

engaged

IN INDUSTRY



ABATEMENT
TECHNOLOGIES

**BIGGER
& BETTER**

*at Abatement
Technologies*

The
**Scaling
UP** *Issue*

Tips & Advice

for ramping up your business!





International Sew-Right

Custom and Standard PPE

Proudly



North American

"Protecting you where you need it most!"

All our products can be customized to suit your needs!



FR UNDERGARMENTS

MEN'S & WOMEN'S

* Contact us for further details *

A few industries our products are perfect for:

- Oil & Gas
- Welding
- Automotive
- Foundry
- Medical
- Aerospace
- Mining
- Municipality
- Environmental
- Electrical
- Forestry
- Construction



Working closely together with our customers helps us find solutions any of your work apparel needs.

Since 1983 we have been Canada's #1 choice for custom designed apparel.

- FR Undergarments for Men & Women
- Proximity Suits
- High Heat Clothing
- ARC Flash Clothing & Kits
- Welder's Clothing
- Hi-Vis Clothing
- Fire Retardant Coveralls
- Overalls
- Shirts
- Pants
- Men's Wear
- Women's Wear
- Aluminized Clothing
- Sleeves
- Aprons
- Arabian Hats
- Dust hoods with flare
- Shop Coats
- Lab Coats
- Parkas
- Bomber Jackets
- Industrial Jackets



- Winter Insulated Industrial Clothing
- Welders Blankets & Tarps to your dimensions
- Hand Protection Gloves and Mitts for Mechanics to High Heat
- Hand Pads
- Glove Protectors

High Visibility Clothing



Welding Clothing



Aluminized Clothing



Rainwear Clothing



Eyewear & Accessories



ARC Flash Clothing



Work Wear Clothing



Email: lyse@safetyclothing.com

Web: www.safetyclothingcanada.com



Phone: 905.374.3600 Fax: 905.374.6121
Cell: 905.321.5573

6190 Don Murie Street Niagara Falls, Ontario, Canada L2G 0B4



WELCOME

04 WELCOME FROM THE CHAIR

05 GREETINGS FROM QUEEN'S PARK

COVER STORY

10 GROWTH & INNOVATION AT ABATEMENT TECHNOLOGIES

THE NIA

06 MANUFACTURING UPDATE

16 WHY THE NIA

35 NIA MEMBER MILESTONES

42 NIA BY THE NUMBERS

48 WHY I SIT ON THE BOARD

50 NIA DIRECTORY

FEATURES

14 PACKAGING AN ERA OF FRESH GROWTH
STANPAC

19 FUNDING INJECTION GIVES MACHINING SHOP AN EDGE
HORIZON PRECISION INC.

20 ADVICE AND HELP ON SCALING
LEADING NIAGARA EXPERTS

26 SCALING NEW HEIGHTS WITH STEEL BEAM TECHNOLOGY
STEELCON

30 SURGING INTO THE ELECTRIC CHARGING REVOLUTION
KRAUN ELECTRIC

36 THE FUTURE OF AGRICULTURE: VERTICAL FARMING
VISIONS GREENS

40 THOROLD'S MULTIMODAL HUB
HOPA PORTS | BMI GROUP

44 EXPANSION AT BOSCH REXROTH
BOSCH REXROTH

47 HIRING ADVICE
YMCA OF NIAGARA

MEMBER PROFILES

25 MNP

A MESSAGE FROM THE CHAIR

In *Engaged in Industry*, Volume 4, I wrote about “riding the momentum” post-pandemic through partnership and opportunity, and I believe we’ve done just that. The theme of our latest edition is “Scaling Up”.

When I think about what scaling up means to me, what comes to mind above all else is that a well-executed growth strategy can only take place when an organization has not just decided that they want to grow, but have also decided that they are ready to grow. Equally as important is when the team, group, or community behind the plan is completely bought in and agrees that they are ready to take the next step – together.

As we continue to evolve as a sector in Niagara on a macro level, I also see the micro examples of scale up happening all around – and observe so much to be proud of. We have large-scale, advanced manufacturing organizations locating their operations to the region. We see local firms expanding their existing footprint or constructing a second or third facility here, keeping true to their roots. We are witnessing new ways for training and educational programming to become available to our next generation. These examples are happening in real-time and in a competitive climate. This is an achievement to celebrate in an environment where organizations have no geographical boundaries yet are choosing to grow in Niagara. This is our time!

The opportunity for industry to grow in Niagara requires a strong foundation in place to scale up with confidence. Helping to build this foundation is where the NIA thrives and where we get our energy from. Whether it’s partnering with our economic development offices to build marketing packages to attract newcomers, or fighting to keep industrial development charges at bay to allow for our local businesses to expand without penalty, or working with our educational institutions to create messaging for parents and students at all levels – it is our mandate to be the voice and hand for industry to scale. Together, we stand strong as a community – and a foundation – for the industrial space.

I have had the honour of watching our board members and sub-committees volunteer countless hours of their personal time to make the above initiatives a reality. This is how we are scaling as an Association – by taking the vision of our predecessors to the next horizon and continuously improving our structure, our organization, and our programming.



Currently, manufacturing is the fourth largest employment sector in Niagara, and is expected to continue to grow. We were arguably the most resilient sector throughout the pandemic and actually grew during that time as well. We are crucial to, and needed by our region and our local communities – this is a responsibility that we take pride in. The NIA is being increasingly recognized as a critical voice in industry conversations across key decision-making groups at all levels. Therefore, more than ever, we need the people, the expertise, and the professionalism to represent our sector at the highest level in these discussions. Internally, we have, and will continue to address the makeup and structure of our organization to ensure that our resources are prepared and capable of representing your voice and concerns at the proverbial table. And as always, providing value to our membership remains priority number one.

As you read through, celebrate your own story, or congratulate your neighbour on their success, and take pride in all that we have accomplished and all that we will collectively achieve as we continue to scale.

Thank you for your continued support - we hope you enjoy *Engaged*, Volume 5!

Warmest Regards,

Jordan Sherlock



The Scaling UP Issue

This issue showcases how Niagara manufacturers have successfully scaled up in recent years.

Their strategies vary considerably, perhaps focusing on financing, hiring or new markets. Look for the arrow icon at the top of every story which highlights the efforts driving each particular business expansion.

GREETINGS FROM QUEEN'S PARK



Hon. Vic Fedeli
Minister,
Economic Development,
Job Creation and Trade

Our government is proud to support manufacturers in the Niagara region as they expand and create more good-paying jobs.

Around the world, Ontario is known for its manufacturing might, and our manufacturing sector plays an integral role in strengthening our economy. We appreciate the work of organizations like the Niagara Industrial Association that provide services and support to local manufacturers at all stages of growth.

The Ministry of Economic Development, Job Creation and Trade is supporting the province's manufacturers through programs including our Regional Development Program, which will invest more than \$140 million to support regional priorities and challenges.

By reducing the cost of doing business in Ontario by \$8 billion annually, Ontario is showing the world, as well as our local communities, that we are open for business.

Our government will continue making targeted investments to support manufacturers in Niagara, and across Ontario, to help create jobs and stay competitive in the global marketplace.

Niagara Manufacturing UPDATE



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

Now on the other side of the COVID-19 pandemic, it is clear how important it is to have a diversified economy and strong manufacturing and industrial sector in Niagara. While many service-oriented sectors in Niagara were drastically impacted by the pandemic, the industrial sector thrived and filled a lot of the economic holes created by the restrictions affecting consumer behaviour. To be fair, the industrial sector was faring well before the pandemic, but interestingly the sector thrived during the pandemic and continues to thrive going forward. Many of us in the economic development community are calling it an “industrial renaissance” because we have not experienced this level of positive industrial economic activity in many years.

The following provides an update on the manufacturing and industrial sector in Niagara based on stats and facts:

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 was \$2.52 billion 2022, which was 11.5% of total regional GDP. When adjusted for inflation, this was 8.3% over 2021 and a 17% increase over 2020.

From 2021 to 2022, the manufacturing sector grew more than any other sector of the economy in Niagara. Also, The Conference Board of Canada is forecasting manufacturing GDP growth of 5.4% from 2022 to 2024.

EMPLOYMENT

In 2022, employment in the manufacturing sector reached 23,300 and with the exception of the healthcare and social assistance sector, manufacturing employed the most people of any sector in Niagara. Although manufacturing employment in Niagara dropped from 26,200 people in 2021, it was still 20% higher (4,000 people) in 2022 than it was in pre-pandemic 2019.

BUSINESS COUNTS

Over the past few years, Niagara has consistently gained manufacturing businesses with employees. In 2022 there were 651 manufacturing businesses with employees, compared to 643 in 2021 and 639 in 2020. It is important to note that 94% of manufacturing businesses in Niagara are small businesses with fewer than 100 employees.

INTERNATIONAL TRADE

International trade for Niagara has expanded rapidly over the past few years. The manufacturing sector accounted for 89% of the total value of all goods exported by Niagara firms. In 2022, manufacturing exports were valued at \$7.28 billion. This was 25% growth over 2021, 34.2% growth over 2020, and 75.4% growth over 2019.

In regard to imports, the manufacturing sector accounted for 55.7% of the total value of goods imported by Niagara firms. In 2022, manufacturing imports were valued at \$1.73 billion. This was 12.4% growth over 2021, 32.8% growth over 2020, and a decrease of 2.0% over 2019.

The manufacturing sector in Niagara exported more and imported less over the past number of years, which is bringing new value into the regional economy. The trade balance for the manufacturing sector in 2022 was a net \$3.62 billion.

INVESTMENT

Niagara has also been experiencing a high-level of industrial investment over the past few years with no slowdown in sight. With major investments announced such as Linamar Corporation’s high-pressure die casting plant in Welland and Siltech Corporation’s silicone compounds plant in Fort Erie, plus dozens of other major industrial investments, it is clear that industrial investment in Niagara remains strong. In 2022, total nominal investment in industrial building construction reached \$171.3 million. In terms of real growth, this investment activity was 15% higher than 2021 and 49% higher than 2020.

In regard to existing industrial building sales, 42 industrial buildings were sold in Niagara in 2022 with a total sale value of \$225.1 million and 1.59 million square feet of space.

CONCLUSION

Based on the data and current investment activity we are seeing; I am confident that the industrial sector in Niagara will remain strong for the foreseeable future. The sector has shown itself to be incredibly resilient and well-diversified. Furthermore, there is a heightened level of awareness of and interest in Niagara as an industrial hub in Ontario, so I expect we continue to see new industrial investments aligned with new emerging sectors of the economy including marine, aerospace, and electric vehicle components.



Flexible Staffing Solutions

Take Hiring Off Your To Do List With OnDemand Staffing
Working with OnDemand Staffing negates the soaring average **costs** of a new hire and saves you valuable **time** when hiring!
There are **no initial fees** and we take care of all job postings, screenings, interviews, and will create job descriptions and assist with HR needs for active clients.

Your trusted local recruiter and staffing provider.
We have successfully hired thousands of employees for our partners in the Niagara Region and can help you with:

- Non-skilled
- Skilled
- Clerical
- Professional
- Temporary
- Long Term
- Temp To Perm
- Direct Hires

Make another good decision and contact OnDemand Staffing to have the support of our Recruitment and Human Resources professionals to assist you with your hiring needs.



Past OnDemand Staffing Client ★★★★★
"OnDemand Staffing has been HUGELY helpful in assisting with our labour challenges over the past few years. Their team is great to work with, and have become one of the most critical partners to our operation."

@ondemand_staffing www.ondemandstaffing.ca 1-800-832-1274 info@ondemandstaffing.ca



WE ARE COMMITTED TO BE A CITY THAT WILL ATTRACT

A GLOBAL BRAND FOR BUSINESS.

+ RETAIN BUSINESS INVESTMENT, CREATE EMPLOYMENT, DIVERSIFY THE ECONOMY + BROADEN THE TAX BASE.

NIAGARA FALLS
BUSINESS DEVELOPMENT
niagarafallsbusiness.ca
bdd@niagarafalls.ca



investinSTC

ST. CATHARINES ECONOMIC DEVELOPMENT

SCALING UP? SKY'S THE LIMIT IN STC

The City of St. Catharines is ideal for your investment and growth, and the Economic Development Team is here to help.

- ✓ Business Investment Attraction
- ✓ Training and Advising on Small Business
- ✓ Business Feasibility and Launch Support
- ✓ Marketing and Promotion
- ✓ Research and Market Intelligence
- ✓ Orientation and Relocation Services
- ✓ Networking and Connection Building
- ✓ Development Process Support, Expedited Services
- ✓ Advocacy and Communications

[InvestInSTC.ca](https://www.investinstc.ca)



 St. Catharines

Brock
University

Goodman
School of Business

Take your business to the next level this year.

With Niagara's business school, you can:

- Connect with leading researchers
- Upgrade employee skills with our professional development courses
- Become an experiential learning partner
- Hire a student

Break through with Goodman.

brocku.ca/goodman

Do you Believe?


Niagara's only certified
SCALING UP
COACHES

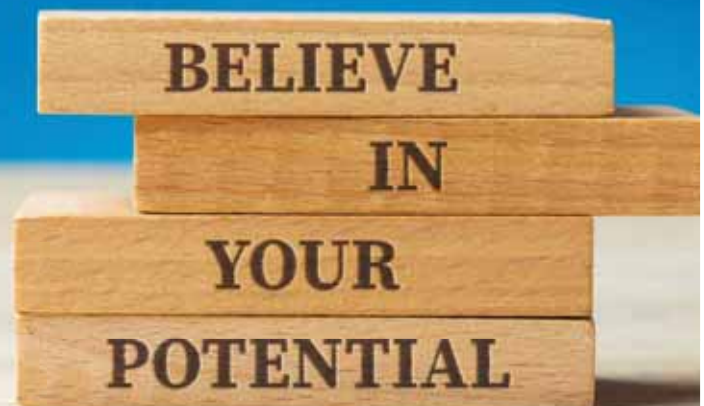
Do you think *your* business could be doing better?
So, what's in the way?

If you're ready to find out, we're ready to help you unleash your untapped potential and take your business to the next level. Call us for a free, no obligation assessment today. **905.327.6100**

acminc.net . dpeters@acminc.net

We believe success is your only option. With proven results, we will help you increase productivity and profits, utilize your resources more efficiently, enhance team dynamics, job satisfaction, and Scale Up effectively.

 **ABSOLUTE CHANGE**
MANAGEMENT





A landmark production facility gives Abatement a scaling boost

Written by Don Fraser

Abatement Technologies first cut its teeth in Fort Erie, in modest ways. Its roots trace back to a post-Second World War decision to start a lawn furniture company by the grandfather of Andrew Harber, who is now CEO of a rapidly growing air filtration manufacturer originally founded in 1946 and renamed in 1988.

The company has gone through many transitions in its almost eight decades of operation, through folding aluminum lawn chairs, aluminum boats, and Canada's first CSA approved wood stoves for home heating. Continually adapting to opportunities lies in Abatement and the Harber family's DNA.

In big steps since changing its name from Harber Manufacturing, Abatement has become a world leader in the design and manufacture of powerful HEPA filtration and construction containment products. The products contain and remove harmful particulates, bioaerosols and volatile organic compounds to improve indoor air quality in many applications.

This company focus has progressed to top-of-the-line installations for healthcare and patient isolation, abatement and remediation, plus disaster restoration, duct cleaning systems and residential air purification.

Hospitals, facilities managers, contractors working in critical environments, on environmental or restoration jobs and infection control leaders routinely turn to Abatement products, now widely recognized for their performance and reliability.

"We have certainly progressed from where we started," said Justin Larsen, Abatement's Director of Sales, during a tour of their new, sprawling north Fort Erie site that joins the company's primary production, engineering and administrative functions.

"It's fair to say we own this sector in Canada and have become a major international player."

The star feature here is the 100,000 square foot production facility, which reveals itself as expansive and neatly organized, a bit like a segmented airport hanger. The \$20 million space — a three-year project that opened in spring 2023— doubled the production space it had.

Abatement now has four separate Fort Erie sites: one for specific plastic moulding manufacturing, two for storage. The most recent is the main production and head office, where most local staff work. Still more growth is on deck: The main building is site plan approved for another 40,000 square feet, plus a secondary facility of 60,000 square feet.

It's been a transformation for the company, which employs 100 staff in Niagara and supports another 90 staff across 11 sites in Canada and also includes a sales and distribution centre in the southeastern US.

"This facility has connected essential product development right to the production floor, including the electronic and CAD design for filtration and containment equipment and we're in the process of upgrading our 3D prototyping capabilities," Larsen said. "Before, it was in a separate building. Having it onsite and connected to production creates real-time product and process improvement."

Larsen, walking into the product development facility, smiles at the sight. "It starts here," he said of the vast space. "We've created a highly functioning process flow, with material coming to us raw at one end, and finished product going out to clients at the other.



From a manufacturing facility standpoint, it's a significant business gain and helped us scale.

Justin Larsen
Director of Sales, Abatement Technologies

Previously, Abatement maxed out their space inside two long time locations in residential Fort Erie. Capacity and organizational needs were not being adequately met, as sales volumes soared.

The physical change here is striking. Among new features, at the space off Commerce Parkway, is extensive cantilevered racking—a huge improvement from sheet metal that was previously stored cumbersomely in stacks.

"Before, we'd have a multitude of different materials stored that way," Larsen recalled. "If you needed a piece, you'd be moving everything around to get at it. Now, they are on individual racks and easily selected for production."

The area includes gleaming, room-sized punches that roll and stamp metal sheets for Abatement's air filtration and construction containment equipment, with large laser-cutters adding to the process.

These last three years has been especially impactful at Abatement, with the pandemic a time of pivoting.

While its other markets slowed, Abatement's manufacturing capacity doubled down to help save the lives of vulnerable patients and other caregivers. Providing essential equipment to thousands of healthcare facilities across North America which was used to convert standard



hospital patient rooms into negative pressure isolation rooms, for patients with transmissible diseases like COVID-19.

“During COVID, our entire company rallied to provide as many of these devices as possible, directing all our resources to production, these devices were almost all our



business,” Larsen said. That coincides with a company push to concentrate on products that contain a space, put it in a state of negative air pressure and electronically monitor it, to ensure it stays there.

This is a process important to construction and renovation in hospitals, long-term care and other critical environments, as well as electronics manufacturing and food processing.

Larsen adds that their successful path, from 1985 to now, was mostly thanks to these and other commercially popular air filtration innovations: “As we move forward, we’re pushing into these three pillars of construction containment, air filtration and project monitoring.”

In the tour, CEO Andrew Harber shares his enthusiasm about a modular wall system they make, allowing contractors to swiftly establish a protected, enclosed area when construction takes place in sensitive environments.

It’s changed the way construction is contained in occupied spaces.

“The system can telescope up to a ceiling,” Harber said. “It builds walls in an hour, where before it might take three-to-four days. It has been a very popular product for us.”

“We’ve also aligned with a company franchising our special walls across Canada. Here, they focus on this containment technology as a full-suite service — contractors and facilities can now rent these temporary walls and have them installed as a service.”

Vertical integration into the manufacturing process has been essential, say the two — a scaling imperative noted by other Niagara Industrial Association manufacturers about their own operations.

One of several Abatement examples is an aluminium extrusion process to make their wall panels. The company was once buying it, cut-to-length and milled through third parties. Now, it’s done in-house to create more internal quality control, flexibility and order consistency.

Scaling in these ways has been a keystone to success at Abatement. The company also appreciates the vital role it’s played in maintaining and protecting human health.

“It been a great run for the company and its team, no doubt. We are all so proud of the meaningful impact of our work.”▲

**For more information, visit abatement.ca
In Canada, e-mail iaqinfo@abatement.ca
or call 800-827-6443**



Abatement’s new facility off the QEW in Fort Erie



NIAGARA'S ELECTRICAL PROFESSIONALS



AUTOMATION

- Automation System Integration
- PLC & HMI Programming
- SCADA & MES Integration
- VFD, Servo and Soft Starts



CONTROL PANELS

- Design and Build
- Retrofits and Upgrades
- cETLus Certified Panel Shop, CSA, UL 508A
- E-Houses



ELECTRICAL SERVICES

- Electrical Equipment Installation
- Repairs and Maintenance
- Distribution Systems
- Thermal Imaging



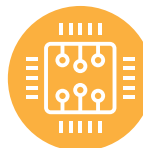
GREEN ENERGY

- Peak Shaving and Net Metering
- HONI SCADA Control Panels
- Conceptual Design and Feasibility
- Project Management



POWER

- Electrical and Power System Engineering
- Studies: Load Flow, Short Circuit, Motor Start, Harmonics, Transients, and Grounding
- Testing and Audits
- Arc Flash



ELECTRONIC CIRCUIT DESIGN

- From proof of concept to production
- Printed Circuit Board (PCB) design
- Embedded firmware development & programming
- Integrating touch screens, I/O, sensors & actuators



CONTRACT MANUFACTURING

- Efficient production of high-quality control panels
- Achieve supply chain reliability
- Inventory and production forecasting through ERP
- Rapid prototyping



SYNCHRO
Engineering Limited

4-4875 Kent Avenue

Niagara Falls, Ontario

905.295.2525

info@PowerUnderControl.com

www.PowerUnderControl.com



Packaging an era of fresh growth at Stanpac

Written by Don Fraser

Stanpac is scaling-up on two key fronts — grow their Smithville plant through retooling efficiencies and build on their philosophy of work-life balance.

For seven decades, Stanpac has been a leader in manufacturing dairy and beverage packaging. A company that started in 1949 with milk bottle caps has expanded worldwide from its Canadian roots, adding bold new products and innovations for ice cream, milk, wine and spirits — and most recently, food-service packaging.

Now a new chapter has come, thanks to a recent 40,000 square foot expansion with a budget of \$10 million and financed through Farm Credit Canada.

“We kept growing and ran out of space,” explains Murray Bain, Stanpac’s Vice President of Marketing. “There are a number of spokes on the Stanpac wheel and a new building is one of them.

With the new building in play, the company has put work into products for a market that increasingly seeks sustainability and environmental compliance. Stanpac is adapting to a host of changes for customers that demand smart packaging, in the context of a spike in food pick-up services and the elimination of single-use plastic.

Features in this expanded facility include new equipment to make ice cream cups and lids and build on their glass refillable packaging segment. Stanpac is also manufacturing paper lids to substitute for former plastic lids being discontinued by clients. “Above all, one of our directions is to simplify all of these changes for the consumer,” Bain said.

“

The expansion will make us more efficient, and in turn allow for better work-life balance.

Murray Bain
VP Marketing
Stanpac



Meanwhile, a new printing press for packaging — installed a couple of years ago — has reduced lead times for customers.

The development will also boost Stanpac's human resources and employee retention efforts — often a challenging file for area industrialists.

Among other benefits, the Smithville expansion will permit a five day per week, three shift schedule, and reduce overtime burden. Before, the Smithville facility was running on a non-stop 24/7. "It's just a better operation for all of us, when we can stick to five days a week," Bain said.

"It will make us more efficient, and in turn allow for better work-life balance. New employee lounge, workout room and group spaces are also part of it," Bain said of the ongoing addition to their 160,000 square foot facility, set to be complete in mid 2024.

The company has always leaned on worker-friendly initiatives for a large team: In Smithville, it already employs more than 500 people (in other facilities in the US and Mexico, another 360).

As one measure, Stanpac has been a regional innovator in its in-house English as a Second Language (ESL) program that focuses on work-related conversations and English basics. Here, it has hired teachers and worked with an Employee Help Centre to secure classroom space.

"We're seeking to continue to attract and retain folks here and beyond, who we hope will take advantage of the upgraded Niagara-wide public transportation that is so important to West Niagara," Bain said.

Stanpac Vice President of Finance, Brent Roszell, also credits some longtime friends for making the new facility happen.

"In addition to the Farm Credit Canada financing, the Business Development Bank of Canada has also been an excellent partner alongside our tremendous growth in areas like mortgage financing, working capital, equipment and sub-debt," said Roszell.

Federal and provincial governments have also lent a hand through targeted financial support programs such as the Southwestern Ontario Development Fund and FedDev, which most recently awarded them a \$5 million interest free loan to help fund equipment.

Stanpac's success is acknowledged as a great boon to the West Niagara community of Smithville. It has a population of about 6,500, making Stanpac a big employer in town.



Its West Lincoln Mayor Cheryl Ganann offers her congratulations on the expansion, with an eye to the future.

"This will not only enable them to produce 'green' packaging, that can either be recycled or composted, but provide at least 30 new jobs in our growing municipality," Ganann said. "This is a good news story."

Indeed, Stanpac's reach flows well across the border, with two food service-oriented facilities in New Jersey, another in Texas and a sales office and warehouse in Mexico.

"With seven patents in more than 20 countries, we really are recognized by our customers as innovative and customer-focused," said Bain.

As for future opportunities: "Certainly a lot has happened in our 73 years: We never say never. There is plenty of room for growth in the market we're in." ♠

What your NIA Membership GETS YOU





ADVOCACY

- The voice of manufacturing and industry in Niagara
- Connect with all levels of government
- Letters of support provided
- Lead efforts to reduce business costs, provide access, increase business funding
- Support economic and development zones and programs within Niagara



BUSINESS DEVELOPMENT

- Trade missions to open markets in other provinces and foreign countries
- Connect with the Niagara economic development offices
- Display tables for your products and services available at membership events
- Develop your supply chain with local suppliers
- Plant tours



MARKETING

- Annual 'Engaged in Industry' magazine
- Tradeshows to promote your business
- Website listing and company profile
- On-line and social media advertising opportunities
- Email blasts to promote your company's value proposition
- Opportunities to speak about your company at membership meetings



NETWORKING

- Connect with the Niagara region's business leaders
- Regular membership events
- Manufacturers breakfast meetings
- Annual golf tournament
- Annual summer and holiday social gatherings
- Informative webinars



RESOURCES

- News releases shared to keep members informed
- Timely and relevant information provided to assist members
- Connecting businesses with local school boards to create co-op opportunities
- Access to government funding opportunities
- Seminars led by industry experts



TRADITIONAL INDUSTRIAL KNOWLEDGE

A large industrial machine shop with a worker in the background. The scene is filled with heavy machinery, including a large lathe and a vertical mill. The lighting is dramatic, with strong highlights and deep shadows, emphasizing the scale and complexity of the equipment. A worker is visible in the background, providing a sense of scale to the massive machinery.

GIROTTI
MACHINE WORKS

NEXT LEVEL SOLUTIONS

905.684.6584

www.girottimachine.com



A funding injection gives Horizon a machining shop edge

Written by Don Fraser

Steady investment in new technology — and pushing digital innovation — has welded a solid base at Horizon Precision Inc.

The Fort Erie machining firm has used upgraded technologies to push itself into an age of business sustainability as it leverages a reputation in high-end CNC milling, CNC turning, CNC Swiss and specialized contract machining work.

Most of what Horizon does is CNC custom machining, using materials like aluminum, brass, stainless steel and many others: “What we do is really dependent on what our customers are looking for at that time,” Horizon’s Spencer Sheldon explains.

That steady growth has pushed the company into investing in new technology, partly in a drive to attract fresh talent to the firm. “It can be tough to find people interested in manufacturing — beyond even just CNC machining,” said Sheldon who’s had a career working in heavy-machine shops, before becoming the Horizon business owner in 2017.

A current push for the firm is going digital in work processes, to assist in business scaling.

Horizon was recently a Canadian Digital Adoption Program participant, and used about \$25,000 of the funding via the Business Development Bank of Canada to add computers to all workstations and invest in new operational software. The Canada Digital Adoption Program by the Government of Canada helps small and medium-sized enterprises adopt digital technologies to increase their competitiveness.

“It helps us better schedule our work, use the resources we need and gives access to the same current information,” he said. “This takes us away from the old paper-trail and information clog with customers. It’ll have a huge impact on us being able to scale up.”

The ramped-up technology is also appealing to a new influx of employees moving into the industrial trades, Sheldon adds. “The next generation is looking for a career they can grow into, and this kind of technology attracts them.”

“You get them in the door, they see the upgraded CNC machines, robotics and computer technologies — it helps scale up your human resources potential for moving forward,” Sheldon said.

Other scaling measures are in play. This year, Horizon is excited to add a palletized system that will allow their CNC mills to be automatically loaded by a 6-axis robot, to open-up overnight production and minimize machine down time.

With ten employees on staff, more are needed— notably CNC machinists. Taken together, this smart scaling has also meant locational sustainability: Right now, Horizon is OK where they are.

“We’re at the stage where we don’t necessarily need to increase our square footage, to increase our capacity.” Sheldon said. “We’re in a good place.” ▲



Advice and help on scaling

Smart strategy and having the right people make the difference.

Written by Don Fraser

Scaling-up requires a little help from our friends—whether it's financial programs, human resources or professional strategic guidance. Here are nuggets of advice from manufacturing support leaders who've been steadfast for Niagara's manufacturers.

This is only a handful — there's a lot out there for you!

Have a realistic growth strategy and communicate it clearly, says Absolute Change Management



When embarking on a scaling up journey, plan it smartly and stay team-focused, says Dave Peters of Lincoln-based business consultants **Absolute Change Management**.

“As a certified ‘Scaling Up’ coaching organization we recognize the many factors driving a business to the next level,” said Peters, “a ‘one size fits all’ solution will not maximize a company’s potential.”

For businesses ready to scale, the first step is commitment, Peters said. “Without a strong, determined dedication to doing what it takes, the likelihood of business success fluctuation increases.”

Peters points to a great resource here: The book *Mastering the Rockefeller Habits 2.0 – Scaling Up*.

In it, author Verne Harnish identifies pillars necessary for scaling effectively and profitably: People, Strategy, Execution and Cash. This involves attracting and keeping the right people, creating a truly differentiated strategy, driving flawless execution and having cash to weather storms and grow.

“Before scaling, it’s critical to have an open and honest assessment of where the company is currently at in its own business, people, leadership and actual ability to scale,” Peters adds, citing a quarter-century of company experience. “That ensures focus and attention is directed to doing the right things for scaling up.”



Dave Peters, Absolute Change Management

These growing firms must also have a fully understandable business framework as they move forward. Otherwise, team members can be confused over actions and priorities to focus on.

“Deciding on what system to use involves research, team engagement and cultural alignment,” Peters said, noting there are many options around for this, including what is offered by Absolute Change Management.


“The critical thing is to decide and commit; find a coach that works and adopt the disciplined approach necessary to scale profitability, while maintaining a culture that’s engaging and enriching for your people.”

“It is hard work to scale. For those who get it right, there are few things in business more exciting or fulfilling.”▲

PTH
POWER TECH
HYDRAULICS
NIAGARA LIMITED

Niagara's Premier Hose & Hydraulics Supplier...

905.892.5657 (24/7)
2265 Hwy 20 East, Fonthill



Getting the senior team set-up right is essential



Larry Anderson,
Larry Anderson Consultants

“The most important thing in scaling is having the right people, in the right seats,” said Larry Anderson of Niagara’s Larry Anderson Consultants, which offers a wide-ranging help for small and mid-sized companies.

“We’ve found this issue outweighs even concerns like business process, technology and strategy,” Anderson said. While these are clearly important; attracting, hiring, training and developing the right people allows those fundamentals to happen.

Having needed people placed right, includes bringing on those who understand and share your core company vision and values, he said: “It’s not just in words, but actions. They live your values every day and should understand what you’re trying to build.”

To that end, team members should possess needed skills, education and experience to deliver consistent productivity and output.

Unfortunately, “you have who you have,” is a scenario some SME’s face, adds Anderson. A business owner tries to utilize senior team members as best as they can, while the company finds itself stretched thin in leadership. These key people remain loyal, but may not be a good fit.

“Promoted just because,” he said, describing this conundrum, adding these promotions often come from an individual’s technical skills or seniority, but over a period of change, some are revealed as unequipped for the work.

A company owner may realize these employees lack sufficient people skills and strategic thinking for their senior-leadership role: “Now you feel ‘stuck’ with some of the positions and unsure how to replace them, or develop them for success,” he explains.

Fixing this is among the many services Anderson’s consultancy provides.

“It is essential for the success of growing SME’s— you need to get the right people where they need to be.”

Scaling-SME manufacturers get a helping hand with provincial teamwork

Marika Swain collaborates with a talented team — in focused and targeted ways — to help area businesses scale-up and grow. It’s all part of the culture for area industrialists.

“I’ve noticed an incredible sense of community in Niagara, with manufacturers supporting, celebrating and learning from each other,” said Swain, Senior Business Advisor for Niagara in the Ontario Ministry of Economic Development, Job Creation and Trade (MEDJCT).

Swain is heartened to see area companies accelerate growth “in unique ways,” that include developing intellectual property and entering innovative sectors such as cleantech and electric vehicle supply chains.

To that end, MEDJCT’s team of business advisors supports manufacturers with tailored advice and practical recommendations, she said, adding the Niagara Industrial Association also plays a frontline and constructive role here.

MEDJCT itself supports companies with growth potential, through initiatives including the Regional Development Program (RDP) and the Ontario Automotive Modernization Program (O-AMP).

The RDP also folds in the Advanced Manufacturing and Innovation Competitiveness (AMIC) stream, which backs advanced manufacturing businesses investing in equipment, advanced technology and skilled workforces, with a focus on SMEs.

Swain said services are also on hand for developing entrepreneurs, via Ontario’s Regional Innovation Centres and Small Business Enterprise Centres.

“As you can see, there’s a raft of support out there including our own network,” she said. “I encourage scaling SME’s to explore these sites for potential help— it could make a big difference.”

For more information, email Marika at: marika.swain@ontario.ca



BDC offers a foundation for building-up businesses



The Business Development Bank of Canada (BDC) is the nation's only bank dedicated exclusively to entrepreneurs and is focused on supporting the growth and competitiveness of Canadian businesses, said Paul Goodwin, BDC's Business Centre Manager.

"We understand the current challenges faced by entrepreneurs – including rising costs, labour shortages, supply chain issues and the complexity of implementing digital technologies. Our finance and advisory programs are designed to flexibly meet the unique needs of each business," Goodwin said.

He offers a note of caution and optimism: "We often see companies focused on growing sales, but it's also important to ensure their operations are scalable."



Paul Goodwin
BDC Business Centre Manager

Growing a business this way is much like building a house, he said. "It happens in stages. You make the plans, create the foundation and build it up, floor by floor. Then you complete it with the roof and design elements.

While access to funding is critical for scaling up, it's often about more than money.

"We offer high value advisory programs at prices small businesses can afford. They are designed to prioritize opportunities, improve productivity, enhance leadership and management capabilities, and accelerate growth.

"Ultimately, growing your business is hard and rewarding work," he said.

"Larger businesses survive longer, and fare better in turbulent times. They work smarter, are more productive due to economies of scale and can avail themselves to opportunities in international markets.

"You just need to think big. Believe in yourself, and surround yourself with people who will help you get the job done. If you need advice, we offer excellent free tools and resources on our website and are a phone-call away."

The BDC's support model works, said Goodwin: "We've worked with many ambitious entrepreneurs who've succeeded in growing their businesses. We've seen them grow faster and go further."

For more information, contact Paul Goodwin at: Paul.Goodwin@bdc.ca

A suite of programs through Niagara College and partners help scaling manufacturers hire

Niagara College is a recognized leader in providing employment support for scaling industrialists — and other business ventures, says Gary Bruce, manager of the college's Community Employment Services.



Gary Bruce, Manager
Community Employment Services
Niagara College

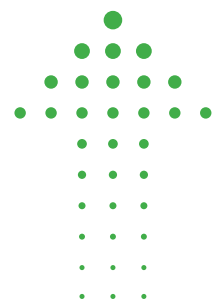
It's among 17 service providers in Niagara delivering the Employment Ontario suite of programs and services for both employers and job seekers.

"We provide pre-employment supports to assist job seekers in finding sustainable employment, while helping employers secure the right candidates," Bruce said. "We are thriving, with the support of Fedcap Canada as our service-system manager covering the Niagara-Hamilton catchment area," he said, adding this is done in collaboration with other community partners and service-providers.

Through that Employment Ontario network, employers get recruitment support at zero cost, in areas including financial support and for training new hires, on-the-job accommodations and job placement incentives that include wage subsidies such as \$2,000 for the Apprentice Employer Signing Bonus, if it's applicable.

"Employers can reach out to us at Niagara College, Community Employment Services to learn how we can assist them as they recruit, retain, and grow their businesses," Bruce said. "It's certainly a valuable resource."

Contact Niagara College's Community Employment Services at:
ces@niagaracollege.ca
or 905-641-2252



DILTS PISTON **HYDRAULICS INC.**

- Hydraulic & Pneumatic, Millwright/Mechanical and Boom Truck Repair
- Light Fabrication
- 1-off and low production Machining



2235 Hwy 20, Welland

905.641.4488 (24/7)
www.diltspiston.com



STRATEGIC LOCATION

FORT ERIE IS THE HUB LINKING ONTARIO AND WESTERN NEW YORK ECONOMIES. \$40 BILLION IN TRADE CROSSES THE PEACE BRIDGE EVERY YEAR.



OPEN FOR BUSINESS

THE TOWN OF FORT ERIE WELCOMES NEW BUSINESSES AND HELPS LOCAL COMPANIES.



IN GOOD COMPANY

DOZENS OF ADVANCED MANUFACTURERS CALL FORT ERIE HOME, AND MANY MULTINATIONAL COMPANIES TAKE ADVANTAGE OF FORT ERIE'S EXCEPTIONAL ACCESS.



NIAGARA'S ECONOMIC Gateway

edts@forterie.ca

Fort Erie Economic Development & Tourism Services

forterie.ca

MNP is Committed to Helping You Manufacture Greater Success

National in scope and a local focus, MNP stands as one of Canada's leading professional services firms. Since 1958, they have proudly served individuals, businesses, and organizations across the country.

In the demanding landscape of the manufacturing industry, businesses face the constant challenge of delivering results swiftly, operating with efficiency, and upholding uncompromising standards of accuracy and quality. To thrive in this environment, strong management and streamlined processes are essential.







As a trusted advisor to small and mid-sized Canadian manufacturers across Canada, MNP understands the unique pressures faced by this vital sector. With an extensive wealth of experience, they offer comprehensive solutions that span every aspect of your operation.

Whether they're working alongside your team on the manufacturing floor, delving into your financial books, or analyzing your technology utilization, the firm's expertise is aimed at unlocking the full potential of your enterprise.

Let **MNP** be your **trusted partner** on the **journey** toward achieving your **manufacturing goals**.

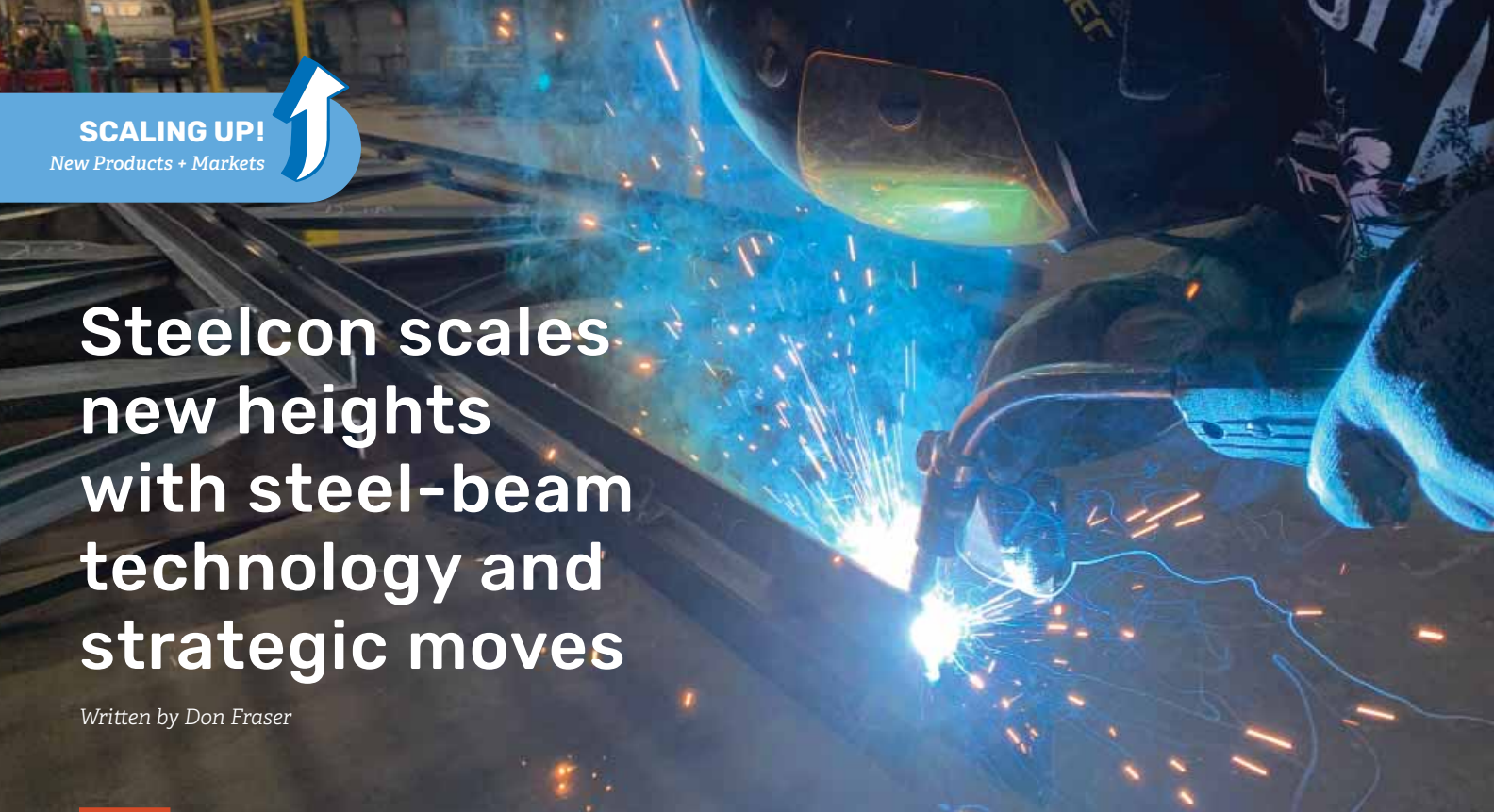


MNP can help you:

-  Address accounting and tax challenges
-  Increase profitability
-  With mergers and divestitures
-  Streamline operations
-  Address digital and technology challenges
-  Exit your business on your terms

Contact Pam Lilley, CPA, CA, Partner at:
905.323.6010 or pamela.lilley@mnp.ca





Steelcon scales new heights with steel-beam technology and strategic moves

Written by Don Fraser

Leveraging an innovative steel beam product, vertically integrating and focusing on a progressive HR culture is giving Steelcon a towering edge.

Steelcon's flagship product is SIN beam, which is similar in concept to an I-beam except SIN beam uses a corrugated web instead of a flat plate web. The product is a lighter and more efficiently manufactured beam with a higher load capacity-to-weight ratio than conventional.

While SIN beam has been used in Europe for decades, it's new to the North American market, with Steelcon having the manufacturing rights here. It now totals about 60% of their total sales.

Steelcon is a structural steel group that designs, fabricates and build industrial, commercial, institutional, and multi-residential projects. It has more than 600,000 square feet of fabrication space across four facilities in Canada and the US, including two sites in central St. Catharines that total about 350,000 square feet of shop space.

"We brought the SIN beam in about five years ago for St. Catharines — and that's where the major scaling-up started," said Danny Bianco, President of the Steelcon Group of Companies. Finding excellent and expandable site locations in the Garden City on Grantham Avenue and Smith Street proved a major leg-up, he said. Together, the plants — one of which focuses on joist production — employ about 350 people.

Vertical integration of operational capabilities has been key to Steelcon's growth strategy, said Jennifer Nelson, Brand and Marketing Manager. In vertical integration, a company controls or manages stages along the supply chain. Instead of relying on external suppliers, it brings more and more capabilities in-house to gain control and reliability in production.

With SIN beam, Steelcon uses readily available materials, which shortens production and overall project schedules. And the acquisition of a steel erection company last year means Steelcon has the inhouse capabilities to install the structural steel on site instead of having to rely on the availability of erection sub trades.



40% of Steelcon's welding workforce is female

“The erector company purchase has helped to manage the life cycle of our projects to reduce our own operational risk — and risks for our clients,” she said.

Automation and digital upgrades are also part of Steelcon’s move up. This includes investments in operational efficiencies, automation and digital technology to keep the company competitive, innovative and attractive to top talent, as it invests in human resources.

Here, Steelcon takes an active role in high school trade programs, job fairs, coops and fostering a safe and inclusive workplace culture, as more women and diverse people join their teams. **As an example, currently, 40% of its welding workforce is female— a striking statistic in a typically male-dominated sector.**

Among other company pivots is a move fully integrated digital technology with things like advanced structural modelling, integrated cloud-based collaboration tools, Internet of Things’ STSX material scanners, plus sensors and robotics that boost efficiency for production teams. “It has really improved collaboration and productivity.”



Steelcon has also recently expanded to the US with its acquisition of a smaller Georgia-based steel fabricator, while introducing SIN beam to the that market, and building on the foundation laid in Canada. As it stands, more than 15-million square feet of successfully executed SIN beam projects are now under Steelcon’s belt in Canada.

“We have gone through significant transformation here in St. Catharines and we’re excited to build on that foundation as we move into the US market,” Nelson said. “Our growth continues in dynamic and exciting ways.” ♣



Population Growth

By 2041 the population is projected to increase by 25,094 (the current population is 55,750).

Residential Growth

By 2041, the dwelling unit growth is projected to increase by an additional 11,805.

Non-residential Growth

Commercial and industrial development with non-residential growth is expected to rise to approximately 4.8 million square feet of gross floor area (GRA).

New Investments

New investments include Linamar, Fonthill Lumber, AST, Upper Canada Railway Service and a new multi-unit industrial complex in the River Road and Downs Drive industrial park.



The Corporation of the City of Welland
60 East Main St. Welland, ON L3B 3X4

welland.ca | madeinwelland.ca



VALBRUNA ASW INC.



More than 300 different grades of steel

Canada's only specialty steel producer

High quality product / leading edge technology

905.735.5500 | WWW.VALBRUNAASW.CA | WELLAND, ONTARIO

INDUSTRIAL REAL ESTATE NOW AVAILABLE FOR LEASE | FOR SALE



Accelerating success.

KEY CAPABILITIES



+1M SF AVAILABLE



BUILD TO SUIT



ACTIVE RAIL SPURS



RAIL TO TRUCK



HEAVY CRANES



HIGH CLEARANCE



SHIPPING/ DOCK WALL



HEAVY POWER



MULTI-LEVEL DOCKING



130M PEOPLE 1-DAY DRIVE



INDUSTRIAL LAND



WAREHOUSE

NIAGARA REGION
ONTARIO | CANADA



- STATE-OF-THE-ART-FACILITIES
- CROSS-DOCKING
- CARGO HANDLING
- MANUFACTURING
- WAREHOUSING
- RAIL & SEAWAY (WELLAND CANAL)
- LAND LEASING
- LAYDOWN AREAS



RALPH ROSELLI* SIOR | +1 905 329 4175 | ralph.roselli@colliers.com
Colliers International Niagara Ltd., Brokerage | 82 Lake Street | Suite 200 | St. Catharines | ON L2R 5X4

collierscanada.com/niagara

*Sales Representative

RECEIVABLES FINANCE

Simply Done.

YOUR INVOICES, PAID FASTER.

Release working capital from
domestic or overseas
transactions, today!

- Fully selective solution: businesses choose which invoices to fund and when
- Immediate release of funds while you wait for your buyer to pay
- Fast decisions, fast funding, and a simple online process
- Credit insurance included - providing additional piece of mind
- Non-recourse, no long term contracts, no additional security required
- Multiple currencies covered

Call :

T: +1 437-886-3536
M: 416-838-8240

Visit:

www.acceleratedpayments.com

More contact info:

Laurie Ford

VP of Business Development

laurie.ford@acceleratedpayments.com

Are you getting the best value for your scrap?

Since we opened our family business 6 years ago, we've purchased scrap from over 10,000 customers, thank you Niagara! TKC prides ourselves on building our business one customer at a time. Meeting our customer expectations is a given, exceeding them is our goal!

Not only does TKC offers competitive pricing for your scrap, we offer the following convenient service to Niagara Businesses:

- Free evaluation of your scrap opportunities
- Ship scrap to us, or we can spot a bin and we'll pick it up
- We purchase obsolete plant equipment, machinery & vehicles
 - Scrap management programs

We Recycle Your:



FERROUS
METALS



NON-FERROUS
METALS



ELECTRONIC
WASTE

TKC METAL
RECYCLING INC.

CALL TODAY FOR FREE BUSINESS SCRAP PROPOSAL!

ken@tkcmetalrecycling.com • 905-688-2628 • tkcmetalrecycling.com

20 Cushman Road, St. Catharines

LET'S GROW YOUR BUSINESS TOGETHER



1-866-909-0901



employmentprofessionalscanada.ca



EMPLOYMENT
PROFESSIONALS CANADA



Kraun surges into the electric-charging revolution

Written by Don Fraser

Kraun Electric's involvement with EV chargers dates back to 2012 when they installed their first units at the Harry Howell arena at Clappison's Corners in Hamilton. "There was little after that... these were early days," said Kraun's CEO Aaron Jones.

The last five years, however — sparked by greenhouse-gas emission rules and incentives, skyrocketing fuel costs, and changing consumer tastes — gave that sector a jolt.

Canada's EV charger sales continue to grow, and its infrastructure is expanding in tandem. Increasingly, people are drawn to work, shop and live in environments that align with their values and needs. The availability of EV chargers serves as an attractive feature for potential employees, customers, and residents. New construction projects often require that EV chargers be included as part of the initial planning and permit stages. Kraun is well-positioned here, with considerable experience in installing EV chargers, and in being Niagara's only Tesla-certified installer.

The multi-service electrical contractor installs EV chargers for both ICI and residential customers in areas around the Golden Horseshoe. **With their sights set on the future, they plan to branch out into additional markets in southwestern Ontario to meet growing consumer demand.**

Kraun installs all makes of EV chargers including ChargePoint, Flow and Grizzl-E. **Kraun has already installed more than 500 units and receives calls daily for quotes.** You'll see many of Kraun's EV charger installations

throughout the region including the Pen Centre Mall, Fonthill Lumber, Grand Canal Retirement Home, and Niagara Pallet.

"We're getting calls for these installations all the time," Jones said. "It's ramping up and driven by the auto-manufacturers making electric cars like Teslas, Audis and many others."

Projections show that by 2030, Ontario could have over a million EVs on the road. This major increase in demand will result in EV vehicle power needs growing significantly as early as 2024, he said. "Even over the past year, we're seeing lots of commercial interest pick up, including auto-dealerships, and landlords for multi-residential buildings. If you're hosting vehicles and don't have three or four chargers onsite by then, it won't be good for business."

It's a change fundamentally driven by consumer budgets, he said. "If you drive a pickup, you could fork out \$4,000 on gas a year. If it's electric-powered, it might be \$200."




Aaron Jones, CEO, Kraun Electric

Electric vehicles may cost more off the dealer's lot than standard gas cars, but a driver "might save \$20,000 in fuel

in five years. It's a no-brainer in overall expenses," Jones said, adding a continuing challenge is building sufficient charging infrastructure. Recognizing this gap and the opportunity it presents, Kraun Electric is eager to be part of "electrifying" Niagara.

Almost three decades ago, Kraun Electric started as a small family business with just four employees. The company has grown over time, but the growth has been exponential under new ownership in the last four years. Kraun came out of the global pandemic stronger, now with a workforce of over 100 employees and two offices in Niagara and Hamilton.



These charging devices will absolutely be the expectation for a generation of electric-powered drivers – it's imminent. This is something businesses need to jump on.

Aaron Jones
Kraun CEO



At least a half-dozen of those workers are doing the EV installations, with more needed. "Scaling up for us has been a challenge on the people side," Jones comments on this period of growth, "there aren't enough tradespeople to go around."

Leadership at Kraun Electric didn't scale up passively – they actively created an environment that fostered expansion. With a new vision the company is poised for even more significant growth in the coming years.

Kraun has already partnered with CAA Niagara, offering members 10% off the cost of installing a charger at their homes. Kraun is now set to participate in the Niagara Industrial Association's (NIA) EV Task Force, which aims to determine how industries can adopt and benefit from EVs in their operations.

Kraun's adaptability has enabled the company to stay relevant and competitive, even in the face of challenges. They are actively shaping the future of electric mobility in Ontario. The company aims to be at the forefront of EV charger installation through strategic growth and industry foresight, contributing significantly to the EV revolution.

Their work isn't just about providing a service but about establishing a sustainable, tech-forward future that aligns with the needs and values of their employees, customers, and the wider community.

Kraun Electric is part of a growing EV sector in Niagara and southern Ontario, with the region especially primed for a move into the electric-vehicle industry, said George Spezza, Niagara Region's Economic Development Director.

"In every respect, the region is an ideal location for this," he said. "It is already renowned for its thriving automotive industry, supported by a robust vehicle supply-chain network, with multimodal capabilities."

"We also have the unwavering commitment of the NIA, as companies scale up here."

Niagara's strategic location also offers unparalleled proximity to an enviable customer-base for local firms, which includes access to more than 60% of North America's industrial market — all in a single day's drive.

"The EV industry is a rapidly emerging sector that aligns with Niagara Region's 10-year Economic Development Strategy goals for 2022-2032," Spezza adds. "Our local industrial investments in EV manufacturing will contribute significantly to maintaining Ontario's position as a leading automotive hub."

"It will drive innovation, job creation, economic growth. It will make a profound impact on our community, and the automotive industry." ♦

build renovate maintain

STOLK CONSTRUCTION LTD

boasts a wealth of experience spanning more than six decades. Our diverse portfolio includes projects across the Industrial, Commercial, Institutional, and Energy sectors. We also offer a complete range of services.

we are your single-source for comprehensive construction services

DESIGN - BUILD

PROJECT MANAGEMENT

GENERAL CONTRACTING

FACILITY MAINTENANCE

PRE-ENGINEERED BUILDINGS



www.stolk.ca



LARRY ANDERSON
CONSULTANTS

INVEST IN YOUR PEOPLE

Nothing will build your business faster and more profitably than a well trained and engaged team



- ▶ Leadership training for managers, supervisors and foremen
- ▶ One-on-one coaching for performance
- ▶ 90 Days to a Better Business Program

All training eligible for the Canada Ontario Job Grant

Our experience with Larry Anderson Consultants has been transformative, the training he provides to our team is effective, comprehensive, and on point.

From day one, Larry worked with us to scope our areas of greatest need and develop a teaching plan that is flexible, scalable, and fully customized to the needs of our company and team members.

Our leaders can't say enough about Larry's teaching style - he's approachable, supportive, and a great communicator.

As an organization, we appreciate Larry's expertise, professionalism, and follow-through. We can see the proven growth and results every single day.

SUSAN CHATLAND

VP People and Culture
Book Depot

ALSO TRUSTED BY



larryandersonconsultants.com



(905) 321-2663

MEMBER MILESTONES

Congratulations to NIA members celebrating milestone business anniversaries in 2023



160 YEARS



110 YEARS



75 YEARS



70 YEARS



65 YEARS



60 YEARS



55 YEARS



50 YEARS



45 YEARS



40 YEARS



40 YEARS



35 YEARS



30 YEARS



25 YEARS



25 YEARS



25 YEARS



25 YEARS



20 YEARS



20 YEARS



15 YEARS



15 YEARS



10 YEARS



A Niagara grower uses technology to shake up the lettuce market

Written by Don Fraser

Vision Greens has seen the future, and it's headed vertically.

The Welland-based vertical farm was founded several years ago by a group of strategic Canadian business leaders concerned about issues related to imported produce — including food safety, lack of food traceability, listeria contamination and overall poor quality.

They agreed these concerns could be addressed using vertical farming technology and worked to develop a

proprietary system to produce locally grown, non-GMO, pesticide-free leafy greens that could sell year-round at an affordable price.

“We’ve been progressing by leaps and bounds and ended up building a brand proposition that resonates with people,” said Karen Gold, Vision Greens’ Head of Marketing.

Their signature product, Crunchy Green Leaf Lettuce, can be seen along produce aisles in Metro and Food Basics stores in Ontario. These are their flagship customers, with other independent retailers also part of the roster. This swift sales uptake has left the company at capacity, signalling the need for future facilities.

Vision Greens is now looking to build another two tunnels — a term for the growing area at a vertical farm — where they’ll assemble additional facilities designed to triple current output.

“It’s been quite something,” Gold said. “In 2021 when we launched, we had just two customers and now there are well over 310 retail locations that we distribute to as well as some major foodservice accounts such as Compass Group Canada”.

Vertical farms grow produce in vertically stacked trays in indoor environments where irrigation, temperature, carbon dioxide, nutrition, and oxygenation can be precisely controlled. Unlike greenhouses that use natural light for photosynthesis, Vision Green also employs a specialized light spectrum system to expedite growing cycle and heighten quality.



Vertical farming has the potential to revolutionize agribusiness

"It's both an art and a science. Growing produce like this demands an understanding of how to optimize growing conditions," Gold explained. Vision Greens has demonstrated its expertise with growing technology not only through its light spectrum system and other patented technology, but also its processes.

Vision Greens was able to fast track the evolution of its proprietary technology leveraging research it conducted with the Controlled Environment Systems Research Facility at the University of Guelph, established in part to help academic scientists learn to grow produce in space.

The Welland farming facility has since become a Centre of Excellence for the region and ships approximately 500,000 pounds of lettuce and leafy greens per year.

Gold acknowledges vertical farming gets mixed reviews from some in the agricultural community but confirms it has strong plus sides: "It's a game changer in being able to provide local, affordable, and sustainable robust produce year-round. We don't spray our produce with chemicals, and we ensure it's non-GMO.

Vision Greens says its sustainable growing process also delivers a longer shelf life for produce, while using up to

96% less water and 96% less land compared to field grown produce.

Still, Gold acknowledges the technology is a disrupter for the farming community, and some vertical farming companies in the US have not fared well. "At Vision Greens, we are focused on a disciplined approach to our business and operations while being parity priced, with field grown produce". The company is rooted in affordability for Canadians, she said.

Ambition is also in the Vision Greens' soul Gold adds, with developments on the horizon: "We plan to build vertical farming facilities in major Canadian markets and intend to change the game in lettuce and other produce".

Lenny Louis, CEO of Vision Greens, is also buoyed by the company's impressive performance: "It showcases Vision Greens' commitment to growth, resilience, and industry leadership.

"With an expanding retail presence, strategic partnerships — and a culture of innovation — we are well positioned to capitalize on future opportunities and create sustained value for our customers, consumers and shareholders." ▲

Raising the Standard in Material Handling since 1979.

495 Prince Charles Dr S, Welland



905-788-0971

www.liftline.ca





CHARTERED
PROFESSIONAL
ACCOUNTANTS

DURWARD JONES BARKWELL
& COMPANY LLP

Big enough to know. SMALL ENOUGH TO CARE.

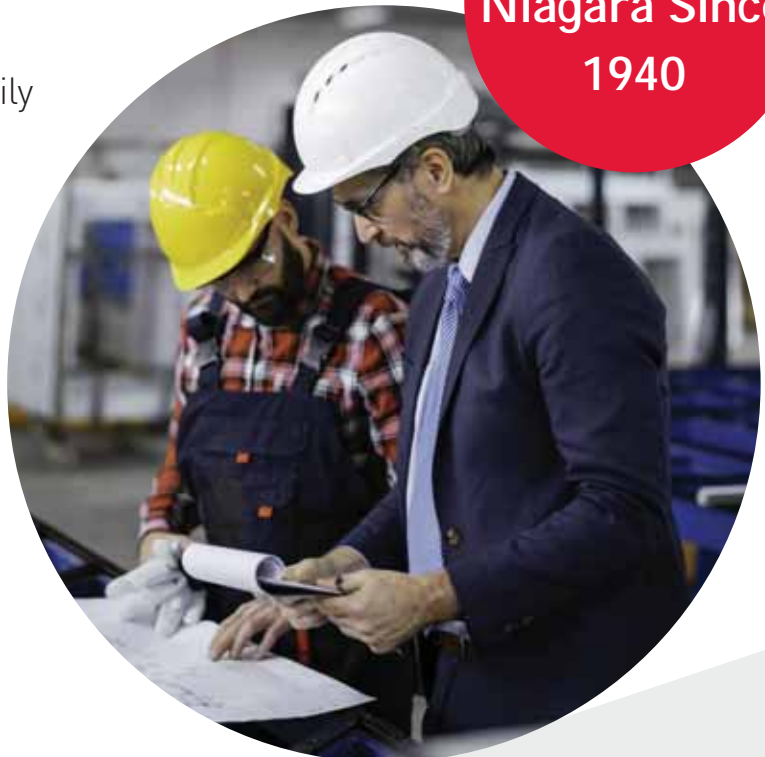
PROVIDING EXPERT ADVICE FOR YOUR BUSINESS

Accounting - Taxation - Business Advisory

The need to have the right advisor at your side to help you succeed and grow has never been more vital to local manufacturing & industrial businesses. From start up to a multi-generation enterprise, take trust in DJB – we are experienced and able to provide valuable advice specific to your business.

We can help with:

- Assurance
- Business Transition Planning & Family Enterprise Advisory Services
- Business Valuation
- Cross-Border Taxation
- Human Resources Advisory
- Taxation (GST/HST)
- Wealth Management



Serving
Niagara Since
1940



djb.com

**CONFIDENTLY ENTER NEW MARKETS.
REDUCE FINANCIAL RISK.
GROW YOUR BUSINESS.**

Discover the Export Impact
Visit edc.ca

ADRIAN SKOWRON

Relationship Manager
Export Development Canada
W: 416-349-4805 | C: 416-540-3372
ASKowron@edc.ca



power tools & fasteners

SERVING NIAGARA SINCE 1993

ON-SITE DELIVERY AVAILABLE
REPAIR & SHARPENING SERVICES

905-685-NAIL | 42 SCOTT ST W, ST CATHARINES
WWW.FASTEK.CA | MONDAY TO FRIDAY 7AM - 5PM

SHOP OVER 250,000 PRODUCTS ONLINE

“COMMITTED TO YOUR SUCCESS”



ISO 9001:2015 CERTIFIED
COMPLETE TOOL ROOM FACILITIES FOR ALL
YOUR MACHINING NEEDS SINCE 1975

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.



32 Seapark Drive, St. Catharines, ON L2M 6S6
Phone: 905-682-0007 | www.niagaraprecision.com

Garden City Logistics
Div. of Garden City Customs Services Inc.

Jack McCallum

6045 Progress Street
Niagara Falls, ON
L2G 7X1
Ph: 888 481 2048 ext. 227
Fax: 888 481 2049
Mobile: 905 992 0477
Email: jack@gcityservices.com

**The key to
Reliable
Equipment,
Regular
Maintenance**

**Monthly, Quarterly, Semi & Annual
Maintenance Contracts Available**

**Commercial , Industrial & C282 Specialists
SALES - SERVICE - INSTALLATION**

**Residential Generator
Services Available**

**2255 Hwy 20 - #5
Welland, ON. L3B 5N5
905-228-3055**

NiagaraGenerators.ca

**The bank for
Canadian
entrepreneurs**

**La banque des
entrepreneur.es
canadien.nes**

St. Catharines Business Centre
Centre d'affaires St. Catharines
1-888-INFO-BDC | bdc.ca



A new multimodal port sets sail along the Welland Canal

Written by Don Fraser

It takes foresight and collaboration to forge industrial brownfield into gold.

Five years ago, Hamilton-Oshawa Port Authority (HOPA Ports) had that vision—one shared by other partners in Niagara.

HOPA's flagship Lake Ontario hubs were doing well, but Hamilton's was near capacity. Meanwhile, Thorold South's shuttered industrial area desperately needed some development TLC.

The Thorold setting was perfect. A former Hayes Dana auto parts and another papermill complex could be the centrepiece. All of it, linked to Seaway shipping, rail, highway, loading and facility capacities. New businesses could open up here and prosper.

It worked, with the over 1 million square foot Thorold Multimodal Hub on the Welland Canal fast becoming one of Niagara's great industrial success stories.

The industrial complex continues to progress, with HOPA and Transport Canada currently having some assets there, Bioveld Canada (of the BMI Group) owning the largest piece of the hub pie, and HOPA managing the property and attracting new users to the site.

"We had a vision of creating Niagara Ports as properties managed by HOPA along the Welland Canal," explained Ian Hamilton, President and CEO of HOPA Ports. "We worked hard at it and have certainly been successful."

"The marine access and rail capacity in that area offer a phenomenal value proposition for the Niagara area. It hasn't really been fully appreciated for decades."

"This is a real value for industries, with zoned property served by marine, rail and good access to 400-series provincial highways," Hamilton said. "It is a cost-effective way of re-purposing these old buildings, with great capacity for storage and advanced manufacturing."

Ken Scholtens, Manager of Economic Development for the City of Thorold, remembers the industrial transition well.

"We essentially had these derelict properties," said Scholtens of the Welland Canal heavy industrial sites. "For a time, that locked up a critical piece of infrastructure." That albatross would soon be lifted.



Ian Hamilton
HOPA Ports President and CEO



Ken Scholtens Manager of Economic Development, City of Thorold

As growing businesses struggled to find space in the increasingly congested Greater Toronto-Hamilton Area, the Thorold multimodal hub, with its rail, marine and highway access, was an attractive nearby option for varied industrial clients seeking to reach foreign and domestic markets.

Then, by 2020, supply chain and logistics became a nightmare during the pandemic, and that reality ushered the project along. Many manufacturers learned a

tough logistics lesson and pivoted to ‘reshoring’ domestically: “In that reshoring, you also need the right logistics and transportation capacity to meet scaling manufacturing,” Scholtens said. “Here, we had it.”

In 2019, the BMI Group entered the picture, with its track record of adaptive redevelopment on brownfields like those in Thorold South. “They demonstrated, along with HOPA, a keen willingness to invest there and bring new clients to Thorold,” he said.

The metamorphosis was the redevelopment of the two sites — originally named Bioveld 1 (the old 700,000 square foot paper mill at Davis Road, repurposed in 2020) and then Bioveld 2, the 450,000 square foot closed auto parts space at Hayes Road which opened last December. Both places are tailored for new industrial and related clients under the Niagara Ports umbrella.

The hub’s emergence has come at a perfect time in adding space during an industrial sites capacity crunch in Ontario. Scholtens notes the extremely low industrial vacancy rates in southern Ontario are hovering around 1%: “It’s a very tight industrial real estate market.”

With its almost 550 acres in total size, it is now a genuine Niagara port, said Justus Veldman, BMI Group manager and business co-partner — along with brothers John and Paul.

The Veldmans’ business began a quarter-century ago in landscaping. Based in Tillsonburg ON, the brothers acquired and rented real estate beginning in the 2000s, with investors from the Netherlands.

Niagara Ports is a progression of a BMI business model that reuses cluttered industrial sites and creates practical business logistics for business clients seeking transportation, marine and port-related services.

The quick uptake in Thorold has been impressive. As of mid 2023, BMI itself had 26 tenant users with examples such as Canadian Maritime Engineering (CME) which mostly repairs and maintains Seaway vessels, a large weld shop, and Butler, involved in heavy-lift crane work.

Sustainability is also an element of the growing endeavour. CHAR Technologies — supported by the Natural Gas Innovation Fund and Bioindustrial Innovation Canada — has begun a first phase of the Thorold Renewable Natural Gas & Biocarbon Project at the hub.



Justus Veldman BMI Group Manager and Business Co-Partner



Thorold’s multimodal hub offers convenient rail, marine and highway access to industrial tenants.

It will help replace fossil fuels and reduce carbon emissions. Meanwhile, available space can be still configured for large or small footprint businesses, with options for new build industrial space construction and additional greenfield lands on the table, said Veldman. The hub also has access to the CN rail line via the rail service provider Gio Rail.

“We can pretty well service the logistics needs of any manufacturing client,” he said. “It’s a one-stop, turnkey solution within a seamless logistics supply chain.

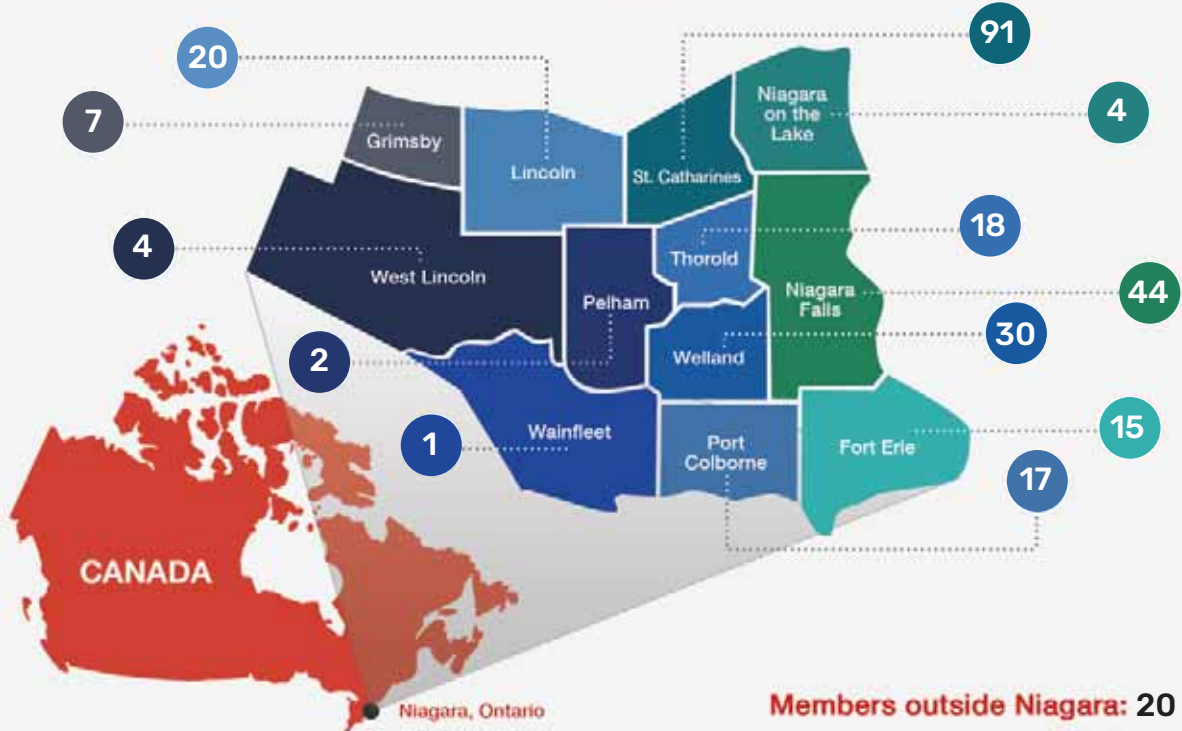
“This has been such a game-changer for industrial sites in Niagara.” ◆

MEMBERS

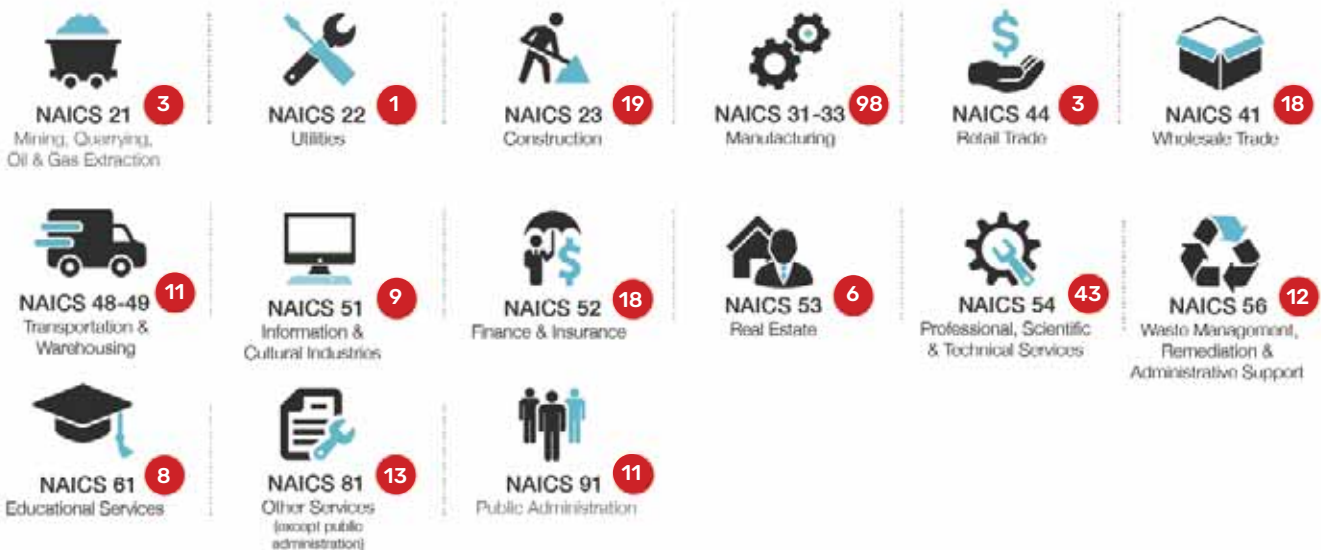
TOTAL **273**
(no. of members)



MEMBER LOCATION



INDUSTRIAL COMPOSITION OF MEMBERSHIP



ECONOMIC IMPACT OF MEMBERS



Private Sector Members
No. of Employees
(approx.)

8,700



Industrial member
annual wages

\$ 428 M



Total Revenue of
Manufacturing Members
(estimate)

\$ 1.6 B



Industrial member
contribution to
regional GDP:

\$ 380 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

**JOIN
THE
NIA**

niagaraindustry.com/join



Bosch Rexroth expands Welland Facility with a new shipping warehouse and indoor transportation corridor

Written by Don Fraser



A new 6,000 square foot shipping warehouse expansion — an indoor transportation corridor — has significantly geared up manufacturing for Bosch Rexroth Canada's Niagara operations.

Bosch Rexroth is broadly focused on the drive and control industry, and in Welland makes weld panels for the auto industry, plus parts for their Compu-Spread line which produces electronic controls and hydraulics for the snow-and-ice control market.

Adding two key features in Welland has given the company a huge lift in product transfer and shipping logistics, while adding space and refining its manufacturing process.

"These changes in Ontario let us do lot of things — it's a significant improvement," said Trevor Osborne, General Manager of Bosch Rexroth Canada Corp: "Most importantly, we now have a dedicated warehouse for production and a much easier, more logical way to move things, with a set area now for shipping and receiving."

Bosch Rexroth is also a countrywide operation, with 275 employees in Canada. Welland, having about 175 of those workers and 140,000 square feet, serves as its Canadian headquarters and only facility for assembly and customized



production. Total Canadian revenue for the growing enterprise now amounts to around \$250 million per year.

Osborne describes the company's recent Niagara expansion as being largely accomplished by shuffling existing departments and areas, to create extra space for the production area storage.

In addition, an enclosed corridor was recently built between that storage space and assembly area and has given the plant unimpeded flow between two main sections, with none of the previous issues of an open-air yard.

It is mainly used for forklift and pedestrian traffic and includes a specialized 'Tugger Train' installed this spring, to move products through the tunnel. That corridor has allowed Bosch Rexroth to both boost efficiency and create a safer materials flow.

Moving along the corridor is their manufactured weld panel equipment, which supplies automotive clients for manufacturers and suppliers across North America. Bosch Rexroth has another marquee product for **snow and ice clearing vehicles. It is customized as needed, made in**

Welland, and shipped to clients across the northern continent, helping to keep roads safe and highways clear.

The uniquely Canadian electro-hydraulic product, called Compu-Spread, assists winter clearing vehicle control distribution for substances like grit, anti-freeze and sand.

"The parts we're supplying are uniquely developed for that market, with kits generally going to chassis and truck manufacturers across northern North America," Osborne said. This segment of their business also features a comprehensive technical support program through a service and sales team, available to an extensive dealer network, up-fitters and end users.

Meanwhile, another significant move for Bosch Rexroth — and now integrated into its operations — is a Customer Experience Centre in Burlington, which opened in 2022.

"The customer centre is also a big part of Bosch's investment in Canada," Osborne said. "We couldn't achieve this scaling without it. With all these new pieces now moving together, we are in a very good place." ♦



people
CORPORATION®

the **BIG COMPANY** advantage™

We save Association members time and money on their group benefits plan by getting insurance companies to treat you like a BIG COMPANY.

Contact Benefit Partners for a no obligation assessment of your current benefits program to see what the Big Company Advantage can do for your company!


Benefit Partners
BENEFIT AND PENSION MANAGEMENT SERVICES
Benefit Partners Inc. is a People Corporation company

Dan Millar 1-877-417-6735 x 1
dan.millar@benefitpartners.com

Michael Millar 1-877-417-6735 x 6
michael.millar@benefitpartners.com



Celebrating
60 years!

**Custom Material Handling Solutions
for your Specific Application.**

1963 - 2023



H A N D L I N G  **S P E C I A L T Y**

www.handling.com 905.945.9661

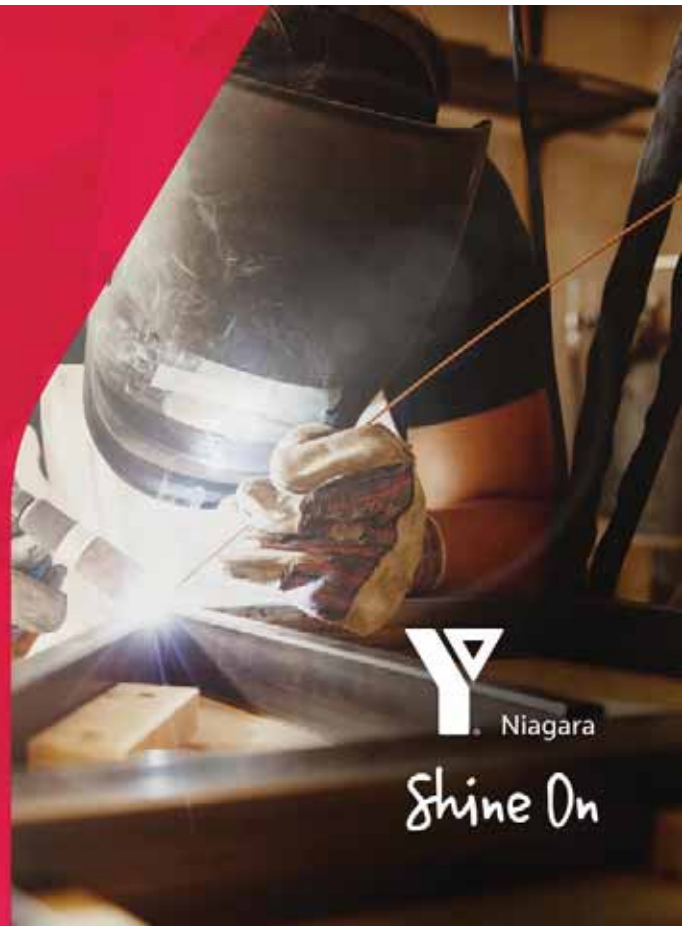
IF YOU ARE...

- Passionate about hiring New Canadians
- Interested in taking on apprentices
- Willing to be a professional mentor

THE POWER OF TRADES PROGRAM MIGHT BE A GREAT FIT FOR YOUR TEAM!

Helps newcomers in Ontario find hands-on jobs in the construction, motive power, industrial, and service sectors.

Canada  Ontario 



JOIN THE NIA!

niagaraindustry.com/join



CIBC COMMERCIAL BANKING

Adebayo D'Almeida
Manager
Commercial Banking
South Western Ontario

41-45 King Street
St. Catharines ON L3M 4G5
Cell: 289 990-2517
adebayo.dalmeida@cibc.com

JOHN R. WHITTAKER

Senior Vice President
Broker, B. Comm MCRh, SLCR

jwhittaker@cbci.ca
D: (905) 867-1033
C: (905) 867-1033
T: (289) 291-5074
F: (905) 338-8879



INTEGRITY REAL ESTATE INC., Brokerage
3886 19th Street
Jordan, Ontario L0R 1S0
www.cbcbgta.com

Each Broker Office Is Independently Owned And Operated.



Stephen M Bronn
Financial Advisor

447 Niagara Street
Unit 4
Welland, ON L3C 1L6
905-714-4313

Edward Jones

MAKING SENSE OF INVESTING

www.edwardjones.ca

MKT-5894B-C

YMCA of Niagara offers nuggets of advice for industrialists that are hiring

Written by Don Fraser

The world of hiring in Niagara has become a complex one for employers and job seekers, says the **YMCA of Niagara Employment and Immigrant Services**, offering advice to the Niagara Industrial Association Engaged magazine as a team.

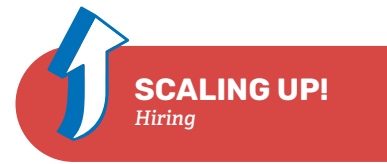
We see many of our job seekers in the need of more conversation and creativity from employers during the recruitment process, they say.

For many, applying for work means applying via online job application sites, with little information or contact from the employer. This leaves many applicants feeling

Job seekers need more conversation and creativity from employers during the recruitment process.



Kelly Jones, Program Manager, YMCA of Niagara



disengaged from the job and company they're applying to. In turn, it leads many employers to feel they are getting fewer applicants, and the ones they do hire, don't stay.

Small changes in starting a relationship with your potential employee broadly includes adding a personal touch and a feeling of connection through that hiring phase, using conversation and creativity. By applying these changes, applicants are more likely to buy-in during the hiring process, and they'll stay for longer.

By engaging with one of the local Employment Ontario Offices such as the YMCA of Niagara Employment and Immigrant Services, an employer can also develop new creative strategies, such as info-sessions relating to the roles you're hiring for.

Potential applicants can come to these offices and learn more, by engaging with your staff. They can have conversations, understand the company team culture, and most importantly are better informed when they apply.

This approach sets up an arena for real employers and real job seekers to interact and understand each other better, and it leads to better suited applicants. Indeed, some employers have taken the info session concept a step further, with facility tours.

In manufacturing, production and construction, every environment is different. Facility tours, for example, give an applicant a clear picture of what the job looks like. They give the employer more interaction time with the applicants: When it comes to hiring, no one likes surprises.

If you are only hiring for a few strategic positions, the YMCA of Niagara team can set up more casual informational interviews to help see if a certain applicant is the right fit. A quick mentorship session can also help to build your next applicant list for upcoming vacancies.

In general, small changes in the direction of conversation and approach toward applicants will lead to better job retention in roles from entry-level, to management. ♦

WHY I SIT ON THE BOARD

“Being a part of the Niagara Industrial Association for the better part of a decade has given me the opportunity to become intimately involved with a sector and group of people that I truly believe in. Building relationships with this resilient and inspiring community has been rewarding and career-enriching beyond anything I could have expected. Sitting on the Board deepens my network growth, my personal growth, and gives me the ability to give back to the group that has given me so much in my career and life!”

Jordan Sherlock
Stolk Construction



“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



“Manufacturing is a cornerstone of our economy. I am passionate about helping Canadian entrepreneurs become stronger and more competitive. Being on the NIA board allows me to contribute to the growth and development of Niagara’s Industrial sector and make a positive impact in my local community.”

Bailey Charles, CPA, CMA
Business Development Bank of Canada (BDC)



“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-Anne Chase
Airbus Helicopters Canada Ltd



“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.”

Dr. Don Cyr
Brock University, Goodman School of Business



“NIA has a very important role to fulfill. It endeavors 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 great business awareness and foster mutual support.”

Verne Milot P.Eng, MBA
Growth Associates



"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 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

"Now that I have been privileged to serve on the Board for a number of years, I guess the question is "why am I still here?". The simple answer to the question is because there is a lot of work still to be done and I still have more to offer. As our companies continue to face new challenges from changing global supply chains to availability of workers/industrial lands, the NIA gives us a strong voice to advocate for industry. Individually, we each have important things to say. With the NIA bringing us together, we are loud enough to be heard."



Kevin Jacobi
CanadaBW Logistics Inc

"The NIA has a very important voice and role in supporting manufacturers in the local community and I am proud to be a part of it. I am a big believer in and am happy to support Canadian Innovation; sitting on the Board allows me to further help a broader audience of local manufacturers become stronger, more competitive and excel in their international growth strategy."



Anna Piekarska
Nacora International Insurance Brokers

"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. 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

"I am a lifelong resident of Niagara and am proud to raise my family here. As such, 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) continues to expand into the Niagara region. Our vision of building prosperous working waterfronts through the development of our multimodal spaces will continue support industry in Niagara. The NIA board is dedicated to helping our members be successful. There is tremendous pride in the work that's being done; it's rewarding to work alongside such a passionate group of people."



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

"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
Economic Development, Niagara Region

NACORA

International Insurance Brokers



Ania Piekarska

Senior Account Executive - North American & Global Markets
416-894-6860
Ania@NacoraTC.com

Trade Credit - Property & Casualty - Bonding - Professional Liability

Managing **your** risk
is **our** business.



Diesel Exhaust Fluid
Engine Coolants
Windshield Washer Fluid

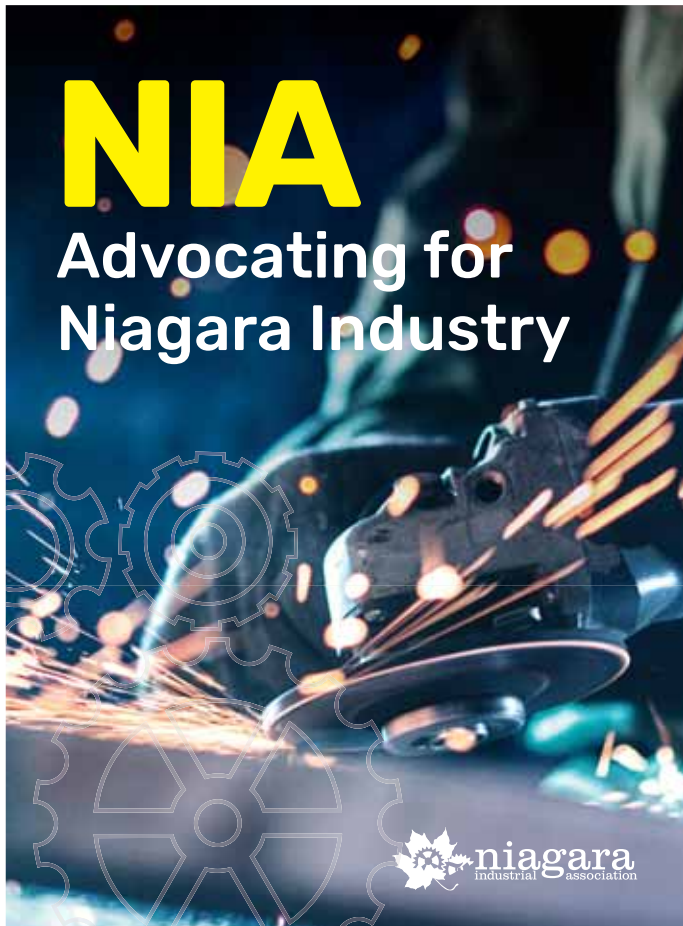
Bulk Delivery Available

sales@interatlastautofluids.com



NIA

Advocating for
Niagara Industry



Horizon Precision Inc.

CUSTOM MACHINING

Spencer Sheldon
President

T: 905-991-9458
M: 289-228-4987
spencer.sheldon@horizonprecision.ca
www.horizonprecision.ca

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

eme®

EASILY MOVED EQUIPMENT

Lift It... Move It... Safely
easilymovedequipment.com



From **PACKAGING...**
to **PANELS...** to **PARTS...** to **POWER...**
to **PHENOLICS...** to **PROPELLERS...**
to **PAVEMENT...** to **PINOT NOIR...**
to **POLYCRYSTALLINE DIAMOND...**
to **PLASTICS...**

For 20 years, we've worked with dozens of
Niagara manufacturers, helping them promote
their products and project professionalism.

We understand industry.

180

| MARKETING |

180 MARKETING | 905.687.3371 | do180.com

2023 NIA MEMBERS

180 Marketing

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

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.acmnc.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

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

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

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

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

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

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

Arctic AI

www.arcticai.co

Arctic AI's vision is a world where A.I. functions for the creation of genuine, tangible value, both for business and for humanity.

NAICS: 518 - Data processing, hosting, and related services

Armstrong Strategy Group

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

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

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

Axzora Inc.

www.axzoragroup.com

Axzora Inc is a Welland based IT/Software start-up. We develop software for small/mid-sized organizations. We specialize in all application development.

NAICS: 518 - Data processing, hosting, and related services

B4 Networks Inc

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

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

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

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

BDI Canada

www.bdiexpress.com

BDI serves multiple industries, including but not limited to Automotive, Primary Metal, Food Processing, Public Utilities, Pulp and Paper, Mining, and Material Handling.

NAICS: 417 - Machinery, equipment and supplies merchant wholesalers

Benefit Partners

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

BFL Canada

www.blackcreekmetal.com

BFL CANADA's highly experienced team of surety specialists is recognized as a Canadian industry leader in surety facility arrangement and placement, consulting, and transactions.

NAICS: 524 - Insurance carriers and related activities

Black Creek Metal Inc.

www.bfl.ca

Custom Fabrication & Site Services

NAICS: 332 - Fabricated metal product manufacturing

Boltek Corp.

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

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

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

Boundless Print

www.boundlessprint.com

Your #1 source for custom printed promotional products.

NAICS: 323 - Printing and related support activities

Boyd Automotive and Tire

www.boydautorepair.com

Boyd Automotive has been servicing the Niagara area for more than 15 years! We have developed an outstanding team of customer service advisors and technicians who work hard to take.

NAICS: 811 - Repair and maintenance

Brock University

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

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

Canadian Metal Buildings

canadianmetalbuildings.com

Canadian Metal Buildings (CMB) are experts in the design and building of pre-engineered metal building structures across Canada.

NAICS: 332 - Fabricated metal product manufacturing

Canal Marine & Industrial Inc.
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

CanAmerican Stone Spreader
www.stonespreader.com

At CanAmerican we provide a variety of the highest quality products in trucking, from lift axles to custom-built stone spreaders, to dump bodies and more!
 336 - Transportation equipment manufacturing

CAN-ENG Furnaces International LTD.
www.can-eng.com

333 - Machinery manufacturing

CEM Engineering
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

CIBC
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

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

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

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

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

City of Welland
www.welland.ca/edc/index.asp

The economic development office builds relationships with local businesses and recruits new businesses and industries interested in establishing or expanding their operations.
 NAICS: 913 - Local, municipal and regional public administration

Civiconnect
www.civiconnect.ca

Civiconnect offers affordable access to high-quality, high-impact digital business services that help businesses thrive in the digital marketplace.
 NAICS: 813 - Religious, grant-making, civic, and professional and similar organizations

Clean Works Corp
cleanworkscorp.com

Clean Works is a grassroots, agri-food innovator that has invented a revolutionary process for cleaning fresh produce Clean Verification.
 NAICS: 332 - Fabricated metal product manufacturing

CMI Heavy Industries
www.cmih.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

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

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

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

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.contorcbsi.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

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

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

NIA MEMBERS

Keep your listings up-to-date at niagaraindustry.com

 VISIT THE MEMBER LOGIN SECTION

Corporate Facility Supply
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

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

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

Dekkor Fine Decorative Hardware
www.dekkorinc.com

Dekkor specializes in European-designed and manufactured fine decorative hardware. High quality handles, knobs, pulls, door stops, hooks, kitchen & bath accessories and more!
 NAICS: 416 - Building material and supplies merchant wholesalers

Deloitte
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

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

2023 NIA MEMBERS

Dignity Memorial Funeral Providers

www.dignitymemorial.com

At Hulse & English Funeral Home & Chapel, we've been serving families of all faiths and cultural backgrounds with personalized services since 1937. Located downtown St. Catharines.

NAICS: 541 - Professional, scientific and technical services

Dilts Piston Hydraulics

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.dsbni.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

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

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

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

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

E.S. Fox Limited

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

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

NAICS: 333 - Machinery manufacturing

Edge Factor

www.edgefactor.com

Edge Factor equips communities across North America with regional, integrated workforce development solutions.

NAICS: 512 - Motion picture and sound recording industries

Edward Jones

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)

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 - Speciality trade contractor

Employment Professionals Canada

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

EncoreFX

www.encorefx.com

With exchange rate fluctuation at an all-time-high, Canadian businesses engaging in international trade are affected by FX risk now more than ever.

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

Enereau Systems Group Inc.

www.enereau.com

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

NAICS: 339 - Miscellaneous manufacturing

Enlightened Material Handling

www.enlightenedmaterialhandling.com

Professional overhead crane service. Inspections, emergency service, new equipment, operator training, upgrades, modernization and more.

333 - Machinery manufacturing

Export Development Canada

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

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

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

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

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

Fedcap Canada

fedcapcanada.org

Fedcap Canada - a company of The Fedcap Group works alongside other local organizations and community partners to provide tailored support for unemployed people.

NAICS: 561 - Administrative and support services

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

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

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

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

Gales Fuels

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 wh

Garden City Customs Services Inc.

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

Garden City Machine

www.gardencitymachine.com

Manufacturer of specialty Indexable Cutting Tools along with General Machining of Components, Prototyping and Short Run production machining in many sorts of materials.

NAICS: 332 - Fabricated metal product manufacturing

GearCo Industrial Services Inc
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

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

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

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

NAICS: 483 - Water transportation

GIO Railways
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

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

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 Fort Erie Chamber of Commerce
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

Greater Niagara Chamber of Commerce
southniagaracc.com/greater-fort-erie-chamber-of-commerce/

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

Greenhouse Technology Network
greenhousetechnetwork.ca

GTN is a Niagara College-led consortium of three institutions supporting the research and development needs of the greenhouse industry through applied research projects.

541 - Professional, scientific and technical services

Grimsby & District Chamber of Commerce
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

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 more.

NAICS: 237 - Heavy and civil engineering construction

Growth Associates
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

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

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

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

NAICS: 913 - Local, municipal and regional public administration

Hamilton-Oshawa Port Authority
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

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

Hastec Group
www.hastec.com

Machinery Manufacturing

NAICS: 333 - Machinery manufacturing

NIA MEMBERS

Keep your listings up-to-date at niagaraindustry.com

 VISIT THE MEMBER LOGIN SECTION

Haver & Boecker Canada
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

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

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

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

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

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

2023 NIA MEMBERS

Hydac Corporation

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

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

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 Heat Treating Ltd.

www.iht.ca

"Innovative Thermal Solutions" From hot forging to cold stamping, automotive to aerospace, Industrial Heat Treating Ltd. services a wide range of manufacturers.

NAICS: 332 - Fabricated metal product manufacturing

Industrial Information Dynamics

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

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

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

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

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

NAICS: 333 - Machinery manufacturing

Iron and Oak Railway Services

www.ironandoakrail.com

Iron and Oak Railroad Services is a railway contractor offering track inspections, track maintenance, and new track construction.

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

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

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

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

JTL Integrated Machine LTD

www.jtlmachine.com

From design analysis to fabrication, machining, assembly and testing of high-quality precision components, we deliver on time and on budget.

NAICS: 332 - Fabricated metal product manufacturing

Jungbunzlauer

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

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

NAICS: 333 - Machinery manufacturing

Kaupp Electric

www.kauppelectric.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

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

Specializing in scrap metal and garbage bins, Niagara's #1 place to bring your scrap metal for top prices! Established in 1951.

NAICS: 562 - Waste management and remediation services

Kit Steel Inc.

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

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

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

Kwik Mix Materials Limited

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

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

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

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

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

Linamar Light Metals Welland

www.linamar.com

Linamar Corporation is a diversified global manufacturing company of highly engineered products powering vehicles, motion, work and lives.

NAICS: 333 - Machinery manufacturing

Lincoln Chamber of Commerce

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

London Agricultural Commodities

www.londonag.ca

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

NAICS: 411 - Farm product merchant wholesalers, 493 - Warehousing and storage

Madsen Drafting

madsendrafting.com

Established in 2016, Madsen Drafting offers multi-discipline drafting services for small & large projects.

NAICS: 541 - Professional, scientific and technical services

MAGLIMAR Services Inc.

MAGLIMAR Services Inc. provides commercial and office cleaning.

NAICS: 561 - Administrative and support services

Mancuso Chemicals Limited

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

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

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

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

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

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

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

Mobile Savvy

mobilesavvy.ca

NAICS: 517 - Telecommunications

Modern Landfill Inc.

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

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

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

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

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 Walker Advanced Manufacturing Innovation Centre

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

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

NAICS: 326 - Plastics and rubber products manufacturing

Niagara Construction Association

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

NIA MEMBERS

Keep your listings up-to-date at niagaraindustry.com



VISIT THE MEMBER LOGIN SECTION

Niagara Economic Development

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 Energy Products

www.niagaraenergyproducts.com

NEP currently has 49 employees. NEP is primarily involved in the manufacture and supply of equipment and components to the Canadian Nuclear industry.

NAICS: 332 - Fabricated metal product manufacturing

Niagara Falls Chamber of Commerce

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

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

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

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

2023 NIA MEMBERS

Niagara Pattern

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

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 Regional Broadband Network

www.nrbn.ca

Regional Broadband Network (NRBN) empowers the community with our ultra-reliable fibre optic network.

NAICS: 518 - Data processing, hosting, and related services

Niagara Regional Native Centre - Apatisiwin Employment & Training

nrnc.ca

NAICS: 611 - Educational services,

Niagara Waterjet Inc.

www.niagara-waterjet.com

Located in St. Catharines' industrial core, Niagara Waterjet Inc. is a proud employee owned company. We have over 30 years of collective and comprehensive knowledge and experience.

NAICS: 332 - Fabricated metal product manufacturing

Niagara Workforce Planning Board

www.nwpb.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

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

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

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

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

Our aim is 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

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

NAICS: 332 - Fabricated metal product manufacturing

PC Works

pcworksemployment.ca

PC Works offers a full suite of Employment Services to assist Job Seekers and Employers.

NAICS: 561 - Administrative and support services

Peglow Tool & Die Inc.

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

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

Peninsula Welding

peninsulawelding.ca

Peninsula Welding provides on-site welding, metal repair, and light fabrication services to Niagara and the GTHA.

NAICS: 238 - Specialty trade contractor

Performance Heating & Air

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

Phoenix Solar Thermal

phoenixsolarthermal.com

Phoenix Solar Thermal is an authorized distributor and manufacturer of Absolicon solar collectors.

NAICS: 541 - Professional, scientific and technical services

Pinchin Ltd.

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 - 333 - Machinery manufacturing

Plastruct Polyzone Inc

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 Marine Terminals Inc.

qsl.com/offices/

port-colborne-marine-terminal

Key supply chain player in port terminal operations, stevedoring, marine services, logistics and transport throughout North America.

NAICS: 483 - Water transportation

Port Colborne-Wainfleet Chamber of Commerce

www.pcwchamber.com

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

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

Portage M&A Advisory

www.portagemaaadvisory.com

When moving your business, and your life, into the next chapter, you can trust that we have the expertise to guide you through the process.

NAICS: 541 - Professional, scientific and technical services

Port Colborne-Wainfleet Chamber of Commerce

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

Precision Custom Welding Inc.

precisioncustomwelding.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: 238 - Specialty trade contractors

Prime Way Group

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

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

Procon Constructors Inc.

proceco.com

Multi-trade ICI contractor with a skilled team of professionals specializing in Electrical, Mechanical, Instrumentation, SCADA, Automation and Custom Controls.

NAICS: 238 - Specialty trade contractors

Pure Life Machinery

www.purelifemachinery.com

We provide custom metal fabrication, laser cutting, water jet cutting, machining, and assembly services to clients across Southern Ontario.

NAICS: 332 - Fabricated metal product manufacturing

Quartek Group Inc.

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

Quick Plug CA

www.quickplug.global

Quick Plug Canada engineers and manufactures stabilized growing media for commercial growers in forestry, hydroponics, aquaponics and floriculture.

NAICS: 339 - Miscellaneous manufacturing

Ram Iron and Metal

www.ramiron.com

RAM's highly trained and experienced staff, utilize the latest in specialized equipment to collect, sort and process a all varieties of ferrous and non-ferrous metals.

NAICS: 418 - Miscellaneous merchant wholesalers

Raw Materials Company Inc.

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

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

Regional Janitorial Services Inc.

At Regional Janitorial, we pride ourselves on the best service possible, with our top of the line equipment, highly trained staff, and thorough practices.

NAICS: 811 - Repair and maintenance

Renteknik Group Inc.

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

Riganelli Design

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

Robbinex Inc

www.robbinex.com

Looking at business transition in the future? Let a local specialist in the field help you determine next steps.

NAICS: 419 - Business-to-business electronic markets, and agents and brokers

Roberts Electric Inc.

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

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

Ry Xpress

www.ryxpress.com

RY Xpress Transportation & Logistics is an asset-based full-service logistic provider headquartered in Hamilton specializing in transportation and logistics.

NAICS: 484 - Truck transportation

Salit Steel

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

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

NAICS: 238 - Specialty trade contractors

Scotiabank

www.scotiabank.com

Your trusted financial partner for all your business banking needs. Dedicated specialists providing expertise and solutions for your unique needs.

NAICS: 522 - Credit intermediation and related activities

Seaway Fluid Power

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

Select Total Service

selectaerials.com

Select Total Service is a locally owned and operated equipment rental house and repair centre. Graciously serving the industrial community in the Niagara Region for over 20 years.

NAICS: 532 - Rental and leasing services

Sheridan at CCTT

sheridanatcctt.ca

Sheridan at CCTT is a fully accredited, designated learning institution (DLI) delivering a suite of academic programs in Fort Erie, ON.

NAICS: 611 - Educational services

NIA MEMBERS

Keep your listings up-to-date at niagaraindustry.com



VISIT THE MEMBER LOGIN SECTION

Sheridan Electric Services

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

Siltech

www.siltech.com

NAICS: 326 - Plastics and rubber products manufacturing

Slavi's Machining Services Inc.

www.sheridanelectric.ca

At Slavi's Machining Services, our name goes on every job. Quality is our first priority and we make it affordable. We are here to serve several industries and the general public.

NAICS: 332 - Fabricated metal product manufacturing

SLM Recycling

slmarketing.ca

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

NAICS: 562 - Waste management and remediation services

Snap On Industrial

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

Solva Group Inc.

www.solvagrroup.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

2023 NIA MEMBERS

SonDune Consulting

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

Span Medical Products Canada

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

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

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

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

St. Lawrence Seaway Management Corp.

greatlakes-seaway.com

Responsible for the safe and efficient movement of marine traffic through the Canadian Seaway facilities, which consists of 13 of the 15 locks between Montreal and Lake Erie.

NAICS: 483 - Water transportation

Stanpac Inc.

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

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

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

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

Stubbe's Precast

www.stubbes.org

One-stop provider for all concrete requirements. Servicing the commercial, residential and agricultural markets.

NAICS: 238 - Specialty trade contractors

Sullivan Mahoney LLP

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 Hamilton Niagara

www.sunbeltcanada.com

Business Consulting and Services
NAICS: 541 - Professional, scientific and technical services

Sunbelt Rentals

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: 532 - Rental and leasing services

SWS Warning Lights Inc.

www.warninglightsinc.com

We are unwavering in our commitment to providing the best quality professional-grade warning lights for construction and heavy-duty vehicle fleets.

NAICS: 335 - Electrical equipment, appliance and component manufacturing

Symetric Productions Inc.

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

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

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

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

Terra Niagara Inc.

Terra Niagara is a developer and manager of industrial and commercial real estate. Currently operates 4 properties in Niagara and is developing a new industrial site in NF.

NAICS: 236 - Construction of buildings

The Brand Pilots

thebrandpilots.ca

We deliver brand marketing strategies to guide your manufacturing or industrial/commercial service business through times of transition to success.

NAICS: 541 - Professional, scientific and technical services

The Burke Group

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 Millron Group

www.themillrongroup.com

NAICS: 335 - Electrical equipment, appliance and component manufacturing

The Printing House

www.tph.ca/093

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



JOIN TODAY!

niagaraindustry.com/join



The Verge Insurance Group
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

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

The Zen Strategy
thezenstrategy.com

Fractional CMO (Chief Marketing Officer) and Marketing/Sales Consulting for B2B and service-based organizations.

NAICS: 419 - Business-to-business electronic markets, and agents and brokers

THK Rhythm Automotive
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

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

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

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

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

NAICS: 417 - Machinery, equipment and supplies merchant wholesalers

Trenergy Inc
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

Triple M Metal
www.triplmetal.com

Triple M's processing capabilities include: 3 ferrous shredders, stationary/mobile shears, ferrous/non-ferrous balers, and a state-of-the-art non-ferrous downstream separator.

NAICS: 562 - Waste management and remediation services

Trusted Time Inc.
www.trustedtime.ca

Human Resources (HR) Strategist for Business Development and Growth.

NAICS: 541 - Professional, scientific and technical services

Union Production Group
unionproductiongroup.com

We are a full-service production company based in Niagara, Ontario. Proudly Canadian we strive to produce high quality, effective creative pieces for our clients.

NAICS: 512 - Motion picture and sound recording industries

Verbio Diesel Canada Corporation
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

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

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

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

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

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

NIA MEMBERS

Keep your listings up-to-date at niagaraindustry.com

 VISIT THE MEMBER LOGIN SECTION

Welland Hydro-Electric Holding Corp
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

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.westlincolnchamber.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

Westridge Benefits Inc.
www.westridgebenefits.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

YMCA of Niagara Employment and Immigration Services
ymcaofniagara.org

If you are an employer, you should learn about YMCA Employment Services programs.

561 - Administrative and support services

Focused on your success



- We offer up to 100% financing on owner-occupied commercial and industrial properties
- We Provide a full suite of banking products

You have needs, we have the expertise

Jason Bernard
Commercial Account Manager
Cell: 905-736-1024

desjardins.com

Yvan Chopi
Commercial Account Manager
Cell: 905-414-4358

 **Desjardins**
Business

BUILD IT

Powering Business Success

Our concierge-style approach to economic development offers companies access to a dedicated, professional team of regional experts.

- Site selection
- Expansion
- Import/export assistance
- Investor support
- Research services
- Incentive programs
- Outreach to industry and education partners



4 400-Series
Highways



5 International
Border
Crossings
into the U.S.



2 Class 1
Railways



6 International
Airports Within
100 KM



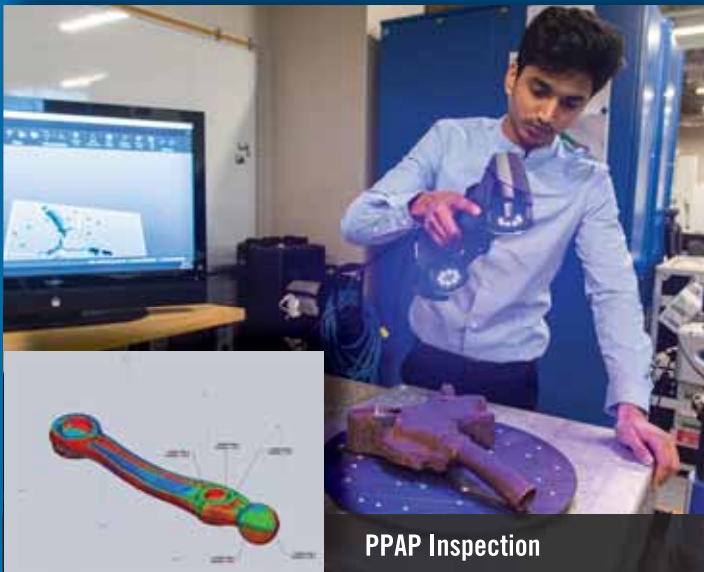
Welland Canal
connects the
Great Lakes to
the world

CONNECT WITH US TODAY:

1-800-263-7215 ext. 3520 | info@niagaracanada.com

NIAGARA
CANADA

niagaracanada.com



YOUR COMPETITIVE ADVANTAGE

Access advanced 3D metrology services from WAMIC. From tactile CMM accuracy down to 4µm, to laser tracker distances of 35m, WAMIC has the 3D Dimensional Metrology Equipment to support your small part, sheet metal, assembly fixture, and facility measurement needs. WAMIC can come to you, or measure your part at our Welland laboratory. Post-processing with our state-of-the-art analysis software provides the answers that you need.

» FACILITY SCANNING

- Maximize space usage
- Process Improvement
- Asset Management

» REVERSE ENGINEERING

- Design intent
- As-built CAD Modelling

» ROBOT CALIBRATION

» TOOLING VALIDATION/INSPECTION

- Jigs
- Fixtures
- Molds, dies and patterns

» QUALITY CONTROL INSPECTION

- First Article PPAP Inspection
- Root Cause Analysis

» INSPECTION TOOL MASTERING