



Municipal infrastructure procurement's future

By Stephen Bauld, President and CEO of Purchasing Consultants International Inc

Municipal infrastructure has been one of the main topics for discussion in national news articles for the past decade.

As important as government procurement activity has been in the past, it is likely about to become more important in the future. The reasons are partly demographic, and partly the result of a huge infrastructure deficit that results from years of deferred maintenance and replacement. Looking first at the demographic pressure: Canada's population more than doubled in the 50 years that followed the Second World War, and is continuing to grow at a brisk pace today. This continuing rise in population will create a great demand for additional government and private sector infrastructure.

Over the next 25 years, Canada will add the equivalent of a city the size of the Greater Toronto Area to its population base. In addition to the pressure resulting from population increase, there is a growing need for infrastructure due to the fact that many government capital facilities, built in the 1950's, 60's and 70's, are beginning to come to the end of their useful life, and will either need major refurbishment or replacement. Also, so much of Canada's industrial infrastructure requires substantial upgrading, not only to bring it to a modern level of technical competitiveness but

to also make it suitable for the kind of high technology that Canada requires if it is to continue to have a large industrial sector.

Much of the infrastructure that will be required over the coming years will either be built at the municipal level, or will have a substantial municipal component. Key projects in most of the major cities in the country are likely to include waste disposal facilities, water pump and treatment works, sewage treatment facilities, road and airport upgrades, installations, upgrades and expansion of rapid transit systems of various kinds, new buses, and enhancements to communication technology, new parks, recreational facilities and sport complexes.

...Continued on page 2

In this issue

Warm Winter Means No Ice Roads		3
MHCA Curling Bonspiel Registration		5
2012 Directory Advertising Opportunities		8
Weekly Tenders		10

Moreover, much of the public expenditure that will be undertaken in other parts of the broader public sector will have implications, such as the building of new school buildings, and hospitals.

If the municipal tax burden is to be constrained within levels acceptable to the public, then in order to meet the rising demands for expenditure, municipal procurement in the future will need to be conducted more efficiently than it has in the past.

Unfortunately, there are few if any role models to which municipalities can refer to for guidance as to optimize procurement. International comparisons of government productivity shows remarkably little variance among advanced industrial economies.

The difference in productivity between those countries that have small public sectors and those with large can be easily explained. In countries with small public sectors, government activity is likely to be more narrowly focused.

With a more clearly defined role for government, there is less likely to be division of purpose and duplication of expenditure. Also, it is generally easier to maintain and administer proper expenditure and procurement control measures in smaller organizations than.

In the future, with the increasing burden of downloading from the federal and provincial governments, the range of that activity is increasing. Accordingly, the overall field of municipal procurement covers a wide range of different types of purchase and other acquisition. The need for better and more efficient rules and regulations is paramount.

As we move forward, it is becoming more apparent that we need to resolve our differences. A combined effort from everyone will create a positive future for government and the construction industry working together as partners.

Heavy Construction **EXPO**

400 Delegates Already Registered!
*Building **WORKFORCE**
Excellence*

**OUR MEMBERS ASKED...WE LISTENED.
YOUR HEAVY CONSTRUCTION EVENT IS HERE!**

MARCH 20-22, 2012 — WINNIPEG CONVENTION CENTRE

EXPO is the first ever annual conference based entirely upon the educational, vocational, attraction and retention, leadership, and safety skill set human resource needs of the heavy construction industry in Manitoba.

EXPO will focus on three main course streams:

- » Workforce Development
- » Leadership and Professional Development
- » Construction Safety Excellence™

EXPO will feature dynamic keynote speakers, classroom instruction, hands-on training, panel discussions, interactive workshops and accredited curriculum.

Hosted by:



To register visit www.mhca.mb.ca

Warm winter means no ice roads, shows all-season roads needed: Manitoba chief

Courtesy of The Winnipeg Free Press

WINNIPEG - One of Manitoba's top aboriginal leaders says climate change is threatening crucial ice roads, driving up prices in northern native communities and underlining the need for the federal government to build more permanent highways.

Grand Chief David Harper, who represents the province's northern First Nations, says unseasonably warm weather this winter has meant ice roads aren't even close to being constructed. That means another year in which supplies such as groceries, fuel and construction materials are scarce and expensive in remote communities.

Aboriginal elders have predicted a warmer winter this year with a late cold snap that is likely to come too late to be of much use, Harper said Tuesday.

"We've got to prepare for the worst. It's going to be a small window of opportunity."

The chance to build and use ice roads — which help connect about two dozen fly-in aboriginal communities to the south — has been shrinking. Aboriginals and environmentalists say Manitoba's winter season is growing shorter. Ice roads across frozen ground, lakes and rivers that have typically been open for 60 days are now sometimes only usable for about 20.

The winter transportation system is vital. The province estimates some 2,500 shipments of staple items are transported each year by trucks over 2,200 kilometres of icy road instead of being flown in at great expense.

In 2010, some aboriginal chiefs declared a state of emergency as warm weather turned their winter roads into mucky quagmires, stranding some truckers and causing fuel shortages.

It's clear dozens of northern communities can't rely on ice roads any more and the federal government must help construct more permanent routes, Harper said. He and other aboriginal leaders intend to raise the issue with Prime Minister Stephen Harper at a First Nations summit later this month.

"All-weather roads into the northern region have to be taken quite seriously from now on," Harper said. "Saskatchewan did it. Quebec did it. We've got to speed up the process."

Aboriginal communities have been raising the alarm about melting winter roads for several years.



A 2006 study by the Centre for Indigenous Environmental Resources found the shortened winter has a snowball effect. The study said weak ice on lakes makes it harder to trap and fish, while healthy groceries are in shorter supply when fewer trucks make it up from the south. That can lead to an increase in chronic health problems such as diabetes.

The shortened winter hauling season also exacerbates housing shortages in northern communities since many construction materials can only be transported overland, the study said.

Provincial officials are more optimistic about the coming winter.

Larry Halayko, director of contract services for Manitoba Infrastructure, said crews are already packing down snow so frost can penetrate the ground, although he admits warm weather has put them about two weeks behind schedule.

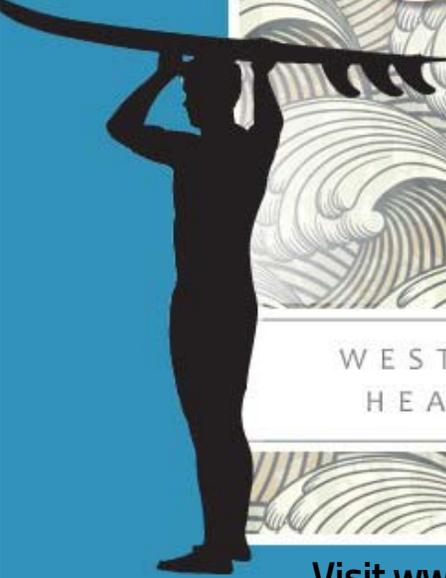
If the province gets more seasonable temperatures, some roads may open by the end of the month, Halayko said. They may be subject to load restrictions, though, and may close early depending on the weather.

"There are always concerns if we have warmer weather," he said. "But we've had warmer falls in the past and ended up having a very good season in the end."

The province has done what it can to mitigate the effects of warmer temperatures, he added. Some 600 kilometres of the road system have been moved off ice and onto land.

But, in the end, the road system needs sub-zero temperatures to work.

"You need Mother Nature, that's for sure," Halayko said.



Back to Paradise

KONA, HAWAII

February 12-16
2012

WESTERN CANADA ROADBUILDERS AND
HEAVY CONSTRUCTION ASSOCIATION

Visit www.wcrhcakona2012.com for more information & to register!

McSherry Auction Service Ltd. — UNRESERVED INDOOR AUCTION

DATE: SATURDAY, JANUARY 14 @ 10:00 AM

LOCATION: FAVORITE TRANSPORT LTD, 111 CORDITE ROAD, WINNIPEG, MB

Auction Note: RETIREMENT Auction as Favorite Transport has been Operating in Wpg since 1957! The Property & Shop are Sold so Everything Sells UNRESERVED!

Viewing Jan. 5th & Jan. 12th - 9:00 am - 3:00 pm or by appt.

Contact: (204) 771-1771

9 HIGHWAY TRACTORS:

ALL SEMI SAFTIED, WELL MAINTAINED, 75-90% RUBBER!

- 07 Mack Model CHN163, Engine AC 460-P, Wet Kit, 568,392km
- 05 Mack Model CXN613, Engine AC460-P, Wet Kit, 687,157km
- 04 Western Star, Model 4900, Engine Cat C12, Wet Kit, 662,750km
- 01 Western Star Model 5864-55, Engine Cat C12, 1,077,300km
- 99 Western Star Model 4864-FX, Engine Cat C12, Wet Kit, 1,117,904km
- 99 Western Star, Model 4864-FX, Engine Cat C12, Wet Kit, 1,125,959km
- 98 Western Star, Model 4864-FX, Engine Cat 3406, Wet Kit, 922,055 km
- 98 Western Star Model 4864-FX, Engine Cat 3406, Wet Kit, 1,010,559 km
- 97 Western Star, Model 4864-FX, Engine Cat 3406, Wet Kit, 888,318 km

TANDEM & LIGHT TRUCK

- » 95 Ford Model LTA 9000 Tandem Cat 3406, w/ 2011 Midland XL1000, 15' Gravel B&H, 883,100 SFT
- » 01 GMC Sierra SLT 2500 4x4, 6L, Crew Cab, 179,000 km. Sft

TRAILERS:

All Trailers Saftied & End Dumps * 2011 Canuck RTAC Hard ox 450 Air Ride 27' Tandem w Uni Mounts * 08 East RTAC Al 29' Tandem * 03 Arnes RTAC 27' Tandem * 98 Arnes RTAC Air Ride 27' Tandem

TOOLS & MISC:

HD Hyd Pres * Drill Press * "Robin Air" R-134A Air Cond Recharging Unit * 6V/12V Booster/Charger * Air Jacks * Hyd Jacks * Power Tools * 1" Air Impact Gun * "Jet" 3/4" 600 lb Torque Wrench * 2 Way Radios * Slip Tank w/ 12 volt Pump * Bridge Beams upto 25' * 2" Water Pump * Transfer Pump * Herman Nelson * Parts off Mack, Western Star * Ford 9000 & Gravel Trailers * 50) Good Used 1100 22.5 Tires * Brake Parts * Trailer Lights * Services * Various Kits *

Contact: Stuart McSherry | (204) 467-1858 or (204) 886-7027

Website: www.mcsherryauction.com

Groundbreaking

MHCA's Annual Curling Classic

Thursday January 12, 2012

Heather Curling Club – 120 Youville Street

8:00am – 5:00pm

Entry Fee: **\$225.00** + gst / team or **\$56.25** + gst / individual

Price Includes: - a fun day of curling & networking – coffee, donuts – a fabulous buffet lunch!!

If you or others from your office don't curl, come join us for the lunch portion of this fun day!

I would like to enter a team of 4 curlers _____

I would like to enter as a single player _____

I would just like to just attend the delicious lunch (\$30.00 + gst) _____

Prize Donations

I would like to make a cash donation towards prizes:

\$50.00 _____ **\$100.00** _____ **\$150.00** _____

Company: _____ Contact Person: _____

Ph: _____ Fax: _____ Please invoice (members only): _____

Visa/MC/AMEX: _____ Exp Date: _____

Card Holder: _____ Signature: _____



Fax this form to Christine at the MHCA office @ 204-943-2279

For more information call 204-947-1379 or email: christine@mhca.mb.ca



Annual Curling Bonspiel - Sponsorship Opportunities

Thursday January 12, 2012 at the Heather Curling Club

Sponsorship Opportunities include:

Ice Sheet Sponsor (only 8 available)

OR

Morning coffee & donuts Sponsor

\$200.00 / each

- ✓ Signage with your company logo at the end of the sheet of ice for the whole day.
- ✓ Recognition at lunch time.
- ✓ A 'Thank You' recognition in the MHCA Heavy News Weekly.



Don't miss out on this great opportunity!

Ice Sheet Sponsor _____ **Morning Coffee & Donuts** _____

Company: _____

Contact Person: _____ Ph: _____

Please invoice: _____ Visa/Mc/AMEX#: _____ Ex: _____

Fax: (204) 943-2279 Ph: (204) 947-1379

In Search of an Economic Engine

By Peter Hall, Vice-President and Chief Economist of Export Development Canada

Three working days into the New Year and it's back to reality: bills to pay, an overstuffed inbox to deal with and more of the same scary world news we tried to forget over the holidays. Did the multitude of happy wishes for 2012 instill hope, or do they ring hollow as we contemplate what may lie ahead?

Without a doubt, there are risks aplenty. Europe's colossal fiscal challenges will continue to test market patience. Tighter liquidity is an additional threat. Mid-East instability is not ebbing. Even the mighty BRICS are slowing. Shaky ground, especially if any 2011-style shocks recur.

Sobering stuff, but is this the complete picture? In many ways, 2012 is beginning much as 2011 did. Like this year, the risk-list was daunting, but a significant build-up of momentum gave hope that we were well on the way to recovery. Volatile politics and a litany of natural disasters snuffed out the momentum and delayed recovery. Now, we're at a crossroads, in the words of the IMF, a 'dangerous juncture'. Will momentum resume, or do we face tepid growth that exacerbates lingering risks?

The global economy is in dire need of an engine, one that will engage with the strength to pull along the considerable line of risk-laden boxcars to destination recovery. We can count Europe out. Japan's size makes it a candidate, but its structural difficulties relegate it to also-ran. Emerging markets have been touted by many as having the capacity to pull the rest of the world along – but dependence on external conditions suggests that for all their size, they still lack the depth to power up world growth.

What of the US economy? It's really the only remaining candidate, but a sovereign debt downgrade, failure of the supercommittee to agree to fiscal measures, twin deficits, unfunded health care and pension liabilities and municipal governments at the brink of bankruptcy, together suggest another boxcar. US consumers seem to agree – confidence remains stuck at recessionary levels.

Funny thing – the real side of the US economy does not seem to care. Thumbing its nose at the gloom, US housing markets are beginning to get back on their feet. Temporary



interruptions halted the work-down of surplus housing units, but in the past couple of months, about a million units were absorbed, this time without any special incentives, and now there are just 4 million to go – balance is being restored. US consumers are spending again – sales gained momentum late in 2011. Even auto sales are rising. And the job market is brightening: the number of new UI claimants is falling steadily.

Business flows seem to agree. Industrial production is on a strong up-trend. With new orders coming in at a double-digit pace, further production gains are quite likely in the coming months. This is soaking up spare production capacity across industries, suggesting that the mountain of cash corporations are sitting on may soon need to be spent on new machinery and plant space. Growth also suggests that hiring activity is in for a near-term boost. If this sounds surprising, perhaps it's a comment on the perverse appeal of negative news and its ability to mask positive reality.

The bottom line? In a rail yard cluttered with immobilized boxcars, an engine is quietly revving up, one that has the capacity to pull the global economy forward to its long-sought recovery. Canada's proximity to the engine suggests that our exporters will be among the first to lurch forward.



2012 MHCA ANNUAL DIRECTORY

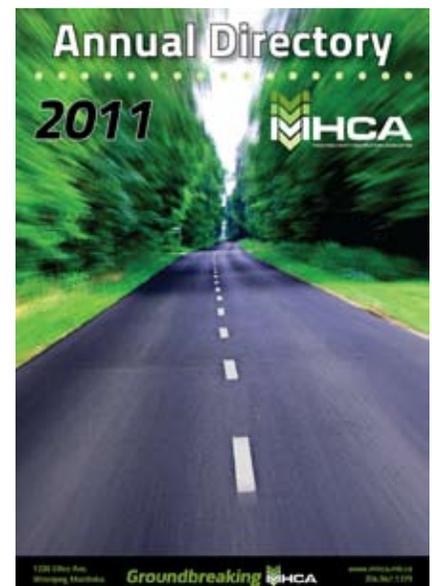
Advertising Opportunities Now Available!

Released annually in early spring, the MCHA Directory is the the definitive reference guide and business tool used by industry and purchasers of its services in Manitoba

WHY ADVERTISE?

- » Our 'Yellow Pages' list companies by areas of service
- » The Directory is an essential resource and information tool for all purchasers of heavy construction and related industries services
- » Public and private sector project owners extensively use the Directory to locate and contact needed suppliers of services, including contractors, materials, equipment, aggregates, oils, design, and engineering — to name a few

For more information or to book your spot in the 2012 MHCA Directory, contact Jason Rosin, MHCA Manager of Communications at jason@mhca.mb.ca or by phone at (204) 947.1379



Advertising Opportunities Now Available!

WORKSAFELY MHCA

Construction Safety Excellence™

Training Schedule

Register by:

- » Email: safety@mhca.mb.ca
- » Fax: 204-943-2279

Cancellation Policy:

The *WORKSAFELY* policy states cancellation must be made at least two business days in advance, otherwise full course fee charge will apply.

JANUARY 2012	
January 9-10	Train the Trainer
January 11	WHMIS (1/2 day AM)/ TDG (1/2 day PM)
January 12	COR™ Auditor Refresher
January 13	Excavating & Trenching (1/2 day AM)
January 13	Flagperson (1/2 day PM)
January 16	Safe Work Procedures
January 17	Prime Contractor
January 18	Back Injury Prevention
January 19	Safety Administration (1/2 day AM)
January 19	Toolbox Talks (1/2 day PM)
January 23-24	COR™ Leadership
January 25	COR™ Principles
January 26	COR™ Auditor
January 27	First Aid 1 - CPR

FEBRUARY 2012	
February 6-7	Train the Trainer
February 8	WHMIS (1/2 day AM)/ TDG (1/2 day PM)
February 9	COR™ Auditor Refresher
February 10	Excavating & Trenching (1/2 day AM)
February 10	Flagperson (1/2 day PM)
February 13-14	COR™ Leadership
February 15	COR™ Principles
February 16-17	COR™ Auditor
February 21	Safe Work Procedures
February 22	Prime Contractor
February 23	Back Injury Prevention
February 24	Safety Administration (1/2 day AM)
February 24	Toolbox Talks (1/2 day PM)

REMINDER:
WORKSAFELY requires at least six people registered to deliver the course.

Rural Manitoba Training	
January 9-13	Flin Flon, MB
January 23-25	Riverton, MB
Jan. 30 - Feb. 1	Brandon, MB
Call the MHCA Office for more details!	

Customized training is available for your specific requirements.
 Call the *WORKSAFELY* Office at (204) 947-1379 for more information.