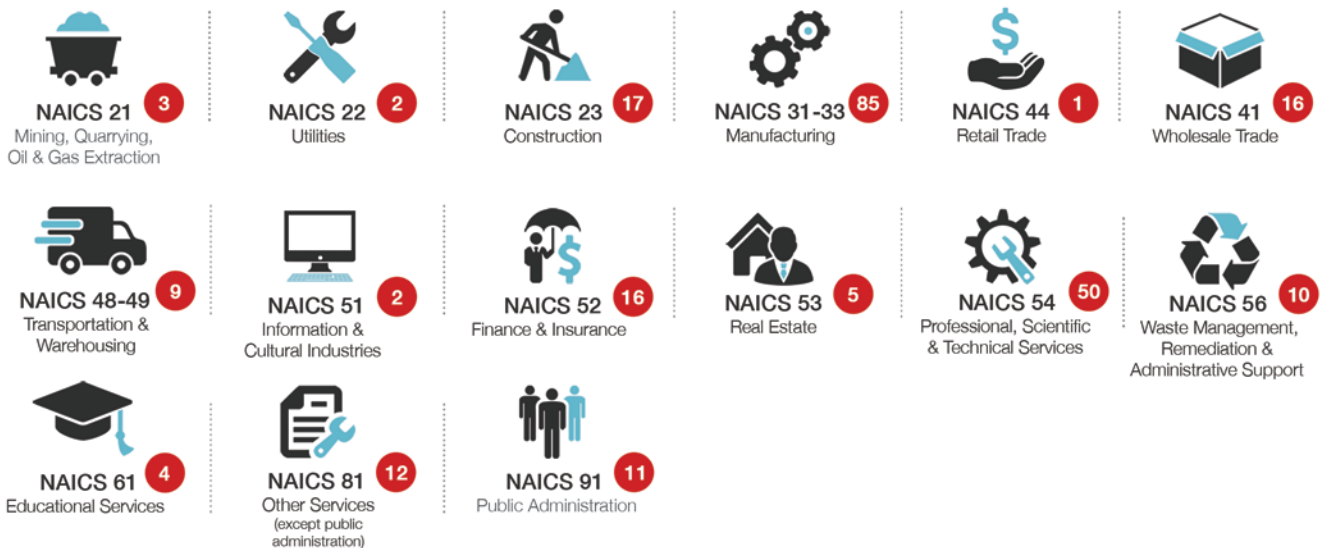
TOTAL **243**  
(no. of members)



## MEMBER LOCATION



## INDUSTRIAL COMPOSITION OF MEMBERSHIP





## ECONOMIC IMPACT OF MEMBERS



Private Sector Members  
No. of Employees  
(approx.)

**8,200**



Industrial member  
annual wages

**\$373.1M**



Total Revenue of  
Manufacturing Members  
(estimate)

**\$1.3B**



Industrial member  
contribution to  
regional GDP:

**\$319 M**

## ADVOCACY ACHIEVEMENTS

- Supported Niagara's bid to become a Foreign Trade Zone (FTZ) Point
- Supported the creation of the Niagara Gateway Economic Zone and Centre industrial incentive program
- Submitted a positioning paper to the Province of Ontario advocating for more competitive industrial electrical rate structure
- Participated in many skills shortage reviews with a variety of industrial and educational stakeholders
- Submitted the NIA's position to the House of Commons Standing Committee on Transport, Infrastructure and Communities supporting Niagara's position as a nationally significant trade corridor
- Sponsorship of a gathering of all municipal and regional elected politicians for review of intermodal transportation opportunities in Niagara Region
- Consistent promotion and awareness building of the relevance and benefits of Niagara's industrial and manufacturing cluster to the regional economy
- Vigilance on potential changes to municipal and regional industrial development charges and other policy changes that affect Niagara's industrial cluster



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# WHY I SIT ON THE BOARD



NIA Directors and staff (Back row - left to right) Jordan Sherlock, Len Stolk, Gina Delle Rose-Ash, Kevin Jacobi, Jane Buunk, Carol-Ann Chase, Bailey Charles. (Front row - left to right) Marco Marino, Shawn Rapone, Don Cyr, Sophia De Luca. Missing from the photo are Directors, Blake Landry, Verne Milot, Aaron Tisdelle, and Bruno Iafrate.

"As an economic development professional in Niagara, I recognize the importance of the manufacturing and industrial sector for the economic success of Niagara. The NIA provides an ideal forum and network to work with the sector to ensure it is receiving the resources and support necessary for continued success."

**Blake Landry, Niagara Region Economic Development**

"NIA has a very important role to fulfill. It endeavours to be the "Voice of Industry" as well as a catalyst for sector sustainability, growth and development. By virtue of their participation, our members acknowledge that we live in an interdependent business world and that entities, such as ours, do enable greater business awareness and foster mutual support."

**Verne Milot, Growth Associates**

"A strong manufacturing sector is vital to creating jobs and future opportunities for Niagara. Sitting on the NIA Board allows me to network with professionals from diverse business sectors sharing best practices and awareness of current economic challenges. I am proud to be a part of the NIA – a collective voice to influence change in my local community and to continue to build a solid future for Niagara."

**Carol-Ann Chase, Airbus Helicopters Canada Ltd.**

"If you expect Change, you have to be prepared to be a positive part of the process. The Niagara Region has a rich history of talented trades people and manufacturers that has grown our community to what it is today. The NIA is that vital voice to make sure that our community understands the role that manufacturing has in our community and to advocate for its growth and stability."

**Kevin Jacobi, CanadaBW Logistics Inc.**

"With over 35 years of experience, working within the manufacturing sector and having contributed direct operational input throughout my manufacturing career, I feel compelled to offer my experience, time and efforts, to sit on the NIA Board, as well as share lessons learned from my other Board of Directors work. By doing so, my efforts are focused on improving member benefit and to add value in promoting membership profiles within the manufacturing community in Niagara and beyond. Sitting on this board allows me to share knowledge and experience, increase networking opportunities and a chance for me to assist local entrepreneurs and make a difference in their operational and manufacturing operations in Niagara. Giving back to the local community should not have to be requested, but should be a life-long commitment for each and every one of us."

**Bruno Iafrate, Imbibitive Technologies Corporations**





"The past two years I have had the privilege of participating on the NIA's Business Development committee. I have seen the passion and dedication from NIA directors and members; from collaborating on solutions to simply sharing relevant information. There is tremendous pride in the work being done and a desire to want to keep pushing for better. I am a lifelong resident of Niagara; raising my family here. I have an invested interest to want to help facilitate a competitive landscape for businesses to thrive in the region. I have also spent the majority of my career connected to the industrial community. This is further exemplified as the Hamilton-Oshawa Port Authority (HOPA) expands into the Niagara region. Our vision of building prosperous working waterfronts through the development of our multimodal spaces will continue support industry here.

It's for all of these reasons that I am excited to be a NIA board member and look forward to connecting and working together for continued success."

**Gina Delle Rose-Ash, Hamilton-Oshawa Port Authority**

"The manufacturing industry has had a long and significant history in Niagara and continues to be one of the Region's most important economic drivers. It is a great honour to serve on the Niagara Industrial Association Board and to play a role in fostering industry's continued success through the initiatives of the NIA."

**Don Cyr, Brock University, Goodman School of Business**

"Manufacturing is a cornerstone of our economy. I am passionate about helping Canadian entrepreneurs become stronger and more competitive. Being part of the NIA board allows me to contribute to the growth and development of Niagara's industrial sector, and make a difference in my local community."

**Bailey Charles, BDC**

"As a manufacturer in Niagara, I have a long list of challenges that keep me up at night. Being a member of the NIA has always provided direct benefit to our company, and now my participation at the Board level gives me an opportunity to have more of a voice and an impact on my business, and the Niagara region."

**Jordan Sherlock, North America Traffic Inc.**

"The Niagara Industrial Association has been an extraordinary voice for Industry in Niagara which has benefited not only the manufacturing community, but the Niagara community as a whole. As a second-generation business owner of CMI Heavy Industries and lifelong resident of Niagara, I have been given the opportunity as a member of the board of directors to give back to the community that helped our company become a success. Being a board member allows me to guide, mentor and foster change that will enable manufacturing to grow in Niagara. My goal is to make a positive difference for the NIA membership."

**Shawn Rapone, CMI Heavy Industries**

"Being a member of the Niagara Industrial Association in an ex-officio capacity has been an extended education and provided me with a better understanding for the importance of the industrial sector to the Niagara and world economy. We have so many touch points on different facets of this planet that need to be celebrated, as our capabilities are second to none. As a member I look to continue to tell the Niagara Industrial story, which is one of resilience and innovation. As we continue to grow and take on the world, one thing remains the same - "We Are Stronger Together!"

**Marco Marino, City of Thorold, Economic Development**

"I believe industry is the backbone of our community. It's these businesses that create good paying jobs, contribute to the tax base that support our health system, our education system, our infrastructure. Joining the NIA Board has allowed me to actively support Niagara industry while working alongside some of its brightest leaders. I was born, raised and lived most of my life in Niagara. I want to see it flourish and provide opportunities for the next generation. I see the NIA as one of the best advocates to ensure that happens"

**Len Stolk, Stolk Construction LTD**

"Sitting on the Board of the NIA has been instrumental in my growth and understanding of the community. It has introduced me to members of our community at all levels holding positions that I would otherwise not have known. Through my engagement with educators and their institutions I have learned that our young people will be instrumental in the growth of the Region and bring new elements to our workforce that will help us as companies and as a community take on the challenges of the future. I have sat and discussed important issues that are critical to the Regions' future with government representatives at all levels. I have learned that they are passionate about the direction we are headed, and that their support they can bring to that direction and their engagement in our community is imperative to our growth. I have had the opportunity to meet with many of our business leaders and learn that the success they achieve in their businesses ripples out into our community and becomes a success for us all. I have learned that Niagara is a powerful force in Ontario, in Canada and the Global village we live in today."

**Aaron Tisdelle, Girotti Machine**

"Sitting on the NIA Board allows me to engage our membership and to grow our future workforce. I am passionate about connecting our members with secondary and post-secondary educational institutions so they can train the best and brightest future manufacturers for our skilled trades in Niagara. Training the youth of Niagara. The Future of manufacturing."

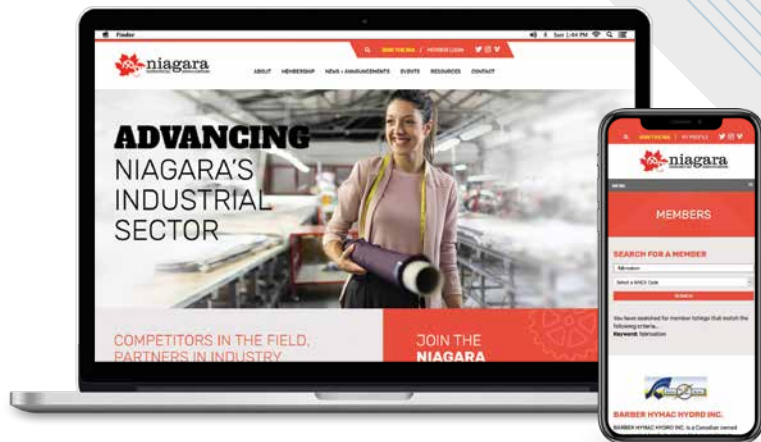
**Jane C. Buunk, Niagara Precision Limited**



# NiagaraIndustry.com

is a valuable,  
free resource  
for NIA  
members

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The Niagara Industrial Association's website, at [www.niagaraindustry.com](http://www.niagaraindustry.com), is an excellent business tool for NIA members. Businesses can access useful website features to help expand their network of suppliers and reach new customers.

## MEMBERSHIP LISTINGS

All members are listed in the website's membership directory, but only members have access to detailed contact information for all businesses. Looking for a local supplier that might be able to help with a pressing order? Simply use our search feature under "Membership" to identify firms of interest, either through the NAICS Code drop-down (to search by industry), or by looking up a keyword.

Member listings showcase each company's capabilities and list contact information so you can either check out their website or reach out to senior company leadership directly.

## KEEPING YOUR PROFILE CURRENT

As an NIA member, you'll want to make sure your own company listing is up-to-date and relevant to potential visitors. Access the "Member Login" link at the top right of the screen using the login password provided by the NIA. Then click "My Profile" to access your company's profile.

All fields related to your business can be easily updated, thanks to an easy-to-use WYSIWYG. A helpful tutorial video can also be found under "Website Features" in the Membership section.

## MEMBER POSTINGS AND OTHER FEATURES

When you are logged in to the website, you can also access our handy Member Posting feature. Here, members can submit opportunities, information, advice and requests. Member posts are compiled daily and emailed out to the full membership. Please note that the NIA will review and approve posts to ensure relevancy to our membership.

Another way to reach out to businesses is by advertising on our home page. Here you can communicate your message and take advantage of over 50,000 page views per year. Clicking on your ad brings users directly to your website. Please contact [info@niagaraindustry.com](mailto:info@niagaraindustry.com) for ad pricing and availability.

## EVENTS AND WEBINARS

The site's event section showcases upcoming Association events: membership meetings, plant tours, breakfasts, golf tournaments and summer socials. All these events provide an excellent opportunity for networking and interfacing with fellow manufacturers in Niagara. There are also a number of past webinars available to watch, covering topical issues such as human resources, supply chains and industry best practices.

## ADVOCATING FOR INDUSTRY

In addition to all these member-specific benefits, the NIA's website offers valuable content that is fully accessible to the general public, including information about the Association, news and announcements, NIA events and other resources. Past and current issues of versions this *Engaged in Industry* publication are available for viewing or as a free download. ■

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Airbus Helicopters activities in Canada are focused in five primary areas, including: Aircraft Sales & Deliveries, Composite Manufacturing, Repair & Overhaul, Supplement Type Certificates / Options Development and Support & Services.

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**Spencer Sheldon**  
President

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[www.horizonprecision.ca](http://www.horizonprecision.ca)

580 Industrial Dr Unit #5, Fort Erie, ON L2A 5M4



**Garden City Logistics**

Div. of Garden City Customs Services Inc.

**Jack McCallum**

6045 Progress Street

Niagara Falls, ONT

L2G 7X1

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Fax: 888 481 2049

Mobile: 905 992 0477

Email: [jack@gcityservices.com](mailto:jack@gcityservices.com)





# 2022 NIA MEMBERS

## 180 Marketing

[www.do180.com](http://www.do180.com)

180 Marketing is a full service marketing firm dedicated to achieving our customers' marketing objectives using all forms of media: print, web, digital and social.

NAICS: 541 - Professional, scientific and technical services

## Abatement Technologies

[www.abatement.ca](http://www.abatement.ca)

Specializing in laser cutting and turret punching; programmable shearing, forming, folding, welding, assembly, and other operations available; 3D graphical CAD services.

NAICS: 333 - Machinery manufacturing

## Absolute Change Management

[www.acminc.net](http://www.acminc.net)

Using the basic principles of Reason, Opportunity, Respect, ACM provides businesses with the tools and resources to bring out the best in their employees.

NAICS: 541 - Professional, scientific and technical services

## Accelerated Payments

[www.acceleratedpayments.com](http://www.acceleratedpayments.com)

Accelerated Payments enables businesses to free up the cash trapped in their invoices. Our Selective Invoice Finance offering provides early payment on your outstanding invoices.

NAICS: 522 - Credit intermediation and related activities

## Airbus Helicopters Canada Limited

[www.airbushelicopters.ca](http://www.airbushelicopters.ca)

Airbus Helicopters Canada manufactures, markets, sells, assembles, supports and provides training solutions for Airbus rotary-wing aircraft in Canada.

NAICS: 336 - Transportation equipment manufacturing

## Airwood Vents

[www.airwood.ca](http://www.airwood.ca)

At Airwood Flooring Accessories we offer a wide selection of premium wood vents and moldings for every taste and budget.

NAICS: 321 - Wood product manufacturing

## Allied Marine & Industrial Inc.

[www.allmind.com](http://www.allmind.com)

Marine & Industrial Repairs, Fabricating, Machining, Turbo Charger, Steam Turbine, Gearbox repair/rebuild, material handling, rolls.

NAICS: 332 - Fabricated metal product manufacturing

## ALTRA / M.TAKEDA / FRONTIER Aerial and Industrial

[www.mtakeda.com](http://www.mtakeda.com)

Altra Construction Rentals is a full-service Rental / Industrial company with a complete line of Aerial and Industrial equipment.

NAICS: 417 - Machinery, equipment and supplies merchant wholesalers

## Applied Strobe Technology

[www.appliedstrobe.com](http://www.appliedstrobe.com)

Applied Strobe Technology's mission is to be the leading global innovator, developer and provider of industrial strobe lights through innovation and quality products.

NAICS: 335 - Electrical equipment, appliance and component manufacturing

## Armstrong Strategy Group

[www.armstrongstrategy.com](http://www.armstrongstrategy.com)

Armstrong Strategy Group is a strategic communication & planning firm with extensive expertise in media & public relations, as well as community, stakeholder & government relations

NAICS: 541 - Professional, scientific and technical services

## ASW Steel Inc.

[www.asw-steel.com](http://www.asw-steel.com)

ASW Steel Inc. is a premier specialty steel-making facility located in Welland, Ontario, offering a unique combination of carbon, stainless, and other specialty steel.

NAICS: 331 - Primary metal manufacturing

## Attar Metals Inc.

[www.attarmetals.com](http://www.attarmetals.com)

Since 1989, Attar Metals Inc. has continued to be an industry leader as a full service metal recycler throughout the Americas, Europe and Asia.

NAICS: 418 - Miscellaneous merchant wholesalers

## B4 Networks Inc

[www.b4networks.ca](http://www.b4networks.ca)

Maybe you're concerned with the current rising costs of your IT services, or maybe you are just running short on time. We can help you with quality IT services today.

NAICS: 541 - Professional, scientific and technical services

## Barber Hymac Hydro Inc.

[www.barberhymac.com](http://www.barberhymac.com)

BARBER HYMAC HYDRO INC. is a Canadian owned and operated family business that specializes in large machining and fabrication specializing in large turning and vertical boring mills

NAICS: 332 - Fabricated metal product manufacturing

## Barbican Architectural Products Ltd.

[www.barbican.ca](http://www.barbican.ca)

Barbican is a Fort-Erie based manufacturer of high quality commercial and contract lighting products and lighting systems. We offer complete in house production.

NAICS: 335 - Electrical equipment, appliance and component manufacturing

## BDC (Business Development Bank of Canada)

[www.bdc.ca](http://www.bdc.ca)

Financing and consulting solutions for small to mid sized companies for over 60 years. Financing includes term loans to businesses, subordinated financing and venture capital.

NAICS: 522 - Credit intermediation and related activities

## Benefit Partners

[www.benefitpartners.com](http://www.benefitpartners.com)

Benefit Partners is a People Corporation company. People Corporation is a leading national provider of group benefits, group retirement and human resource services.

NAICS: 541 - Professional, scientific and technical services

## Boltek Corp.

[www.boltek.com](http://www.boltek.com)

Boltek Lightning Detectors can detect and track thunderstorms up to 300 miles away, right from your personal computer. The leader in affordable thunderstorm tracking technology.

NAICS: 334 - Computer and electronic product manufacturing

## Book Depot

[www.bookdepot.com](http://www.bookdepot.com)

Book Depot has been in the wholesale bargain book business for over 35 years, saving organizations time and money by offering the largest selection of high-margin books.

NAICS: 451 - Sporting goods, hobby, book and music stores

## Bosch Rexroth Canada

[www.boschrexroth.com](http://www.boschrexroth.com)

Bosch Rexroth is one of the world's leading specialists in the field of drive and control technologies, providing over 500,000 customers with tailored solutions.

NAICS: 541 - Professional, scientific and technical services

## Brock University

[www.brocku.ca](http://www.brocku.ca)

Brock University is a Comprehensive University with over 580 faculty members and 18,000 students. Brock U works with local businesses through its Co-op office, supplying interns, etc.

NAICS: 611 - Educational services

## CanadaBW Logistics Inc.

[canadabw.com](http://canadabw.com)

Located in Niagara Falls Canada, CanadaBW Logistics is within the Economic Foreign Trade Zone and part of a border community for Canada and the United States.

NAICS: 493 - Warehousing and storage

## Canal Marine & Industrial Inc.

[www.canal.ca](http://www.canal.ca)

For almost a half a century Canal has provided electrical design, engineering and service around the clock to the merchant marine, naval and coastguard fleets in Canada.

NAICS: 238 - Specialty trade contractors

## CEM Engineering

[www.cemeng.ca](http://www.cemeng.ca)

At CEM Engineering, our goal is to help you increase earnings by reducing energy use and energy cost. We specialize in Cogeneration and Energy Management solutions, thus our name.

NAICS: 541 - Professional, scientific and technical services

## Ceres Global Ag

[www.ceresglobalagcorp.com](http://www.ceresglobalagcorp.com)

With 2.2 million bushels of grain storage capacity, Ceres Port Colborne can handle rail, ship and truck both loading and unloading.

NAICS: 411 - Farm product merchant wholesalers

## CIBC

[www.cibc.com](http://www.cibc.com)

Our CIBC Commercial Banking team creates end-to-end financial solutions to support your business' financial needs at every stage of your company's growth.

NAICS: 522 - Credit intermediation and related activities

## City of Niagara Falls

[www.niagarafalls.ca](http://www.niagarafalls.ca)

The Niagara Falls Business Development Division is the business development arm for the City of Niagara Falls, committed to promoting NF as an outstanding place to do business.

NAICS: 913 - Local, municipal and regional public administration

## City of Port Colborne

[www.portcolborne.ca](http://www.portcolborne.ca)

Enhance the overall quality of life through economic development by promoting new growth, stabilizing and expanding existing employment and facilitation development.

NAICS: 913 - Local, municipal and regional public administration

## City of St. Catharines

[www.investinstc.ca](http://www.investinstc.ca)

The Economic Development Department is responsible for the attraction of new businesses to St. Catharines as well as encouraging the expansion and retention of existing businesses.

NAICS: 913 - Local, municipal and regional public administration



### City of Thorold

[www.thorold.ca](http://www.thorold.ca)

Located centrally in the Niagara Region, Thorold is known for the Welland Canal's twinned flight locks, where ships climb the mountain.

NAICS: 913 - Local, municipal and regional public administration

### CMI Heavy Industries

[www.cmihi.com](http://www.cmihi.com)

Quality, Reliability, On-time Delivery is our commitment. CMI Heavy Industries is a leading provider of heavy fabricated, forged and cast machined components and assemblies.

NAICS: 332 - Fabricated metal product manufacturing

### CNCROI.com

[www.cncroi.com](http://www.cncroi.com)

We provide CNC machine engraving, etching, marking and cutting services for all surfaces and all applications in addition to building, designing, prototyping and 3D visualization.

NAICS: 332 - Fabricated metal product manufacturing

### Coldwell Banker Commercial Integrity Real Estate

[www.cbci.ca](http://www.cbci.ca)

We provide real estate services targeted at the needs of corporations, investors and independent business owners.

NAICS: 531 - Real estate

### Colliers International Niagara

[www.collierscanada.com](http://www.collierscanada.com)

Colliers Niagara is an affiliate firm privately owned by a group of partners focused on commercial real estate sales and leasing.

NAICS: 531 - Real estate

### Conseil scolaire Viamonde

[www.csviamonde.ca](http://www.csviamonde.ca)

Viamonde, a leader in education, is dedicated to providing innovative schools on a human scale where students are educated as global citizens.

NAICS: 611 - Educational services

### Contor Building Systems Inc.

[www.contorcbi.com](http://www.contorcbi.com)

Custom Enclosures: For over 39 years, Contor Building Systems Inc., has been designing and supplying custom containers and fully welded portable steel buildings.

NAICS: 238 - Specialty trade contractors

### Contour Architectural Coatings Inc.

[www.contourpainting.net](http://www.contourpainting.net)

Contour is a local commercial painting company out of Niagara. We take pride in every job we do, no matter the size or amount of work that needs to be done.

NAICS: 811 - Repair and maintenance

### Copper Beech Company

[www.copperbeechco.com](http://www.copperbeechco.com)

Professional business coaching and succession planning in Niagara. Copper Beech Co. believes that planning for the future helps create the future you want.

NAICS: 541 - Professional, scientific and technical services

### Corporate Facility Supply

[www.corpchem.com](http://www.corpchem.com)

Corporate Chemicals has educated staff members with years of knowledge in the sanitation industry. We focus on education, sustainable technologies & safer products for the end user

418 - Miscellaneous merchant wholesalers

### Crescent Oil / Fuels Inc

[www.crescentoil.ca](http://www.crescentoil.ca)

Crescent Oil and Fuels INC. - 118th year in business. Suppliers of quality oil, lubricants, greases along with fuels- gasoline, diesel, dyed diesel, furnace oil and propane.

NAICS: 486 - Pipeline transportation

### Davert Tools Inc

[www.davert.org](http://www.davert.org)

Davert is a total solution provider for all your metal fabrication, engineering, design and prototype needs. We are dedicated to provide customers with quality engineered products.

NAICS: 332 - Fabricated metal product manufacturing

### Deloitte

[www.deloitte.ca](http://www.deloitte.ca)

Deloitte is one of the largest professional services firms in the world with a strong local office here in Niagara, with well over 100 different service offerings.

NAICS: 541 - Professional, scientific and technical services

### Desjardins

[www.desjardins.com](http://www.desjardins.com)

Desjardins, the leading cooperative financial group in Canada, inspires trust around the world through the commitment of its people and its financial strength.

NAICS: 522 - Credit intermediation and related activities

### Dilts Piston Hydraulics

[www.diltspiston.com](http://www.diltspiston.com)

Hydraulic component sales, service and manufacturing. We are service providers - 24/7. We carry most standard sizes of o-rings, many seal kits, racks, racks of chrome rod and more.

NAICS: 333 - Machinery manufacturing

### District School Board of Niagara

[www.dsbn.org](http://www.dsbn.org)

The District School Board of Niagara is about student success. This commitment is ubiquitous throughout our system and is encapsulated by our motto, "Achieving Success Together".

NAICS: 611 - Educational services

### Diversified Controls & Systems

[www.divconsys.com](http://www.divconsys.com)

We provide a large array of manufacturing industry services and products including fabrication, controls and power supplies.

NAICS: 332 - Fabricated metal product manufacturing

### Duroair Technologies Inc

[www.duroair.com](http://www.duroair.com)

Duroair Technologies offers indoor air filtration capable of cleaning contaminated indoor air and returning it into the same indoor environment in a clean and healthy manner.

NAICS: 333 - Machinery manufacturing

### Durward Jones Barkwell & Company LLP

[www.djb.com](http://www.djb.com)

Assurance services including accounting & auditing, tax planning & tax compliance, information technology services, cash flow projections, business valuations & litigation support.

NAICS: 541 - Professional, scientific and technical services

### E.D. Products Ltd.

[www.edproducts.com](http://www.edproducts.com)

As a Contract Electronic Manufacturer, we provide electrical control to our clients ensuring the highest quality and the lowest lead time.

NAICS: 335 - Electrical equipment, appliance and component manufacturing

# NIA MEMBERS

Keep your listings  
up-to-date at  
[niagaraindustry.com](http://niagaraindustry.com)

 **VISIT THE MEMBER  
LOGIN SECTION**

### E.S. Fox Limited

[www.esfox.com](http://www.esfox.com)

E.S. Fox is a privately owned, totally integrated Canadian multi-trade constructor and fabricator providing single source solutions for the ICI and Power Generation sectors.

NAICS: 237 - Heavy and civil engineering construction

### Easily Moved Equipment Inc.

[www.easilymovedequipment.com](http://www.easilymovedequipment.com)

Manufacturer and supplier of lightweight aluminum lifting equipment for water and wastewater, rental and industrial maintenance departments.

NAICS: 333 - Machinery manufacturing

### Edward Jones

[www.edwardjones.ca](http://www.edwardjones.ca)

We offer investments services that align with our philosophy of diversifying quality investments and holding them for the long-term.

NAICS: 523 - Securities, commodity contracts, and other financial investment and related activities

### Emergency Welding Operations (Niagara) Inc.

[www.emergency-welding-operations-niagara-inc.business.site](http://www.emergency-welding-operations-niagara-inc.business.site)

Providing welding, fabrication, Industrial maintenance services, modification, and general repairs on everything from steel, stainless steel, aluminum, and more.

NAICS: 238 - Specialty trade contractor

### Employment Professionals Canada

[www.employmentprofessionalscanada.com](http://www.employmentprofessionalscanada.com)

Employment Professionals Canada is a Canadian owned and operated firm that provides staffing services, executive search, specialized human resources and organizational support.

NAICS: 561 - Administrative and support services

### Enereau Systems Group Inc.

[www.enereau.com](http://www.enereau.com)

Enereau provides smart decentralized wastewater solutions transforming wastewater into a renewable resource.

NAICS: 339 - Miscellaneous manufacturing



# 2022 NIA MEMBERS

## Export Development Canada

[www.edc.ca](http://www.edc.ca)

Export Development Canada provides Canadian exporters with financing, insurance and bonding services, as well as foreign market expertise.

NAICS: 911 - Federal government public administration

## Express Employment Professionals

[www.expresspros.com](http://www.expresspros.com)

Express Employment Professionals of St. Catharines, ON is a leading staffing provider helping job seekers find work with a wide variety of local businesses.

NAICS: 912 - Provincial and territorial public administration

## Factory Surplus Direct Inc.

[www.factorysurplusdirect.com](http://www.factorysurplusdirect.com)

With over 20 years of experience in the automation, CNC & robotics industry, Factory Surplus Direct is a trusted source for parts, service and support.

NAICS: 417 - Machinery, equipment and supplies merchant wholesalers

## Fastek Inc.

[www.fastek.ca](http://www.fastek.ca)

Fastek is an authorized service and repair centre for many major brands, including Hitachi and Dewalt. We service most makes and models of air tools/compressors & power tools.

NAICS: 811 - Repair and maintenance

## FBT Inc.

[www.fbtinc.ca](http://www.fbtinc.ca)

FBT Inc. is committed to the design, manufacture and service of precision components and precision tooling that comply with customer, industry and regulatory requirements.

NAICS: 333 - Machinery manufacturing

## Five Lakes

Five Lakes Consulting is the leading contractor in 3D Laser Scanning services. Utilizing cutting edge LIDAR technology for high-definition, precise 3D measurement and analysis.

NAICS: 541 - Professional, scientific and technical services

## Fort Erie Economic Development & Tourism Corporation

[www.forteriecanada.com](http://www.forteriecanada.com)

Fort Erie is truly open for business! Those interested in starting a new business or industry, or relocating an existing business, can find many advantages in Fort Erie.

NAICS: 913 - Local, municipal and regional public administration

## Fulton Steel Ltd

[www.fultonsteel.com](http://www.fultonsteel.com)

Fulton Steel specializes in custom precision forming, hole punching/lasering and shearing. These are complemented by an extensive inventory of various sheet metal alloy products.

NAICS: 332 - Fabricated metal product manufacturing

## G. D'Angelo Printing Co. Ltd.

[www.dangeloprinting.com](http://www.dangeloprinting.com)

We are a customer-focused, technology-led commercial printing/digital/large format operation. Having been in business for over 45 years, we've built a solid reputation for service.

NAICS: 323 - Printing and related support activities

## G.S. Machine and Tool Inc

[www.gsmachineandtool.com](http://www.gsmachineandtool.com)

G.S. Machine and Tool has established long lasting relations with our customers, help them achieve their production goals. We offer a wide variety of Machining Services.

NAICS: 332 - Fabricated metal product manufacturing

## Gales Fuels

[www.gales.ca](http://www.gales.ca)

Since 1967 Gales Gas Bars Limited has been a family owned, local business serving Niagara in two distinct areas: 1. Service Stations and 2. Fuel Delivery.

NAICS: 412 - Petroleum and petroleum products merchant wholesalers

## Garden City Customs Services Inc.

[www.gccityservices.com](http://www.gccityservices.com)

From Customs Brokerage and comprehensive Customs Consulting to Freight Forwarding, Logistics, Distribution & Warehousing, we pride ourselves on 30 years of service & personal care.

NAICS: 488 - Support activities for transportation

## GearCo Industrial Services Inc

[www.gearcoindustrial.com](http://www.gearcoindustrial.com)

Celebrating over 30 years! Designer and manufacturer of fine conveying & material handling equipment. Fabricators of both carbon & stainless steel product with service specialists.

NAICS: 332 - Fabricated metal product manufacturing

## GearSync Automation

[www.gearsyncautomation.com](http://www.gearsyncautomation.com)

We at GearSync Automation don't just sell automation products, we serve to support your application from idea to creation.

NAICS: 417 - Machinery, equipment and supplies merchant wholesalers

## Genaflex Financial

[www.genaflexfinancial.com](http://www.genaflexfinancial.com)

We specialize in the intergenerational transfer of wealth.

NAICS: 523 - Securities, commodity contracts, and other financial investment and related activities

## Genaire Limited

[www.genaireltd.com](http://www.genaireltd.com)

Operating in the air industry since 1951, we have repair lines for radomes (composites) including transmissivity testing, fuel cells, and ground handling equipment.

NAICS: 336 - Transportation equipment manufacturing

## GEO EXPRESS INTERNATIONAL

[www.geoexpressinternational.com](http://www.geoexpressinternational.com)

NAICS: 483 - Water transportation

## GIO Railways

[www.giorail.com](http://www.giorail.com)

GIO offers the specialized services that railway operators and industrial customers require to manage their railway operations.

NAICS: 482 - Rail transportation

## Girotti Machine

[www.girottimachine.com](http://www.girottimachine.com)

OVER 70 YEARS OF QUALITY SERVICE! Custom Machining & Fabricating At Girotti Machine's 40,000 Sq. ft. facilities we have a variety of machining equipment.

NAICS: 332 - Fabricated metal product manufacturing

## Gowling WLG

[www.gowlingwlg.com](http://www.gowlingwlg.com)

As an international, sector-focused law firm with more than 1,500 legal professionals around the world, Gowling WLG is here to help you overcome your complex business challenges.

NAICS: 541 - Professional, scientific and technical services

## Greater Niagara Chamber of Commerce

[www.greaterniagarachamber.com](http://www.greaterniagarachamber.com)

The GNCC is a non-partisan, non-sectarian association of businesses, groups and individuals who support business growth and effective government.

NAICS: 813 - Religious, grant-making, civic, and professional and similar organizations

## Grimsby & District Chamber of Commerce

[www.grimsbychamber.com](http://www.grimsbychamber.com)

Whether you are a visitor, a resident, or a member, the Grimsby & District Chamber of Commerce is here to serve you.

NAICS: 813 - Religious, grant-making, civic, and professional and similar organizations

## Ground Aerial Maintenance Service Ltd

[www.gamsltd.com](http://www.gamsltd.com)

G.A.M.S. was established in 1967 and has emerged as a leader in live line high voltage work. We specialize in high voltage substation design and maintenance and much more.

NAICS: 237 - Heavy and civil engineering construction

## Growth Associates

[www.growth-associates.com](http://www.growth-associates.com)

Growth Associates is the leading business advisory service for Niagara executives and business owners that delivers experienced and qualified help in the development of a business.

NAICS: 541 - Professional, scientific and technical services

## H&C Inc.

[www.hughesandco.ca](http://www.hughesandco.ca)

Our strategy stands out. The H&C Inc. methodology incorporates strategic planning and informed decisions to solve your business problems and increase your company's ROI.

NAICS: 519 - Other information services

## H&S Heat Treating

[www.hsheat.com](http://www.hsheat.com)

H&S Heat Treating provides industries with a single source for complete, highly efficient and reliable services relative to their very diverse range of heat treating requirements.

NAICS: 332 - Fabricated metal product manufacturing

## Hamill Machine Company Inc.

[www.hamillmachine.ca](http://www.hamillmachine.ca)

Hamill is diversified in small manufacturing with special operations including CNC machining, machine design, millwrighting, dynamic balancing, fabricating and custom ship building.

NAICS: 332 - Fabricated metal product manufacturing

## Hamilton Niagara Partnership

[www.niagararegion.ca](http://www.niagararegion.ca)

NAICS: 913 - Local, municipal and regional public administration

## Hamilton-Oshawa Port Authority

[www.hopaports.ca](http://www.hopaports.ca)

A growing integrated port network: Offers innovative port & marine assets; Develops multimodal spaces; Facilitates trade; Invests in infrastructure; Prioritizes sustainability.

NAICS: 488 - Support activities for transportation

## Handling Specialty Manufacturing Limited

[www.handling.com](http://www.handling.com)

Our design capabilities & engineering expertise allow us to tackle unique applications that may have extreme requirements involving usage, operating environment or capacity.

NAICS: 333 - Machinery manufacturing



### Haver & Boecker Canada

[www.havercanada.com](http://www.havercanada.com)

Haver & Boecker is a leading manufacturer in processing, storage, mixing, packing, filling, palletizing and loading systems.

NAICS: 332 - Fabricated metal product manufacturing

### Heddle Marine Services Inc

[www.heddleshipyards.com](http://www.heddleshipyards.com)

Heddle Shipyards operates the largest number of shipyards and dry docks in Canada. We have been in continuous operation since 1987 and we are expanding.

NAICS: 336 - Transportation equipment manufacturing

### Hemmera Envirochem Inc.

[www.hemmera.com](http://www.hemmera.com)

Hemmera is a progressive consulting firm that provides professional services in environmental sciences, engineering, planning and management.

NAICS: 541 - Professional, scientific and technical services

### Hodgson Custom Rolling Inc.

[www.hcrsteel.com](http://www.hcrsteel.com)

Hodgson Custom Rolling has evolved as the premier plate rolling, brake forming, and structural rolling company in North America as well as miscellaneous fabrications and services.

NAICS: 332 - Fabricated metal product manufacturing

### Horizon Precision Inc.

[www.horizonprecision.ca](http://www.horizonprecision.ca)

High-precision machined components manufactured by an experienced team of individuals. Horizon Precision is a detail orientated custom machining solution located in Fort Erie.

NAICS: 332 - Fabricated metal product manufacturing

### HUB International Ontario Limited

[www.hubinternational.com](http://www.hubinternational.com)

The largest insurance brokerage in Canada and one of the 10 largest in North America, offering a broad array of personal & commercial insurance, life & wealth management, and more.

NAICS: 524 - Insurance carriers and related activities

### Hydac Corporation

[www.hydac.ca](http://www.hydac.ca)

Manufacturer of Accumulators, Filtration for hydraulics and process, electronics, oil service products, valves, accessories, and engineered solutions.

NAICS: 333 - Machinery manufacturing

### Iafrate Machine Works Limited

[www.iafratemachine.com](http://www.iafratemachine.com)

Custom jobbing, machining, tool and die, fabricating and the production machining of components.

NAICS: 332 - Fabricated metal product manufacturing

### Impact Promotions Niagara

[www.impactpromotions.ca](http://www.impactpromotions.ca)

Impact Promotions is Niagara's one-stop-shop marketing solutions provider. We listen and work with you to understand your vision and offer a suite of customized marketing solutions.

NAICS: 541 - Professional, scientific and technical services

### Industrial Information Dynamics

[www.iidynamics.ca](http://www.iidynamics.ca)

Industrial Information Dynamics (IIDynamics) was founded in 2003 for the purpose of developing quality customized software to support industrial business processes.

NAICS: 541 - Professional, scientific and technical services

### Innio (Distributed Power Canada Company)

[www.innio.com](http://www.innio.com)

A leading provider of renewable gas, natural gas, and hydrogen-based solutions and services for power generation and gas compression at or near the point of use.

NAICS: 333 - Machinery manufacturing

### Innovate Niagara

[www.innovateniagara.com](http://www.innovateniagara.com)

A one-stop shop for local entrepreneurs, Innovate Niagara brings together an extensive range of local resources in order to foster the growth of innovative industry clusters.

NAICS: 541 - Professional, scientific and technical services

### International Sew Right

[www.safetyclothing.com](http://www.safetyclothing.com)

Since 1983 International Sew Right is the Award Winning manufacturing company that will customize and design safety clothing to suit your needs.

NAICS: 315 - Clothing manufacturing

### Intricut Ltd.

[www.intricutinc.com](http://www.intricutinc.com)

Precision Parts Manufacturing - High Precision Micro Waterjet and Laser Cutting, Waterjet Cutting, Wire EDM, CNC Machining and Prototyping.

NAICS: 333 - Machinery manufacturing

### Iron Will Raw Inc.

Iron Will Raw provides the best diet for dogs and cats: a natural, species-appropriate raw diet high in protein and absent of any filler or preservatives.

NAICS: 311 - Food manufacturing

### IT FORCE - formerly I/O Vision

[www.itforce.ca](http://www.itforce.ca)

Professional I.T. Services delivers the fastest, most competent, and hassle-free computer support for small businesses from 10 to 100 computers in the Niagara area.

NAICS: 541 - Professional, scientific and technical services

### J. Oskam Steel Fabricators Ltd

[www.oskam.com](http://www.oskam.com)

J. Oskam Steel Fabricators provides modular skid manufacturing, custom steel fabrication and is a ASME code shop for vessels and Piping. Part of the HEBELER Group of Companies.

NAICS: 332 - Fabricated metal product manufacturing

### Job Gym - John Howard Society of Niagara

[www.jobgym.com](http://www.jobgym.com)

Are you looking for Human Resource solutions? If so, the Job Gym can help. The Job Gym has been contributing to the success of Niagara Businesses for over 15 years.

NAICS: 561 - Administrative and support services

### Jungbunzlauer

[www.jungbunzlauer.com](http://www.jungbunzlauer.com)

Jungbunzlauer is one of the world's leading producers of biodegradable ingredients of natural origin. The Swiss-based, international company's roots date back to 1867.

NAICS: 325 - Chemical manufacturing

### Kane's Distributing Ltd.

[www.kanesvending.com](http://www.kanesvending.com)

Distribution of vending machines, manufacturing of cashless payment solutions, web based vending, school nutrition programs in US, POS integrated products and more.

NAICS: 333 - Machinery manufacturing

# NIA MEMBERS

Keep your listings  
up-to-date at  
[niagaraindustry.com](http://niagaraindustry.com)

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### Kaup Electric

[www.kaupelectric.ca](http://www.kaupelectric.ca)

Established in 1946, our family business proudly serves and supports our community, local economy, sports teams and charities. All our employees are from the Niagara Peninsula.

NAICS: 811 - Repair and maintenance

### Kemira Paper Chemicals Canada Inc.

[www.kemira.com](http://www.kemira.com)

A global chemicals company serving customers in water-intensive industries. We provide expertise and chemicals that improve our customers' water, energy & raw material efficiency.

NAICS: 325 - Chemical manufacturing

### Ken's Salvage

[www.kenssalvage.com](http://www.kenssalvage.com)

Specializing in scrap metal and garbage bins. Niagara's #1 place to bring your scrap metal for top prices! Established in 1951, Ken's Salvage Company Limited has been successfully.

NAICS: 562 - Waste management and remediation services

### Kit Steel Inc.

[www.kitsteel.ca](http://www.kitsteel.ca)

Experienced fabricators, precision equipment, and time-tested processes enable our team to prepare and deliver your precise rebar shapes when you need them.

NAICS: 332 - Fabricated metal product manufacturing

### Knight Archives

[www.knightarchives.com](http://www.knightarchives.com)

Located in Niagara, Knight Archives specializes in secure off-site file storage and management, media storage, scanning and secure paper destruction for regularly scheduled pick-up.

NAICS: 541 - Professional, scientific and technical services

### Kraun Electric

[www.kraun.ca](http://www.kraun.ca)

Kraun Electric is your industry leading full service electrical contractor servicing Residential, Commercial and Industrial markets in the Niagara region.

NAICS: 238 - Specialty trade contractors



# 2022 NIA MEMBERS

## Kwik Mix Materials Limited

[www.kwikmix.com](http://www.kwikmix.com)

Kwik Mix is a manufacturer of high quality premixed concrete products and related items serving independent lumber dealers and specialty Masonry yards for over 40 years.

NAICS: 327 - Non-metallic mineral product manufacturing

## Ladson Creative Millworks

Ladson Creative Millworks is a custom millworks manufacturing business. Industries served have included hotels, restaurants, retail establishments, and specialty applications.

NAICS: 321 - Wood product manufacturing

## LAFARGE-NORTH AMERICA

[www.lafarge-na.com](http://www.lafarge-na.com)

Lafarge North America is the largest diversified supplier of construction materials in the United States and Canada, used in residential, commercial, and public works construction.

NAICS: 212 - Mining and quarrying (except oil and gas)

## Larry Anderson Consultants

[www.larryandersonconsultants.com](http://www.larryandersonconsultants.com)

We help owner operated small businesses make their companies stronger by increasing sales and developing their employees.

NAICS: 541 - Professional, scientific and technical services

## LAURCOAT INC.

[www.laurcoat.com](http://www.laurcoat.com)

Laurcoat Inc. offers the services of industrial and custom Powder Coating, Sandblasting, inspection and packaging.

NAICS: 332 - Fabricated metal product manufacturing

## Lift Line Machinery Ltd.

[www.liftline.ca](http://www.liftline.ca)

Raising the Standard in Material Handling Equipment since 1979. Lift Line started in 1979 as a 3 man operation and has grown to Niagara's largest Lift Truck Sales and Service Dealer.

NAICS: 417 - Machinery, equipment and supplies merchant wholesalers

## Lincoln Chamber of Commerce

[www.lincolinchamber.ca](http://www.lincolinchamber.ca)

The Lincoln Chamber of Commerce is dedicated to growing and sustaining the economic prosperity of our community.

NAICS: 813 - Religious, grant-making, civic, and professional and similar organizations

## Mancuso Chemicals Limited

[www.mancusochemicals.com](http://www.mancusochemicals.com)

Mancuso Chemicals Limited manufactures synthetic resins for the foundry and coating industries.

NAICS: 325 - Chemical manufacturing

## Marine Clean Ltd

[www.marineclean.ca](http://www.marineclean.ca)

Marine Clean Ltd. is an highly experienced marine contracting firm servicing the Great Lakes Shipping Industry since 1974.

NAICS: 562 - Waste management and remediation services

## McMaster University

[www.eng.mcmaster.ca](http://www.eng.mcmaster.ca)

The Engineering Co-op Program provides undergraduate and graduate students with the opportunity to gain valuable engineering work experiences before they graduate.

NAICS: 611 - Educational services

## Mentor Safety Consultants Inc.

[www.mentorsafety.com](http://www.mentorsafety.com)

MSCI simplifies health and safety through cooperative consulting, training and policy development to provide clients with cost-effective safety management solutions.

NAICS: 541 - Professional, scientific and technical services

## Meridian Credit Union

[www.meridiancu.ca](http://www.meridiancu.ca)

We have the products you need to manage your life, anywhere, anytime. Looking to manage your personal or business life, or both? Meridian has all the products and services you need.

NAICS: 522 - Credit intermediation and related activities

## Ministry of Economic Development, Job Creation and Trade

[www.ontariocanada.com](http://www.ontariocanada.com)

Business Advisory Services: Market Intelligence, Export Assistance, Support for Innovation and New Technology, and Access to Government Programs and Events.

NAICS: 912 - Provincial and territorial public administration

## MNP LLP

[www.mnp.ca](http://www.mnp.ca)

MNP is a leading national accounting, tax and business consulting firm in Canada. We serve and respond to the needs of clients in the public, private and not-for-profit sectors.

NAICS: 541 - Professional, scientific and technical services

## Modern Landfill Inc.

[www.moderncorporation.com](http://www.moderncorporation.com)

At Modern Corporation, we take pride in our commitment to the environment and educating the community about proper waste management.

NAICS: 562 - Waste management and remediation services

## Mohawk College

[www.mohawkcollege.ca](http://www.mohawkcollege.ca)

Mohawk College is fully accredited and funded by the Ministry of Training, Colleges and Universities and is a member of the Association of Community Colleges of Canada (ACCC).

NAICS: 611 - Educational services

## Moyer Diebel Limited

[www.championindustries.com](http://www.championindustries.com)

Which company manufactures the best commercial glasswashers in the world? Without hesitation, that company is Champion Moyer Diebel Canada.

NAICS: 332 - Fabricated metal product manufacturing

## Multiplex Manufacturing

[www.multiplexmfg.com](http://www.multiplexmfg.com)

Our client base consists of tier one suppliers to automakers, hand tool manufacturers, small engine component manufacturers, and fabrication manufacturers.

NAICS: 332 - Fabricated metal product manufacturing

## Niagara Catholic District School Board

[www.niagaracatholic.ca](http://www.niagaracatholic.ca)

THE NCDSB has many innovative technological education programs within our schools. Our strength and student success is built on the support of our community partners.

NAICS: 611 - Educational services

## Niagara College

[www.ncinnovation.ca](http://www.ncinnovation.ca)

Niagara College is a top college in Canada for education, training and applied research programs, partnering with industry to solve their advanced manufacturing challenges.

NAICS: 611 - Educational services

## Niagara Composites International Inc.

[www.niagaracomposites.com](http://www.niagaracomposites.com)

Glass, Kevlar and carbon fibre reinforced plastics (composites).

NAICS: 326 - Plastics and rubber products manufacturing

## Niagara Construction Association

[www.niagaraconstruction.org](http://www.niagaraconstruction.org)

The Niagara Construction Association (NCA) is a non-profit organization established to represent the interests of the commercial and industrial construction industry.

NAICS: 236 - Construction of buildings

## Niagara Economic Development

[www.niagaracanada.com](http://www.niagaracanada.com)

The mandate of NED is to promote Niagara on a global scale and to work with the region's 12 municipalities to provide effective, innovative services that encourage investment.

NAICS: 913 - Local, municipal and regional public administration

## Niagara Falls Chamber of Commerce

[www.niagarafallschamber.com](http://www.niagarafallschamber.com)

The voice of the Niagara Falls business community, leading and facilitating a business environment that is focused on a sustainable economy.

NAICS: 813 - Religious, grant-making, civic, and professional and similar organizations

## Niagara Industrial Association

[www.niagaraindustry.com](http://www.niagaraindustry.com)

The NIA is an industry-focused organization that advocates on behalf of local industry, promotes local industry, addresses the issues that inhibit the advancement of local industry.

NAICS: 339 - Miscellaneous manufacturing

## Niagara Metal Finishers and Supply Inc.

[www.nmf.ca](http://www.nmf.ca)

Since 1990 we have provided metal finishing services to a wide variety of customers. We are now in our new home, a 26,000 sq.ft state of the art processing facility.

NAICS: 332 - Fabricated metal product manufacturing

## Niagara Pallet & Recyclers

[www.niagarapallet.ca](http://www.niagarapallet.ca)

Our world economy depends on moving product. Niagara Pallet is a leading manufacturer, seller and recycler of pallets and shipping materials.

NAICS: 321 - Wood product manufacturing

## Niagara Pattern

[www.niagarapattern.com](http://www.niagarapattern.com)

Our pattern division is superior in the construction of pumps of all sizes. Made from aluminum or hardwoods, they are computer designed for subsequent machining on our 3 axis CNC.

NAICS: 333 - Machinery manufacturing

## Niagara Piston Inc.

Niagara Piston manufactures automotive brake components, part of their operation includes machining and hard chrome plating (TS16949 & ISO 9002 certified).

NAICS: 336 - Transportation equipment manufacturing

## Niagara Precision Limited

[www.niagaraprecision.com](http://www.niagaraprecision.com)

From inception to present day, Niagara Precision Limited continues to specialize and excel in the CNC machining of tight tolerances and high precision components.

NAICS: 332 - Fabricated metal product manufacturing



### Niagara Workforce Planning Board

[www.nwpcb.ca](http://www.nwpcb.ca)

NWPB is a leader in labour market research and planning in support of an innovative, diverse labour force contributing to Niagara's economic competitiveness.

NAICS: 541 - Professional, scientific and technical services

### North America Traffic Inc.

[www.northamericatrafic.com](http://www.northamericatrafic.com)

North America Traffic is the recognized leader in work-zone traffic control devices. We design and manufacture trailer-mounted portable traffic control devices & warning signals.

NAICS: 334 - Computer and electronic product manufacturing

### NRB INC

[www.nrb-inc.com](http://www.nrb-inc.com)

NRB is a privately held off-site construction company headquartered in Grimsby. We have been providing customized building solutions in Canada since 1979 and in the US since 2003.

NAICS: 236 - Construction of buildings

### O.S. Niagara Power Systems Inc.

[www.niagaragenerators.ca](http://www.niagaragenerators.ca)

Operating as 'O.S. Electric' and 'Niagara Generators' we are two specialty divisions, providing licensed ECRA/ESA Electrical Contractor services and Generator expertise.

NAICS: 238 - Specialty trade contractors

### On Demand Staffing

[www.ondemandstaffing.ca](http://www.ondemandstaffing.ca)

OnDemand Staffing has a level of expertise that far exceeds some employers' human resources departments, with a large network of available workers.

NAICS: 561 - Administrative and support services

### Outsourced Resource

[www.outsourcedresource.ca](http://www.outsourcedresource.ca)

When it's time to make decisions impacting the success of your business, knowing who to talk to can make the difference. Making valuable introductions based on your business needs.

NAICS: 522 - Credit intermediation and related activities

### Paul Boers Manufacturing

[www.paulboers.com](http://www.paulboers.com)

Our aim is to supply our customers with greenhouses and systems, using the best applicable technology.

NAICS: 332 - Fabricated metal product manufacturing

### Peglow Tool & Die Inc.

[www.peglow.ca](http://www.peglow.ca)

Peglow Tool & Die has been in business since 1980. Our services include plastic injection molding, manufacturers of tools, dies, molds and precision parts, CNC sinker EDM and more.

NAICS: 332 - Fabricated metal product manufacturing

### Peninsula Plastics Ltd

[www.penplast.com](http://www.penplast.com)

We are a custom plastic injection moulder that offers a concept to finished product approach, with expertise in engineering resins, glass and mineral fills, PVC, and much more.

NAICS: 326 - Plastics and rubber products manufacturing

### Performance Heating & Air

[www.performanceheatandair.ca](http://www.performanceheatandair.ca)

We are a full service company proudly serving the Niagara Region, sales, service and installation of all Natural Gas and Propane Equipment. Industrial, Commercial and Residential.

NAICS: 238 - Specialty trade contractors

### Pinchin Ltd.

[www.pinchin.com](http://www.pinchin.com)

Pinchin Environmental is one of Canada's largest and most respected Environmental Engineering Consulting Companies. We are a cross-country with a team of 650 skilled professionals.

NAICS: 541 - Professional, scientific and technical services

### Plastruct Polyzone Inc

[www.polyzone.com](http://www.polyzone.com)

Specializing in Engineered Polymers, Plastruct has 4 divisions: Plastic Sheet/Rod Distribution, Machined Parts/Fabrications, Dump Truck & Trailer Liners and Bulk Material Handling.

NAICS: 326 - Plastics and rubber products manufacturing

### Port Colborne-Wainfleet Chamber of Commerce

[www.pcwchamber.com](http://www.pcwchamber.com)

A not-for-profit organization to promote and enhance our communities through business, social, cultural and educational commitment and to advocate for members.

NAICS: 813 - Religious, grant-making, civic, and professional and similar organizations

### Prime Way Group

[www.primewaycompanies.com](http://www.primewaycompanies.com)

A diverse group of companies involved in: a) Developing manufacturing and marketing consumer products to major retailers b) Industrial Space Leasing c) Real Estate Development

NAICS: 531 - Real estate

### Priva North America

[www.priva.ca](http://www.priva.ca)

The leader in climate control and process management in the horticulture sector and building industry, enabling clients to produce healthy, high-quality food and ornamental plants.

NAICS: 334 - Computer and electronic product manufacturing

### Quartek Group Inc.

[www.quartekgroup.ca](http://www.quartekgroup.ca)

Quartek is Niagara's leading professional multi-disciplined design firm, approaching each project with a holistic, integrated and professional design strategy.

NAICS: 541 - Professional, scientific and technical services

### Raw Materials Company Inc.

[www.rawmaterials.com](http://www.rawmaterials.com)

Raw Materials Company developed and operates the most sustainable battery recycling process in the world today. Our mechanical process recovers 100% of battery alkaline.

NAICS: 562 - Waste management and remediation services

### RBC

[www.rbc.com](http://www.rbc.com)

We are one of North America's leading diversified financial services companies, providing personal and commercial banking, wealth management, insurance, investor services and more.

NAICS: 522 - Credit intermediation and related activities

### Renteknik Group Inc.

[www.renteknikgroup.com](http://www.renteknikgroup.com)

Best in class technologies and unique energy engineering solutions to empower our clients to maximize operational efficiency, achieve energy savings and improve productivity.

NAICS: 541 - Professional, scientific and technical services

# NIA MEMBERS

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up-to-date at  
[niagaraindstry.com](http://niagaraindstry.com)



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### Riganelli Design

[www.riganelli.ca](http://www.riganelli.ca)

We develop industrial and consumer products, offer engineering support and consulting, and design custom automation equipment for all industries.

NAICS: 541 - Professional, scientific and technical services

### Roberts Electric Inc.

[www.roberts-electric.com](http://www.roberts-electric.com)

Roberts Electric is an electrical contractor serving the residential, commercial, industrial and agricultural markets in Niagara, Ontario.

NAICS: 238 - Specialty trade contractors

### Root Bissonnette Walker, LLP

[www.rbwllp.com](http://www.rbwllp.com)

Root Bissonnette Walker LLP is a professional accounting firm serving companies, non-profit organizations and individuals including accounting, audit, advisory, tax and more.

NAICS: 541 - Professional, scientific and technical services

### Roy Timms Consulting

NAICS: 541 - Professional, scientific and technical services

### Salit Steel

[www.salitsteel.com](http://www.salitsteel.com)

At Salit steel we are focused on continuing to build on the foundation established long ago. Our success is built on the valuable relationships we have with our "partners".

NAICS: 332 - Fabricated metal product manufacturing

### Sam Young Electric Ltd.

[www.samyoungelectric.com](http://www.samyoungelectric.com)

Power, Controls, Communication, Commercial Electrical, IIOT, Industrial Ethernet, Wireless Certifications, Construction, and Panel Shop.

NAICS: 238 - Specialty trade contractors

### Seaway Fluid Power

[www.seawayfluidpower.com](http://www.seawayfluidpower.com)

Compressed Air Hoses, Stainless Steel Hose Fittings, Pneumatic Hose Fittings, Hydraulic Hose and Fittings, Hydraulic Fittings, Hydraulic Hose Pipes, Hydraulic Pumps, and much more.

NAICS: 417 - Machinery, equipment and supplies merchant wholesalers



# 2022 NIA MEMBERS

## Sheridan Electric Services

[www.sheridanelectric.ca](http://www.sheridanelectric.ca)

We specialize in industrial controls and service, along with building maintenance and large scale industrial new construction and addition projects.

NAICS: 238 - Specialty trade contractors

## Snap On Industrial

[www.snapon.com](http://www.snapon.com)

Snap-on is rooted in the dignity of work. From our founding 98 years ago, we have been dedicated to this timeless principle. We celebrate this work and we celebrate our customers.

NAICS: 332 - Fabricated metal product manufacturing

## Snider Dock Services Ltd.

[www.sniderterminals.ca](http://www.sniderterminals.ca)

Multi modal transportation, stevedoring and storage hubs on the Welland Canal. We supply stevedoring for break bulk, over dimensional cargo, steel, and more by rail, road & water.

NAICS: 488 - Support activities for transportation

## Solva Group Inc.

[www.solvagroup.co](http://www.solvagroup.co)

We are a project management firm based in Niagara on the Lake, Ontario providing an integrated portfolio of offerings across the value chain to support client IT implementations.

NAICS: 541 - Professional, scientific and technical services

## SonDune Consulting

[ca.linkedin.com/in/sondra-meis-96b997156](http://ca.linkedin.com/in/sondra-meis-96b997156)

A seasoned professional with extensive experience in both the private sector and government, focusing on retaining and strengthening the Ontario manufacturing sector.

NAICS: 541 - Professional, scientific and technical services

## South Central Industrial

[www.southcentralindustrial.com](http://www.southcentralindustrial.com)

We are a company with three distinct service lines: Sandblasting & Painting services; Industrial Maintenance; Fabrication & Welding.

NAICS: 811 - Repair and maintenance

## Span Medical Products Canada

[www.mchealthcare.com](http://www.mchealthcare.com)

Span Medical manufactures a comprehensive line of specialty solutions for pressure management and patient positioning.

NAICS: 334 - Computer and electronic product manufacturing

## SparkNiagara

[www.sparkniagara.com](http://www.sparkniagara.com)

Founded in 2016, Spark has grown into an eco-system of SMEs (Small-Medium Enterprise) that have impacted Niagara's economy through growth and partnerships.

NAICS: 541 - Professional, scientific and technical services

## Spring Creek Carriers Inc

[www.springcreekcarriers.com](http://www.springcreekcarriers.com)

Spring Creek Carriers Inc. is an international trucking company providing Less Than Load and Truck Load services between points in Canada and the USA.

NAICS: 484 - Truck transportation

## St. Catharines Pattern Ltd.

[www.scpattern.com](http://www.scpattern.com)

With over 30 years, we have grown into one of the most sophisticated pattern shops in Canada. We design and engineer all foundry related products from sand cast to investment cast.

NAICS: 332 - Fabricated metal product manufacturing

## Stanpac Inc.

[www.stanpacnet.com](http://www.stanpacnet.com)

A manufacturer of product packaging for dairy, food & beverage industries, including glass container printing. We offer a complete line of ice cream packaging & filling equipment.

NAICS: 322 - Paper manufacturing

## Steelcon

[www.steelcon.ca](http://www.steelcon.ca)

Established in 2002, Steelcon is a privately owned business located in St Catharines and Brampton that has grown into a respected structural steel manufacturer and erector.

NAICS: 236 - Construction of buildings

## Stolk Construction Limited

[www.stolk.ca](http://www.stolk.ca)

We are a full service General Contractor operating within the Industrial, Commercial, Institutional and Energy sectors.

NAICS: 236 - Construction of buildings

## StoneRidge Insurance Brokers Inc

[www.stoneridgeinsurance.ca](http://www.stoneridgeinsurance.ca)

We understand how important it is to protect your investment and ensure your operation can withstand the unexpected. We help manage your risk and protect your financial stability.

NAICS: 524 - Insurance carriers and related activities

## Sullivan Mahoney LLP

[www.sullivanmahoney.com](http://www.sullivanmahoney.com)

Sullivan Mahoney LLP is Niagara's pre-eminent full-service law firm. Sullivan Mahoney LLP has been serving the Niagara Region for over 60 years.

NAICS: 541 - Professional, scientific and technical services

## Sunbelt Rentals

[www.sunbeltrentals.com](http://www.sunbeltrentals.com)

Sunbelt Rentals is the number one location to find Industrial Construction Equipment and Construction Tools for municipal, specialty and DIY jobs.

NAICS: 444 - Building material and garden equipment and supplies dealers, 532 - Rental and leasing services

## Symetric Productions Inc.

[www.symetricproductions.com](http://www.symetricproductions.com)

Niagara's Growth Agency. Web Design, Digital Marketing, SEO, Award Winners, HubSpot Gold-tier Partners, and Digital Growth Accelerators. We're Symetric.

NAICS: 541 - Professional, scientific and technical services

## Synchro Engineering Limited

[www.powerundercontrol.com](http://www.powerundercontrol.com)

Synchro Engineering Limited Provides Design, Analysis, Service and Panel Builds for the Power, Industrial, Construction and Automation business sectors.

NAICS: 541 - Professional, scientific and technical services

## T Gordon Wyllie Real Estate Limited

[www.wyllierealestate.ca](http://www.wyllierealestate.ca)

Since 1957, T. Gordon Wyllie Real Estate Ltd. has been a leader in Industrial, Commercial, and Investment real estate in the Niagara Peninsula.

NAICS: 531 - Real estate

## TD Commercial Banking

[www.tdcommercialbanking.com](http://www.tdcommercialbanking.com)

Operating lines of credit, term loans, commercial mortgages - investment or owner occupied properties, cash management solutions, fraud prevention, FX strategies.

NAICS: 522 - Credit intermediation and related activities

## The Burke Group

[www.theburkegroup.com](http://www.theburkegroup.com)

The Burke Group is a Human Resources and Staffing firm providing contract and temporary employment, executive search services and permanent placement.

NAICS: 561 - Administrative and support services

## The Printing House

[www.tph.ca](http://www.tph.ca)

TPH is a family owned Canadian print company specializing in high quality printing services for local businesses, with a branch network of 70 locations coast to coast.

NAICS: 323 - Printing and related support activities

## The Verge Insurance Group

[www.vergeinsurance.com](http://www.vergeinsurance.com)

Verge Insurance is the largest locally-owned insurance broker in the Niagara Region with branch locations in Port Colborne, Virgil and their head office in St. Catharines.

NAICS: 524 - Insurance carriers and related activities

## The Violin Group

[www.theviolingroup.com](http://www.theviolingroup.com)

The Violin Group consists of Construction, Electric and Power Solution companies, each committed to the Violin Group's established reputation for quality, integrity and service.

NAICS: 238 - Specialty trade contractors

## THK Rhythm Automotive

[www.thk.com](http://www.thk.com)

THK's creative ideas and unique technology made the company worldwide pioneers in the development of the Linear Motion (LM) Guide mechanism.

NAICS: 336 - Transportation equipment manufacturing

## TKC Metal Recycling Inc.

[www.tkcmetalrecycling.com](http://www.tkcmetalrecycling.com)

TKC Metal Recycling buys and sells all types of ferrous and nonferrous scrap metals including electronic waste throughout North America.

NAICS: 562 - Waste management and remediation services

## Tony Miele CFP, Investors Group

[www.investorsgroup.com](http://www.investorsgroup.com)

Here at Investors Group, we are devoted to helping you realize both your short and long-term financial goals through comprehensive planning.

NAICS: 523 - Securities, commodity contracts, and other financial investment and related activities

## Tradewood Windows & Doors

[www.tradewoodwd.com](http://www.tradewoodwd.com)

Customer driven, solution based products designed and manufactured with the highest standards of quality in a timely manner by a dedicated team of professionals.

NAICS: 444 - Building material and garden equipment and supplies dealers

## Trans-Quip Inc.

[www.trans-quip.com](http://www.trans-quip.com)

Distributor of material handling products, safety products and power transmission products.

NAICS: 417 - Machinery, equipment and supplies merchant wholesalers

## Trenergy Inc

[www.trenergyinc.com](http://www.trenergyinc.com)

Trenergy is a 100 percent locally owned fabrication plant. Our skilled craftsmen are supported by modern automatic machinery and the latest production control and NDE techniques.

NAICS: 332 - Fabricated metal product manufacturing



**TROES Corp**
[www.troescorp.com](http://www.troescorp.com)

TROES Corp. is a Canadian advanced Battery Energy Storage Systems company, specializing in small to mid-size smart distributed energy storage solutions.

NAICS: 335 - Electrical equipment, appliance and component manufacturing

**Verbio Diesel Canada Corporation**
[www.verbio.ca](http://www.verbio.ca)

VERBIO has operated two biodiesel plants in Germany since 2001. Combined with its Canadian plant VERBIO's total production capacity amounts to around 620,000 tons biodiesel / year.

NAICS: 311 - Food manufacturing

**Vineland Manufacturing Limited**
[www.vinelandmfg.com](http://www.vinelandmfg.com)

Vineland Manufacturing designs & produces ASME-Code VIII Pressure Vessels. Contracting services offered for Metal Fabrication, Welding Machining and a Metal Coating.

NAICS: 331 - Primary metal manufacturing

**Vineland Research and Innovation Centre**
[www.vinelandresearch.com](http://www.vinelandresearch.com)

Improving the economic viability, sustainability and competitiveness of horticulture in Canada through the delivery of innovative products, solutions and services.

NAICS: 541 - Professional, scientific and technical services

**Vykan**
[www.vykan.ca](http://www.vykan.ca)

Specializing in both Waterjet and HD Plasma Cutting, both technologies are the core of our business. Vykan offers custom parts cutting that is customer focused, quality guaranteed.

NAICS: 332 - Fabricated metal product manufacturing

**Walker Industries**
[www.walkerind.com](http://www.walkerind.com)

Our group of companies and services include aggregates, construction, emulsions, renewable energy, resource recovery & waste management.

NAICS: 212 - Mining and quarrying (except oil and gas)

**Washington Mills**
[www.washingtonmills.com](http://www.washingtonmills.com)

Washington Mills is one of the largest producers of abrasives and fused mineral products offering an extensive line of standard abrasive grain and specialty electro-fused minerals.

NAICS: 327 - Non-metallic mineral product manufacturing

**Welland Development Commission**
[www.welland.ca](http://www.welland.ca)

The Welland Development Commission (WDC) was established in 1963 as a non-profit economic development corporation that is an arm of the City of Welland government.

NAICS: 913 - Local, municipal and regional public administration

**Welland Hydro-Electric Holding Corp**
[www.wellandhydro.com](http://www.wellandhydro.com)

Distributor of electrical energy (since 1913), street light maintenance and solar PV developer.

NAICS: 221 - Utilities

**Welland/Pelham Chamber of Commerce**
[www.wellandpelhamchamber.com](http://www.wellandpelhamchamber.com)

The Welland/Pelham Chamber of Commerce has become one of the most innovative and influential organizations in the Niagara region.

NAICS: 813 - Religious, grant-making, civic, and professional and similar organizations

**West Lincoln Chamber of Commerce**
[www.westlincolinchamber.com](http://www.westlincolinchamber.com)

West Lincoln offers peaceful family life. Our businesses, small and large, offer quality service and personally look after your wishes.

NAICS: 813 - Religious, grant-making, civic, and professional and similar organizations

**Westbrook Systems**
[www.lasertubecutting.net](http://www.lasertubecutting.net)

A metal fabricating company manufacturing structures for the greenhouse and other industries. Capabilities include laser tube cutting, robotic welding & various forming operations.

NAICS: 332 - Fabricated metal product manufacturing

**Westridge HR & Safety Specialists**
[www.westridgehr.com](http://www.westridgehr.com)

Whether your business needs an on-going HR partnership or a one time consultation, our extensive HR services can be tailored to fit your specific needs.

NAICS: 541 - Professional, scientific and technical services

# NIA MEMBERS

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## Jef Perry Plant Manager

7780 Stanley Avenue, Niagara Falls, ON L2E 6X8  
T: 905-357-7043 | [jperry@washingtonmills.com](mailto:jperry@washingtonmills.com)



## "COMMITTED TO YOUR SUCCESS"



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In our ongoing effort to recruit and develop talent, Niagara Precision continues its tradition of working with various educational institutions to help train and recruit their best and brightest.



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## WE'VE GOT (FUNDED) RESOURCES

Innovate Niagara provides the structure, services and resources you need to start and grow your innovative business.

- ✓ Business Mentorship
- ✓ Market Intelligence
- ✓ Workshops + Events
- ✓ Tech Incubation
- ✓ Connections

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Employment Professionals | Greater Niagara Chamber of Commerce | Growth Associates | HUB International Ontario Limited | Kraun Electric | Meridian Credit Union | Ministry of Economic Development, Job Creation and Trade | MNP LLP | Pinchin Ltd. | RBC | StoneRidge Insurance Brokers Inc | Sullivan Mahoney LLP | TD Commercial Banking | The Vergo Group | Tony Miele CFP, Director at Investors Group | Boundless Print | Canadian Bearings Limited | Canal Marine & Industrial Engineering | CNCROL.com | Contor Building Systems Inc. | Corporate Facility Supply | Dilts Piston Hydraulics | Emergency

**More than 70 NIA members call  
St. Catharines home. Together we are  
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Walker  
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# Solutions for Industry

Access Technical Services at the Walker Advanced Manufacturing Innovation Centre, your company's R&D partner, located at the Welland Campus of Niagara College. We provide key competitive advantage to industry, offering access to cutting-edge equipment – and related services – for the development of products and manufacturing processes.

## Here's what our clients are saying...

*“Working with the team was nothing but professional and top notch. Right from the initial meetings to design concepts everything was handled in an organized and professional manner.”*

*~ Kevin Dobbs, Hamill Machine*



Niagara  
College  
Canada  
APPLIED DREAMS.

Do you have an innovative idea but need the resources to bring it to life?  
**MEET WITH US. WORK WITH US.**

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**w** ncinnovation.ca