



It was a proud moment for employees and managers of TDW Sales and Services Limited April 6. A special luncheon was held to celebrate 20 years of business in the

area. At the Georgetown facility on Armstrong Avenue for the event were (from left) Carol Williamson, chairman of the board of the interna-

tional operation T.D. Williamson Jr. and President of TDW of Georgetown, Stephen D. Williamson. (Herald photo)

## Birthday celebration April 6 for TDW sales and services

It was a proud moment for employees and managers of the firm T.D.W. Sales and Services Limited at an April 6 reception.

The Georgetown-based firm was celebrating 20 years of operation in Canada and a luncheon was held to commemorate the event. In attendance were such people as Chairman of the Board of the International operation T.D. Williamson Jr. and Stephen D. Williamson, president of T.D.W. Sales and Services Limited of Georgetown.

The company was originally located in Brampton on Highway 7 east of Highway 10. In 1969 the operation was moved to Georgetown. An expansion last year added offices and the warehouse was extended, said Barry Mills, vice-president and plant manager.

The firm was started in Tulsa, Oklahoma by T.D. Williamson Sr. His grandson moved to the Georgetown operation in 1966 as the general manager.

The company makes and sells pipeline fittings for hot tapping and live pipelines. The product enables people to repair leaking valves without shutting the pipelines down, explains Mr. Mills.

The product is used around the world in the United States, Australia and some South American countries.

Some well-known Canadian buyers include Stelco, Dome Petroleum, Saskatchewan Power and TransCanada Pipelines.

The company moved to Canada when it found that it couldn't properly service the Canadian market from the United States.

In 1972 there was a giant increase in sales when Interprovincial Pipelines had an expansion. At that time there were 31 employees working out of the Georgetown location. At the moment there are six employees in the "shop" and seven working in the office, said Mr. Mills.

Despite the reduction of employees, the firm has continued to grow. In 1981 the distributing company for TDW was bought out and the name is now TDW Sales and Services.

There are sales people in Montreal, Edmonton and Georgetown. Worldwide, the company's sales are close to \$60 million. The firm is expanding into Singapore with a new sales and manufacturing branch. About 300 employees work at the Tulsa, Oklahoma plant operation. Mr. Mills estimates that 500 people work for TDW in total around the world.

## The science of roofing

Almost everybody has had problems with leaky roofs or walls at one point or another.

A roof which can't take the blizzards of Canadian winters or the driving rains of spring can lead to major financial investments by commercial businesses.

That's where Douglas Fishburn comes in.

Mr. Fishburn is the President of Fishburn Roofing Sciences Group and Fishburn Thermography.

His two firms are highly skilled in the area of roofing sciences.

Mr. Fishburn operates his two companies out of a large parcel of land on Steeles Avenue east of Trafalgar Road.

The Norval native settled in Halton Hills because he was born and raised here.

Mr. Fishburn got into roofing 20 years ago when he owned a roof construction firm. He sold that business five years ago and now concentrates his efforts on making sure that a roof and wall do the job they're supposed to.

Mr. Fishburn's businesses concentrate on the commercial end of roofing.

The 12 employees of the two firms are highly skilled in areas of building sciences, design, engineering and construction and they are in a position to draw on a wide range of expertise and technical support for the resolution of all types of roofing problems.

Whether it's bad walls or roofing, Fishburn companies can tackle the problems.

The firms' range of services include roof analysis and thermography, maintenance and warranties, plans and specifications for new construction, remedial roof repairs or replacement, roofing supervision and quality control, laboratory analysis and field testing, aerial photodrawing, litigation and roof failure analysis and providing educational seminars.

Mr. Fishburn has done work for some high profile buildings such as the CN convention hotel in Toronto and the Xerox research centre in Oakville.

Other clients include government buildings, school boards, hospitals, industrial and commercial building owners, insurance agencies, manufacturers and engineering and design professionals.

Mr. Fishburn started the thermography group in 1972 and he created the separate entity of Fishburn Roofing Sciences Group just two years ago.

"We were one of the companies that introduced thermography to Canada as a building science," said Mr. Fishburn.

Thermography is a "non-destructive" method for testing the



Doug Fishburn

thermal integrity of roofs and detecting sub-surface moisture.

Workers can walk along the roof with scanners, or with the use of a helicopter, scan the roof from the air.

Mr. Fishburn is hoping his businesses will be able to expand within the next few years. But even to start his business in Hornby, he had to loan money to the town to pay for "three phase hydro" to be installed in the area. Three phase hydro is necessary for most businesses, said Mr. Fishburn.

The Georgetown District High School graduate said he likes to hire local people first but in the past couple of years he's been disappointed to have to go outside Halton Hills to find the skilled expertise he needs.

Mr. Fishburn believes the town has to plan to create the right atmosphere to attract more industry to Halton Hills. One of the best ways would be to bring water and sewer servicing to the "prestige industrial" land in the Steeles Avenue area, he said.



**WALT ELLIOT, M.P.P.**  
**HALTON NORTH**  
 Constituency Office  
 18C Martin Street,  
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## Featuring local news since 1866

By MONIQUE TOBIN

Herald Special

Although The Herald has been printing a weekly newspaper since 1866, the paper is always changing. "There are subtle changes in the paper all the time to improve it and to reflect community needs," said Publisher Don Brander.

As a responsibility to the community, The Herald tries to report all aspects of the community news as fairly and objectively as possible.

There are six departments that work together to produce the newspaper: editorial, advertising, circulation, composing, press and accounting; all overseen by the Publisher. Approximately 150 individuals work for these departments, including part-time carriers and correspondents (writers and photographers).

The Herald is a free publication circulated to just over 14,000 homes, and for businesses in Georgetown. It is an effective advertiser. Circulation is important to advertising, and because the paper is free, more people will see the ads, as The Herald goes to every home in Halton Hills.

The advertising department at The Herald not only sells space in the classified and retail sections of

the paper, but, as well, sells ideas and designs layouts. The department is trained to design good layouts that will produce results.

In the editorial department, there are two reporters, a sports editor, and a news editor. Each reporter is assigned different "beats" to cover, such as politics, town council meetings, education, police, fire, and feature stories. Each reporter writes an average of five stories a day, depending upon the day, and the events in the community.

A certain number of stories are required from each "beat" reporter, and other story ideas are inspired by calls from people within the community, and also finding local angles on national stories. The news editor is responsible for whatever goes in the paper. The editor assigns stories, edits the stories, writes editorials, headlines, and lays out the news section. The editorial department takes and develops their own pictures, and each staff member works two nights a week, as well as taking turns working weekends.

The composing department puts together the ads from the layouts sent down, lays out the pages from the editor's dummy copies and

typesets everything, the headlines and stories. The huge page layouts are photographed onto large film, and then these negatives are placed in a platemaker, which transfers the images onto an aluminum plate that will be placed on the press. Tuesdays, the composing department is under a lot of pressure, as they must finish the layouts at a quick rate and complete all of the plates.

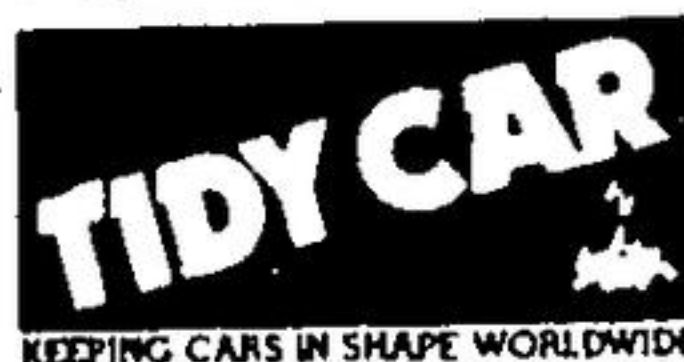
The final stage in the newspaper's production takes place when the plates are developed and sealed, and finally locked onto the press. Ink is transferred onto a press plate by rollers and from the press plate an image is transferred to a rubberized blanket. The image is transferred onto huge rolls of newsprint which are then cut into sections and folded. It takes the press one hour to print 14,000 copies of a 16 page section. The bulk of the composing and the printing takes place Tuesday night.

The circulation department takes over and papers are bundled, flyers are inserted, and the newspapers are counted and delivered to carriers, and a few stores where the paper is made available.

Another deadline has been met and the paper appears on your doorstep.



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