



# The Heavy News Weekly

## Advocacy works



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**M**HCA's campaign to drive home to the taxpayers the real cost of cutting the highways budget has made an impact on government.

"We are not saying this battle is won, but we are laying good groundwork for our next steps," MHCA President Chris Lorenc said this week.

Lorenc reported to the MHCA Executive Committee Wednesday on the public messaging campaign, and the response heard from government and the public, to push back on the provincial cuts to the highways budget. Since 2016, Manitoba's investment in highways has been reduced by \$330 million — \$238 million in budget cuts, and \$92 million in under-expenditure over two budgets to date.

"The province would like you to think we've got our numbers wrong — we know they have written as much in a letter to our members — but the figures are all there for anyone to extract, from Manitoba Finance documents," Lorenc said. MHCA has used budgeted and actual expenditures in Manitoba Infrastructure's highways budget from 2016 to 2018 to produce the \$330-million estimated reduction number.

"Moreover, we have shared at multiple meetings and in writing, our multi-year budget analyses, and the impacts of unprecedented cuts to the highways capital program to the economy and lost income to industry's workers," Lorenc noted. "Not once have they suggested any error. In fact, they acknowledged having no argument with our numbers."

Public messaging, through prime-time radio ads and billboards at busy intersections in four cities, is informing Manitobans on the full consequences of the cuts and asks them to call the Premier, the ministers of Finance and Infrastructure and their MLAs, to tell them to *Fix Our Roads*.

Social media ads posted on Twitter and Facebook started this week, as well. Further, the MHCA has an informative *FixOurRoads* tab on its website, for background information on both the gravity of the cuts and the importance of good roads to the economy and to traveling Manitobans. Investment in strategic infrastructure has significant return to the economy; one estimate (Gov. of Canada) pegged the return at \$1.60 for every \$1 invested.

# Promises made, promises broken – you be the judge

**The Infrastructure, Finance and Municipal Affairs ministers have sent a letter dated May 14 to MHCA members, asserting the MHCA has made “some incorrect statements in recent Manitoba Heavy Construction newsletters...”**

The letter does not state what the “incorrect” statements are, nor does it identify in which publications the inaccuracies exist. Further, in none of the association’s numerous meetings with the ministers, at which materials were tabled, was it ever stated we had our facts wrong. For the record:

In the 2016 campaign and after being elected, the PCs made various promises, including:

- elimination of the practice of sole-source contract award
- to maintain investment in traditional core infrastructure (land drainage, streets, sewer, water, highways, bridges and structures) at no less than \$1 billion annually
- invest no less than \$500 million in Manitoba Infrastructure’s annual highways capital budget.
- a budget set was a budget to be met and not underspent
- would apply 6 infrastructure investment guiding principles — a permanent, sustainable program; strategically invest to focus on economic growth; harness innovation in all areas; partner with the private sector; dedicate revenues to purpose; and, review annually for discipline to purpose

- implementation of an annual and 5-year highways capital investment program
- release of its infrastructure investment deficit report to underpin infrastructure strategies

Instead, this government has:

- sole-sourced two contracts for the Lake St. Marin Access road. Worse, in legislation before the House, it is proposing to relax rules and make it easier for government to sole-source construction contract awards
- expanded ‘core’ infrastructure definition to include schools, institutions, healthcare, recreation, allowing it to ‘fudge’ represented numbers and scale of infrastructure investment
- cut annual highways capital budget by 40% since 2016; by \$152 million, or 30%, in 2018, alone
- underspent by \$92 million over two budgets, \$72 million of which was in 2017/18
- backed away from public commitment to the 6 guiding principles
- refused to table an annual and five-year rolling budget
- refused to release the provincial infrastructure investment deficit report

## Our estimate of a \$330-million cut, since 2016, is derived from Manitoba Finance and Manitoba Infrastructure financial reports:

### Manitoba Finance, Provincial Budgets, 2016-2018

	2015-16	2016-17	2017-18	2018-19
MI Highways Cap (Budget)	\$588.5m (NDP)	\$540m (PC)	\$502m (PC)	\$350m (PC)

### Mb Infrastructure, Annual Reports, 2016-2017

	2015-16	2016-17	2017-18	2018-19
Highways Cap (Actual)	\$628.4m	\$520.1m	\$430m (3rdQuarter) estimate	

2016 to 2018	
Budget cuts	-238.5m
Under-expenditures	-92.0m
	<u>-330.5m</u>

Various studies by economic organizations, foundations and governments have agreed the economic impact of strategic infrastructure investment has amongst the highest return to GDP. Finance Canada estimated it to be as high as \$1.60 for every \$1 invested.

Using the \$1.60 multiplier effect, the economy has lost a further boost of about \$523 million, for a total of \$858 million loss.

# MHCA Executive Committee says 'no' to Winnipeg's 'local preference' push

**W**innipeg city council has sent out a survey seeking input on how to prepare a procurement procedure that gives preference to local businesses, but that questionnaire offers respondents no option to oppose the proposal, MHCA President Chris Lorenc told the association's Executive Committee May 16.

"By inference, anyone who fills out the survey will be considered in favour of such a policy, and — as proposed — it's a bad policy," Lorenc said.

MHCA will not be circulating the survey to member companies, as a result.



Earlier this month, city council voted to refer a proposal to write a procedure into Winnipeg's procurement policies to favour awarding to a local bidder, on contracts of less than \$100,000. The MHCA has a long-standing policy against such local preference clauses, on the grounds that free trade and level playing fields always return the best value to project owners and, in publicly funded work, to taxpayers.

The Executive Committee approved the MHCA engaging in city consultations to raise the issue of the merits of such a policy. Those consultations with the business community will be held later this month.

The 'buy local' issue was among a number of MHCA priorities on the table at the committee meeting. Other items included:

- A ministers' letter asserting MHCA made incorrect statements about Budget 2018 was sent to association members by the province; a full response to the letter is being considered
- The latest slice of the public campaign to push back on the province's Budget 2018 has been rolled out. 'Fix Our Roads' ads began appearing on Facebook and Twitter this week



- MHCA is working with other construction associations to respond to the demand for 'prompt payment' legislation on two fronts: a Law Reform Commission review of the Builders' Lien Act; and, a private member's bill (Bill 218) for prompt payment legislation. MHCA has solicited legal opinion for options of working through the Builders' Lien Act, in that context

- The MHCA's Board of Directors met May 16 with Manitoba Infrastructure to hear and feed into the department's review of its service delivery model



"Coming out of that meeting, I think, the industry is cautiously optimistic that there are good grounds for improvement," Lorenc said. "We will be meeting again as the department is able to refine the options to deliver service differently or to gradually divest some service delivery to the private sector."

# Liberal leader says he recognizes infrastructure's economic benefit

*Lamont would adopt sustained, multi-year highway budgets if elected premier*

**I**t is not enough to simply cut your way to deficit reductions to put Manitoba on a path to prosperity, Liberal Leader Dougald Lamont told about 30 people gathered for the last in the MHCA series of Breakfasts with the Leaders.

Nor is it appropriate to rely on raising taxes to generate more revenue for the Manitoba treasury, Lamont said at the breakfast May 15.

Enter the Liberal Party of Manitoba's "New Way." Lamont said if elected to government his party would focus on economic growth in its policies, specifically targeting those programs that generate a return on investment.

One of those programs would be infrastructure, he said, adding he knows that strategic infrastructure investment returns as much as \$1.60 for every \$1 invested. Further, he recognizes the value of sustained, multiyear infrastructure investment programs.

"These are investments that contribute to a growing economy."

He was most critical of the Progressive Conservative government's reluctance to leverage its investment potential by taking every available federal cost-shared dollar, tagged for infrastructure projects.



Lamont is most intent on his plan to help local businesses access the capital needed to grow. He would create a Manitoba business development bank, a Crown corporation that would be independent from government, provide loans for a share of equity in businesses and then use revenues that flow back to reinvest in increasingly more businesses.

"There has been a capital drought in Manitoba."

In taking questions from the diners, Lamont said he:

- would make Manitoba "carbon negative" through a carbon tax policy, and would assist business and individuals adopt greener technology and lifestyles
- sees construction projects as a means to fuel Indigenous economic development, but regards sole sourcing of contracts as the wrong way to do that
- doesn't have a policy on P3s, is attracted by the efficiency of private-sector project management, but is cautious about the potential financing expense that would affect the long-term cost of a public project

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# Provincial bill eliminates mandatory project labour agreements

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**T**he provincial government has introduced the **Public Sector Construction Projects (Tendering) Act**, to prohibit requiring that companies employ unionized workers (or pay dues to a union) on publicly tendered projects. The proposed legislation would apply to all provincial public-sector entities, including Manitoba Hydro.

"We support this legislation because we know, from experience, the cost of mandating unionized workers and the equivalent of unionized wages on publicly funded projects," MHCA President Chris Lorenc said. "And we know that the real value for the taxpayer, and the economy, is best met by allowing employers to organize their labour relations in a way that makes sense."

MHCA was present for a briefing on the bill as it was introduced in the House on May 10.

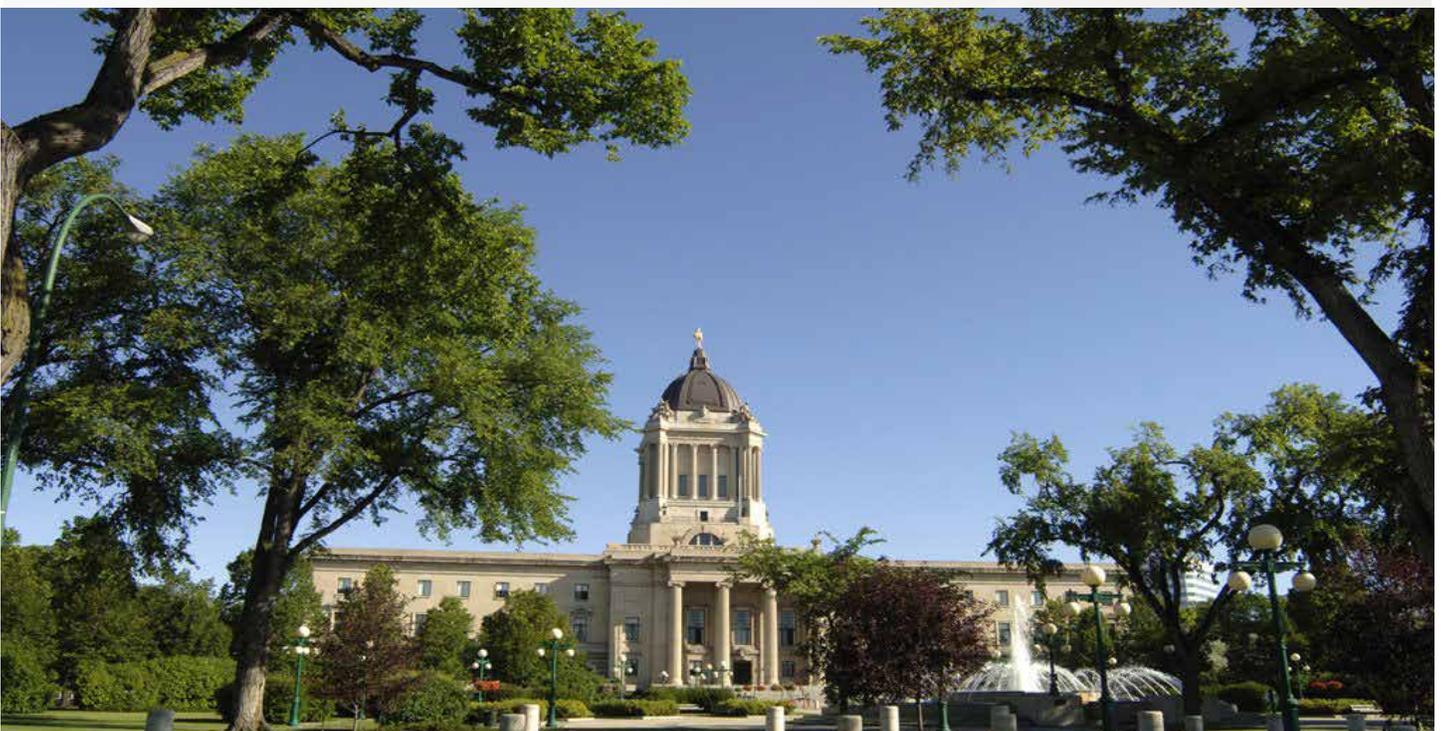
The bill would undo the former NDP government's imposition of "project labour agreements" upon provincial construction projects.

Under the previous administration, large publicly funded construction projects, such as the Bipole III transmission line and the Red River Floodway expansion, were subject to project labour agreements. The agreements required employees and contractors awarded work on a project to sign a collective agreement and hire members of specific unions. Where exceptions to this rule were made, the agreements still required dues or fees to be paid to unions for work car-

ried out by non-union workers.

The legislation would also prohibit project owners from considering, in evaluating tender bids, whether a bidder employs unionized or non-unionized employees.

"From day one, our government has been clear that forced unionization is wrong for Manitobans," Manitoba Infrastructure Minister Ron Schuler said. "This legislation ensures all qualified workers and their employers, regardless of union status, have equal access to publicly funded construction projects in the province, and that all workers and employers in this province are treated fairly."



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# CALL TO ACTION

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**EMAIL THE PREMIER, FINANCE AND INFRASTRUCTURE MINISTERS  
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[minfin@leg.gov.mb.ca](mailto:minfin@leg.gov.mb.ca)

[minmi@leg.gov.mb.ca](mailto:minmi@leg.gov.mb.ca)

**Your MLA's email address can be found here:**

[http://www.gov.mb.ca/legislature/members/pf/electoral\\_pf.pdf](http://www.gov.mb.ca/legislature/members/pf/electoral_pf.pdf)

# CALL TO ACTION

# Infrastructure, roads #1 priority (again) of taxpayers: Probe

*Public poll results mirror City of Winnipeg's own surveys*



*Tyler Walsh, Economic Development Winnipeg*

**W**innipeggers say the condition of their roads and streets are their top priority for public budgets and public policy, the most recent opinion poll conducted this spring by Probe Research. The poll surveyed 1,200 Winnipeggers and is accurate within  $\pm 2.8$  percentage points, 19 times out of 20.

Infrastructure, in fact, overwhelmingly outranked other priorities — including health care and crime — cited by respondents in all zones of the city, by almost (and sometimes much more than) 2-1. It was highest in Southeast Winnipeg, where 31% of respondents ranked infrastructure #1; it was the top priority (20%) even in Winnipeg's core area.

Public opinion surveys by organizations such as Probe have consistently returned results that show infrastructure is the top priority of respondents in Manitoba. Last fall, as part of the 2018 budget process, the City of Winnipeg's own survey found the same result.

"Winnipeggers are painfully aware of the condition of their roads, sidewalks and bridges," MHCA President Chris Lorenc said, reflecting upon the latest Probe poll. "They also know the city has an enormous infrastructure investment deficit, and that there's some heavy lifting to be done to

get that infrastructure into good condition."

The City of Winnipeg in late March released an update of its infrastructure investment deficit — the valuation of the difference between what it is now investing and what it will have to invest to repair existing infrastructure, or to build new infrastructure for the needs of a growing population.

The State of Infrastructure Report puts the global investment deficit at \$6.9 billion; the deficit for the city's core infrastructure (streets, roads, sidewalks and sewer & water) is \$3.8 billion, or 55% of the total tab.

This year the city's budget for the local and street renewal program is \$116 million, a historic high. However, in its Our Winnipeg consultations, the city noted annual revenues are insufficient to keep up with the demand for services. It said this means that Winnipeg has to look at new ways — and sources — to generate greater revenues.

"We agree that there has to be a better way to share revenues among the three levels of government, and that municipalities, in particular, shoulder an unfair burden in keeping infrastructure in good shape," Lorenc said. "We need

75<sup>th</sup> MHCA

WWW.MHCA.MB.CA



2018

# SPRING MIXER

**WEDNESDAY MAY 30, 2018**  
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5 P.M.

DINNER

6 P.M.

LIVE RACING

7 P.M.

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# WCB premiums fall by \$18 million in 2017



**E**mployers in Manitoba will see their premiums for workers compensation fall again this year, to, on average, \$0.95 per \$100 of assessable payroll. That's a drop from \$1.10 in 2017, the Workers Compensation Board reported in its Annual Report, tabled in the legislature last week.

WCB President Winston Maharaj says this is the result of a combination of factors, including a dedicated focus on injury reduction and a change to the way in which employers' premiums are calculated.

"Investments in the compensation system over the past five years have brought about improvements in both the effectiveness of services and the efficiencies within the compensation system itself," Maharaj said in the report. "As a result, employers paid \$18 million less in 2017 to fund the workers compensation system and we are on track to have the system cost employers \$29 million less in 2018, while still maintaining the comprehensive benefits and services that injured workers rely on."

Rates for time loss injuries and for severe injuries held steady with 2016's results, which continues the trend of marked reduction in rates since 2013.

For the heavy construction industry, the injury rate fell from 4.8 injuries per 100 workers in 2015 to 3.3 in 2017. This improvement has contributed to even sharper reductions in compensation rates paid by our industry, where rates have fallen by 50% since 2012 to the current level of \$1.67 in 2018.

Financial information disclosed in the annual report also shows that the WCB's rate of return on its financial investments rose to 8.3% last year, compared to 3.5% in 2016.

"We're encouraged the by the fact the workplace safety trends are continuing. It's good news that fewer Manitobans are getting hurt, or getting severely hurt at work," MHCA President Chris Lorenc said. Lorenc is an employer representative on the WCB Board of Directors.

"MHCA's WORKSAFELY™ program for COR™ certification is recognized by WCB as a model other industry-based safety programs can follow," said Don Hurst, MHCA's director of safety education and training. "We think we can help move more employers to a higher standard of safety. That protects workers and it is a proven return on investment financially for companies."

# Bituminex workers trained for flagging





# Protective eyewear: watch for on-the-job hazards to the eyes

WORKSAFELY™ Back to You with Don Hurst

**The heavy construction industry is inherently hazardous, despite the fact the rate and severity of its workplace injuries have fallen dramatically. And among the injuries that occur, eye injuries are the most common.**

Two main reasons for eye injuries on the job are: not wearing eye protection or wearing the wrong kind of eye protection for the job. Not wearing eye protection is dangerous, but most workers don't realize that wearing the wrong kind of eye protection can be just as hazardous. Most workers injured while wearing protective eyewear realize too late that the injury was caused by objects or chemicals going around or under their ill-fitting safety eyewear.

Choose job-specific eye protection. Manitoba's Workplace Safety & Health division requires that employers provide workers with effective eye protection — eyewear that is appropriate for the hazard encountered and that fits properly and comfortably.

May is "vision health" month. Let's join the Canadian Association of Optometrists in ensuring our workers "GetEyeWise" to help encourage optimal eye health and vision care.

## KNOW YOUR WORKSAFELY™ TEAM

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To contact your WORKSAFELY™ advisor assigned to your area, please see [mhca.mb.ca/worksafely/know-your-advisor](https://mhca.mb.ca/worksafely/know-your-advisor)



# Training Schedule

## Construction Safety Excellence™

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

### WINNIPEG - MHCA Office

3-1680 Ellice Ave.

#### May 2018

**17-18 COR™ Auditor Refresher (1/2 day PM)**  
23-24 Traffic Control Coordinator

#### June 2018

5 Flagperson 1/2 day AM  
5 Safety Committee/Representative 1/2 day PM  
**11-12 COR™ Leadership in Safety Excellence**  
**13 COR™ Principles of Health & Safety Management**  
**14-15 COR™ Auditor Refresher (1/2 day PM)**  
19 Transportation of Dangerous Goods 1/2 day AM  
27 Train the Trainer – Facilitation Skills

#### July 2018

3 Excavating & Trenching (1/2 day AM)  
3 **COR™ Auditor Refresher (1/2 day PM)**  
**16-17 COR™ Leadership in Safety Excellence**  
**18 COR™ Principles of Health & Safety Management**  
**19-20 COR™ Auditor Refresher (1/2 day PM)**  
30-31 Traffic Control Coordinator

#### August 2018

8 Flagperson 1/2 day AM  
8 Safety Committee/Representative 1/2 day PM  
**20-21 COR™ Leadership in Safety Excellence**  
**22 COR™ Principles of Health & Safety Management**  
**23-24 COR™ Auditor Refresher (1/2 day PM)**  
28 Train the Trainer – Facilitation Skills

#### September 2018

11 Flagperson 1/2 day AM  
11 Safety Committee/Representative 1/2 day PM  
**17-18 COR™ Leadership in Safety Excellence**  
**19 COR™ Principles of Health & Safety Management**  
**20-21 COR™ Auditor Refresher (1/2 day PM)**  
24 Transportation of Dangerous Goods 1/2 day AM  
**24 COR™ Auditor Refresher (1/2 day PM)**  
25-26 Traffic Control Coordinator

### BRANDON - St John Ambulance

#### June 2018

4 - 5 Traffic Control Coordinator  
20 Train the Trainer – Facilitation Skills  
21 Excavating & Trenching (1/2 day AM)  
**21 COR™ Auditor Refresher (1/2 day PM)**  
**25-26 COR™ Leadership in Safety Excellence**  
**27 COR™ Principles of Health & Safety Management**  
**28-29 COR™ Auditor Refresher (1/2 day PM)**



# SAFETY TALK

## Mixing and working with concrete

Mixing and working with concrete can cause damage to clothes, skin, eyes and lungs.

### What's the danger?

**Concrete dust** - reacts with sweat to form a corrosive solution and is dangerous if it gets into your eyes or if it is inhaled

**Wet concrete** - causes dermatitis, ulcers and burns on the skin

### How to protect yourself

**Mixing concrete:**

- Wear appropriate mask when pouring or mixing dry cement
- Wear eye protection when working with dry cement
- Work upwind from cement dust

**Working with concrete:**

- Remove all jewelry to prevent wet concrete from collecting underneath and burning the skin
- Wear alkali-resistant gloves
- Wear appropriate clothing to cover skin where appropriate

- Remove any clothing contaminated by wet concrete
- Always wash hands after working with concrete
- If skin comes in contact with concrete, wash with cold running water as soon as possible – get medical attention if skin starts to burn
- If eyes come in contact with concrete, rinse with cold running water for at least 15 minutes – get medical attention if necessary

**Silica – an ingredient in concrete:**

- Repeated exposure to airborne silica can lead to silicosis, a disabling and often fatal lung disease
- Silica can be inhaled from cement dust or from sanding, grinding and cutting concrete
- Ensure dust control measures are in place to avoid exposure

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

Date: \_\_\_\_\_

Supervisor: \_\_\_\_\_

Performed by: \_\_\_\_\_

Location: \_\_\_\_\_

**Concerns:**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Corrective Actions:**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Employee Name:**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Employee Signature:**

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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# Cannabis and construction: it's going to be complicated

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Warren Frey, *Journal of Commerce*, May 9

**A group of industry experts looked at the ways in which cannabis will affect the industry from a medical, legal and labour standpoint during a panel discussion at the Vancouver Regional Construction Association's annual Construction Leadership Forum conference in Whistler, B.C.**



WorkSafeBC director of prevention practices and quality Tom Brocklehurst said while there may be some concerns as the deadline to legalize cannabis use approaches, the consequences for the workplace have been known for quite some time.

"The sky fell some time ago," he said, citing statistics that suggest over the past decade there has been a 61 per cent increase in daily and weekly cannabis use among 25 to 44-year-olds.

Workplace impairment has also been regulated for some time, he added.

"We've had regulations on the books for 20 years for workplace impairment, so we aren't going to be implementing anything new. We'll be relying on what's already there," Brocklehurst said.

B.C. Occupational Health and Safety regulations prohibit anyone entering or remaining in a workplace while their ability to work is impaired, and demand state a worker must disclose if they have a physical or mental impairment.

"Employers have to enforce that," Brocklehurst said, also noting they must make workers aware of hazards, establish policies and programs, and provide information, instructional training and supervision.

Testing isn't required, but can form part of an impairment management program, he said.

"However, there's a limited application for cannabis and no impairment standard," he added. "Testing is only justified in limited circumstances and there are limitations with human rights and privacy."

Roper Greyell law firm founding partner Graeme McFarlane noted human rights principles recognize substance dependencies as disabilities, which in the workplace triggers a "duty to accommodate."

This duty, he explained, requires employers to make all reasonable efforts short of undue hardship to accommodate employees in the work place.

It's the disability that is the subject of accommodation, not the employee, he added.

"It's the employer who decides what a reasonable accommodation would be, and it doesn't have to be the same thing the employee did before," McFarlane said.

While addiction to alcohol and opiates can manifest itself in deceitful behaviour, he added, that is not a key factor in either marijuana or cocaine addiction.

Greenleaf Medical Clinics CEO Zeid Mohamedali explained the science behind cannabis to the audience, and stated cannabis has two active ingredients, Tetrahydrocannabinol (THC) and Cannabidiol (CBD).

"THC is the one that gets you high; CBD does not intoxicate," Mohamedali said, adding the World Health Organization has stated to date there is no evidence of recreational use of CBD or of health problems stemming from use of the substance. CBD is primarily for medical use.

THC does have side-effects and "this is what will effect performance," he said.

"It's important to manage that in the workplace, but we do have precedent. For instance, alcohol consumption causes higher risk of motor vehicle accidents than cannabis does," Mohamedali said.



# CONSTANT CONTROL.

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# Your Voice Heard

The Manitoba Heavy Construction Association (MHCA) is the voice of Manitoba's heavy construction industry, promoting sustainable municipal infrastructure development, sustained investment in core infrastructure, and seamless, multi-modal transportation systems.

We want your voice to be heard. If you have any questions or suggestions regarding our industry, the MHCA, or the services that we provide, contact us directly by visiting our website [www.mhca.mb.ca](http://www.mhca.mb.ca) or calling 204-947-1379.



Stay Connected >>> [mhca.mb.ca](http://mhca.mb.ca) >>>

The digging season's underway. Remember to 'click before you dig' before you excavate.

For help with CBYD.MB protocol or locate issues, contact

**WORKSAFELY™'s  
Jackie Jones at  
204-947-1379.**



# SHOVELS in the ground!

## Click Before You Dig



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## The 'D' word is back in the export lingo

By Peter G Hall, Vice President and Chief Economist

**When a particular basket is doing well, we can't resist putting our eggs into it. Maybe a large share, or maybe all of them. And when that basket inevitably goes south, we stare in disbelief at the short-sightedness of our singular commitment. It happens over and over again; it seems we only think of diversification after the fact. So, with uncertainty shrouding Canada's key trading relationship, is the 'D' word back in export-speak?**

### **D IS FOR DIVERSIFICATION**

In one very great respect, we could say that it never really left the lingo. Back in 2000, Canada's exports to China were duking it out with Germany for 4th place in the overall rankings, well behind our dominant sales to the US, but also well behind Japan and the UK. But back then, China accounted for barely one per cent of Canada's international shipments. A solid track record in the Chinese market has now vaulted Canada's export sales there to second place among all export destinations, with a comfortable lead on the third-ranking UK and fourth-placed Japan. It's a well-known story, but worth repeating. China's share of Canada's total merchandise exports has not only jumped up to 4.5 per cent, but it continues to rise.

But it is still just 4.5 per cent, palling in comparison to the dominant US market. One look, and many quickly lose a lot of interest; while impressive, it still seems too small

to get too excited about. Given the risks and potential losses feared by a venture into China, or the sheer cost of exploring and building business there, many Canadian exporters opt out. However, that decision usually ignores the fact that Canadian export sales to the US grew on average by 0.7 per cent each year since 2000, while those doing business in China averaged 12 per cent — every year. Some industries did a multiple of that. Well, that's now a whole different story, and raises interesting questions.

Try this one out for size: if this growth wedge remained the same over the forecast horizon, how would that trade share change? That's a great question. The answer? It would take just over a quarter of a century, but at that point we would be shipping as much Canadian stuff to China as to the US. It hardly seems possible, but the math is pretty simple.

### **HOW SOON COULD CHINA BE #1?**

Now, some will rightly challenge the assumptions: in the middle of the 2000-2017 timeframe, we had a massive global recession that affected US sales a lot more than our exports to China. Fair enough, let's then go with a more reasonable growth trend. The wedge between growth in our US and Chinese exports is narrower, but still significant. Under this scenario, it would take about twice the time for China to become Canada's top overall export destination. Either way, it's a pretty staggering change in a relatively short timeframe, and strongly suggests that every Canadian exporter should have a China strategy.

Is 'every' a bit rich? Well. Let's dive

a bit deeper. Drawing again on the 17-year growth trend, Canada's wood products industry has just over 7 years before China is top customer. For refined metals net of aluminium, it's 12 years. For processed meats, just above 12 years, and for seafood, 16 years. Moving a bit up the value chain, navigation, measuring, medical and control instruments have 23 years until China is the dominant destination, and autos — yes, that most US-centric of our industries — just over 11 years. Now in the latter case, and in that case only, growth is absurdly high, and from a very low base, so it is the only one on this list that is very unlikely to be realized. Still, it's useful as an illustration that in even our most US-focused businesses, there is a big shift in activity underway, and one that exporters of all stripes ignore at their own peril.

### **CANADA'S TRADE HEAT-MAP IS CHANGING**

Angst about the future state of our trade with the US has launched the diversification word back into day-to-day trade conversations in a way I haven't seen since the Great Recession. The China story is compelling, but when we consider that India is fast becoming a sort of 'next' China, and that there are other fast-growing emerging markets that we are increasing our trade with, as time goes on Canada's trade heat map will undergo significant changes — if we broaden our focus.

### **THE BOTTOM LINE?**

Diversification isn't just talk; it's happening, and with dramatic results. Time to join the Canadian exporters that are having the ride of their lives.

**2018 SPRING ROAD RESTRICTIONS (SRR)  
ORDER FOR THE START AND END DATES**

**RESPECTING THE OPERATION OF VEHICLES ON HIGHWAYS  
IN THE PROVINCE OF MANITOBA**

Pursuant to *subsections 86(1), 86(2) and 86(3), The Highway Traffic Act (C.C.S.M. c. H60)*, I order that **2018** spring weight restrictions will be implemented as follows:

**IMPLEMENTATION DATES**

- A.** For the province of Manitoba, south of the virtual line that includes PTH 77, going easterly to include PR 513 (Gypsumville) and the northern tip of Black Island, following the eastern shore of Lake Winnipeg to the north shore of the Winnipeg River, easterly along the north shore of the Winnipeg River to PR 304 and easterly to the Ontario border (**Climate Zone 1**).

**Start Date:** 6:00 A.M., Tuesday, March 20, 2018.

**End Date:** 11:59 P.M., Monday, May 21, 2018.

- B.** For the province of Manitoba, north of the virtual line specified in A (above), and south of the virtual line that includes Sherridon Road (Sherridon), going easterly to include PR 393, Wabowden Access Road (Wabowden) and Sipiwesik Lake Access Road, and easterly to the Ontario border (**Climate Zone 2**).

**Start Date:** 6:00 A.M., Tuesday, April 17, 2018.

**\*\*End Date:** 11:59 P.M., Thursday, May 31, 2018.

- C.** For the province of Manitoba, north of the virtual line specified in B (above) (**Climate Zone 3**).

**Start Date:** 6:00 A.M., Tuesday, April 17, 2018.

**\*\*End Date:** 11:59 P.M., Sunday, June 10, 2018.

**\*\* May be earlier depending upon weather conditions.**

Please refer to website [www.gov.mb.ca/mit/srr](http://www.gov.mb.ca/mit/srr) for details and updates.

Information is also available by calling the Road Information Line at 511 in Manitoba or at 1- 877- 627- 6237 outside Manitoba, and by calling Motor Carrier Permits and Development at 204- 945-3961 or toll free at 1- 877- 812-0009.

BY ORDER

Original signed by  
Ron Weatherburn  
ASSISTANT DEPUTY MINISTER  
ENGINEERING & OPERATIONS

May 14, 2018  
Date



# CALL TO ACTION:

EMAIL THE PREMIER, FINANCE AND INFRASTRUCTURE MINISTERS  
AND YOUR MLA, ASKING THE PROVINCE TO:

RESTORE THE MANITOBA INFRASTRUCTURE HIGHWAYS CAPITAL BUDGET  
TO \$500 MILLION

**Email addresses:**

[premier@leg.gov.mb.ca](mailto:premier@leg.gov.mb.ca)

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Your MLA's email address can be found here:

[http://www.gov.mb.ca/legislature/members/pf/electoral\\_pf.pdf](http://www.gov.mb.ca/legislature/members/pf/electoral_pf.pdf)

## 75 in 2018

The MHCA is 75 in 2018 and we're telling our story. The heavy construction industry has helped build this province, its economy and foundational infrastructure: roads, highways, bridges, and water/sewer. As part of the commemoration, which will include celebratory features throughout 2018, we are asking for your memories, your photos or any archived materials that can help tell this tale in displays at our marquee events.

Do you have something to share? Please email Taya Rtichsheva at [taya@mhca.mb.ca](mailto:taya@mhca.mb.ca)

Thank you,

A handwritten signature in black ink, appearing to read 'Greg Orbanski'.

Greg Orbanski  
Chair, MHCA

A handwritten signature in black ink, appearing to read 'Chris Lorenc'.

Chris Lorenc  
President, MHCA

