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EASING THE MOVEMENT OF SAFETY-CERTIFIED COMPANIES, INDIVIDUALS ACROSS CANADA BACK TO YOU

Temporary advertising ban disrupts provincial tendering

Message from the President



The Pt. Douglas provincial byelection, called for June 13, has created difficulty for our industry at one of the busiest times of the construction season. It's come to my attention that provincial tendering agencies and departments, to varying degrees, have restricted advertising of tenders for construction contracts. This needs to be addressed quickly – for this season and to prevent similar issues from recurring in future years.

I think the issue springs from an overly broad – and unwarranted – interpretation of the provincial Election Financing Act. Section 13 of the act was intended to halt, during an election period, government communications that could give the incumbent party an advantage during a campaign.

Sec. 13 requires communications to stop 90 days preceding (and including) the day voters go to the polls. The statute includes byelections.

However, there are important exemptions to the black-out period, and they include advertising “to solicit proposals or tenders for contracts” and the continuation of ads previously sent by agencies. Further, the act expressly allows for advertising that “is in continuation of earlier publications or advertisements and is required for ongoing programs of a government department.”

I have contacted departmental officials voicing our concern about the apparent halt to tender advertising.

Government tender and awards schedules – the very essence of an ongoing government program – cannot be disrupted by election campaigns. Manitoba's construction season is far too short to take a 90-day break from the business of getting roads, highways and sewer and water projects started.

I am anticipating that appropriate directions will be given to continue normal procurement practice. It is important to clear up this confusion to prevent recurrence in future election periods.

If you have had similar experience with the government advertising ban and tender/ award advertising, please let us know. Send details to MHCA Policy and Communications Manager Catherine Mitchell at catherine@mhca.mb.ca



Chris Lorenc, B.A., LLB.
President, MHCA



2017 GOLF CLASSIC

Wednesday, August 9, 2017 | Elmhurst & Pine Ridge Golf Courses

MAJOR EVENT SPONSOR: **AON**

REGISTRATION FEE: \$260 / person ^{+GST}

9:30 a.m. - Registration desk opens
11:00 a.m. - Shot gun start

FOUR PERSON TEXAS SCRAMBLE INCLUDES:

- Green fees & motorized cart
- An assortment of contests
- Delicious steak dinner
- Bus shuttle between courses before/after dinner

The MHCA Board has unanimously determined that to enable as many MHCA member companies to participate in the golf tournament the following registration policy will apply -

- member companies with no affiliates will be each entitled to a max of two (2) teams.
- member companies with affiliates will be entitled to one (1) team per parent company and one (1) team per affiliate company.

All companies must be MHCA members in good standing.

Pace of play will be addressed to further improve the game day experience. We appreciate your cooperation

MHCA Member company _____

Team Captain _____

Email _____

Team _____

V _____

Signature _____

Dinner only (\$50 / person) _____

The Annual Golf Classic is SOLD OUT.

Any further team forms submitted will be put on the waiting list.

Thank you for your cooperation.

Submit registrations to Christine Miller by email only : christine@mhca.mb.ca

Reminder:

This event sells out fast; therefore, registrations are on a first come, first serve basis. Any additional registrants will be placed on a waiting list. If you are not registering a full team, the extra spaces will be filled by the MHCA Events Committee.

Team captains will be notified by email (email must be provided on the registration form) about course location **mid July 2017**.

****All team captains are responsible for notifying their team of course placement.****

As per MHCA Board policy, **only registrations cancelled prior to July 20, 2017 will be refunded**

Disrespectful conduct of any kind towards any person during the tournament is not acceptable. It may result in immediate eviction and/or future tournament suspension.

Dress code will be in effect.



LAWSON

CONSULTING & SURVEYING



Saskatchewan's 'local preference' rules offend free trade, procurement: Lorenc

MHCA calls upon Pallister government to intervene to support a level playing field



Photo courtesy of CBC News Manitoba

The MHCA has called upon the Pallister government to push back against trade practices in Saskatchewan that will make it tough for Manitoba contractors to bid for infrastructure work in that province.

The practices are particularly offensive, MHCA President Chris Lorenc says, because they work against the spirit and intent of the internal agreement on trade, the new Canada Free Trade Agreement and – most notably – the New West Partnership Trade Agreement.

The NWP is a Western Canada 'open trade' pact that Manitoba signed onto earlier this year. Yet, SaskPower is still restricting its competition for procurement contracts to bidders from that province, B.C. and Alberta, the other members of the NWP.

Manitoba's Crown corporations, agencies and departments do not similarly restrict out-of-province companies from competing here for work. The uneven playing field is untenable, Lorenc added.

"Manitoba's market is competitive enough without now facing the inability to bid work in neighbouring Saskatchewan, while its contractors have open, free and unfettered access to ours," Lorenc wrote in a letter in April to Premier Brian Pallister and ministers in relevant departments.

"Saskatchewan's restrictive procurement practice, 'cloaked in the NWPTA,' should be unacceptable to Manitoba."

Further, the MHCA has protested bidding rules issued by Saskatchewan's Highways and Infrastructure Department. Lorenc sent a second letter June 6 to the premier and three ministers asking the government to intervene immediately on the bid rules and supplementary requirements in that Saskatchewan department which amount to local preference for awarding contracts.

The department requires information from bidders as to their knowledge of local conditions (such as environmental and geotechnical conditions) and past experience working with local authorities, such as municipalities, regulatory agencies and landowners.

The unfair procurement practices amount to a sucker punch for Manitoba contractors who have long had concerns that Saskatchewan companies have the upper hand in competing for work here. It is frustrating, Lorenc said, to see that the opportunity to compete for work in Saskatchewan is made more difficult because of local-preference rules.

A trade official in the Growth, Enterprise and Trade Department responded to the MHCA letter on June 1. The official explained that while Manitoba is a member of the New West Partnership now, the agreement gives this province time to get its procurement rules in line with those of the three other member jurisdictions .

The letter noted that a number of Manitoba's Crown corporations "have never been subject to any procurement obligations under trade agreements and will need to significantly adjust their practices..."

The trade agreement requires this be done by January 1, 2019.

"Unfortunately, until procurement by Manitoba's Crown Corporations is fully covered under the NWPTA, the NWPTA Transitional Measures provisions (Article 9) indicate that Manitoba does not gain any dispute settlement rights against the other provinces on this issue."

The letter pointed out that as part of the new Canada Free Trade Agreement, some (but not all) of the work to move Manitoba Crowns into the open procurement regime will happen earlier, because that trade deal carries a compliance deadline of July 1, 2018.

But Lorenc pointed out that as things stand, the effect of the double hit – from SaskPower and its Highways and Infrastructure department – means that Manitoba contractors are severely disadvantaged for a long time.

"This still leaves in place, effectively, two full construction seasons, where Manitoba contractors and suppliers can only watch non-Manitoba companies access our market, enhance their competitive project experience and fiscal/bonding/capital capacities, while those same opportunities are denied us in the three western provinces," Lorenc wrote.

The MHCA has asked for assurance, in the meantime, that Crown agencies have been directed to size, scale and scope projects to ensure Manitoba contractors and supplier are not squeezed out of bid opportunities. Further, the Pallister government should push the Crowns to speed up their compliance with the NWPTA procurement standards.

More immediately, our provincial government needs to pressure the Saskatchewan government to eliminate restrictive trade practices "to ensure open, unfettered, competitive, level playing field," Lorenc said.

The MHCA awaits response on these matters and will provide updates to the industry as they come.



2017 MHCA Annual Golf Classic

SPONSORSHIP OPPORTUNITIES

Wednesday, August 9, 2017 | Elmhurst & Pine Ridge Golf Courses

Let us advertise your company, products and/or services at one of the largest and most popular golf tournaments for the heavy construction industry in Manitoba! Don't miss out!

MHCA MEMBERS FIRST COME... FIRST SERVED

HOLE SPONSORSHIP

\$450 ^{+GST}

SOLD OUT

DUAL HOLE SPONSORSHIP

\$725 ^{+GST}

SOLD OUT

LONGEST DRIVE

\$450 ^{+GST}

SOLD OUT

CLOSEST TO THE LINE

\$450 ^{+GST} (includes prize & sign)

CLOSEST TO THE PIN

\$450 ^{+GST} (includes prize & sign)

CHIPPING CONTEST

\$450 ^{+GST}

SOLD OUT

FREE PUTTING CONTEST

\$450 ^{+GST}

SOLD OUT

BUS TRANSPORTATION

\$425 ^{+GST} / two buses

- Donation towards bus shuttle between courses

"TOURNAMENT BALL" CONTEST

\$075 ^{+GST}

plus prize donation in excess of \$250 per course

- Will hold one team entry per sponsorship until June 15. *Team registration fees extra.*
- Each team will use your corporate golf ball.

BEVERAGE CART / DRINK SPONSORSHIP

\$1,250 ^{+GST}

/ per course

- Will hold one team entry per sponsorship until June 15. *Team registration fees extra.*
- Windshield signage on each golf cart.

GOLF CART SPONSORSHIP

\$1,250 ^{+GST}

/ per course

- Will hold one team entry per sponsorship until June 15. *Team registration fees extra.*
- Windshield signage on each golf cart.

TEAM ENTRIES:

- Team registration forms and fees still need to be completed and sent to the MHCA
- If you forfeit your team entry, please notify the MHCA ASAP

SPONSOR RECOGNITION INCLUDES:

- Networking at one of the largest golf tournaments in Manitoba
- Exposure to over 380 private sector decision makers in the heavy construction industry
- Recognition throughout the facility, on the golf carts, and in the dinner programs
- Recognition in the MHCA's Heavy News Weekly, which is circulated to over 1,000 companies plus stakeholders, associations, MPs, MLAs, city councillors, and agencies, at all three levels of government, across Manitoba

NOTE:

- Sponsors wishing to have representatives on the hole are subject to approval by the Events Committee and must notify the organizer of representation prior to **July 12, 2017.**
- Sponsor reps are responsible for payment of their own meal(s) - **\$50/person.**
- **Dress code in effect for all volunteers.**

Company: _____ Sponsorship Package: _____
(one or both courses)

Contact Person: _____ Phone: _____ Email: _____

Visa/MC/AMEX: _____ Exp.: _____ Signature: _____

Special Instructions/Reps: _____ Staying for dinner (\$50): _____

Please email completed form to Christine Miller at christine@mhca.mb.ca



**Canadian
Construction
Association**

Expert panel on environmental assessments makes an impact

Michael Atkinson, CCA President, CCA Spring Quarterly 2017

The expert panel charged with making recommendations to the Minister of Environment and Climate Change on reforms to the Canadian Environmental Assessment Act (CEAA) released its report in early April. Its recommendations include moving the assessment process "... beyond the bio-physical environment to encompass all impacts likely to result from a project both positive and negative". In fact, it calls for environmental assessments to become "impact assessments".

An impact assessment (IA) would include Indigenous considerations such as impacts to Aboriginal and treaty rights and interests and identify appropriate accommodation measures. "This process", the report says, "should contribute to a meaningful nation-to-nation relationship."

In addition, the panel is recommending that the "triggers" for a federal impact assessment be widened to include anything that affects federal land or federal interests, including obligations to First Nations, Métis and Inuit.

The report also points out that due to the broad range of information to be collected and evaluated in an IA, no single government would have full authority to regulate all impacts and that all levels of government in Canada, including Indigenous governments, may each have responsibility.

The report further recommends that IA authorities be permitted to estimate the cost and timeline for each phase of each major project assessment and then keep track of how it's proceeding rather than be tied to the current law that requires federal environmental assessments to be completed within one or two years, depending on the project's size and complexity. The panel suggested the existing time frames were slowing down the process since they permit time outs and time extensions.

The big question is to what extent expanding these assessments in terms of their subject matter, their participants, and their objectives will make the process, from the proponent's perspective, more certain or more "muddied", more cost-effective or costlier, more streamlined or more burdensome. Landing on the wrong side of this comparison could severely impair future investment in Canada's key resource industries.

These, however, are merely recommendations and the federal government is inviting all Canadians to read the expert panel report and share their views by May 5, 2017 at letstalkea.ca. CCA was represented on the Multi- Interest Advisory Committee that advised the expert panel and will be responding to the report.

WCR&HCA conference & future direction

The WCR&HCA Board of Directors at its May 30, 2017 meeting determined that it was in the collective best interests of the organization, its members and sponsors, not to proceed with a 2018 WCR&HCA Convention.

Concurrently, the Board has also directed that a strategic planning session be convened and concluded before the end of 2017 to determine the future directions of the WCR&HCA, including the hosting of conferences.

On behalf of the Board and members, we sincerely appreciate the attendance at and support for the conferences, received in the past from all attendees and sponsors. We thank you for your continued support of industry association advocacy work whether at the provincial, regional or national level.

Should you have any questions, please feel free to contact Chris Lorenc, President WCR&HCA, at 204.947.1379 or clorenc@mhca.mb.ca





Diversification: in vogue again

Peter G Hall, Vice President and Chief Economist



We never learn, do we? When that big basket of ours seems like the best thing going, what do we do? We put all of our eggs into it – or most of them, anyway. Seems like it happens over and over again: when things are going well with our top client, we put our full weight into serving them. When it's the big thing we do in our economy – like energy, other resources, a key manufacturer – we really love the good times, and they distract us from the other things we do, or could be doing. And there's always that critical international client, which in the case of the Canadian economy is the US market. Then when something goes wrong, invariably we say, "We should have diversified!"

Well, the 'D' word is back in vogue. US anti-trade talk has turned into action, and has a lot of Canadian exporters worried. The Trans-Pacific Partnership was one of the Administration's earliest casualties, and NAFTA renegotiation is now on the August 2017 docket. Individual industries have alternately been in the crosshairs: the new President took early aim at the auto sector. Expiry of the Softwood Lumber Agreement fell into the Administration's lap, and it hasn't missed an opportunity to talk tough. Canada's dairy industry has also been singled out as a target. Attacks on trade may become a tax on trade that is perhaps the most damaging overall proposal to date. Without concrete policies to react to, business on both sides of the border is in a quandary, not quite sure how to strategize.

Ideas are flying fast, and one of them is the old stand-by, diversification. Canada remains highly exposed to the US market, which under normal conditions would be a great thing. Growth stateside is setting the pace for the developed world, and new and exciting developments suggest an upswing that can be sustained for a number of years. Current Canadian export activity reflects this – growth in international shipments of our merchandise has risen at an annual rate of over 18% since June of 2016, and the US market is a key driver of the activity. With that now at risk, exporters are looking at other markets as a form of sales insurance. What are the prospects?

Just in time, Canada is inking the CETA agreement with Western Europe. Sure, Brexit has raised a key existential question for the EU, but it seems that nobody over there is actually giving up on trade mechanisms. First, the dependency is so high. Second, anti-trade parties seem more recently to be losing elections. And third, Britain is doing all it can to secure the trade relationships it already has, and to ink even more agreements. Key Canadian exporters, like the agri-food and auto industries and others besides, stand to gain from the deal, which seems bound to diversify Canada's trade among developed economies.

What about fast-growing emerging markets? Here, Canada is already on the move. In 2000, we shipped just 5% of our goods to emerging markets. By 2008, it was 12%, an extraordinary increase over such a short span. Emerging market woes in recent years haven't rolled this back: the share hit 13% in 2013, and has held steady since. The bulk of this – 86% – is in three markets, China, Mexico and India, respectively, but others are also rising at a torrid pace.

The diversification runs deep. All of Canada's provinces are participating. Saskatchewan is a standout, head and shoulders above the rest. British Columbia is also impressive, with 25% of its goods headed for the emerging world. It has also seen the most progress since 2000, rising from an initial share of just 8%. Ontario was the least active in emerging markets in 2000, and has only moved up one spot since. In contrast, Quebec went from being below the national average to slightly above by 2016.

All industries are also more into the emerging world than they were back in 2000. Top of the heap is the agri-food sector, while the auto industry is a notable laggard. The most improved? It's actually hard to pin down. Resource exports show well, but higher-valued exports are generally keeping up.

The bottom line? Diversification is not just a good idea; it's alive and well in Canada. Increased emphasis on this in the coming months and years may well see the rate climb. Given superior emerging market growth, it's also likely to happen organically. It should boost the bottom line, and the predictability of sales.



Easing the movement of safety-certified companies, individuals across Canada

WORKSAFELY™ Back to You with Don Hurst

The Canadian Federation of Construction Safety Associations (CFCSA) works as an umbrella organization for provincial and territorial construction safety associations, with a shared interest in promoting awareness of construction health and safety. MHCA WORKSAFELY™ is a member of CFCSA.

At the annual meeting this year, which took place May 31 to June 2 in Calgary, CFCSA members worked on strategies to align programs from across Canada, specifically on two issues:

1. Improving the ease of movement of COR™ certified companies across Canadian jurisdictions
2. Improving the ease of movement across Canada of individuals who have obtained their NCSO

WORKSAFELY™ is working with CFCSA members to advance initiatives that will enhance the quality and effectiveness of COR and the NCSO designation.

Watch future editions of the Heavy News Weekly, as we will provide greater detail on the developments flowing from these discussions at the CFCSA meeting.

KNOW YOUR WORKSAFELY™ ADVISOR

Don Hurst, B.A., M.A. (Econ.)

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

Training Schedule

**TO REGISTER,
PLEASE CONTACT:**
Kristen Ranson
kristen@mhca.mb.ca

WINNIPEG - MHCA Office 3-1680 Ellice Ave.

JUNE 2017

9	Transportation of Dangerous Goods 1/2 day AM	19-20	COR™ Leadership in Safety Excellence
12	Flagperson 1/2 day AM	21	COR™ Principles of Health and Safety Excellence
12	Committee Representative Training 1/2 day PM	22-23	COR™ Auditor
15	Auditor Refresher 1/2 day PM (no charge)		

JULY 2017

10	Flagperson 1/2 day AM	17 - 18	COR™ Leadership in Safety Excellence
10	Committee/Representative training 1/2 day PM	19	COR™ Principles of Health & Safety Management
11 - 12	Traffic Control Coordinator	20 - 21	COR™ Auditor
13	Excavating & Trenching 1/2 day AM		

August 2017

14	Flagperson 1/2 day AM	21-22	COR™ Leadership in Safety Excellence
14	Committee/Representative training 1/2 day PM	23	COR™ Principles of Health & Safety Management
15-16	Traffic Control Coordinator	24-25	COR™ Auditor
17	Excavating & Trenching 1/2 day AM	30	Train the Trainer

September 2017

8	Transportation Dangerous Goods 1/2 day AM	20	COR™ Principles of Health & Safety Management
12	Flagperson 1/2 day AM	21-22	COR™ Auditor
12	Committee/Representative training 1/2 day PM	25	Excavation and Trenching 1/2 day AM
14-15	Traffic Control Coordinator	25	COR™ Auditor Refresher (no charge) 1/2 day PM
18-19	COR™ Leadership in Safety Excellence		

★ Leadership Certificate Program/Gold Seal
 e-COR™ training and information session