

## Pipeline expensive investment



The Plant Manager of TDW Sales, Barry Mills, stands by (and on) his company's product. The hot tap and stopple he is standing on is used to repair, test and expand pipelines. TDW Sales is one of two companies in Canada which make this kind of hot tap and stopple. (Herald photo)

By Brian MacLeod  
Herald Special

TDW Sales and Service on Armstrong Avenue moved into Georgetown 27 years ago and they have been a successful part of local industry ever since.

TDW make pipeline fittings and Pipeline cleaning equipment, one of the only companies in Canada to do so. From their offices in Georgetown and Edmonton the company services the entire country.

Barry Mills, General Manager of the company and an employee for ten years, said TDW moved to Georgetown in 1959 because they were renting facilities in Brampton and they decided to buy their own property. "Prices in Georgetown were cheaper," he said.

The company purchased 2½ acres of land that year for \$2,400. That land is now worth \$60,000 an acre according to Mr. Mills.

The company had a successful start in Georgetown but then came the recession of the seventies and the number of employees at the company declined from 40 to as low as 11, as business declined.

But business is now booming, according to Mr. Mills. With 17 people employed and some work contracted out, TDW is on safe financial ground.

"We have a captive audience. There is not too much competition and it is expensive to invest in the industry," Mr. Mills said.

"We are riding a wave right now and I expect the wave to stay high for the next couple of years and then drop.

"We deal with local people as often as possible and as much as possible. I believe in that," Mr. Mills said. Along with business in Georgetown, TDW has many big customers such as Consumers Gas, the result is that any new companies attempting to break into the business would meet with stiff competition from the Georgetown company.

Mr. Mills sees a bright future in his company's industry for at least the next couple of years. "I personally think the oil and gas industry is a good place to be at the moment," he said.

## Two more years of finding jobs

Halton Region's social services committee approved an additional \$16,280 for the region's Employment Opportunities Program to carry it into 1987.

The program is going so well, committee members were told, it is showing a 36 per cent success rate in finding employment for its clients.

Original estimates looked for a 10 per cent success rate.

Social services director Debbie Oakley said 80 per cent of the people enrolled in the program are in retraining or upgrading programs in various schools, a fact which helps their placement rate.

Since the Ministry of Community and Social Services funding operates on an April 1 to March 31 fiscal year the department wanted to add the region's portion of the funding to the budget in anticipation of the contribution later in the year by the province.

This will ensure the program operates for two years.

The committee was told Halton is one of four municipalities to be chosen for a provincial film on the program.

Since many of those involved with the program are single parents trying to join the work force, there is a need for additional day care spaces to assist potential workers, she said.

The cost of the additional 130 spaces is \$46,939 for the same period to round out the full two years.

From a population of 8,174

## As Georgetown's grown so has Standard Products

The Georgetown Division of Standard Products Ltd. commenced operations in 1959, when Georgetown had a population of 8,174. The company joined a select industrial group composed of Smith and Stone, Provincial and Domtar Papers.

The first machinery and equipment was transferred from the original Windsor location, and as the plant developed and production increased, new equipment was added.

Our building at 346 Guelph Street was erected in 1956 containing 18,000 square feet. An addition of 55,000 square feet was added in 1963 giving us our present 89,000 square feet of which 4,500 square feet is office area.

In 1960 Plant Employees formed Local 876 of the International Union of Automobile Aerospace and Agricultural Implement Workers of America (U.A.W.). Gerry Klatt was elected the first and only President.

In spite of the difficulties and uncertainties in the economy, Georgetown Division is optimistic about the future of the car industry. We are proud to have been a part of the community and shared in the growth of Georgetown during the past 25 years.

Today we are a bustling and productive company having purchased new equipment and tooling totalling over 1 million dollars during the past year.

In 1952 the parent company was in its 25th year, having been founded in 1927 by James S. Reid M.D., a physician whose preference for invention rather than medicine led him to develop the auto industry's first flexible window channel and weatherstrips. Dr. Reid had received his medical degree from the University of Louisville before World War I.

Dr. Reid died in 1981 at age 87. He was granted, and assigned to the company, more than 100 patents over the years, including 17 after the age of 70. He had retired as Chief Executive of the company in 1958 but continued to serve as chairman of the board and maintained interest in the company's activities until his death. Since 1962 his son, James S. Reid Jr. has been president, he also became chairman in 1982.

Since 1959 Standard Products has produced a number of products including Chrysler Vent and

Passenger Windows, Drop Windows, Ford Truck and Passenger Car Vents, Ford Scuff Plates, G.M. Truck and Passenger Vents, G.M. Scuff Plates, Door Frames, Various Weatherstrips Section including Lace Weatherstrip, Pinch weld, various Stamping, and Plastic Mouldings. Recently the company has specialized in Belt Line Weatherstrip and Flock Glass Run Channel production.

Some of the people who have contributed to the success of the Georgetown Division over the years - Mac Parish, Walt Nagorsen, Sid Suffield, Jack Hamilton, Bert Adams, Norm Moore, John McNally, Mike Petrizze, Dick Motyl, Bruno Ohmann, Ted Fenning, Jim Dalton, Henry Vanderburgh, Stewart Boltomley, Harold Hutchins.

Standard's engineers and quality control work closely with the major automobile manufacturers in designing products to fit today's more sophisticated vehicles. Continued emphasis on quality, productivity, and cost controls are the keys to the company's success in obtaining an increasing amount of business each year and continued to provide employment for its people.

The Georgetown plant is one of the oldest plants still operating in our town.

The earnings of the plant's 140 hourly and salaried people in the past year amounted to almost 3 million dollars, and much of this income was pumped directly into the area's growing economy.

Operating a plant this size on a three shift, five day a week basis is costly. In 1983 the plant used \$102,000 worth of natural gas for heating and production purposes. It paid \$127,000 for electricity to keep its machines rolling. The telephone bill came to nearly \$20,000 a tribute to the need to maintain close and frequent contact with customers, suppliers and other company operations. The water bill was \$23,000 in the past year.

Fringe benefit cost for employees and retirees amounted to \$803,748 in the past year.

Standard Products is proud of its role in the growth and development of Georgetown and of its people who have supported the company through their dedicated and loyal efforts.

## Molten plastic turned into success story

Mold-Masters Limited was formed in 1963 as a custom injection moulder located in Toronto. During the next ten years the custom moulding business grew rapidly utilizing internally developed sophisticated technology. By 1973 sales had grown to such an extent that the company required larger premises and moved to their current site on Armstrong Avenue in Georgetown.

As the oil crisis pushed resin prices higher the plastics industry sought out every processing efficiency available. Mold-Masters was one of the early pioneers of a system that injected the molten plastic directly into the mould cavity. The system eliminated the scrap associated with older methods by providing a continuously heated conveying system for the molten plastic or melt. These so called "hot runner melt conveying systems" were first introduced for sale when the company moved to Georgetown.

Mold-Masters melt conveying systems are now marketed

worldwide. The company is a world leader in plastics technology holding many patented processes. The success of these systems has brought about a fundamental change in Mold-Masters business. Thus, although still a custom moulder, the company's primary thrust is as a high tech machine tool manufacturer serving injection moulding markets around the world.

Mold-Masters designs and manufactures high quality, close tolerance, composite castings and manifolds, both with integral heaters. These products are engineered and designed through a CADAM system (computer-graphics augmented design and manufacturing).

The manufacturing of the melt conveying systems, which continues entirely in Georgetown, can best be described as a high technology machining, casting, heat treating, and assembly operation. Manufacturing utilizes computer controlled milling machines, lathes, gun drills and laser welding.



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