

BEHLEN update

Inside This Issue:

ONE

- Greeting from Sean Lepper, Vice-President and General Manager at BEHLEN

TWO

- PROFILE: Randy Stutsky

THREE

- BEHLEN Honored at the CME Gala Dinner with the Export Award

FOUR

- A Minuet for Safety
The Choice is Yours
- Safe Work Manitoba on
Wheels trailer visits Behlen

BEHLEN
Made Strong

Greeting from Sean Lepper, Vice-President and General Manager at BEHLEN

This spring Behlen was honored by the Canadian Manufacturing and Exporters of Manitoba with the Export Award that is handed out once a year to a deserving company who sells goods that are manufactured here in Manitoba to consumers around the world. We are thrilled to be receiving this award. It demonstrates how we as a company have the drive and ability to be able to take on a wide variety of projects in any part of the world. I cannot begin to express the amount of hard work and dedication that goes into our overseas projects by the members of this company. It makes me extremely proud that as a team we can design and produce such a high quality product to compete with all of the other products out there in the international market.

To help keep us competitive, we are continuing to upgrade our internal systems. Behlen purchased Advance Steel about two and half years ago and our implementation is now substantially complete. This software allows Behlen to work on a 3D world and communicates with the new machinery that we have purchased. We have automated many of our production processes and increased the flow of work to the shop while at the same time reducing errors. This is a work in progress and there are many improvements yet to be implemented, but this program keeps Behlen at the forefront of building manufacturing. The power of this software is truly remarkable.

Safety is also big on our radar this summer. Accidents are preventable. It is up to all of to make sure that our work place is safe. Little reminders to each other to make sure that everyone is wearing their safety gear properly and following procedures can make a big difference in minimizing the outcome of any accident. Please take time to ensure your work area and the work area of those around you are free of hazards.

Although we started out the year quite busy, as we are all aware, the low price of oil has impacted many industrial businesses across the west and Behlen is no exception. I want to thank everyone for their efforts to force our costs down and keep Behlen competitive. This will be an ongoing challenge that needs everyone's support. Despite all the negative press that is out there, we are getting our share of the work and I expect we will be busy throughout the remainder of the year and we are positioned for success in the future.

Sean

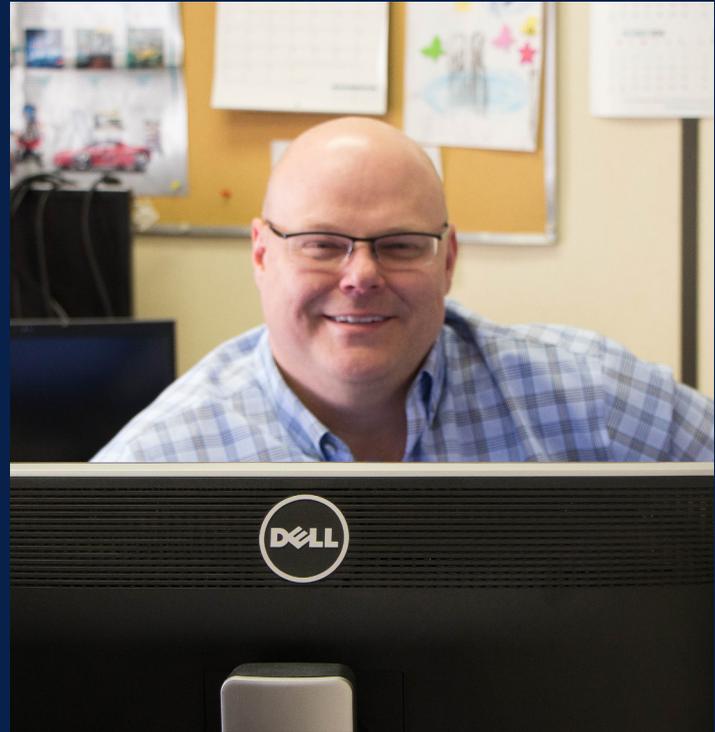


PROFILE:

Randy Stutsky

Born and raised in the small town of Teulon Manitoba, Randy Stutsky found himself in the pursuit of knowledge and attained a Bachelor of Science in Engineering (Agriculture) from the University of Manitoba. Seeking opportunities with his new-found knowledge, Randy moved to Bandon in his earlier years and found himself employed with Behlen as a designer.

Randy still designs the odd building, but over the years his job and title have expanded as the company has grown. Now after 22 years with Behlen, Randy's official title within the company is Manager of Innovation and Implementation.



Randy's job involves a wide range of tasks from managing software development, to equipment and new technology implementations.

Randy's current focus is assisting Pat Versavel, Vice President - Engineering & Innovation, with looking into a replacement for the aged SCI beam line. The SCI Beam Line makes structural I-beam sections by automatically welding three plates together. The SCI beam line has been in place a long time and is pushing out the last that it can. A new beam line will allow the plant to continue to run at capacity, increase efficiency, keep our workers safer and produce a better product.

The welding robot was another project that Randy worked on. The robot is now fully operational and is welding assemblies better than we had hoped. After a few more small efficiency improvements that will be implemented by the end of the month, this project will be complete. Thanks to all the team members who contributed to this project to make it a huge success.

Another large project that Randy has been involved with is the new engineering detailing software, Advance Steel. In the past when designing any structural steel or rigid frame buildings, our detailers used two dimensional detailing methods and software. Advance Steel brings new three dimensional detailing software to our detailers and modernizes our current methods of detailing.

"We have just completed the first phase of the implementation. A lot of hard work, dedication and frustration

has occurred over the last two years to get to where we are today. All our detailers have been thoroughly trained and can detail all of a building's structural steel with Advance Steel."

There are many positive spinoffs from using Advance Steel. It allows the creation of a virtual 3D model before fabrication and construction. There will be an improvement in quality, increased accuracy, reduction of errors, increased productivity and response time that will lead to consistent looking drawings for the shop and end user. Easy generation of shop drawings, construction drawings and reports will provide a faster flow of information internally and to our clients. Our clients will also have access to a 3D model during the various construction phases allowing for better coordination between trades.

A large benefit of using Advance Steel is electronic data transfer to many of Behlen's systems such as EPCS and WERPS, to significantly reduce processing times. The Detailing releases to Production will now be entirely electronic, eliminating the rekeying of data and costly mistakes. The Production release times will be reduced by 80%. The CNC/Robotic Programming release times to the Shop Floor and machines will see a 60-80% decrease because data from Advance Steel is used to create the programs and lists that are required by shop machines and personnel. The reduction of processing times will help get product to the plant floor and the customer faster and allow Behlen to be more competitive in the market through the lowering of costs.

BEHLEN Celebrates Achievement with the 2016 CME Export Award

On Wednesday March 23, 2016, BEHLEN was honored to accept the Manitoba Export Award for 2016 at the Canadian Manufacturing & Exports (CME) Gala Dinner Awards hosted at the RBC Convention Center in Winnipeg. The gala is held to celebrate Manitoba's excellence in manufacturing and exporting where it is CME's goal to recognize individuals and companies who have achieved notable success in initiating, improving, or growing a manufacturing business in Manitoba.

BEHLEN was excited to receive the Export Award which is granted each year to a company demonstrating excellence in expanding into geographic markets, and, through significant and sustained export sales.

BEHLEN's ability to reach its international markets could not have been done without the time and dedication of its International Business Teams and all the support given to them from our plant in Brandon Manitoba.

The night started off with a brief photo session and cocktails before all the honorees of the night were piped into the reception at the convention centre to sit down for supper. Once the toasts were given out the meal was served and lots of laughs were shared and talk was exchanged. After the dishes had been cleared it was time to get down to

business and hand out the hardware. Sean Leopard the Vice President and General Manager of BEHLEN Industries accepted the Export Award on behalf of all the employees who have helped make BEHLEN an internationally recognized brand around the world.

One of the proudest accomplishments that BEHLEN has achieved international includes the largest convex-style frameless steel building in the world that can be found in Russia that holds an international FIFA size soccer field. It doesn't matter if the building is big or small, BEHLEN is there to provide quality steel buildings to all of its international customers spanning across six continents.

BEHLEN's international growth won't stop here. BEHLEN will continue to support its international team by providing the best quality products to ensure that the BEHLEN name stands strong around the globe.

BEHLEN is proud that CME Manitoba recognized all the hard work that we do around the globe. It is the mission of CME to strengthen the competitiveness of Canadian manufacturers and exporters and to help them grow in domestic and international markets.



A Minute For Safety

The Choice is Yours

Every day we make choices. Choices are a part of our daily lives. To help ourselves in the choices that we make people tend to seek out knowledge to better understand the actions that may result from the choice that they decide to make.

For example. Before you are allowed to drive a car, you must first receive some type of education and training even before you are allowed to write a written driving test. Then you have to prove your understanding of the risks by performing a driving test. These steps will then prove that you are competent to drive a motor vehicle. Once a person is deemed competent he/she understands the risks associated with the operating a motor vehicle.

We are told of what may happen if we choose not to wear our seatbelts, get caught speeding or texting or even what the outcome could be if we choose to drink and drive. We are told you could lose your license, be the cause for the loss of a human life and even go to jail. Yet people still choose to do these things because it's the choices they make. It is these choices that they must live with and the consequences of that choice.

In the workplace, The Manitoba Health and Safety Act & Regulations outlines the minimum standard in keeping workers safe. In order for us to work safely we must be trained, educated and deemed competent. Being deemed competent we have been made aware of the risks and hazards associated with working in the workplace. Just like driving a car there are laws we must follow. Do you follow the safety work procedures or do you cut corners? Do you wear personal protection equipment or do you choose not to? You are informed of risks daily and understand the outcomes.

At the end of the day the choices that we make are our own and will be accountable for them in one way or other. We have to own up and live with them regardless if their outcome is good or bad. Our choices can have a leaving and lasting impact not only on ourselves but those around us as well for the rest of our lives. Our fellow workers, friends, family can be affected by the choices we make. No one can make our choices; except ourselves.

In June Safe Work Manitoba on Wheels trailer came to Behlen for a visit. It is a new mobile unit that will help deliver safety and health awareness to all staff members and again remind us of the hazards in the workplace. It is a good visual reminder to all of our staff members of what can happen and why it is important that we always make the right choice. When it comes to workplace health & safety remember, the choice is ALWAYS yours!



BEHLEN
Made Strong