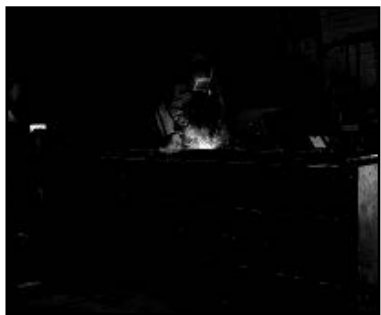


A HISTORY Of continuous Growth...



1907 - Incorporated.



1907 – 1920
Development of products supplied to one of the most prolific mining camps (Silver Cobalt Camp).



1920 – 1940
Supplied equipment to the large gold finds of Northern Ontario and Northern Quebec and began shipping worldwide.



1940 – 1945
Major contributor to the Department of Defense involved in the war efforts supplying naval components for the Canadian Corvette Fleet.



1945 – 1960
Contributed to the Uranium camps of Ontario and Saskatchewan and piloted the manufacture of trackless mining equipment.



1960 – 2000
Assisted in challenges presented by modern mining through the development of large capacity equipment, materials and hard wear rapid loading systems.

2000 – Present
Piloted solutions to both deep mining and extremely high volume haulage systems for a variety of materials ranging from base metals to potash.

wabi

Reputation Earned

FOUNDED 1907

330 Broadwood Ave., New Liskeard
email: sales@wabicorp.com • ph.: 705-647-4383
visit: www.wabicorp.com

Wabi Iron and Steel looking forward

TEMISKAMING SHORES (Staff) – A little over a year after emerging from the debt restructuring process, a New Liskeard industrial manufacturer is looking to the future.

Wabi Iron and Steel completed the formal creditor proposal restructuring process in January, 2015, with 94 per cent of creditors voting for its proposal.

“As a result, the company emerged successfully from the process and risk associated with it is behind us,” said company president Jeremy Birnie in an email interview.

The company, founded in 1907, has deep roots in New Liskeard. It’s best known for its work manufacturing custom-made systems for the mining industry.

It was a “significant downturn” in the industry that precipitated the debt restructuring, he said.

“The company has now diversified away from its sole reliance on mining, and results have improved back to consistent profitability in the past 18 months,” he said.

Mining remains Wabi’s main focus.

But Mr. Birnie said it is also selling products to the energy sector, such as coal and hydro power plants. It’s also supplying the industrial pump industry, construction, high volume steel production, and smelting.

“Geographically, our sales are diversifying as well with new projects currently underway for Peru and Mexico, in addition to our traditional markets in Canada and the U.S.A.”

He said work is booked into late April for its foundry division, while its mine equipment division is booked into June.

“We expect solid sales results in the coming three months, and that will ensure the backlog remains strong throughout 2016.”

He said it recently added two senior sales people and has begun targeting the U.S. market to take advantage of the lower Canadian dollar.

It resulted in a “substantial” order for its foundry division in mid-January, he said.

“We anticipate significant growth in the U.S. market in 2016 that will fully offset any slowdown in the mining business.”

The impact of that slowdown was eased at Wabi because of a few large projects that’ll be completed by mid-year, he said.

Its sales team, he continued, is working hard to replace them “so that we can continue our successful run of the past 18-plus months.”

It recently installed a computer numerical control horizontal boring machine capable of processing parts up to six metres in length.

“We have also recently purchased new mobile equipment and made other upgrades throughout the facility to reduce electricity and gas usage.”

The number of employees at the company has dropped a little, from 55 in March, 2015, to 48.

But it’s currently looking for a new mechanical engineer, mechanical engineering technologist, and certified welder with experience in aluminum and steel.

He said the company continues to review “every aspect of the operation on an ongoing basis to ensure waste is eliminated and costs are minimized wherever possible.

“This has resulted in some tough decisions over the past two years, but ultimately, these changes are helping to ensure that Wabi is here providing high paying jobs for our community over the next 100 years.”

It also introduced contract changes to increase worker flexibility.

Mr. Birnie said further contract changes were made to move all employees from a defined benefit pension plan to a defined contribution plan.

“The union was very helpful in making that happen, and I would like to thank them again for the continued support.”

It recently installed a new profit-sharing bonus in which 15 per cent of EBITDA (Earnings Before Interest, Taxes, Depreciation and Amortization) is paid to employees annually.

“The first round of bonuses were paid in January 2016,” he said.

“The ownership group believes strongly that all employees should share in the upside when we do well, and we anticipate doing this annually going forward.”