

**CEAEC MEMBER'S MEETING****Thursday, June 1, 2023****Prince of Wales Hotel, N-O-T-L, ON**Attendance:

See sign-in sheet

Benoit Choquette, President, called the meeting to order.

**CEAEC OBJECTIVES:**

- 1) To promote high standards concerning the use, handling, storage & transport of explosives & to co-operate with government authorities in the promotion of these standards in the interest of public safety.
- 2) To encourage the adoption of uniform legislation concerning the explosives industry.
- 3) To develop good working relations between manufacturers & distributors of explosives.
- 4) To promote the general interests of distributors, manufacturers & end users of explosives.

**STANDARDS OF CONDUCT FOR CEAEC MEETINGS:**

Attention was drawn to the conduct required at CEAEC meetings & it was noted that there must be no using of any terminology or making statements that might jeopardise the Association in the eyes of the law; particularly anti-trust laws.

Attendees were reminded that the Association was formed to pursue the above goals & during any meeting there must be no discussion of:

- 1) Prices.
- 2) Exchange of statistics.
- 3) Price fixing.
- 4) Black balling or bad-mouthing others who work in the industry but are not part of the association. CEAEC is not a control organisation, & everyone is free to compete in the manner they so choose.
- 5) Division or restriction of trade or methods of distribution.
- 6) Boycotting sales to any client because of poor credit.
- 7) Sharing clients or markets.

There must only be positive discussions which will assist in promoting the aims of CEAEC.

2022 Annual Meeting minutes – Accepted A. Galt      Seconded B. Choquette      Passed

Financial update - presented by N. & M. Ebsworth

- Current Assets (cash) - ended 2022 at \$85.5k vs 2021 at \$72.5 higher by \$13k
  - CEAEC paid for TC423 FEA in 2021 recouped in 2022 \$ 5k
  - Membership fees higher \$25k
  - Higher meeting expenses (full slate vs 2021) - (\$17k)
- Credit Cards
  - mostly used to pay registration fees
  - annual dues mostly by direct deposit or cheque, some by e-Transfer
- Anticipate ending 2023 at ~\$90k

CEAEC manager's update - presented by N. Ebsworth.

- Membership Revenue increase compared to 2021 \$25k
  - Full fees 2022 vs discount for 2021 \$ 4k
  - New / returning members \$ 8k
  - 2023 fees paid in December 2022 \$14k
- Change in membership in 2022
  - Page Engineering did not renew
  - EPC tier 1
  - CNFA
  - AP Paid 2023 in error
  - New / rejoined in 2023:
    - Transportation – Nordique, Caron & Servitank
    - Drill & Blast – Castonguay (Tier 1) & Western Explosives
    - Equipment Manufacturer - Tremcar
- Implementation of late fees:
  - Membership dues - implementation of 5% late fee (January 31<sup>st</sup>) significantly improved on-time payment
  - Meetings - \$100 late fee if registration received < 30 days pre-event. Payment improved however still incurring lots of last-minute changes. Potential to impact CEAEC financially
- Bedard TC423 Project – Co-ordinating efforts to address Transport Canada recall
  - Affects several CEAEC members
    - Hope to have design review completed by June. Submit to TC in Q3.
    - Continue project - BOD agreed unanimously

- Safety Bulletins / Best Practices - BOD agreed to proceed with
  - Errors & Omissions liability insurance purchase from Purves Redmond ~\$2k/yr – BOD approved
  - Committee Chairs to develop bulletins – so far one in draft form
    - To be on website for members only, i.e. password protected section
    - Will need disclaimer to be reviewed / approved by legal
- Nicholas & Michèle will attend IME meeting (Florida) in Fall 2023 – BOD approved
- BOD unanimously approved retaining S-2M-N -Inc. (Nicholas & Michèle) to manage CEAEC for another year. Unanimous support by voting members\*

## **General Affairs**

### Communications:

- Continue to hold committee meetings in the AM with BOD meeting in the PM on the first day of meetings
- Committee chairs need to provide timely updates to membership on project progress
  - Need more active participation of committee members & members at large
- Executives now using CEAEC email for CEAEC business
- Al Loan spearheading website rebuild. Meeting with website architect in June
  - Will have a “Public” section plus “Members” & “BOD” sections (password protected)
  - Costs ~\$6,000 to setup plus ~\$2,000 annual fees - BOD approved budget

### Membership:

- Potential additional members for 2024:
  - Carriers - JAG & Kingsway (TFI)
  - Service Provider - RAM
- Continue mutual support arrangements with IME, APT – Research, CAGC, CNFA (Fireworks) & Enserva (PSAC)
- BOD approved membership fee increase of 20% effective 2024, last increase (2019):
  - Incurring higher insurance costs
  - Higher website / software costs
  - Significantly higher conference costs since pandemic
    - Meeting rooms, Audio Visual, Food & Beverage
  - Membership fees increase will not apply to “Allied Members”
  - Strive to keep AGM meeting registration fees ≤ \$1k for members, ≤ \$400 for guests
  - Approved by members\*

\*Note: Voting done at subsequent “Regular Members” meeting held June 1st

Government Affairs:

Continuing regular contact with ERD and Transport Canada via formal quarterly meetings with agendas & topics submitted ahead of time. Next meeting in Ottawa scheduled for September.

- A. Loan representing industry Transport Canada's Client Identification Database (CID) & CGSB 43-151 Packaging Class 1 Explosives & CGSB 43-150 Small means of containment.
- N. Ebsworth continues to represent CEAEC on Transport Canada's General Policy Advisory Council (GPAC) for TDG
  - Next meeting in Ottawa in November
- Reached out to provincial regulatory authorities – Alberta Health & Safety & Ontario Ministry of Labour have decided not to attend / present at 2023 Spring Meeting.

Fall AGM 2024

- Ottawa Sheraton Mid November

Annual Meeting 2024:

- Conference to be held at Sheraton, St. John's, Newfoundland June 17-21, 2024.
- Michèle & Nicholas to visit St. John's summer 2023 to select remaining venues.

Annual Meeting 2025:

- Options proposed by BOD - Vancouver, Kelowna & Banff
  - Kelowna selected by members \*
  - May/ June timeframe (will depend on availability & pricing)
- Nicholas & Michèle to visit selected city in summer 2023 to choose conference venue.

New Business:

- Develop QRA template for members to use when seeking QD derogation. Recently, some requests have taken up to 100 days
- BOD, Executive Team & Committee Chairs 2023-2024
  - Outgoing Board approved:
    - H. Fafard (EPC) as new president. B. Choquette to be presented with traditional beer mug at Meet & Greet Welcome Reception in recognition of his excellent work as President (2021-2023)
    - Appointment of John Newton & Matt Halstead to Board replacing Stewart McCallum & Frank Mason (both resigned from association)
    - Executive Team: appointment of H. Fafard (as incoming Pres.) & B. Choquette to replace S. McCallum as Exec VP
  - Proposed slate of BOD for 2023-2024: Snow, Debor, Newton, Bertrand, Choquette, St-Georges, Galt, Loan, Simon, Halstead & Fafard
  - Committee Chairs: St-Georges (Prov), Deboer (Manf/Tech), Choquette (Safety/Env), Palmer (Transportation)
  - BOD Slate approved unanimously by voting members\*

Meeting adjourned: P. St. Georges

Seconded: B. Choquette

Passed