



NOVA SCOTIA
ROAD BUILDERS
ASSOCIATION
NEWSLETTER

Road Builder News

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AGM

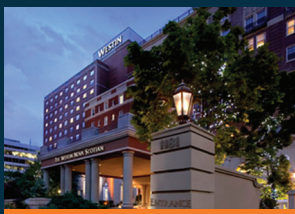
65TH ANNUAL GENERAL MEETING

Wednesday, January 25
to Thursday, January 26,
2012.

Be sure to register early for our upcoming 65th Annual General Meeting to be hosted once again at the Westin Hotel. The NSRBA is pleased to be able to offer on-line registration for the upcoming AGM in January. Simply go to www.nsrba.ca and go to the "upcoming Events" tab, and click on "Event Registration". As in previous years, space is limited so register as soon as possible.

It is very important to include the names of the participants you are registering, as we will again be providing name tags to each individual.

AGM Curling will be taking place once again at a new venue at the Mayflower Curling Club, 3000 Monaghan Dr, Halifax on the morning of Thursday January 26th, 2012. "Make sure to register early".



PRESIDENT'S MESSAGE

Ron Dunn



As 2011 comes to a close, our members have experienced another busy construction season. Even though we got off to a slow start with the abnormally wet spring and TIR somewhat slower out of the gate with tenders we once again rose to the challenge and delivered the construction services required.

The Association has been extremely active this past year, especially due to the formation of TIR's road building company. We have been very vocal in expressing our disapproval of this venture through media releases, a press conference and several meetings with TIR staff and politicians from all parties. We hired a retired road builder to inspect and record the work performed by TIR's road building company in order to have an accurate account of their performance. As expected, it fell well short of TIR's projections in their business plan. This year also saw us join a coalition of business organizations on two occasions to voice our opposition against the governments Bill 100 and First Contract Arbitration legislations. Each which could drastically effect the way our members do business in this province.

Our board has been very busy as well. We have rose to the challenges when called upon for our input, specifically with respect to DNR Natural Resource Strategy, DEL review of the Environment Act, and the Provincial Apprenticeship Board's Carpenter Trade Advisory Committee. Our committee's have continued to work hard on behalf of the Association. We are nearing the completion of the curriculum of our first ever industry specific training course - Asphalt Laydown Technician - scheduled to be offered in April/May of 2012. We continued to work towards meeting the goals set out in our Strategic Plan and recently completed our Value Proposition. Despite the major confrontation with TIR over their road building company, we continued to meet with them on several occasions throughout the year to discuss issues pertaining to work we are contracted to perform. A roundtable meeting was held earlier this year to discuss issues relating to asphalt and we are scheduled to meet a second time early in December. As well, one was held to discuss issues concerning to sub-grade and structures. These meetings continue to be a positive forum to work through issues that are encountered by our members in the performance of their work. These meetings are also very helpful in highlighting areas within TIR's contracts and specifications which we are having difficulty with and are often referred to the joint specification technical committees for review and revision. These committees are preparing to meet again this fall as TIR prepares for their annual specification revision. Please refer to the website - NSRBA.ca - for our representatives and pass along any issues you are experiencing and they will attempt to address them. I feel these committees are one of the most important functions of our association.

As 2011 nears its end plans for our 2012 AGM are well underway. With the AGM nearing, my term as President is coming to an end. A busy year like 2011 not only comes with its trials but also presents its rewards. This year has given me the opportunity to meet many of our members, members of our neighbouring associations in the Atlantic Provinces as well as representatives from other related associations. I would like to thank the Board, our Executive Director (Grant) and Administrative Assistant (Carol) for all their hard work, without whom we would not function as an Association.

I hope that all our members have had a productive and successful 2011 and hope you all the success in 2012.

EXECUTIVE DIRECTOR'S MESSAGE

Grant Feltmate



We continue to live through very interesting years in the road building industry in Nova Scotia.

Normally, at \$265M, the TIR budget for road building for 2011 would have continued to keep us at relatively high levels of activity. We are coming off previous large years of \$325M and \$310M. However, those included significant stimulus spending by the federal government. At the time of this writing, according to our tracking there has only been \$188M tendered as well as \$3.4M of RIM.

Part of the deficiency relates to the extremely aggressive competitive environment within the industry. This has translated into very low pricing of tenders. The very sharp decrease in RIM contracts is of large concern to the industry. Last year RIM was in the \$16M range, nominally was going to be reduced by TIR to the \$10M range, but to date as noted above is at \$3.4M. I will touch on both the competitive environment and RIM in my update on TIR road building activities later on in the newsletter.

Another part of the deficiency is simply related to tender practices. The hope has been, since the release of the 5 Year Plan, tenders would indeed be issued much earlier. Tenders were very slow to be issued this year, well into July or early August before reaching 50% of budget. Early tendering has been championed by the NSRBA since its inception. On this latter point, TIR has committed to having 50% of next year's budget tendered prior to the roads closing in late Winter/early Spring. TIR has nominally stated that the budget for next year will again be in the \$250M range. We are unsure as to RIM at this point.

The NSRBA continues to have excellent work being done by many volunteer members. Some of the areas of note are:

- ✓ Constant, focused, consistent, highly engaged response to the TIR entry into road building since we first were made aware of this activity.
- ✓ The development of our first industry based course, Asphalt Laydown Technician. Curriculum development is coming to a head and we will be offering our first course in the Spring of 2012. Members should be turning their heads to which of their current or prospective staff they would like to send to this event. There will much more detail coming in the months ahead.
- ✓ Andrew Lake has continued to give us great leadership on the environmental file, which appears to become more and more challenging each year.
- ✓ The vast majority of items in our Strategic Plan have been completed, including accomplishments such as a much more robust information tracking system, which we expect to incorporate into our website in the near future as well as the development of a value proposition for our members:





Update on NSRBA Opposition to TIR Road Building Plans

Planned and eventual entry into road building activities by this Government placed the NSRBA in a very difficult position. As the representative of the road building industry in this Province it now had to confront it's largest customer.

We started in a reactionary position due to zero consultation with the Industry, prior to the discovery of these plans by the Government. We also began in a difficult position on the PR front with the Government portraying us as "gougers" and that they would save the taxpayers all kinds of money by doing road building work compared to our costs.

Prior to actual activity by the Government crews all we could do was review their business plans and illustrate where they were unrealistic, flawed and unachievable. We felt this activity would be a large threat to our industry and be very expensive for the taxpayers of Nova Scotia.

However, with the Government's first season behind them in attempting to execute their chip seal plan, our position is much different. We took the unusual tack of having someone monitor their activities very closely. We felt we had no choice in this manner, who else would hold them accountable for delivering on their promises as laid out in their business plan?

Due to that monitoring we now have facts to compare their projected results to their actual:

Business Plan Projected Results	Actual Results
Double chip seal km – 55	35.9
Daily production of double chip seal – 4 km.	1
Single chip seal km – 311	0
Industry cost of double chip seal - \$91,000/km	< \$40,000/km.

Our monitoring also leaves us to believe quality of work is a significant issue, the Spring will clarify whether this concern is justified. Significant safety concerns also arose from our monitoring activities.

From a taxpayer perspective, their actual costs of delivering their low productivity has yet to be disclosed, but with extremely low production and a cost base that remained similar to the original plan, it must be very high.

As you are probably aware the NSRBA has been involved in a large amount of press activity on this topic. Now that factual results are available we believe the public and certainly the opposition parties realize that our protestations against this bad idea were justified.

One of our major concerns with the Government intervention into road building has been scope creep. To be more specific, this refers to the Government not stopping at what they have laid out in the chip seal and asphalt business plans, but looking to take more and more previously private sector contractor activities in-house. Referring back to the topic of RIM and the large decrease in budget for private contractors this year, as noted in the Executive Director's Message, is a good example of this. RIM projects have been historically viewed as crucial economic activity for rural Nova Scotia and some of the smaller contractors that deliver these programs. The Government has indicated that regardless of the nominal budget, local TIR managers can decide to do the work in house. Perhaps this accounts for the only \$3.4M tenders to date compared to the nominal \$10M budget. Another scope creep item we have concern over is the lack of renewal of maintenance contracts in certain counties throughout NS.

The Government issued a tender for an asphalt plant on Oct. 28, 2011 indicating their intention to go forward with this plan as well. Our analysis clearly showed they will be delivering paving at a higher cost to taxpayers than the private industry. If their productivity in asphalt echoes that of their chip seal operation, this will be a huge financial loss to NS taxpayers. In a recent tender they referred to 100,000 tons of annual internal asphalt production. This would be done in a completely non-competitive manner. TIR does not compete with industry. When you add up their planned chip seal, asphalt and the scope creep items mentioned, they will become the second largest road building operation in NS by far. This is a huge blow to the Industry and a financial disaster in waiting for the taxpayers.

Despite the negative affect of this Government entering into road building activities, we continue to attempt to work effectively with TIR, whenever possible. We still participate in forums such as asphalt and subgrade round tables as well as spec. committees.

NSRBA Charitable Events

Since its founding in 1947 the Nova Scotia Road Builders Association (NSRBA) and its members have played an integral part in building the province, its roads, and its infrastructure. A non profit organization, the NSRBA also helps build good will in the local community by giving back to it through charitable donations. Every year the association shows its support by donating surplus funds to many different charitable groups and causes.

At the NSRBA's annual general meeting in January 2008, the association put on a formal evening and held a live auction with the proceeds going to the Children's Wish Foundation of Canada. The event raised over \$80,000 dollars. The donation is one of the largest that the charity has ever received from a third-party event.

In 2009 a smaller version of the auction was held, with the proceeds going to a charity of the NSRBA president's choice: the Truro STAR program. For this charity the NSRBA raised more than \$8,000. The STAR program is a non-profit organization that relies solely on fund-raising and donations. The first session of STAR took place in January 2004 and the organization has continued to grow each year. It provides much needed support to special needs children in our community.

2010 was another banner year for charitable works of the NSRBA. The AGM charity auction raised \$15,370 for The Sackville Bedford Developmental Centre. The centre offers programs for children with additional needs. Anne Weagle, program director stated "It is absolutely awesome. It is the biggest fundraiser we have had in many years. This is so timely, they will never know how timely it is."

NSRBA - 2011 Road Builder News

2011 NSRBA Charity Donations

The Laing House www.lainghouse.org was the charity for the AGM silent auction. A whopping \$14,700 was raised for this great organization.

Laing House is a peer support organization for youth with mental illness where members can embrace their unique gifts and find their way in a caring a supportive environment. Laing House youth are between 16 and 30 years of age and have a diagnosis of mood disorder, psychosis, and/or anxiety disorder. It is a youth-driven, community based organization where young people who are living with a mental illness can get the support they need to rebuild their lives.

More recently, on July 21, 2011 the NSRBA held its ninth annual golf tournament at the Truro Golf Club. Each year the event attracts more than 144 players and raises funds for the Turkey Club Society.

This year's tournament raised \$7,800. The cheque was presented to Mel Boulitier, Chairman of the Turkey Club. His sincere thanks for the generous donation was extended to us in November.

The NSRBA takes great pride in supporting charitable initiatives. We are able to make these donations because of the great support and generosity of our members. Thanks so much to each one of you.



NSRBA 2011 Turkey Club Donation - Thanks to all our sponsors!!

The NSRBA is a proud sponsor of The Turkey Club which is a volunteer group dedicated to raising funds so that less fortunate families are able to enjoy a Christmas Dinner and a brighter holiday season. For more information on this organization please visit www.turkeyclub.org/

left to right: Ron Dunn – 2011 President of the NSRBA, Mel Boulitier- the New Chair of The Turkey Club and Ron Legere - Past President of the NSRBA & Grand Poobah of the golf & curling events.



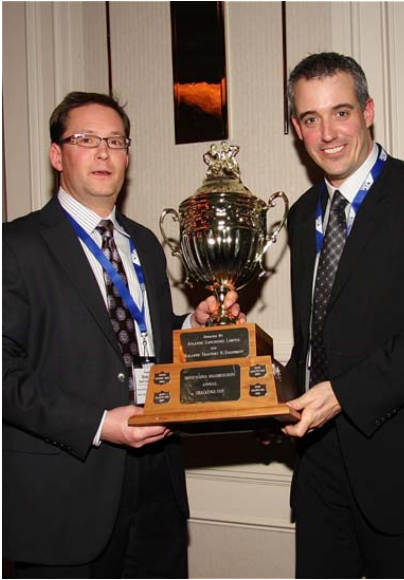
The Laing House <http://www.lainghouse.org/> was the charity for the silent auction donation (\$14,700)

(Left to Right: Hans Himmelman - Chair, Maureen Fraser-McLaughlin-Executive Director & Brad Scott NSRBA President)



Sackville Bedford Developmental Centre





NSRBA Hockey Challenge 2011

Winner of the 7th Annual NSRBA Hockey Challenge 2011: The South Atlantic Cats

Presented by the 2010 NSRBA President Brad Scott to John Flemming



NSRBA Curling Bonspiel 2011

59th Annual NSRBA Curling Bonspiel 2011 Winners: (left to right: Terry Pickard, Greg Johah, Peter Shore and Dick Tiller)



Thanks to all our sponsors for their generous donations to the 2011 NSRBA Golf Tournament

2011 Golf Tournament Winners (left to right) - Tony Breau, Tim Burke, Paul Porter and Andrew Couturier of Bluewave Energy)



Value Proposition

The NSRBA is committed to the success of its membership, province wide.

Through the Association, contractors and suppliers alike, benefit from an established base of product and infrastructure knowledge, proven best practices, specification expertise and diverse skills.

The Association represents industry interests through one recognized voice, collectively pursuing growth, opportunity, consistency and advancement of its members and their respective interests.

The NSRBA accomplishes this through professionalism in liaison, industry promotion and networking with government and industry stakeholders. Technical and social events provide a progressive and dynamic offering to its Members, Customers and Communities alike.

- ✓ Much effort has been spent on having an effective one call utility locate system be available in Nova Scotia. A presentation to our members will be given at the upcoming AGM by **Call Before You Dig**.
- ✓ The NSRBA had been heavily involved in the opposition to proposed First Contract Arbitration legislation. This issue is on-going, but we are working toward having the Government abandon this initiative. The NSRBA has joined a coalition with several other significant private sector organizations on this issue. This network is in a good position, going forward, to address other topics, which we feel are importance to our industry.

The NSRBA experienced a very successful Annual General Meeting this past January and plans are already well underway for the 2012 event on January 25 – 26, 2012.

The NSRBA continues to be an active member of the Atlantic Road Building Association where all four Atlantic Province road building associations join to share information and work on projects of mutual benefit.

Caucus presentations to opposition parties were delivered this year. Very good support has been received from them in our opposition to this Government being in the road building business.

Looking forward to 2012 and beyond expectations are that interesting times will continue for the NSRBA and its members.

NSRBA Website
www.nsrba.ca



The website is proving to be a valuable tool as the association moves progressively forward.

The association decided some time ago that a new website would be an important tool to increase our public profile, send a clearer message about who the NSRBA is, and to better support our members in the efficient and accurate transfer of information.

The association is utilizing this crucial tool now to advise its members of upcoming events, allowing them the ability to pay online for events and membership registrations electronically, and the ability to view recent tender postings. The site also hosts a useful and up to date membership listing with information on all of our 156 member companies.

The site will continue to evolve and develop over time as the association determines what other functions the membership would like to see added or expanded.

Please be sure to check your own member profile to confirm that the information listed is up to date and accurate.

NSRBA also encourages you to continue to update your corporate information. Be sure to check the site out at www.NSRBA.ca



Nova Scotia Road Builders Association 2011 Board of Directors

Back - left to right: Steve MacKenzie, Yuri Power, Donald Chisholm- Vice President, Brad Scott-Immediate Past President, Grant Feltmate-Executive Director, Rick Bezanson, Ron Dunn-President and Greg MacDonald

Sitting- left to right: John Flemming-CCA/TRIP, Pat Gray, Carol Ingraham-Administrative Assistant, Pam Sullivan, Marty Harris and Andrew Lake



NSRBA Directors & Committee Chairpersons 2011

Position or Committee	Name	Company	E-mail	Phone	Fax
President/Nominations	Ron Dunn	S.W. Weeks Construction Ltd.	rdunn@swweeks.com	755-3777 W 759-2994 C	755-2580
Vice President Contracts & Specifications	Donald Chisholm	Nova Construction Co. Ltd.	donaldchisholm@ns.sympatico.ca	863-4004 W 867-7470 C	863-2291
Immediate Past President/Nominations	Brad Scott	Basin Contracting Ltd.	brad@basin-gallant.com	883-2235 W 452-2016 C	883-8881
Executive Director	Grant Feltmate	Feltmate Consulting Services Ltd.	grant@nsrba.ca	499-7278 C	876-1294
Environment	Andrew Lake	Will-Kare Paving & Contracting Ltd	andrew@willkarepaving.ns.ca	895-4069 W 890-3205 C	893-4213
Safety & Workforce Development	Pam Sullivan	Basin Contracting Ltd.	pam@basin-gallant.com	883-2235 W 452-9039 C	883-8881
	Greg MacDonald	Alva Construction Ltd.	greg@alva.ns.ca	863-6445 W	863-6446
Industry Liaison	Steve MacKenzie	Ocean Contractors Limited	steve@oceancontractors.ca	435-8936 W 223-4002 C	434-1243
	Marty Harris	Dexter Construction Co. Ltd.	mharris@municipalgroup.ca	835-3381 W 476-0013 C	835-3145
Membership & Public Relations	Patrick Gray	Dexter Construction Co. Ltd.	pgray@dexter.ca	835-3381 W 471-4152 C	835-7300
	Rick Bezanson	Wajax Industries Ltd.	rbezanson@wajax.ca	468-7352 W 220-9176 C	468-3524
	Yuri Power	Wallace Equipment Ltd.	yuri.power@wallaceequipment.com	835-7474 W 754-2468 C	835-7475
CCA/TRIP	John Flemming	Ocean Contractors Limited	john@oceancontractors.ca	435-1291 W 223-4008 C	434-1243

Provisional Members 2010-2011

Ron Chisholm Hydro Seeding Ltd.

Northern Construction Inc.

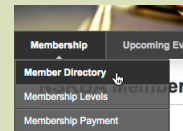
Eastern Infrastructure Inc.

Maritime Road Recycling Inc.

ConCreate USL (GP) Inc.

ScotiaBlast Ltd.

For a complete members listing, visit us at www.nsrba.ca, and click on the **Member Directory** link



ASSOCIATE MEMBERS 2010-2011

Ground MAX Ltd.

Berpic Inc.

Guarantee Company of North America

Metso Minerals Canada Inc.

MFE Manufacturing Inc.

North East Truck & Trailer

Nova Scotia CASE

Atlas Copco Construction & Mining Canada

General Liquids Canada

Direct Traffic Control Inc.

GENIVAR Inc.

Multiservice Petroleum Equipment

Lapage Equipment & Parts Ltd.

Jardine Auctioneers Inc.



2012 HOCKEY CHALLENGE TEAM UPDATE

8th Annual NSRBA Hockey Challenge

The expansion of the Hockey Challenge was such a success in 2011 that it will continue in 2012 with four teams battling for the honour and bragging rights of the NSRBA Hockey Champions. The teams will consist of Wallace Equipment Ltd., North Atlantic Explosives Ltd., Bluewave Energy and the defending champions the South Atlantic Cats.

All teams will be on the ice at noon (12:00 pm) with the Championship and consolation games taking place at 2:30 pm on Tuesday, January 24th at the BMO Centre in Bedford, NS (just off Hammonds Plains Road). Bus transportation is scheduled to leave the Westin at 10:00 am and return after the Championship game.

Although the stakes are higher than they have been, with the hope of crowning a new championship team, the competition is friendly and everyone is welcome.

If interested in playing in this year's tournament, please email the below information to Yuri at yuri.power@wallaceequipment.com before December 18, 2011:

Name:

Company:

Phone Number:

E-mail Address:

Your team captain will e-mail you in early January 2012 once the rosters have been set. If you would like more information about the tournament, please contact Yuri at (902) 754-2468 or email yuri.power@wallaceequipment.com

