

17th ANNUAL CME STAKEHOLDERS' DINNER

THURSDAY, MARCH 7, 2019

Westin Wall Centre Vancouver Airport

Richmond, BC

MENU

Reception	Cheese Selection and Antipasto Platter Bocconcini and cured tomatoes, fire roasted peppers, grilled zucchini, Italian charcuterie, assorted olives, hummus, melanzani, assorted pita crackers, artisan bread, local artisanal and international cheeses with an assortment of fruit compotes and preserves, sliced baguette and crackers
1st Course	Bruschetta Grilled vegetable bruschetta, tangy artisanal goat cheese
2nd Course	BBQ Duck and Mango Salad Roll Asian herb salad roll with hoisin peanut sauce
3rd Course	Italian Sausage Fire grilled Italian sausage and pepper skewers
4th Course	Crisp Pork Belly Herb roasted, pear chutney
5th Course	Seared Diver Scallops Maple and pancetta crusted seared diver scallops, lima crema
6th Course	Meatballs Stuffed with mac and cheese
7th Course	Assorted French Pastries, Starbucks Coffee & Assorted Tazo Teas

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TABLE OF CONTENTS

SPECIAL GUESTS

		PAGE
Fazil Mihlar	Deputy Minister, Ministry of Jobs, Trade and Technology	5
Trevor Hughes	Deputy Minister, Ministry of Labour	
Tracy Campbell	Assistant Deputy Minister, International Trade Division, Ministry of Jobs, Trade and Technology	6
Doug Foster	Assistant Deputy Minister, Strategic Initiatives, Ministry of Finance	
John McDonald	Executive Director, International Trade Division - Trade Readiness & Services, Ministry of Jobs, Trade and Technology	7
Neil Dobson	Executive Director, Climate Action Secretariat - Clean Growth Branch, Ministry of Environment and Climate Change Strategy	
Al Johnson	Vice President, Prevention, WorkSafeBC	8
Dale Walker	Vice President, Employer, Industry and Worker Services, WorkSafeBC	
Christian Hansen	Regional Director and Sr. Trade Commissioner, Pacific Regional Office - Vancouver, Global Affairs Canada	
Rod Bianchini	Interim Chief Operating Officer, Industry Training Authority	9
Bryan Hughes	District Manager, Export Development Canada	
David McHattie	Chair, CME National Board, and Vice President, Institutional Relations, Canada, Tenaris Global Services	
Dennis Darby	President & CEO, Canadian Manufacturers & Exporters	10
Andrew Wynn-Williams	Divisional Vice President, BC, Canadian Manufacturers & Exporters	

MANUFACTURERS

			PAGE
AFOD Ltd	Alliance Truss Ltd	Allied Blower	11 - 14
BL Innovative Lighting	Canadian Heating Products	Centra Construction Group Ltd	
Columbia Plastics Ltd	Delta-Q Technologies	Dynamic Architectural Windows and Doors	
Earth's Own Food Company	George Third & Son	Giusti Group Ltd	
Hansen Industries Ltd.	Humble Manufacturing	Impact Ironworks Ltd	
Intrinsyc Technologies Corp.	Mercana Furniture & Decor	Miles Industries	
Murray Latta Progressive Machine	Neutron Factory Works	Pacific Bolt Manufacturing	
PE Printech	Regency Fireplace Products	Samuel, Son & Co. Ltd.,	
Silver City Galvanizing Inc.	Stemcell Technologies	Solid Rock Steel	
Supreme Steel	Van Gogh Designs Furniture	Vard Marine	
West Coast Olefins	Wexxar Packaging Inc.		

TABLE SPONSORS & SUPPORTERS OF INDUSTRY

15

WELCOME



I would like to personally welcome you to this 17th Annual Stakeholders Dinner.

The BC government is nearly two years into its mandate now and is diving deeper into some of the key issues that will impact on manufacturers. This event allows CME and its members to build on our traditionally strong relationship with government. This is a unique opportunity for you to interact with key influencers and implementers in government. We encourage you as manufacturers to share the issues that matter to you most with those who can make a difference.

Our unique 'speed dating' format also provides a great opportunity for our special guests to meet with a large number of manufacturers in a short period of time. Deputy Ministers and Assistant Deputy Ministers have extremely busy schedules and they do not often get a chance to meet with the front line of one of BC's most important industries in this manner.

I thank you all for coming and I hope you benefit from this experience.

A handwritten signature in black ink, appearing to read 'Andrew Wynn-Williams', enclosed in a thin black rectangular border.

ANDREW WYNN-WILLIAMS

Divisional Vice President, BC
Canadian Manufacturers & Exporters

TOPICS FOR DISCUSSION

Every two years, CME conducts its Management Issues Survey to place a finger on the pulse of industry and determine what barriers and supports manufacturing sees in today's environment. This guides our work as we move forward. Although the ongoing skills shortage remains the number one issue, one of the other most significant concerns across the country was non-tax business costs created by government policy changes. This was even more pronounced a concern in BC.

CME ACTIONS TO DATE

- CME has responded to government consultation requests on a variety of proposed changes to labour law. These include issues relevant to the Labour Code, to the Employment Standards Act and to Worksafe. We continue working to ensure the legal and regulatory regime surrounding employee relations does not become so inflexible and expensive as to undermine business growth and job creation.
- CME staff have been meeting with officials from the Ministry of Environment to discuss methods of using carbon tax revenue to support investment in the kind of efficiencies that will allow manufacturers to remain competitive as the carbon tax increases.
- CME continues to work with Skills Ready and with schools around BC to conduct tours of manufacturing facilities to encourage youth to consider manufacturing as a career.

STAKEHOLDERS' SPECIAL GUESTS



FAZIL MIHLAR

Deputy Minister,
Ministry of Jobs, Trade and Technology

Fazil Mihlar was appointed Deputy Minister, Jobs, Trade and Technology effective July 18, 2017. Previous to this role, Fazil was Deputy Minister, Climate Leadership, Assistant Deputy Minister, Institutions and Programs Division with the Ministry of Advanced Education and Assistant Deputy Minister, Oil and Strategic Initiatives Division, Ministry of Natural Gas Development. Before joining government in 2013, Fazil was associate editor of The Vancouver Sun newspaper.

Fazil has been nominated twice for a National Newspaper Award for best editorial writing in Canada. Before joining The Vancouver Sun in 1999, Fazil managed the Royal Bank Financial Group's public affairs department for B.C. and the Yukon. He was also director of regulatory and labour market studies at the Fraser Institute and managed the small business consulting group at Simon Fraser University.

Fazil holds a B.A. in Economics from Simon Fraser University, an M.A. in Public Administration from Carleton University and a Marketing Diploma from the Chartered Institute of Marketing in London, England. He also completed a Certificate Course on Risk Management at Harvard University. Fazil is the author/co-author of many research reports, including A Review of the Canada/US Free Trade Agreement, The Cost of Regulation in Canada and The Rational Consolidation of Banking in Canada.



TREVOR HUGHES

Deputy Minister,
Ministry of Labour

Trevor was appointed as the Deputy Minister of Labour on July 18, 2017 after serving as an Assistant Deputy Minister of Labour for almost 9 years. The Ministry of Labour is responsible for the legislation and programs associated with the labour relations system, the employment standards system, and the workers' compensation system.

In his role, Trevor is the senior official responsible for the provincial Workers' Compensation Board (WorkSafeBC). Trevor is also responsible for government's relationship with the chair of the B.C. Labour Relations Board and the Employment Standards Tribunal, and the chair of the Workers' Compensation Appeal Tribunal. The Ministry of Labour has a neutral role as regulator of the labour relations system, but is not involved in labour relations as an employer.

Trevor is government's representative on the Board of Directors of The Community Against Preventable Injuries ("Preventable.ca"), a group of organizations working together to reduce the number and severity of preventable injuries in B.C.

Prior to joining the provincial government in October of 2008, Trevor was with the Health Employers Association of B.C. for 16 years. HEABC coordinates the human resource and labour relations interests of publicly funded health care employers in B.C. In addition to contract administration and grievance handling, Trevor was involved in coordinating essential services for the health sector in 1996 and 1998 before becoming involved in main-table negotiations in 2001, 2004, and 2006.

Trevor graduated from the University of B.C. with a Bachelor's degree (honours) in Commerce in 1991. In 1992, Trevor attained a Master's of Industrial Relations degree from Queen's University.

STAKEHOLDERS' SPECIAL GUESTS



TRACY CAMPBELL

Assistant Deputy Minister, International Trade Division,
Ministry of Jobs, Trade and Technology

Tracy Campbell was appointed Assistant Deputy Minister, International Trade with the Ministry of Jobs, Trade and Technology effective October 12, 2018. In this role, Tracy oversees trade and investment activities in British Columbia's international markets; international trade missions; trade strategy and policy, including international and domestic trade agreements and international marketing.

Prior to her current role, Tracy was the Assistant Deputy Minister and Executive Financial Officer for the four Ministries in the Economy Sector; the Ministry of Municipal Affairs and Housing, the Ministry of Jobs, Trade and Technology, the Ministry of Labour and the Ministry of Tourism, Arts and Culture. In this capacity, Tracy led the strategic development and delivery of a suite of corporate services to support the ministries in the areas of: budget and financial management, information technology, human resources and internal communications, corporate planning and compliance reporting, and FOI/records management.

Tracy has a very strong client focus and brings extensive financial management experience having also held the position of Chief Financial Officer for the former Ministries of Jobs, Tourism and Skills Training; International Trade; and Small Business and Red Tape Reduction.

Tracy joined the BC Public Service twelve years ago after beginning her professional career as a management consultant in the IT industry.

In addition to her ADM accountabilities, Tracy is also a Board Director for the BC Council for International Education. Tracy has previously served on the Board of Directors for the BC Immigrant Investment Fund, the BC Renaissance Capital Fund Ltd., and British Columbia Trade and Invest Ltd. from the University of Victoria.



DOUG FOSTER

Assistant Deputy Minister, Strategic Initiatives,
Ministry of Finance

Doug Foster started working for the provincial government in 1975 and has been with the Ministry of Finance since 1985 where he has held various senior and executive positions. Doug has been with the Deputy Minister's Office, Strategic Initiatives since 2004 and responds to major proposals, projects and initiatives with consideration of the fiscal priorities of government.

Doug Foster holds a CPA and a Bachelor's Degree in Commerce and Economics from the University of Victoria.

STAKEHOLDERS' SPECIAL GUESTS



JOHN MCDONALD

Executive Director, International Trade Division - Trade Readiness & Services,
Ministry of Jobs, Trade and Technology

John is the Executive Director of Trade Readiness and Services Branch in the International Trade Division of the BC Ministry of Jobs, Trade and Technology. In this role he works with a team of business development professionals whose mandate is to support and promote BC products, services and companies in overseas markets. Prior to his current role, John completed a secondment at HQ Vancouver, as well as held the roles of Executive Director Strategic Investments and Key Accounts in the BC Ministry of International Trade. From 2007 to 2014, John completed a 7 year term as the Managing Director of BC's Trade and Investment Office in Shanghai, China. Additional professional experience includes being the Managing Director for the Canada Wood Group in China, as well as several years as an entrepreneur in the executive recruitment and online advertising business. Mr. McDonald has extensive experience in international trade, market access, business investment, marketing and government relations in the areas of natural resources, services, and media.

He holds a BA from the University of Victoria and is an MBA graduate of the Paris based business school, INSEAD. A native of Victoria, with a long intermission of over 20 years in Europe and Asia, John with his family now call North Vancouver home.



NEIL DOBSON

Executive Director, Climate Action Secretariat - Clean Growth Branch
Ministry of Environment and Climate Change Strategy

Neil has a degree in Economics and Business Management, and spent time in the finance industry, sports marketing, sustainable development and with FortisBC before joining Government. Prior to moving to BC in 2012, Neil was an entrepreneur for 3 years running Sow, a consultancy he founded to help organizations, big and small, realize the business benefits of sustainability. He is now Executive Director at the Climate Action Secretariat with responsibility for Industrial Reporting and Control, the CleanBC Program for Industry and the Economics and Analytics functions. One of his focus areas for 2019 is to develop a strategy for industrial and manufacturing decarbonization as part of the next phase of the CleanBC strategy.

STAKEHOLDERS' SPECIAL GUESTS



AL JOHNSON

Vice President, Prevention,
WorkSafeBC

Al is a seasoned leader and accredited professional with over 30 years experience in the business of Occupational Health & Safety.

In his current role as Vice President, Prevention Services at WorkSafeBC, Al provides executive leadership and strategic direction to reduce injury, illness and disease in BC workplaces and ensures compliance to the Occupational Health & Safety Regulation and Act.

Along with direct responsibility for the Prevention Services department, he also participates in corporate strategic, business and service planning as a member of WorkSafeBC's senior executive team.



DALE WALKER

Vice President, Employer, Industry and Worker Services,
WorkSafeBC

Dale is the Vice President of Employer, Industry & Worker Services at WorkSafeBC, where he oversees four departments: Industry & Labour Services, Assessments, Strategic Engagements and Investigations.

Industry & Labour Services offers occupational health and safety resources, outreach, and consulting services to the workers, employers and industries of British Columbia. The Assessments department registers BC employers, assigns them to the appropriate classification units, and collect premiums to maintain the financial integrity of the worker's compensation system. The Strategic Engagements Department works with employers and workers to develop strategies to improve injury prevention and return to work outcomes. The Investigations department conducts investigations of the most serious workplace incidents to identify the causes, makes recommendations to prevent future incidents.

Dale has been with WorkSafeBC for 12 years. Prior to this, Dale worked in the education and legal services sectors.



CHRISTIAN HANSEN

Regional Director and Senior Trade Commissioner,
Pacific Regional Office – Vancouver,
Global Affairs Canada

Christian Hansen is a long-serving Foreign Service Officer who is driven to build international relationships for Canadians. He has helped companies grow their business through his work at Canada's offices in Japan, Norway, Belgium and Vancouver. A long time ago he went to school at University of British Columbia and Princeton.



STAKEHOLDERS' SPECIAL GUESTS



ROD BIANCHINI

Interim Chief Operating Office,
Industry Training Authority

Rod Bianchini is the Industry Training Authority's (ITA) Interim Chief Operating Officer and joined ITA in 2013 as the Manger of Apprenticeship Advisors. He's played a key role in the introduction of Apprenticeship Advisors to the B.C. trades training system and works closely with employers and industry – including manufacturing - through the Sector Advisory Groups. As Director of Industry Relations, Rod has led the Industry Relations and Apprenticeship Advisor teams to engage and support industry, employer sponsors and apprentices.

Rod is a certified Roofer with an extensive trades background. He began his career with Martel Bros. Sheet Metal Ltd. working his way from an apprentice to a fully certified Roofer. Before joining ITA, Rod worked as an Industrial Relations Officer, Regional Manager with the Ministry of Labour.



BRYAN HUGHES

District Manager,
Export Development Canada

Experienced professional with over 20 years of trade experience successfully selling products and services to makets in Latin America, USA and Asia. As District Manager, Bryan manages a team of eight trade finance professionals. The Vancouver team works with 500 exporters helping them make more sales to international buyers by structuring financing and risk mitigation solutions.



DAVID MCHATTIE

Vice President, Institutional Relations, Canada
Tenaris Global Services
& Chair, CME National Board

David McHattie is the Vice-President Institutional Relations for Tenaris in Canada, responsible to improve the company's strategic and economic performance through the development of institutional relationships including public policy, trade remedy, educational institutions, clients, suppliers, communities, and the leadership of business/community associations. Reporting to the Cdn CEO and the longest serving member of the Cdn management team, he develops and implements stakeholder strategies creating a healthy business environment for Tenaris to grow sustainably.



STAKEHOLDERS' SPECIAL GUESTS



DENNIS DARBY

President & CEO,
Canadian Manufacturers & Exporters

Dennis joined CME in 2017 after nine years as CEO of the Ontario Pharmacists' Association and a 24 year-long career in senior management at Procter & Gamble, including leadership roles in the US and Europe.

Dennis graduated from McMaster University in 1984 with a degree in Chemical Engineering and Management, and he is a registered Professional Engineer in Ontario. He is an accredited corporate director, having received his ICD.D designation in 2011. He has served on a number of industry and charity boards as both director and Chair.



ANDREW WYNN-WILLIAMS

Divisional Vice President, BC,
Canadian Manufacturers & Exporters

Andrew is responsible for CME BC's strategic vision, managing relations with members and advocating on behalf of their interests. He is also responsible for liaison with government and other stakeholders such as the coalition of industry groups and other economic developers. In addition, he will lead teams to create new CME programs to bring additional value to members through advocacy, training and business development.



MANUFACTURERS



AFOD LTD.

Delta, BC

AFOD is a food importer, marketer and distributor specializing in Filipino and Asian food for the grocery market in Canada. We represent major manufacturers and brands from the Philippines, as well as from the United States and Asia. Our products are available at independent stores and supermarket chains across Canada.



ALLIANCE TRUSS

Abbotsford, BC

Alliance Truss is the largest and most diversified truss manufacturer in British Columbia. Alliance designs, manufactures, and distributes roof trusses, and wall panels, for leading developers and builders across Western Canada, the Western United States, and the Pacific Rim.



ALLIED BLOWER

Surrey, BC

Allied Blower has gained a solid reputation as the leading air system expert in Canada. They supply dust and particulate extraction and pneumatic conveying systems for industrial applications. They offer a wide range of products and services and turnkey systems with proven technology. They provide solutions for fume and exhaust air purification, VOC control, solvent and odor removal from processes, waste wood utilization and supply the latest improvements in air filtration products.



BL INNOVATIVE LIGHTING

Vancouver, BC

BL Innovative Lighting manufactures sustainable, energy efficient lighting solutions focusing on Fiber Optic Lighting and LED Systems. Their commitment is to explore and develop the latest of lighting technologies, they want to ignite creativity in our clientele for all of their lighting endeavours.



CANADIAN HEATING PRODUCTS

Langley, BC

Canadian Heating Products delivers the perfect fireplace to suit your style. Innovative design, handcrafted with care, unique to each installation. From private luxury homes, to hotels, casinos, restaurants, and other public spaces, a fire feature is the heart of every warm and inviting space.



CENTRA CONSTRUCTION GROUP LTD

Langley, BC

The Centra Construction Group has grown to become the number one window manufacturer, building envelope, energy retrofit, and restoration specialist in British Columbia. Centra Construction Group is made up of three companies: Centra Windows, Centra Exteriors and Centra Restorations.



COLUMBIA PLASTICS

Surrey, BC

Columbia Plastics is a privately-held custom injection molding company that has been in business since 1945. Over the years, through their focused continuous improvement initiative, they have kept abreast of the technological advancements in the industry.



DELTA-Q TECHNOLOGIES

Burnaby, BC

Delta-Q Technologies is a leading provider of battery charging solutions that improve the performance and reliability of electric drive vehicles and industrial equipment. The company has become the supplier of choice to many of the world's leading manufacturers of electric golf cars, lift trucks, aerial work platforms, motorcycles and scooters, floor care machines, utility/recreational vehicles and new markets, like outdoor power equipment. Delta-Q is headquartered in Vancouver, Canada with a local presence in the U.S., Europe and Asia.

MANUFACTURERS



DYNAMIC ARCHITECTURAL WINDOWS AND DOORS

Abbotsford, BC

Dynamic Architectural Windows and Doors was founded 25 years ago with a contrarian spirit and a vision of introducing mass production efficiencies to the established custom millwork business model. Builds hand-crafted windows and doors designed in collaboration with architects who think differently.



EARTH'S OWN FOOD

Vancouver, BC

Earth's Own is a health food manufacturing company in Canada. They are producers and distributors of the So Good, So Nice, Almond Fresh and ryza brands within Canada.



GEORGE THIRD & SON

Burnaby, BC

George Third & Son fabricate and erect airports, bridges, mines, complex stair systems, stadiums, performing arts centers, and a variety of structural steel projects ... and they've been doing it since 1910.



GIUSTI GROUP LTD. LTD.

Calgary, AB

The Giusti Group is a multifaceted group of companies with operations throughout western Canada becoming an industry leader in heavy industrial, commercial and multi-family residential construction.



HANSEN INDUSTRIES LTD.

Richmond, BC

Hansen Industries is a privately owned company founded in 1975 in Richmond. The company has grown from being a supplier of elevator replacement parts to a combined custom precision sheet metal, machine shop, stamping shop and waterjet cutting shop. They have more than 25 pieces of Computer Numerically Controlled (CNC) equipment and 50 or more manual machines that are used to manufacture metal parts.



HUMBLE MANUFACTURING

Burnaby, BC

Humble Manufacturing produces precision-made custom sheet metal components, sub-assemblies and products for the industrial and commercial sectors.



IMPACT IRONWORKS

Surrey, BC

Impact Ironworks' goal is to fulfill all of their clients steel needs with a quality product that beats the demanding schedules of the construction world today. Services include connection design, detailing, fabrication, welding, prep & paint and field erecting. It was founded in 2001 and has completed many projects spanning BC, Alberta, NWT's and the Yukon.



INTRINSYC TECHNOLOGIES

Vancouver, BC

Intrinsyc Technologies produces precision-made custom sheet metal components, sub-assemblies and products for the industrial and commercial sectors.

MANUFACTURERS



MERCANA FURNITURE & DECOR

Surrey, BC

Mercana Furniture & Decor is a B2B wholesaler manufacturing Home Decor Product for Builders, Designers, Gift, Furniture & Online Stores across the United States, Canada and the World.



MILES INDUSTRIES

North Vancouver, BC

Miles Industries was founded in North Vancouver, British Columbia, Canada in 1977 by Garry & Barbara Miles, its objective - to build upon the Miles' family experience in the Home heating industry. We started off with a cabinet type wood burning space heater similar to the Ashley that was distributed by Garry's father Edgar Miles (1902-1985) who set up dealers from Vancouver Island to Manitoba in the late fifties to the mid-sixties as the western Canadian distributor.



MURRAY LATTA PROGRESSIVE MACHINE

Surrey, BC

Murray Latta Progressive Machine has established itself as leaders of custom industrial machinery manufacturing, parts & equipment distribution, and millwrighting & machinery moving since 1918.



NEUTRON FACTORY WORKS

Delta, BC

Neutron Factory Works is a service company that allows manufacturers to focus on their business by letting us manage their technical challenges. We collaborate with their staff to identify and address issues that are affecting production and safety



PACIFIC BOLT MANUFACTURING

Langley, BC

Pacific Bolt Manufacturing is the largest bolt manufacturer in western Canada. We take pride in producing high quality fasteners in the heart of Langley British Columbia for an array of industries and projects all over North America.



PE PRINTECH

Richmond, BC

PE Printech does business as the Brausse Group (Brausse Group is a trademark of P.E. Printech Equipment Inc.). The Company sells / distributes equipment & parts for the converting industry: screen printing, commercial printing, packaging, and corrugated paper / cardboard sectors, primarily in N. America.



REGENCY FIREPLACE PRODUCTS

Delta, BC

Regency Fireplace Products has proven to be a world leader in the design, manufacture and marketing of hearth products.



SAMUEL, SON & CO., LIMITED

Delta, BC

Samuel, Son & Co. - Custom Plate Division is Western Canada's largest steel plate distributor and has recently expanded its product and service offerings to include long products, stainless, and aluminum.

MANUFACTURERS



SILVER CITY GALVANIZING INC.

Delta, BC

Silver City Galvanizing Inc. opened its doors in June 1993. It is a family operated facility with close ties to the community and its environment. Silver City offers competitive pricing and is committed to on time scheduling and the best possible quality of corrosion protection.



STEMCELL TECHNOLOGIES INC.

Vancouver, BC

Stemcell Technologies is a Canadian biotechnology company that develops since 1993 specialty cell culture media, cell isolation systems and accessory products for life science research. A large number of the company's employees are located in Vancouver, Canada with additional employees and facilities in 11 other countries.



SOLID ROCK STEEL

Surrey, BC

Solid Rock Steel offer design & engineering, fabrication, welding, sandblasting & painting to complete field installation.



SUPREME STEEL

Delta, BC

Supreme Steel provide fabricated materials and construction services throughout British Columbia and Yukon, Alaska and the western United States of America. They help there customers in the markets Industrial buildings and facilities, Bridges, Arenas and stadiums, Mines and Institutional buildings.



VAN GOGH DESIGNS FURNITURE

Surrey, BC

Van Gogh Designs Furniture is a leading manufacturer of upholstered furniture in Canada and Western United States. Van Gogh Designs currently occupies over 100,000 square feet of state of the art manufacturing facilities. The manufacturing process cuts no corners, and each piece is meticulously inspected for quality control.



WEST COAST OLEFINS

Calgary, AB

West Coast Olefins is a newly formed company that is developing a project in central B.C. to upgrade abundant natural gas liquids (NGL) from NE B.C. and Western Canada. The project will add value to Western Canadian natural gas production by converting NGL currently being used as fuel to high value petrochemical products to meet growing demand in local and Asian markets. Start-up of operating facilities is anticipated for 2023.



WEXXAR PACKAGING INC

Richmond, BC

Wexxar Packaging Inc. has designed and manufactured leading edge case erecting, case sealing and tray forming machinery for corrugated container packaging since 1977. There is a Wexxar machine for forming or sealing anything from a simple "brown box" to complex specialty trays. Applications are limited only by the imagination.

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STAY CURRENT IN 2019

CME helps member companies stay up to date on economic trends that affect manufacturers and exporters. CME publishes same-day analysis of major economic data releases with a focus on how the landscape is changing for manufacturers and how your business could be affected. Sign up for this free member-exclusive benefit and be confident that you are well informed in making business decisions that help you grow.

- Labour Force Survey
- GDP Analysis
- Merchandise Trade Analysis
- Manufacturing Sales Report

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