

INSIDE

2

CONSTRUCTION ASSOCIATION DEFENDS INDUSTRY INTERESTS

3

CCA'S INDIGENOUS GUIDE OPENS DOORS TO EFFECTIVE ENGAGEMENT

4

TEMPERATURE CHECK: MHCA STAKEHOLDER SURVEY SUMMARY

8

MOVING TO MANDATORY CORTM

9

MEET RANDY OLYNICK

10

CHANGES FOR 2017 SPRING ROAD RESTRICTIONS

MANITOBA NEEDS A 'TRADE BUDGET'

MHCA Message to our Members

Trade – continental and international – respects no boundaries, and Manitoba should pursue a trade partnership with the private sector and Western provinces that ignores artificial lines drawn across the map of Canada.

That was the Manitoba Heavy Construction Association's core message to the recent all-party legislative panel seeking community input for the Pallister government's Budget 2017. The MHCA's Chris Lorenc submitted a brief highlighting the building blocks of strategic infrastructure investment.

Primary to budget planning is a focus on growing the economy. That, fundamentally, requires promoting trade and, to do that, the province, the region and the country need strong, efficient trade infrastructure -- the highways, air routes, and rail lines connecting trade corridors, hubs, ports and border crossings, the MHCA president stressed.

Some 12 community groups and members were invited to present to the all-party panel.

Finance Minister Cameron Friesen reminded presenters and the public of the challenge ahead – rising deficits over 8 years (\$911 million forecasted for 2016/17) have pushed Manitoba's debt to the point that annual debt-servicing costs are \$850 million. That's the equivalent of the 5th largest department.

Lorenc said wise infrastructure investment focuses on the maximum return to the economy. This is crucial to getting back to balanced budgets, he noted. As well, such works generate the revenues to treasury that support front-line, critical services to Manitobans.

"Without growing the economy and generating revenues, discussions around these (social) programs is moot," Lorenc told the consultation panel.

The MHCA submission called upon the legislature to support a Western Canada trade initiative. A trade initiative proposed by the Western Canada Roadbuilders and Heavy Construction Association has had good interest, to date, from all western provinces and the support of leading business organizations. Its goal is to elevate investment in the region's trade-enabling infrastructure.

The MHCA also encourages the provincial government to fully endorse organizing its infrastructure investment programs around six organizing principles, namely: A permanent program, no less so than healthcare, and education; focus on economic growth; embrace innovation, in design, financing, procurement, construction; partner with the private sector, the engine of ingenuity; fund by dedicated revenue streams; commit to annual, transparent reviews for accountability and adjustment.

Lorenc concluded by indicating that industry and the public wanted the government to invest in infrastructure, not spend.



Above: MHCA President Chris Lorenc chats with Finance Minister Cameron Friesen (left).

To read the full MHCA budget submission, go to mhca.mb.ca



Awards Breakfast & Annual General Meeting

Friday, November 18, 2016 8 am - 11:30 pm
RBC Convention Centre, room 2EF (second floor)

Keynote Speaker: TBA

Awards, Year in Review, Membership and Future Priorities presentations

Tickets: \$49 +GST (per person)

No. of tickets: _____

MHCA Annual Chairman's Gala *Under The Sea*

Friday, November 18, 2016

**RBC Convention Centre
York Ballroom
Winnipeg, MB**

Cocktails 6:30 pm

Dinner 7:30 pm

Tickets \$205 +GST per person
(all inclusive)

Tickets available as individual or tables of 10

No. of tickets: _____

Company: _____ **Contact Person:** _____

Phone: _____ **Please Invoice:** _____

Credit Card #: _____ **Exp. Date:** _____ **3-Digit Security Code:** _____

Card Holder Name: _____ **Signature:** _____

Delta Winnipeg, reservations: 1-844-294-7309 - room rates starting at \$135

Quote: Manitoba Heavy Construction Association

Fill out this form in full and fax it to Christine Miller at the MHCA office at 204-943-2279 or email christine@mhca.mb.ca
To request a special meal, to accommodate any food allergies and/or dietary restrictions, please call or email Christine at 204-947-1379

CONSTRUCTION ASSOCIATION DEFENDS INDUSTRY INTERESTS

There are some hot issues on the agenda of the Canadian Construction Association (CCA) these days as everything from prompt payment, “social procurement” policies, and the reviled “reprisal” clauses pose cross-industry challenges in Canada.

All of these items have potential to impact the costs that contractors have to consider when bidding on publicly funded infrastructure projects, says Gil Brulotte, Chair of the CCA.

Brulotte and CCA President Michael Atkinson met with the MHCA board in Winnipeg Oct. 14.

‘Reprisal clauses,’ which are surfacing in use, essentially disqualify contractors from bidding on public work if they are or recently have been engaged in a law suit from past contracts with that government. The CCA and the MHCA vehemently oppose the inclusion of reprisal clauses, also known as exclusion clauses, in any public tendering process.

The CCA’s Civil Infrastructure Council (chaired by MHCA past-chair Henry Borger) endorsed funding a lawsuit by a BC contractor challenging the City of Burnaby’s use and reliance upon a reprisal clause.

Brulotte said the reprisal clause issue is a good illustration of how complications can creep in across the construction landscape in a country – and how cross-industry trade associations benefit from joint advocacy and membership.

There is strength in numbers – especially when it comes to potentially expensive forays into the court arena to defend what is seen as a Charter right and basic contract law, both Brulotte and MHCA President Chris Lorenc stressed. Reprisal clauses essentially punish contractors who use their right to resort to the courts whether as plaintiff or defendant, to settle intractable disputes over contracts.

Borger noted that the private contractor in Burnaby, BC, now taking the municipality to court over the clause is facing a huge expense that would be unaffordable for a business owner to carry, alone. Trade associations have mustered financial support for the suit.

“This could go to the Supreme Court of Canada,” Brulotte said. “We’ve got to prevent public owners from using clauses that deny the right to due process, including access to courts to litigate disputes.”

Below is a summary of some other topic areas the CCA is working on at the national level:

- The federal government is seeking to embed “social procurement” as part of federally funded infrastructure projects. The CCA is opposed to using public procurement to “advance unrelated community benefits... where they jeopardize the integrity of the competitive bid system.”



- CCA has struck a working group with the federal government to resolve the issue of “prompt payment” – getting payment/cash flow to contractors on federal projects, throughout the payment chain which includes project owners, prime contractors, subcontractors and suppliers.

- A CCA Indigenous Engagement Best Practices Guide will be available shortly on the CCA website. It is the first of its kind to be tailored specifically to the construction industry. The research, development and writing of the guide was co-chaired by MHCA president Chris Lorenc.

“These are the kinds of substantive matters that the CCA deals with on our behalf. It provides a clear value proposition for being a member of the CCA,” said Walker.

Above (L to R): Chris Lorenc, MHCA; President Gil Brulotte, CCA Chair; Derek Walker, MHCA Chair; Michael Atkinson, CCA President.

CCA'S INDIGENOUS GUIDE OPENS DOORS TO EFFECTIVE ENGAGEMENT



Lindsey Cole, Daily Commercial News, October 17, 2016

The Canadian Construction Association (CCA) has endorsed the launch of an Indigenous Engagement Guide with the hope of creating a pathway for those in the construction industry looking to communicate more effectively with indigenous companies and communities across Canada.

"This isn't an opportunity and will never be an opportunity where there is one size that fits all," said Chris Lorenc, a CCA board member who was also the indigenous guide project management committee co-chair along with Victoria LaBillois. "The objective here was to provide an easy-to-read national review that speaks to an introduction — that is a door opener that provides a pathway to engagement success."

Lorenc, who is also president of the Manitoba Heavy Construction Association, told members of the business and market development committee he took away five "Ps" from the guide that can be applied to companies of all sizes when engaging with indigenous communities: presence, persistence, patience, partnership and profit.

"You need to ensure that your presence is persistent and patient because this is a long-term investment," he explained. "It is only with presence, persistence and patience that you can establish a partnership with the community."

He said the outcome of those "Ps" is profit, which can have many meanings, such as additional education and training for those in the community, enhancing the capacity of companies that function in and around that community, the project that is being discussed itself and job creation. The CCA commissioned the guide at a cost of \$80,000. It was researched and written by Indigenous Works (formerly the Aboriginal Human Resource Council), an organization that helps companies increase indigenous workplace performance as well as build relationships with indigenous people, businesses and communities. The guide provides general information, guidance and insights into indigenous engagement strategies and defines engagement in several ways:

- with indigenous people — for recruitment or employment;
- with indigenous business — for partnerships, procurement or allies; and
- with indigenous communities — for investments, partnerships or other reasons.

"This is first of all a great team effort," said Kelly Lendsay, president and CEO of Indigenous Works.

"We said the goal has to be we have to produce a guide that would be a value to the industry. It has to have utility. Let's not be afraid of the good, the bad and the ugly."

Lendsay highlighted an extensive process to create the guide that involved volunteers who took part in the project management committee, the national advisory committee, industry focus groups and other stakeholder consultations.

"In our culture storytelling is important. It's a way to impart knowledge, wisdom," he said, adding a component of the guide features sections called "Talking Stick Tips," named after a traditional communication tool. "We used the talking stick as symbolism."

The guide notes talking sticks are a means of "orderly, just and impartial listening. They give everyone a voice."

Craig Hall, chief operating officer at Indigenous Works, said the guide is really made up of two sections.

The first component is about "knowing and understanding," and is meant to educate owners and managers about what they need to know when it comes to engaging and building relationships with indigenous communities.

The second section provides more of a how-to guide and is entitled Indigenous Engagements and Relationship Building.

The guide will be released on the "members only" section of the CCA website where it can be downloaded. A more ceremonial and formal launch may take place at a later date, the committee noted.

To read the full article visit dailycommercialnews.com

TEMPERATURE CHECK: MHCA STAKEHOLDER SURVEY SUMMARY



In June of this year MHCA surveyed both members and non-member COR companies about how we engage with them and communicate important information. In total, 131 companies responded to the survey to share their experiences and thoughts about the organization.

Responses primarily focused on communication and training and let us know both what we're doing well and what areas companies feel we can improve upon.

Here is what we heard about communication:

- Digital communications such as Heavy News Weekly and MHCA emails are useful – in fact more than 2/3 of respondents indicated they read Heavy News Weekly often
- Members enjoy the frequent and easily accessible communication MHCA provides
- The MHCA website and the resources housed within it needs to be up to date and accessible

We are currently working on optimizing and improving our website, and also on continuing to provide timely, topical and thorough information to our members and COR™ companies.

Here is what we heard about training:

- Training is a significant reason many stakeholders are part of MHCA – 79.25% of respondents indicated training was a main reason for membership
- Members would attend more training if more was offered
- Materials and trainers must be up to date and accessible

We are also working on updating our materials and ensuring all trainers are in touch with leading-edge principles in their respective subject areas.

MHCA would like to thank everyone who responded to the survey for their thoughtful insight. Rest assured we take your comments – both positive and constructive – to heart and will be working on the website and increasing training accessibility in the coming months.

Bob Reidy
Chair Membership Committee

UPCOMING MHCA MEETINGS

Rental Rates Committee
MHCA Office
November 01, 2016 - 12:00 noon

MHCA Annual General
RBC Convention Centre
November 18, 2016 - 9:30 am

MHCA Executive Committee
MHCA Office
January 18, 2017 - 12:00 Noon

Membership Committee
MHCA Office
November 02, 2016 - 12:00 noon

MHCA Board of Directors
RBC Convention Centre
November 18, 2016 - 11:00 am

MHCA Board of Directors
Location TBD
January 25, 2017 - 12:00 Noon

Aggregate Producers Committee
MHCA Training Room
November 02, 2016 - 2:00 pm

MHCA Executive Committee
MHCA Office
November 30, 2016 - 12:00 Noon



SMASHING THE MYTHS OF INVESTING ABROAD

Peter G Hall, Vice President and Chief Economist



Frustration with the sluggish global economy is mounting. Voters are more restless than ever, leading to rancorous debates about who's to blame. These are reviving myths about how the inter-national economy really works. Protectionist rhetoric seems to be reaching a feverish pitch, with outward corporate investment being viewed as the villain that's hollowing out the domestic economy. Is this true, or have the debates got it all wrong?

Talk to the enterprises with investments abroad, and they tell a very different story. Trouble is, anecdotes aren't completely convincing; they can be generally viewed with suspicion, or isolated as special cases. To get to the facts, EDC decided to survey Canadian firms that have invested abroad, asking them about their experiences. In the study authored by Daniel Koldyk, 546 firms responded to key questions about how they are operating their foreign affiliates. Their answers produced five key findings that cut through the main popular myths.

First, foreign affiliates strengthen Canadian employment and domestic operations. Most people think of outward investment as Ross Perot's 'giant sucking sound', robbing jobs from the homeland. However, 85 per cent of Canadian firms said that their foreign investments either increased or had a neutral effect on their Canadian employment. In addition, 69 per cent said that their domestic operations were important or very important in supporting their foreign operations.

Second, foreign operations of Canadian firms are leading to higher pay for Canadian employees. That stands in stark contrast to popular images of armies of cheap foreign labour helping to slash domestic wages. In fact, almost all respondents to the survey said that foreign affiliates had a positive or neutral impact on Canadian compensation. The bulk of those polled – 60 per cent – said the effect was neutral, while almost one-third said that the effect on compensation was positive.

Third, foreign affiliate activity makes Canadian companies stronger. On ten key competitiveness measures – including sales, the customer base, profits, growth, market share, innovation, productivity – a majority of respondents cited positive or highly positive impacts from having foreign operations. The flipside of this is that without the foreign operations, these Canadian firms would be more vulnerable to foreign competition, and less able to sell globally.

Fourth, the main driver of foreign affiliate activity is not cost-cutting. It's popular to think that it is, but the survey disagrees. While it is definitely an element of the decision to locate abroad, according to respondents, the main driver for establishing foreign operations is actually increased sales – both in the foreign market itself, and in other foreign markets that can be accessed through the offshore operation.

Fifth, foreign affiliates are helping Canadian firms diversify their client base and business models. True, the US will be our prime market for a long time to come, but growth is being heavily influenced by emerging markets. Of the 29 per cent of respondents that are planning to establish new foreign operations in the next five years, 54 per cent of these will be in Asia, with China and India grabbing the lion's share of these. This is hardly a break with the past; since 1999, foreign affiliate sales by Canadian firms have grown 23 per cent in the US, while at the same time they surged by 267 per cent in emerging markets. In fact, total foreign affiliate sales in emerging markets have climbed to half of what they are in the US, and are greater than Canadian affiliates' sales in other OECD countries.

Data have long since proven that the Canadian economy is far more diversified than most think. Studies usually stop at the goods and services that cross our borders into other markets. Today's market combines that with increasingly important foreign affiliate sales, which are now almost as large in dollar terms as traditional trade. It's a trend that successful Canadian exporting companies can't ignore, a key to future success.

The bottom line? Myths about modern international trade sell well, but they're dead wrong. Leveraging international operations is good for Canadian firms and for the economy in general, and is enabling us to tap into the key sources of future growth.

Training Schedule

WINNIPEG - MHCA Office 3-1680 Ellice Ave.

OCTOBER

- 25 Flagperson 1/2 day AM
- 28 Auditor Refresher 1/2 day PM

NOVEMBER

- 8 Flagperson 1/2 day AM
- 8 Committee/Representative Training 1/2 day PM
- 9-10 Office Traffic Control Coordinator
- 17 Environmental Practices 1/2 day AM ★
- 17 Written Communication 1/2 day PM ★
- 21-22 COR™ Leadership in Safety Excellence**
- 23 COR™ Principles of Health & Safety Management**
- 24-25 COR™ Auditor**
- 28 Excavation & Trenching 1/2 day AM
- 28 Auditor Refresher 1/2 day PM
- 29 Train the Trainer

DECEMBER

- 12-13 COR™ Leadership in Safety Excellence**
- 14 COR™ Principles of Health & Safety Management**
- 15-16 COR™ Auditor**
- 19 Flagperson 1/2 day AM
- 19 Committee/Representative Training 1/2 day PM
- 20-21 Traffic Control Coordinator
- 22 Excavation & Trenching 1/2 day AM

BRANDON - St. John's Ambulance Shopper's Mall, 1570 8th Street

OCTOBER

There is no scheduled training for Brandon in October at the moment.

NOVEMBER

- 21-22 COR™ Leadership in Safety Excellence**
- 23 COR™ Principles of Health & Safety Management**
- 24-25 COR™ Auditor**

DECEMBER

There is no scheduled training for Brandon in December at the moment.

★ Leadership Certificate Program/Gold Seal

Construction Safety Excellence™



SAFETY TALK

Driving and Back Pain

Explain dangers

Even when you are sitting still in a moving vehicle, your body is subject to forces that can increase your risk of developing lower back pain.

Because your hands and feet are actively involved in the driving task, they are not able to support and stabilize your lower body.

In order to support the upper body, the lower back muscles have to be constantly active. This results in muscle pain in the lower back.

Identify controls

- Adjust the seat for a comfortable sitting position that gives you full access to the vehicle controls
- Adjust the steering wheel for a comfortable arm position
- Adjust the mirrors so that you have good visibility while maintaining a neutral neck position
- If the seat has an air suspension system, adjust it so that the seat is comfortable and provides support

- Try to get out of your vehicle every hour or two to stand, stretch, and move around for a few minutes.
- Do not do any heavy lifting immediately after a long period of driving
- Try not to sit down with your wallet in your back pocket
- Maintain a good sitting posture by putting a cushion between your lower back and the seat to keep the natural curve of your lower back
- Do not sit in one position for a long time. Change your position by arching your back to reduce muscle tension

Demonstrate

Ask your workers to describe any back problems they have had while driving.

Show workers a comfortable sitting position while driving. With feet on the pedals, recline the seat so that shoulders are slightly behind the hips and move the seat until the knees are the same height as the hips.

Print and review this talk with your staff, sign off and file for COR™ / SECOR audit purposes.

Date: _____

Performed by: _____

Concerns:

Employee Name:

Supervisor: _____

Location: _____

Corrective Actions:

Employee Signature:



MOVING TO MANDATORY COR™

WORKSAFELY™ Back to You with Don Hurst

In the field, our safety advisors are sometimes asked about the value of Certificate of Recognition - COR™. Workplace time loss/injury numbers fall when companies invest in safety certification.

The Province of Manitoba requires a valid COR™/SECOR™ for construction contracts or subcontracts valued at \$100,000 or more.

Some of you question the fairness of allowing non-COR™ companies to bid on contracts of less than \$100,000. It's a legitimate view because certified contractors bear the expense of certification regardless of the value of the contract awarded.

The MHCA agrees. We have taken the position that COR™ should be required on all government work, regardless of the contract value. Hazards lurk in all workplaces and they don't discriminate based on the size of the job.

We have sent that message to the provincial government. We want government-wide contract policy to **require COR™ - or its equivalency - on all its work.**

Stay tuned, we will bring you news on this as it comes.

If you have any concerns or issues, don't hesitate to contact your area's safety advisor, or myself at don@mhca.mb.ca 204-594-9051.

KNOW YOUR WORKSAFELY™ ADVISOR

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Kristen Ranson

WORKSAFELY™ Administrative Assistant
E: Kristen@mhca.mb.ca T: 204-594-9056 C: 204-330-3520

To contact your WORKSAFELY™ Advisor assigned to your area, please see mhca.mb.ca/worksafely/know-your-advisor

MEET YOUR WORKSAFELY™ ADVISOR

Randy Olynick



Randy Olynick joined the WORKSAFELY™ team back in August of 2015. He is currently the Safety Advisor for the eastern region.

Randy has extensive knowledge and experience in safety and health regulations, investigations and the COR™ program. He worked in safety and health in both the private and public sector for over 15 years. Prior to joining WORKSAFELY™, Randy was the supervisor of Environment, Safety and Health at Amsted Rail - Griffin Wheel in Winnipeg.

Randy is always willing to go the extra mile for his companies. He enjoys traveling out to eastern Manitoba to visit his clients. He is also happy to help them out with their COR™ certification and auditing questions.

If you would like to contact Randy Olynick regarding, COR™, training, internal and external audits and any health and safety related issue, he can be reached at:

Randy Olynick
3-1680 Ellice Ave.
Winnipeg, MB R3H 0Z2
Ph: 204-594-9057
randy@mhca.mb.ca

Upcoming training with Randy:

- Oct 19 Principles of Health & Safety Management - MHCA Office
- Oct 25 Safety Committee / Representative Training - MHCA Office
- Nov 14 & 15 Leadership in Safety Excellence - MHCA Office
- Nov 22 Safety Committee / Representative Training - MHCA Office
- Dec 15 & 16 Auditor Training - MHCA Office
- Dec 19 Safety Committee / Representative Training - MHCA Office

Starting November 17th, WORKSAFELY™ will be bringing back the Leadership Certificate Program.

These courses are the best way to become Gold Seal Certified.

November 17

Environmental Practices 1/2 day AM - MHCA Office
Written Communication 1/2 day PM - MHCA Office

January 16

Team Leader 1/2 day AM - MHCA Office
Human Resource Practices 1/2 day PM - MHCA Office

February 13

Effective Delegation 1/2 day AM - MHCA Office
Resolving Workplace Conflicts 1/2 day PM - MHCA Office

March 13

Effective Meetings 1/2 day AM - MHCA Office
Verbal Communication 1/2 day PM - MHCA Office





Engineering and Operations Division
Materials Engineering Branch
920 – 215 Garry Street, Winnipeg, Manitoba, Canada R3C 3P3
T 204-945-8982 F 204-945-2229
www.gov.mb.ca/mit

October 12, 2016

Summary of Changes for 2017 Spring Road Restrictions (Order #1)

SUMMARY OF CHANGES:

Added Restriction:

- None

Removed Restriction:

- PR 200- PR 305 to PR 210 (St. Adolphe)
- PR 415- PTH 7 to 1.0 km west of PTH 7
- PTH 3- South junction PTH 83 to the Saskatchewan boundary
- PR 256- PTH 2 to 3.2 km north of PR 255

See www.gov.mb.ca/mit/srr

For further information about the 2017 Spring Road Restrictions

Original signed by

M. Alauddin Ahammed, Ph.D., P.Eng.

Pavement Design Engineer

Phone: (204) 792-1338

Email: Alauddin.Ahammed@gov.mb.ca

To view the full 2017 Spring Road Restrictions order, visit mhca.mb.ca.