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# CPA NEWSLETTER

## Message From The President

If you haven't updated your address books with the new CPA contact information then now is the time...

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The Best Western Pembroke was the site of our 2007 Annual Convention.



CPA President Bill Puddicombe

Simply put, we're having winter this year. For the first time in a long while, our company joined the ranks of those of you who find other things to do when the elements turn nasty. It's rather nice not having to clear snow, shuffle inventory, thaw aggregate and worry about getting good cures on products that get kicked outdoors into frigid temperatures. Many of you have already realized long ago that trying to attain some normalcy on costs of production during the winter months, is usually an uphill battle. Hats off to those of you who are well positioned to keep producing in order to keep up to the demand.

Having located our annual convention in Pembroke last November didn't seem too much of a barrier to the 116 delegates who attended. Thanks to all who made the

trek (or flight). Thanks again to Brian & Lesley for pulling the show together so well... we really appreciate their dedication and attention to the running of our association. Kudos also for John MacGregor and his crew for providing us the tour of MacGregor Concrete Products and the fine lunch that followed.

I recall that it took a fair bit of head scratching when determining who to include in the convention speaker program for last fall. We try not to inundate the delegates with the heavy hand from regulators but like it or not, all of our operations, big or small, need to be in the know now! Waiting for that hand to actually descend on us without being prepared makes no sense at all. The importance of confined space was addressed again in 2007 and may surface again at the 2008 convention.

The added zinger for this year may well have to do with workplace electrical safety and compliance. The information presented by Kelly Brace from the Electrical Safety Authority at Pembroke was timely and caught many of us off guard. This is one area in our workplaces that has not received much attention, and if left unaddressed, probably won't for many until there is an incident.

The CPA's aim in part is to be a source of relevant and timely information for our members. We may not be entirely hitting the mark as evidenced by the show of commitment by only a few members (of the many who indicated their interest at Pembroke), which was insufficient for conducting our Spring production seminar. That's unfortunate. We need to realize that no industry moves forward by being complacent with the status quo.

I touched on this last November, with regards to each one of us becoming more accountable for raising the pre-cast bar. Current & recurrent education is paramount in this pursuit. Your input and participation in this your organization will help make it happen. Thank you to all who are active in this regard.

Best wishes for a progressive & prosperous 2008!  
Bill Puddicombe  
President, CPA Ontario

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## Convention 2007

The 17th Annual CPA Convention was held at the Best Western Pembroke Inn & Conference Centre in Pembroke on November 25, 26 & 27, 2007.

Forty-seven member companies were represented for a total of 116 delegates. We were also fortunate to have 21 exhibitors set up throughout the Convention.

As usual, the Sunday evening Welcome Reception, hosted by our Associate Members, was well attended and gave delegates an opportunity to view exhibits and renew old acquaintances.

Monday was a full day that included the Annual General Meeting and an informative speaker program. Associate



Delegates enjoy our annual Welcome Reception generously hosted by our Associate Members.

## Convention Highlights cont'd



**CPA President Bill Puddicombe addresses delegates at the 2007 CPA Annual Convention.**

members generously donated prizes for a draw held at lunch in the Exhibitors' Forum.

Following Monday's Program, Bionest Technologies Inc. sponsored hors d'ouvres during "Happy Hour" prior to a banquet dinner. The dinner, complete with wine generously donated by St. Lawrence Cement, was followed by an evening of entertainment by comedic magician Matt DiSero. We thank J. McCoy Equipment Ltd. and Bionest Technologies Inc. for their generous donations toward Monday evening's entertainment.

Many thanks go out to John MacGregor and his family and



**Plant Tour host John MacGregor of MacGregor Concrete Products was a very accommodating host. Thanks for the great hospitality, John!**

staff at MacGregor Concrete Products for hosting the 2007 Plant Tour. Convention delegates were treated to a tour of the plant, a highlight of which was seeing the MacGregor crew transfer a large

tank from its mould (see inset). Delegates were then treated to a fantastic lunch, sponsored by MacGregor Concrete and Tribospec Canada/Sunoco Lubricants, complete with entertainment. The perfect way to end a great Convention!



**The MacGregor crew use two cranes to transfer a large tank from its mould for a rare audience. The pressure's on boys!**



**A packed plant for an absolutely fantastic catered lunch.**

## Annual General Meeting

Brian Hoffman chaired the 2007 Annual General Meeting on November 26, where attendees were welcomed to Pembroke by Mayor Ed Jacyno.

President Bill Puddicombe addressed the membership and highlighted the CPA's accomplishments over the past year, including the first installment of the CPA Supplier Guide and the initiation of on-site inspections in the CPA Registration Program, further enhancing confidence in the quality of

products manufactured by members.

Bill expressed sympathy regarding the recent death of Bob McCoy, founder of Brooklin Concrete, and acknowledged Bob's contribution as a founding member of the CPA.

Bill also recognized the accomplishment of Mel Marshall as the recent recipient of the NPCA's highest honour and acknowledged the good fortune of the CPA for Mel's continued involvement.

Committee reports were provided by their respective chairs, while Reg Searles provided a Registration Program update. Reg informed that this successful program is gaining more members each year with 23 members as of November 2007; he noted that there are currently 286 registered products which can be viewed on the CPA website. Reg acknowledged the two newest Registration Program members - Brooklin Concrete (Newmarket Plant) and Orangeville Precast.



**Associate member Frank Keegan of Technical Training and Compliance fields questions from the audience.**

## Speaker Program Highlights

**Nick Hooper of 123web.ca** informed that currently only 37% of the CPA members have a good web presence. He stressed the importance of having a website, which ensures 24/7 access and exposure to a greater market area. Nick informed of the ease with which information can be updated, something not easily achieved with other marketing tools. He also fielded questions from the membership regarding search

engine optimization and email security.

**Kelly Brace, representing the Electrical Safety Authority (ESA)**, spoke to attendees about electrical safety. He informed that ESA is a non-profit organization with the mandate of inspecting electrical safety and is one of 3 organizations that were once Ontario Hydro – the other 2 being Hydro One and Ontario Power Generation.

Kelly stressed the importance of electrical inspections for fire and shock risks. He invited members to visit the ESA website at [www.esasafe.com](http://www.esasafe.com).

**Frank Keegan of Technical Training & Compliance** presented on the topic of health and safety in the workplace and, as usual, entertained numerous questions from the membership. Topics covered included the right to refuse work



**In a very informative and entertaining presentation, Kelly Brace informed delegates of the importance of electrical safety.**

## Speaker Program Highlights cont'd

where health or safety is in danger and the need for entry rescue plans for working in confined spaces. Frank informed that he was available to meet with companies to assist them in developing confined space programs in their own workplaces.

**Randy Kerman of Eagle Ridge Financial Services Ltd.** addressed succession planning. He informed that a succession plan determines how your business will be transferred to others and outlines the steps necessary to prepare for the transi-



**Randy Kerman of Eagle Ridge Financial Services addresses succession planning.**

tion. Randy addressed such issues as corporate funded life insurance and defined contribution pension plans. He dis-



**Murray Aitken moderates a discussion about tertiary treatment systems during the Speaker Program at the 2007 Convention.**

cussed the concepts of corporate asset transfer and buy-sell agreements. Randy entertained questions from the audience on such topics as "estate freeze" and capital gains exemptions. Randy encouraged all to contact a financial planner to discuss succession planning in more detail.

The final presentation of the day was a moderated discussion of **Tertiary Treatment Systems, moderated by Murray Aitken, CPA 2<sup>nd</sup> Vice President.** Murray informed that tertiary treatment systems af-

fect all CPA members as they either manufacture, sell or compete with them.

Panel members were: John Doner representing Norweco; Philippe Masuy representing Ecoflo; John Martin representing FAST; and Carl Gauthier representing Bionest.

Panelists began by providing the audience with a brief overview of each system, addressing such issues as maintenance requirements, tank specifications, safeguards and sustainability. Panel members then fielded questions from the floor.

## C.J. Pink Ltd. Celebrates 75 Years

This past year marked the 75th Anniversary for C.J. Pink Ltd. Brothers, Chris and Murray Pink, along with family and staff welcomed all for an open house event to thank friends, associates and customers for all their help and support for the past seventy-five years.

Many photos were on display, chronicling the evolution of the business over the years.

C.J. Pink was established in 1932 by Christopher John Pink, the grandfather of Chris and Murray.



**Chris and Murray Pink pose with their capable crew at their Dorchester plant.**

Chris Pink's sons now work in the family business and represent the fourth generation involved with in the Pink Legacy.

Chris informs that many changes have occurred over the years and product lines have come and gone, but quality and customer service have always remained. C.J. Pink Ltd. now operates in the third and fourth plants that have been constructed over the years.

Congratulations to C.J. Pink Ltd. on this milestone and all the best for the next 75 years.



**Brian DeJardins picks up an old habit...for our entertainment only.**



**We learned a little too much about some delegates choice of underwear during the Monday evening entertainment!**



**Sandy Pink entertains the crowd!**



**Matt DiSero entertains delegates**



**Vic Campbell helps secure the entertainer in a straight jacket.**

## THE BACK PAGE

I hope everyone is enjoying the winter weather (for those of us who actually have constant snow). As we approach Spring the CPA has a few projects on the go.

The marketing committee has finished up their first edition of "Tank Talk". This publication will be sent to Municipal Building Departments province wide to promote our Red Tag Product Registration Program as well as to educate (and remind) local inspectors that septic tanks must bear the CPA Red Tag or the CSA symbol to ensure compliance with the Ontario Building code. This will help ensure that all tanks inspected in Ontario bear a symbol that ensures compliance and a level playing field for tank manufacturers wanting their tanks installed in Ontario.

We also hope to publish our second edition of The CPA Supplier Guide. This booklet will list all our Associate Members and their respective products and services. I cannot stress enough how important it is to support our Associates who so kindly support our association. Incidentally, all contact information for both Manufacturers and Suppliers can be found online at [www.cpaontario.com](http://www.cpaontario.com).

We're very pleased to announce that our 2008 Convention will be in Niagara Falls. This venue offers many attractions and amenities for the whole family to enjoy. For those of who you cannot regularly at-

tend our annual Conventions, this year will be one you'll not want to miss. We have planned an exciting opportunity to see first hand the manufacturing process of typical supplies for the Precast industry. Niagara Falls will certainly be a CPA Convention to remember. Details to follow.

Speaking of Conventions, many thanks to our hosts at MacGregor Concrete and all those who attended our 2007 Convention in Pembroke, Ontario. This event allowed us to reconnect, become informed and kick back a little with our industry peers and partners.

Just a reminder to Precasters that in order to keep your hard earned product registration current, please have your information and payment submitted by June 30<sup>th</sup>, 2008. Current documents are now available 24/7 from the CPA website; just click on the CPA Red Tag. The sooner Reg receives your information the better; I find that the happier Reg is, the happier we all are.

As always I'm available at the CPA office to offer any assistance I can. We are always looking for input and volunteers.

Take Care,  
**Brian**  
CPA Administrator

## News In Brief

### CPA Supplier Guide

Attention all Associate Members: Please check your free listing on the CPA website for accuracy ([http://www.cpaontario.com/member/associated\\_members.htm](http://www.cpaontario.com/member/associated_members.htm)). If your logo is not in place on your listing please forward a copy to [info@cpaontario.com](mailto:info@cpaontario.com). While reviewing this information please consider content for your free listing in the CPA Supplier Guide that will be distributed to all Manufacturing Members. A request for an updated listing was sent out in January, so send in your updated information soon to get your free listing in this publication.

### Annual Product Registration Deadline - June 30th

Just a friendly reminder that in order to keep your CPA product registration current the **annual compliance** report must be received by the administrator each year by the deadline. See page 17 of the **Product Registration Program** guide for details. All CPA Registration documentation is available online. Visit [www.cpaontario.com/product\\_registration.htm](http://www.cpaontario.com/product_registration.htm) for PDF docs.

### Newsletters: Email or Snail Mail

Our Newsletters are now available online at the CPA website. If you would prefer to have this publication sent to you via email notification please let the CPA office know and we'll switch you to this method.

## Points TO Ponder

- I owe my success to having listened respectfully to the very best advice and then going away and doing the exact opposite.

*G.K. Chesterton*

- Many of life's failures are people who did not realize how close they were to success when they gave up.

*Thomas A. Edison*

- Waiting is a trap. There will always be reasons to wait. The truth is there are only two things in life - reasons and results - and reasons simply don't count.

*Robert Anthony*

- The measure of success is not whether you have a tough problem to deal with, but whether it's the same problem you had last year.

*John Foster Dulles*

- People think it must be fun to be a super genius, but they don't realize how hard it is to put up with all the idiots in the world.

*Calvin*



Once again, Vic Campbell entertains for the CPA delegates. We're going to have to start to pay him.