



**Canadian
Manufacturers &
Exporters**

**Manufacturiers et
Exportateurs du
Canada**

CME NL's Stance on the Hebron Commission "First and Fair"

November 22nd, 2011

Leadership makes the difference
Le leadership qui fait la différence



CME NL's Expectations from Hebron

- Every possible/realistic contract and job stay in NL...Bar None.
- Manufactured Right Here and Buy NL commitment
- Due diligence on “First and Fair” process





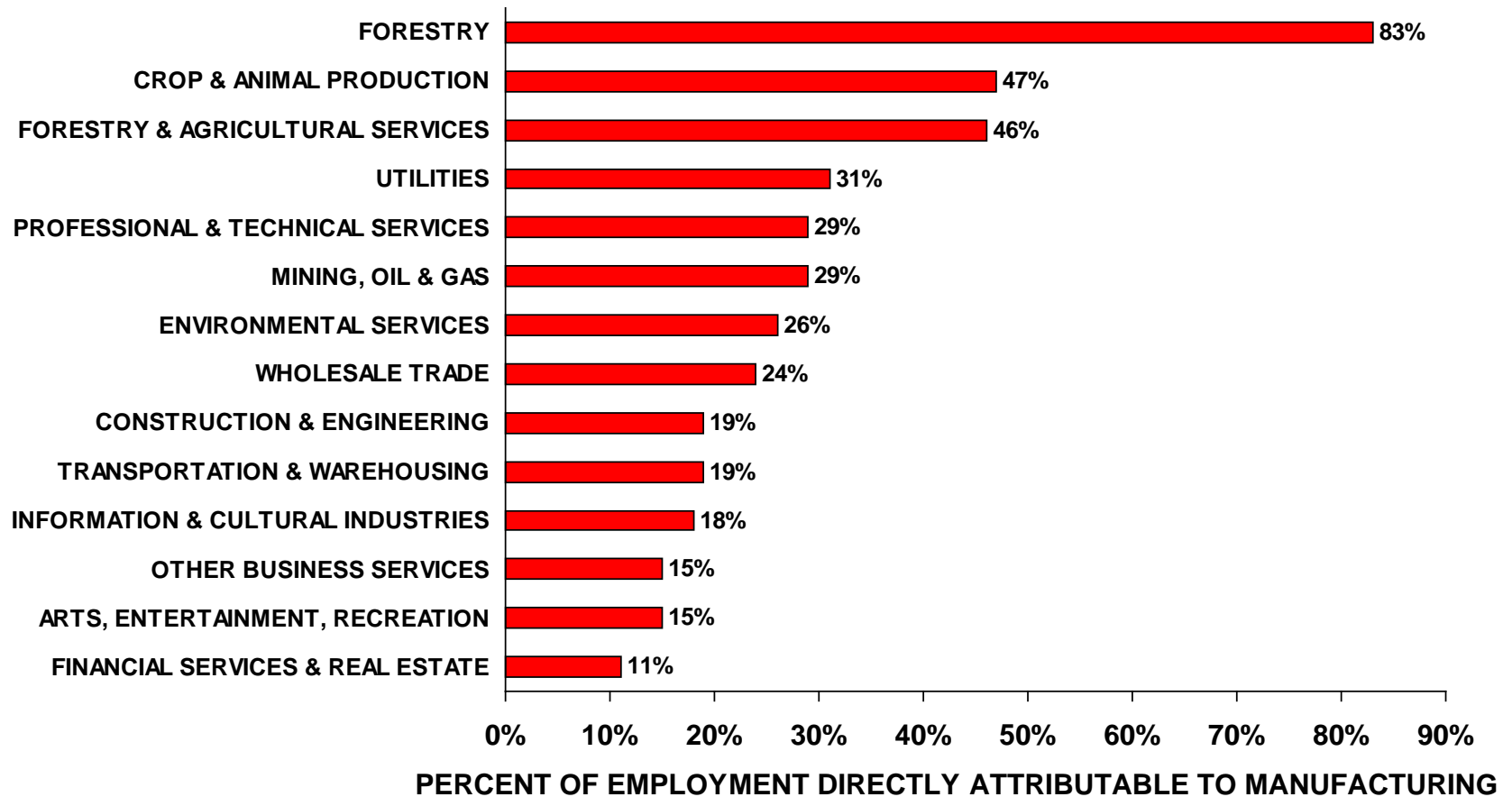
Canadian Manufacturers & Exporters

- 10,000+ members
- Businesses in all sectors of manufacturing and exporting across Canada as well as supporting services
- 75% of Canada's industrial output & 90% of exports
- 92% of members are small/mid-sized companies
- Chair of the Canadian Manufacturing Coalition
 - 47 industry associations across Canada/US manufacturing
- National office in Ottawa and divisions in every province
- Only Canadian business association with a full-time representative in Washington, D.C.





Canadian Jobs Depend on Manufacturing





Top 5 Priorities for Further Action

- Create Jobs and Economic Growth for NL
- Education and skills development
- Innovation – new product commercialization, technology adoption, Lean and productivity
- International business development
- Supplier development for energy projects





Create Jobs and Economic Growth for NL

- “First and Fair” kick at contracts and jobs
- Reverse the outmigration of NL (Conveyor can be reversed to bring mobile workforce home)
- Fair wages (NL is not the Mexico of Canada)
- Advocate for Immigration Policy Expedition (We bring in the workforce where applicable)





Education and skills development

- Lean Certification Programs (Do more with Less)
- Supply Chain Development Programs
- HR Programs (Recruitment and Retention)
- CME NL's linkage and partnerships with Industry, MUN, CNA, INTRD, HRLE, NRC and ACOA can be capitalized





Innovation – new product commercialization, technology adoption, Lean and productivity

- Lean Product and Process Design
- Lean Welding
- Advanced Product and Quality Planning
- CME NL's Linkage to Innovation and Technology Programs via Government (Prov. and Fed.) Industry, Universities and Colleges





International Business Development

- Where Hebron work is outsourced internationally, tier 2, 3, 4...work/partnerships should be sought in NL first.
- Seek NL companies International Trade opportunities spinning from Hebron
- Maximize CME ties to EDC and BDC export opportunities and programs





Supplier Development for Energy Projects

- Manufactured Right Here and BUY NL
- ICOSMO (CME Buyer/Seller Forum)
- Supply Chain Development Programs and Advocacy
- Certification support (Quality, OH&S, Environmental, Lean and Six Sigma)





Working Together

- CME can contribute by:
 - Enabling industry consultation and outreach
 - Assisting in the review of programs and initiatives
 - Acting as an agent for program delivery
 - NRC-IRAP (Innovation Insights)
 - FedDev (Smart)
 - Establishing lean training for regulators and program administration

