

Canadian Welding Association

Reports to the Board of Directors and Annual General Meetings

Toronto, Ontario

Monday, September 25, 2006

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CANADIAN WELDING ASSOCIATION - Calgary Chapter
2005-2006 Chapter Report
Presented Sept. 25/2006 CWA - AGM

2005 - 2006 Highlights

All executive meetings are held prior to the technical presentations to minimize the “inconvenience” of gathering the executive more than once per month. We have 12 executive meetings (1 per month) and 7 technical presentations. Executive meetings were attended on average by 10 to 16 members of the executive and chapter advisors.

Technical Meetings

September 21, 2005	Municipal Affairs & Building Codes Affecting Our Industry
October 19, 2005	Hypertherm – Plasma Cutting
November 16, 2005	Passport to Steel
January 18, 2006	Air Liquide - Shielding Gases
February 15, 2006	Red Flame - Hot Tapping
March 15, 2006	CWA/ASM Student Presentations
April 19, 2006	Alberta Apprenticeship & Training

Other Functions

March	Student Technical Presentation Competition
June	26 th Annual Golf Tourney

The Student Night encourages participation from the students by offering a 1st and 2nd prize award of \$ 1000.00 and \$ 500.00 respectively for their technical presentations. Both groups presented excellent papers and was appreciated by all who attended.

Our Golf Tourney this year is the twenty sixth annual. Was well attended and supported by the “welding” community and fun was had by all. A small profit was even realized due to the hard work of the organizing committee.

Financial Report

Income sources were mainly from advertisers and meeting sponsors. The year to date has \$ 15,203.50 in Revenue and \$ 13,986.26 in Expenses resulting in a \$ 1,217.24 profit. We attribute this profit to us now emailing our meeting notices and our golf tournament profits of approximately \$ 650.00. We did have the extra expenses again this year of attempting to maintain the CWA Inc. mandate to attract membership. We decided to attract students and hopefully memberships from them by subsidizing dinner meeting costs. This was very successful as we welcomed many new student memberships but we did incur fairly large expenses doing this. In the event that chapter rebates were in place this would have proved very successful.

2006 - 2007 Season Planning

In general we are looking forward to a new fresh year of technical meetings with some of the topics directed more towards students interest to bolster membership and build our “farm team”.

I also look forward to working together with our great executive for the coming year and expect nothing but another great year due to their hard work and commitment.

I have completed my two year term as Chairman and would like to thank all the executive for their hard work and commitment during a very busy Alberta economic growth spurt. (Boom) The Calgary Chapter has been gracious enough to allow me to take over the Treasurers position for the chapter and I will continue to try to help where I can to make this Chapter and CWA Inc. successful.

Respectfully,

Patrick Bergen
Past - Chairman
Canadian Welding Association
Calgary Chapter

GOLDEN TRIANGLE CHAPTER REPORT

Adam Belyea reported by email that the Golden Triangle chapter had a slow year.

We normally get our operating capital from income generated by advertising fees generated from the monthly chapter bulletin. Less than a third of the long-time regular supporters responded. So we started weakly and have not had the executive energy to get it going since.

We had an initial meeting in September 2005 on Maintenance and Repair. It was well attended by about 50 members and non-members.

In November, we held the Try the Technology show at Conestoga College. A lot of effort, and advertising went into this. The organizing manpower was all volunteer except for the electrician. It was a grand success. There was only one session, from 3 till 7 pm. Over 200 people attended.

We have not had an executive meeting since. The bills have been paid. Our chapter funds are now down to \$571. \$5000 has been allocated from the proceeds of the Mike Irvine Memorial Golf Tournament to be used to support education and specific students in the Golden Triangle area.

The welding business in the central Ontario region has been very hectic and many of the chapter's board members had had changes in job responsibilities. As noted by many chapter executives in this and other chapters, we all have less time to give to the Chapter.

We need to schedule an executive meeting to determine our chapter's direction

**CANADIAN WELDING ASSOCIATION
ASSOCIATION CANADIENNE DE SOUDAGE**

Halifax Chapter

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Chapter Report September 2006

Events Since last Board Meeting:

- Nov. 2005 Metal Core Wire Presentation & Demonstrations
- Dec. 2005 Social Night at Kartbahn Racing
- Feb. 2006 Air Quality, Respirators & Shop Safety
- March 2006 Student Weld-Off Competition -NSCC Pictou
- April 2006 Surface Tension Transfer Presentation & Demonstrations
- April 2006 Provincial Skills Canada Competition – NSCC Akerley
- May 2006 National Skills Canada Competition
- June 2006 6th Annual CWA Golf Tournament

Upcoming Events:

- Desk Blotters for 2007
- Bursary for Community College Welding Students (With NS Chapter)
- October 2006 Student Panel Event.
- November 2006 Shop Tour on Water Cutting & Plasma Arc Welding
- December 2006 Christmas Social
- February to May Technical Presentations (To Be Announced)
- June 2006 7th Annual Golf Tournament (With NS Chapter)

Membership:

- 34 members currently signed up with about 6 who participate in the meetings and events.
- 17 students, 2 suppliers

Financial Report:

- Present bank balance is approximately \$405.00 as of August 31, 2006 with no outstanding bills. Current balance in Term deposit \$8000.00.

Report submitted by Jim Reid Chapter Chairperson Halifax Chapter
CWA Ottawa Chapter Report 2005-06

OTTAWA CHAPTER REPORT

The Ottawa Chapter held only three technical seminars this year as the turn outs have not been great.

November 30, 2005 the topic was Plasma-TIG Welding and the guest speaker was Joe Smith from Air Liquide. 54 People attended this seminar and there were many questions and interests.

January 25, 2006 the topic was The Benefits of Metal Cored Arc Welding, the guest speaker was the guest speaker was Mike MacGillivray from Hobart Canada.

We had to cancel the seminar for March as everyone was too busy to attend any seminars.

April 21, 2006 was our last seminar and it was a tour of BMT Fleet technology, 27 people attended and were shown research and development using new technology. There were many welding demonstrations and everyone was very interested in this type of tour.

Bill Eccles was asked to speak at the Pontiac High School to the grade 10 and 11 students in April 2006 on careers in welding. The schools vice principal and guidance councilor was present and their eyes were opened to the many career path opportunities in welding and that their programs are out dated and they are re-vamping the welding programs for the 2006-07 season and emphasis will be put on a higher level of teaching in welding theory and technology.

For the 2006-07 Seasons the Ottawa Chapter are planning four technical seminars starting in October 19, 2006 the topic will be the Red Seal Learning Module and other CWB Learning Module programs. The guest speaker will be Ed Whalen from the CWB Learning Centre.

There will be two more seminars one in November and one in January but the topics and guest speakers are not chosen.

We are going to host a weld skills competition at the Kemptville College in April 2007 and have two categories. One for students in the welding programs from local high schools and the second will be more advanced for the general welding public. We are hoping to have lots of welders trying out for the competition.

Our finances as of June 2006 are \$891.09

Thanks
Mick Pates Chair Ottawa Chapter

WINNIPEG CHAPTER REPORT

The Board for the Winnipeg Chapter has experienced some significant challenges during the past season. With the termination this past Spring of the appointed Winnipeg Chapter Chair (Brent Singleton) from his employment with Welders Supply Limited, several key Chapter events that had been scheduled to take place in the latter part of the 2005-2006 session did not occur (our annual spring seminar, and summer golf tournament).

Reported attendance to the scheduled monthly dinner events for the season ranged from approximately 15 to 25 people. This number has been fairly consistent over the past several years.

Past chairperson, Mr. Grant Cockshott of Welders Supply Limited, temporarily replaced Mr. Singleton in the Chair position for the remainder of the 2005-2006 season. Over the spring and summer, the Board members attempted to locate a new Chair for our Chapter. In particular, we would like to make note of the efforts of Mr. Peter Piskor of Pritchard Machine, who has been fundamental in supporting and promoting the CWA in Winnipeg for many years.

A Chapter Board meeting was held September 7, 2006 to resolve whether there was sufficient interest and volunteers available to proceed with an active Winnipeg Chapter for the 2006-2007 season. Based on the discussions of this meeting, it was resolved by unanimous consent among those present to proceed with the season. Mr. Dan Rapinda, P.Eng. of A.J.P. Engineering Services was selected to the Chair position.

We anticipate that the key challenges our chapter must overcome to be successful during the upcoming season (and beyond) are the following:

- Encouraging new people to become involved as volunteers on the Board, or to assist board members with the planning and organization of CWA Chapter events and activities.
- Attracting new members, and encouraging them to be actively involved in attending the regular dinner meetings.
- Renewing, re-establishing and strengthening our ties with all of the technical colleges and vocational schools in Winnipeg.
- Strengthening our ties to the various Regulatory Authorities, so that we can provide an effective mechanism to advance the welding profession.
- Developing and successfully implementing effective methods to encourage involvement, communication, mentoring & networking of individuals within the Welding Industry.

Financially, our chapter remains in a positive position, with a chequing account balance of \$10,812.70 and a further long-term investment of \$10,537.47, as of June 30, 2006.

This year, we are planning to gear topics for the monthly dinner meetings to cover each item stated in the CWA's Mission Statement. We are also attempting to arrange for a suitable forum in which our local industry employers can be presented with alternative options for attracting and retaining new employees.

With our late start, we have decided to schedule our first dinner meeting in November, and to hold an additional dinner in April 2007, to make up for the meeting that will not be held in

October 2006. We are attempting to arrange for our first dinner meeting to include a tour of either Russell Metals or Brunswick Steel. Topics for future events will be discussed at our scheduled October 11, 2006 board meeting.

At this time, we intend to proceed with both our annual spring training seminar and golf tournament, which have traditionally been successful in attracting people to our Chapter. We are also exploring the possibility of new avenues & events to increase interest and participation in our Chapter. Any advice that we could receive from other Chapters on their successes (and failures) in this regard would certainly be welcomed and appreciated.

Regretfully, due to the lateness of the decision to proceed with a 2006-2007 season and to appoint a new Chair, we are unable to attend this year's AGM. We look forward to future opportunities to attend and become involved in regional and nationally scheduled events.

Respectfully submitted by,

Dan Rapinda, P.Eng.
Chairperson, Winnipeg Chapter

Supplier Committee Report

Dale Malcolm, co-chair (with Dave Wilson) or the CWA Suppliers Committee reported on the activities of the Suppliers Committee over the past year.

Over the years, the committee has represented the welding industry and welding products manufacturers and distributors as part of the Welding Products Manufacturers Association of Canada and for the last four years as part of the Canadian Welding Association.

The committee has taken on a technical role in the past with its representation of the welding industry to government in relation to manganese levels in welding fume and the certification of filler metals by the Canadian Welding Bureau.

The committee and the group of Canadian welding products suppliers that it represents has decreased significantly in size as mergers and acquisitions have reduced the numbers of Canadian welding products suppliers.

The committee initiated CWA's special issue of the *Canadian Welding Association Journal* for the International Institute of Welding's 59th Annual Assembly and International Conference in Quebec City. It provided advice to the Journal committee as well as articles showcasing Canadian welding technology and achievement and the advertising support that made the publication possible.

One of the major activities the committee performs is its role in the development of trade shows for showcasing welding products.

Weld Expo Canada begins tomorrow. It's Canada's largest welding trade show. Besides exhibiting product, the committee has helped to develop a program of speakers on welding topics that will be presented at a three-day conference held in conjunction with Weld Expo Canada.

You should be aware that our participation in Weld Expo Canada provides the Canadian Welding Association with revenues of approximately \$20,000 every two years.

Canadian Welding Association Journal Committee Chairman's report

Since our first issue in Spring 2003, the Canadian Welding Association has produced 14 issues of the *Canadian Welding Association Journal* through our contractor Naylor Publications. What little feedback we have received from members has been good with a few minor exceptions where readers felt we should have included (or excluded) an article. But the *Canadian Welding Association Journal* is an association program and benefit in which members take pride.

This past year we have produced four issues with Naylor as the publisher.

- Summer 2005 (32 pages) – Pipeline
- Fall 2005 (36) – Repair
- Winter 2006 (36) – GMAW / MIG
- Spring 2006 (32) – Welding education

And of course we worked on future issues:

- Summer 2006 (56) – our largest issue ever – New technology and power supplies which was intended as a lead-in to the Weld Expo Canada trade show.
- Fall 2006 – Transportation and Farm Equipment Manufacturing

These have all had circulations of 5000 copies – 4500 mailed to the Canadian Welding community and 500 distributed through the Canadian Welding Association's chapters.

We have made a change in policy on the themes for upcoming issues. It has always been a major challenge to get enough articles on theme to fill the issue. Rather than having all articles (or as many as possible) on a single theme, we will now set a theme for the cover story only. If the other stories in the Journal match that theme so much the better. Further, we have always welcomed articles on safety and education. This will continue. Future cover story themes include:

- Winter 2007 – Steel construction
- Spring 2007 – Pressure vessels
- Summer 2007 – Automation
- Fall 2007 – Railway manufacture and repair
- Winter 2008 – Tower crane fabrication

We are most proud of IIW Special Issue. It was produced entirely in-house. The CWA was invited by the Canadian Council of the International Institute of Welding to produce a magazine that would showcase Canadian welding technology and applications. It was to be distributed to delegates at the International Institute of Welding's 59th Annual Assembly and International Conference held in Quebec City.

We produced a magazine:

- 60 pages
- 15 articles
- 15 advertisers
- \$26,000 in revenue
- \$20,000 in expenses
- Untold amounts of goodwill – We have received nothing but positive comments on this issue.

And we did everything in-house or through contractors - advertising, story acquisition, layout, printing and mailing. This has provided us with the necessary experience to produce a quality issue of the Journal.

We have negotiated a payment from our supplier, Naylor Publications, to pay CWA \$2500 per issue plus \$150 per page of advertising over 16 pages. In 2006, we have already received \$5000 with \$4000 coming in for the summer issue and \$2500 expected for fall.

The contract with Naylor runs for five years from Spring 2003 up to and including Winter 2008. At that point, we will start to produce the *Canadian Welding Association Journal* in-house.

Respectfully submitted,

Bob Shaw

Canadian Welding Association - Membership Report

John Levi, CWA's executive director, presented the membership report.

Membership has shown a slow increase in the past five years being with 940 in September 2001 and moving up to 1072 in September 2006, an increase of a little over two and a half percent per year.

Membership is down in most important categories. Students are up at the highest level ever but student revenue is minimal at best. Supplier membership is up slightly.

The key individual membership categories are down:

- Individuals
- Chapter sustaining
- Corporate sustaining

These are the areas where chapters can help in attracting members. BUT chapter are struggling. Chapter executives cannot devote as much of their spare time to chapter activities as they have in the past. It is difficult to attract new talent to their boards and thus programs delivery is suffering.

The pool of potential supplier members is also being reduced through mergers and acquisitions throughout the industry.

As a national office, we are getting feed back from members who are not renewing that they fail to see value without chapter programs.

The connection between suppliers and chapters – suppliers who want to get their stories out to their customers and chapters who need speakers to man their programs – may have some synergies.

We should discuss this a little later when we get into discussion of a new model for CWA.

**CANADIAN WELDING ASSOCIATION
ASSOCIATION CANADIENE DE SOUDAGE
Membership Status Report**

Description	Individuals												Companies				
	IN	ST	CS	CM	FA	SU	RT	HN	AP	NCS	TI	TS	Total	Chap	Corp	Mfr	Supp
04-Sep-06																	
BC	7	2	9			3	1						22	3			
Calgary	42	27	11	27		15	3						125	4	6		
Edmonton	44	21	21	10	1	13	1						111	7	1	1	
Golden Triangle	29	14	3	11		35	2			1			95	1	2		2
Hamilton	42	1	18	15	2	24	2						104	7	3	1	1
Halifax	10	16		5		2							33		1		
International	2					4							6				1
Nova Scotia	12	39	16			7	1						75	5			
Ottawa	18	27	12	10		47	1						115	4	2		3
Regina	14	4	10	9	8	6	4						55	4	2	1	
Toronto	56	4	21	10	4	99	3	3	2				202	7	2	1	13
Thunder Bay	7	22	6	9		6				1			51	2	2		
Winnipeg	20	6	20	5	6	21							78	6	1	1	
Totals	303	183	147	111	21	282	18	4	3				1072	50	22	5	20
10-Sep-05																	
BC	2		3										5	1			
Calgary	42	19	23	24		15	3		2		2		130	8	5		
Edmonton	56	2	18	8	1	14	2		1		1		103	6	1	1	
Golden Triangle	30	11	3	11		32	2				12	14	115	1	2		1
Hamilton	41	2	17	16		28	1				18		123	6	3		2
Halifax	7			5		3					1		16		1		
International	2					2							4				
Nova Scotia	9	27	16			7	2		3		1		65	5			
Ottawa	17	1	12	5	1	60	1				3	7	107	4	1	1	4
Regina	13	33	10	10	8	6	3		1				84	4	2	1	
Toronto	53	7	18	4	4	89	3	3	2		48	4	235	6	1	1	13
Thunder Bay	7	24	6	10		3		1					51	2	2		
Winnipeg	40	8	16	5	6	23	1		1				100	5	1	1	
TOTAL	319	134	142	98	20	282	18	4	10	0	86	25	1138	48	19	5	20
													1027				
23-Sep-04	308	136	170	124	12	203	17	3	11	67			1051	57	25	5	17
30-Sep-03	324	145	173	147	14	124	9	3	0	69			1008	61	32	6	12
30-Apr-03	309	69	232	207			12		3	30			862	79	41		
30-Sep-01	329	95	240	230			10		6	30			940	79	45		

*Canadian Welding Association
Treasurer's Report – September 25, 2006*

1. What money we have is being properly accounted for.
2. A copy of the CWA's audited financial statements is attached.
3. The expenses are under control.
4. Current levels of revenue will not sustain the association. We need more revenue.
5. Revenue can come from several sources for this association:
 - Increased membership (consider how many \$70 memberships it takes – 14 make \$1000)
 - Increase membership fees currently:

▪ Individual	\$65	▪ Corporate/Chapter Sustaining	\$175+
▪ Student	\$10	▪ Fabricator/distributor	\$500
▪ Retired	\$10	▪ Supplier	\$2,000
▪ Apprentice	\$50		
 - More supplier members or fabricator members – how contact and recruit? – who best to do it?
 - Events sponsored by National or jointly with chapters
 - Seminars
 - Trade shows
 - Other revenue projects – National directory – co-sponsorships and co-promotions with supplier members
 - Employment referrals – with headhunter
6. Reduce expenses – only one of consequence – John
7. Bring *Canadian Welding Association Journal* in house. We have the time and resources to do it.
8. This year we had several special revenue and expense items which largely showed up after the year end:
 - GST receivable showing as \$4454 on the financial statement received as 4080 with 375 remaining to recover for 2006.
 - The IIW special issue of *Canadian Welding Association Journal* brought in \$6,637 on revenue of \$26,137
 - CWA's sponsorship and administration of the ISO meetings in Montreal brought in \$1,883 on revenues of \$9,000
 - We have a \$4,100 receivable for the Summer issue of the *Canadian Welding Association Journal*. We now receive \$2,500 per issue of the Journal plus \$150 per advertising page over 16 pages paid 60 days after the publication of the issue. The Journal contract with Naylor ends with the winter issue 2008.
 - We expect a revenue of about \$19,000 from Reed Exhibitions for our supplier members' participation in Weld Expo Canada 2006
 - Total additional net revenue for all these items is \$41,400
9. With the exception of the annual revenue of \$10,000 (plus the additional \$150 for 16+ pages of ads per issue) from Naylor Publications for publishing the *Canadian Welding Association Journal* all of these revenues are one time only.

Respectfully submitted,

Dave Wilson
Treasurer

President's and Executive Director's Report

Bill Eccles, president of CWA, and John Levi, executive director, jointly reported on the activity of the association and the national office.

- Membership management
 - 1027 – September 10, 2005
 - 1074 – September 1, 2006
 - Establishment of BC chapter – possible highlight for September 2006
- Managing CWA finances
- *Canadian Welding Association Journal* production – 4 issues in 2005/06
- *Canadian Welding Association Journal* - International Institute of Welding – Special Issue – 1 issue - summer 2006 – prepared at request of CCIW organizing committee.
 - Supported by the CWA Supplier committee – Ads and content
 - 60 pages, 15 articles from across the Canadian welding community, 15 ads primarily from the CWA supplier committee
 - 6000 copies printed – 450 to IAW conference delegates, 30 to ISO conference delegates, 4100 to CWA mailing list (CWA members and CWB certified companies) and 400 to ISQ. 100 to chapters, 100 to authors and advertisers
 - Excellent response to Journal
- Canadian Welding Industry Technology Roadmap
 - Assisting in coordinating the efforts of the TRM steering committee
 - Arranging meetings
 - Distribution of report
 - Generation of final flyer
- CWA News – the Canadian Welding Association's monthly email/fax newsletter
- Administering CWA awards
 - Robert J. Jacobson Memorial Award
 - Michael N. Vuchnich Award
 - Special award to Brian McQueen
 - Special award to Dave Fink
- Mike Cherry Memorial Golf Tournament and Mike Irvine Memorial Golf Tournament – Assistance to Toronto and Hamilton chapters in organizing tournaments – advertising, attendance, finances, sponsorships
- iCOSMO – Innovative Canadian Oil Sands Opportunities – coordinating information flow to members to help them to participate in subcontracting on Alberta Oil Sands projects
- Skills Canada – coordinating CWA efforts with Skills Canada
- Providing information to the Progressive Conservative party's election platform – Stand up for the trades