

Western Canada Roadbuilders &  
Heavy Construction Association  
2017 Convention



Los Cabos, Mexico

January 29 to February 1, 2017

JW Marriott Los Cabos Beach Resort and Spa

[www.WCRHCA.org](http://www.WCRHCA.org)

Proudly hosted by:



## LOS CABOS, MEXICO

Los Cabos, a spectacular location at the tip of the Baja California Peninsula, 1,000 kilometers south by land from San Diego, California encompasses two main towns: San José del Cabo and Cabo San Lucas. San José del Cabo is a quiet quaint town full of charm and history giving it the feeling of “Old Mexico”. Here you will find plenty of small shops and art galleries, and several great restaurants. In contrast is the town of Cabo San Lucas, or simply “Cabo”. Cabo is known for its restaurants, nightlife, the marina, Medano Beach and the famous rock formation known as the “Arch”.

Los Cabos has much to offer – perfect year-round weather, world-class golf and activities, fabulous spas, shopping, award-winning dining, nightlife, history and culture. It’s no wonder Los Cabos is known as home and the vacation hot spot for many celebrities and Fortune 500 company executives.

*Come discover Los Cabos .. It's not the Mexico you think you know!*

### REGISTRATION EARLY BIRD DEADLINE – December 9, 2016

Registration Rates (USD)	Up to December 9	After December 9
Contractor Couple	\$ 2,300	\$ 2,600
First Time Contractor Couple	\$ 1,900	\$ 2,100
Contractor Single	\$ 1,500	\$ 1,650
Supplier Couple	\$ 3,000	\$ 3,300
Supplier Single	\$ 1,900	\$ 2,000
Children 5 - 17	\$ 275	\$ 300
Children under 5	Free	Free

Contractor and Supplier, Couple and Single rates include: 3 breakfasts, 4 evening social events, and access to all keynote and workshop presentations.

Child rates include: 3 breakfasts, Family Meet and Greet Reception (Sunday, January 29) and 4 evening social events.

#### Special offer – \$500 Contractor Discount

Book one full-price Contractor registration (Couple or Single, Early Bird or Regular rate) and receive \$500 off your second full-price Contractor registration (one discount per company). This discount does not apply to the First Time Contractor Couple rate.

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Register now to be  
**“WHERE THE WEST MEETS!”**

For all registration, hotel & travel information,  
visit [www.wcrhca.org](http://www.wcrhca.org)

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## HOTEL INFORMATION

### JW Marriott Los Cabos Beach Resort & Spa

Fraccion Hotelera FH5-C1, Subdelegacion de la Playita,  
Puerto Los Cabos  
San José del Cabo, Baja California Sur 23403 Mexico

The JW Marriott Los Cabos Beach Resort & Spa is a newly built, premier resort set at the tip of the Baja Peninsula in Mexico where the Sea of Cortez and the Pacific Ocean meet. The Resort offers an authentic experience for its guests and features 3 specialty restaurants, a world-class spa, retail shops and luxurious amenities and guest rooms, all with ocean views. For hotel information and room descriptions, visit the WCR&HCA convention website – [www.wcrhca.org](http://www.wcrhca.org).

### Book Your Hotel Room

Phone: 888-236-2427 | Online: [www.wcrhca.org](http://www.wcrhca.org)

Special hotel room rates have been secured for the WCR&HCA 2017 Convention. The group rate is available until **Friday, December 9, 2016** or until the group block is sold out, whichever comes first. Rates will be available for reservations from January 22 to February 8, 2017.

Be sure to ask for the “WCR&HCA Convention” to obtain our special group rate.

Hotel Room Rates (USD)		
Deluxe Partial Ocean View: \$ 299	Deluxe Ocean View: \$ 329	Deluxe Ocean Front: \$ 359

### Reservation and Cancellation Information

All rates are per room, per night, single or double occupancy, and are subject to a 10% service charge plus applicable taxes. The current rate for an additional person in the room (over 17 years old) is \$100 plus taxes, per room, per night (subject to change). There is no additional charge for children 17 years old and under occupying the same room as their parents.

Should you need to cancel or modify your reservation, you must do so prior to **December 9, 2016**, in order not to have to pay for your reservation. Failure to arrive on the confirmed date will result in a charge for the applicable nights.

## TRAVEL

The JW Marriott Los Cabos Beach Resort & Spa is located 25 minutes from the Los Cabos International Airport, 15 minutes from the town of San José del Cabo and 43 minutes from downtown Cabo San Lucas.

To facilitate your arrival and departure, we suggest that you pre-book your ground transfers with Terramar from the airport to the Resort and return. To book your transfers online with Terramar, go to [www.terramartransfers.com](http://www.terramartransfers.com) or visit the WCR&HCA convention website for further details.

There are also several car rental agencies at the airport.

Special discounts are offered to attendees travelling to the WCR&HCA 2017 Convention on Air Canada and WestJet.

## KEYNOTE SPEAKERS

Monday, January 30

9:00 am – 10:00 am



**Neil Pasricha**

Happiness Expert and Bestselling Author of  
*The Book of Awesome*

### Topic: Happier People = Happier Organizations

Neil Pasricha is a Harvard MBA, *New York Times* bestselling author, award-winning blogger, and one of the most popular TED speakers in the world. Mr. Pasricha spent a decade with Walmart working directly for two CEOs and as the company's director of leadership development. He now travels all over the globe sharing messages on happiness to Fortune 500 companies, schools, and non-profits. In the past few years, he has spoken to over 200,000 people at hundreds of events, making him one of the world's most sought-after speakers. He has spoken to royal families in the Middle East, to Ivy League deans, and to CEOs at companies such as Audi, Abbott, and GE.

His first book, *The Book of Awesome*, was a runaway #1 international bestseller, with millions of copies sold. His new book, *The Happiness Equation: Want Nothing + Do Anything = Have Everything* (also an international bestseller), provides step-by-step guidelines to illustrate how to apply a unique set of principles to improving and managing everything—your time, your career, your bottom line, your relationships and ultimately, of course, your happiness.

Tuesday, January 31

9:00 am – 10:00 am



**Gary Doer**

Expert on North American Relations /  
Passionate Leader

### Topic: Aftermath of the US Elections

Gary Doer has had the privilege of being the 23<sup>rd</sup> Canadian Ambassador to the United States; and former Premier of Manitoba for three consecutive terms. In 2005, Mr. Doer was named one of the top 20 international leaders on climate change by *Business Week* magazine. As Premier, he led strategic investments in health care, education and infrastructure, worked with both US and Mexican Governors to improve trade and energy cooperation and introduced balanced budgets during each of his ten years in office.

Mr. Doer will share his insights and expertise on international relations gained from his ten-year period as Premier of Manitoba and six-year tenure as Canada's US Ambassador – and will leave delegates informed on what to expect in the aftermath of the US Elections.

*Breakfast will be available Monday, Tuesday and Wednesday mornings for all Convention attendees.*

## WORKSHOP SESSIONS

**Monday, January 30**

**10:15 am – 11:15 am**

**11:30 am – 12:30 pm**

### **The Quest for Lowest, Total Cost of Ownership**

Speaker: Tony Kosolofski, District Manager – Canada,  
Komatsu International Canada Inc.

### **Intelligent Transportation Systems (ITS) Will Minimize the Impact on Traffic**

Speaker: Thorne Forrest, Director, Engineering Services,  
ATS Traffic

### **Enhancing TCP Safety – Remote Sign Turners**

Speaker: Daryl Sarauer, P.Eng., Manager of Engineering –  
Western Canada, Valley Traffic Systems

### **Medical Marijuana: How to Manage It in the Workplace**

Speaker: Dan Demers, BSc, Operations Manager, Occupational  
Health, CannAmm Limited Partnerships

## INFRASTRUCTURE FORUM

**Tuesday January 31**

**10:30 am – 12:00 pm**

### **Western Canada - Trade Team West (TTW); TPP, Global Trade**

Trade matters to Canada and it matters to Western Canada. It is the historical and present and future driver of wealth investment, jobs, careers and revenues to governments with which our quality of life is funded. There is the infrastructure we want, like parks and community centres; the infrastructure we need, like core infrastructure; and the infrastructure that pays for it all – trade-enabling infrastructure.

### **Panel:**

**Gary Doer**

Former Canadian Ambassador to the United States

Former Premier of Manitoba

**Todd Hirsch**

Chief Economist, ATB Financial

Author

**John Law**

Former Deputy Minister of Transportation, Saskatchewan

**Chris Lorenc**

President of the WCR&HCA and the MHCA

**Moderator: Michael Atkinson**

President, Canadian Construction Association

## EVENING SOCIAL EVENTS

In partnership with our four major sponsors, the WCR&HCA Convention Committee has planned four fabulous evenings!

### Sunday, January 29

#### Celebrating Canada

6:30 pm – 9:30 pm

This year's Welcome Reception will take place poolside with a decidedly Canadian theme in celebration of Canada's 150<sup>th</sup> Anniversary in 2017. Come dressed in red and white and enjoy a buffet dinner, casual music and mixing and mingling with your friends and colleagues.

Dress: Red and white in honour of Canada's 150<sup>th</sup>

Sponsored by:  **RITCHIE BROS.**  
Auctioneers

**kids** – Join the Family Meet & Greet on Sunday,  
January 29 from 12:30 pm – 2 pm.

### Monday, January 30

#### Mexican Fiesta Night

6:30 pm – 9:30 pm

Mexico is known for its rich cultural heritage, Mariachis, colorful celebrations and traditions. This evening we will bring a special Mexican ambience to the Hotel's beachfront. Come fiesta with your amigos - kick back with a margarita, and enjoy a Mexican buffet, lively music and entertainment.

Dress: Casual - fiesta wear and accessories

Sponsored by:  **Brandt**  **JOHN DEERE**

### Tuesday, January 31

#### Dine-Around in San José del Cabo

6:30 pm – 9:30 pm

The evening will begin with a cocktail reception at the hotel prior to boarding buses for a short trip into the town of San José del Cabo. Here you'll have the opportunity to stroll around the Town Square, and the many quaint galleries and shops before being treated to a group dinner at some of the finest restaurants in the area.

Dress: Resort Casual

Sponsored by:  **SMS**  
EQUIPMENT  
**KOMATSU**

### Wednesday, February 1



#### "We're Here for a Good Time" CAT CLASSIC

6:00 pm – 9:30 pm

In true form, this year's CAT Classic will be the grand finale! The evening will begin with a cocktail reception followed by a sit-down dinner. After dinner, you will be treated to an exclusive performance by Canadian rock band **Trooper**, renowned for its many gold and platinum award-winning songs, including "Boys in the Bright White Sports Car" and "We're Here for a Good Time (Not a Long Time)". Trooper has been dubbed "Canada's Greatest Party Band", with good reason – come ready to dance and "Raise a Little Hell".

Dress: Resort Smart

Sponsored by:  **CAT**  **FINNING CAT**  **TOROMONT CAT**

*Program times and information subject to change.*

## OPTIONAL GROUP ACTIVITIES

Discover Los Cabos by participating in these exclusive optional group activities. Full details and pricing are available on the WCR&HCA website at [www.wcrhca.org](http://www.wcrhca.org).

### Sunday, January 29

#### Land's End Catamaran Cruise

1:15 pm – 4:45 pm

Cost: \$90 USD

Includes: round-trip transportation, 2-hour catamaran cruise, snacks and beverages

Dress: casual clothing, comfortable footwear

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### Monday, January 30

#### Cabo San Lucas Shopping Tour and Lunch

10:30 am – 4:30 pm

Cost: \$170 USD

Includes: round-trip transportation, guide, lunch and beverages

Dress: casual clothing, comfortable footwear

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#### Side by Side Polaris Razors Tour

1:00 pm – 5:30 pm

Cost: \$330 USD (single) or \$475 USD (driver and passenger)

Includes: round-trip transportation, 2.5 hour tour, helmet, bottled water

Dress: long pants and running shoes

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### Tuesday, January 31

#### San José del Cabo Tour and Lunch

10:30 am – 3:00 pm

Cost: \$175 USD

Includes: round-trip transportation, guide, walking tour, lunch and beverages

Dress: casual clothing, comfortable footwear

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### Wednesday, February 1

#### Todos Santos Tour and Lunch

9:00 am – 3:00 pm

Cost: \$175 USD

Includes: round-trip transportation, guide, walking tour, lunch and beverages

Dress: casual clothing, comfortable footwear

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#### Golf Classic at the Puerto Los Cabos Golf Course

7:30 am – 3:00 pm

8:30 am – Shotgun

Cost: \$285 USD / Club Rentals \$60 USD

Includes: round-trip transportation, green fees, use of the driving range, shared cart, food and beverage served at the on-course culinary palapas (stations).

Recommended attire: Proper golf attire, soft spikes

Sponsored by:



For full program details and schedule,  
visit [www.wcrhca.org](http://www.wcrhca.org).

Program and activities valid as of October 25, 2016 and are subject to change.

# Thank you to our WCR&HCA 2017 Convention Sponsors for their generous support!

## PATRON .....



## PLATINUM .....



## GOLD .....



## SILVER .....



## PEWTER .....



## BRONZE .....

## FRIEND .....



Sponsors confirmed as of October 25, 2016

For registration and convention information, contact:

WCR&HCA 2017 Annual Convention  
c/o Unconventional Planning Inc.

Phone: 613.721.7061 | Fax: 613.721.3581

Toll-free: 888.625.8455

Email: [wcrhca@unconventionalplanning.com](mailto:wcrhca@unconventionalplanning.com)