



**WESTLAND**  
CONSTRUCTION LTD

Building a better way.



With our streamlined processes and procedures, outstanding attention to detail, and commitment to completing projects on time and on budget, we help make even the most complex project seem simple.

For over 30 years we've been doing things a better way —the Westland Way.



## The building blocks of our success

Westland Construction understands that to care for the construction needs of our clients requires we do things a better way – the Westland Way. From drawing on the experience and resources needed to get the job done right to building strong relationships with our clients through good communication, we know that caring for our clients' needs is never a one-dimensional project.

Consider some of our building blocks:

- Our knowledge of construction which allows for a smooth, efficient, professional job that translates into savings and piece-of-mind for our clients.
- Our skill at coordinating sub-contractors, suppliers and owners' operational schedules which is essential for a smooth and efficient project.
- Our team's expertise and the values that we embrace. Planning alone does not build buildings... people do!
- Our safety program enhances our efforts to provide the best quality and performance – on time and on budget.
- Our commitment to quality... we call it 'Kaizen' – the pursuit of continuous improvement.

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From drawing on the experience and resources needed to get the job done right to building strong relationships with our clients through good communication.

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## The pillars of our business

With expertise in the areas of commercial, institutional and industrial construction, as well as building renovation, historic restoration and expansion projects, we have the experience to facilitate the completion of any project on time and on budget. With our meticulous attention to detail we ensure cost savings and a quality product, making even the most complex job seem simple.

With over 30 years of industry experience, we have gained a wide range of expertise. We have worked on a great variety of construction projects in the marketplace including:

- Construction of commercial, industrial and institutional buildings
- Renovation/Restoration
- Civil work
- Restaurants
- Academic facilities
- Healthcare/Laboratory facilities
- Pipelines
- Hydroelectric support work

In addition, Westland has worked with many of the region's most prestigious companies. We take pride in the fact that over 80% of our business flows from repeat clients.

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At the heart of our business is the ability to fulfill the needs of our clients through our four core service offerings including:

- Construction Management
  - Design/Build
  - General Contracting
  - Structural and Civil Contracting
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## Construction Management

As Construction Manager, Westland acts as a member of the client's team, assuming overall responsibility for the building of the project. Our experience allows us to maximize the effectiveness of front-end planning so problems can be minimized during execution.

This process includes preparing bid packages, awarding contracts and procuring materials. Our contacts and positive relationships in the industry ensure that you will receive quality contractors at competitive prices. Our team will establish cost and time parameters and ensure that these are met.

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Our professional Design/Build team works to tailor budgets to your building program.

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## Design/Build

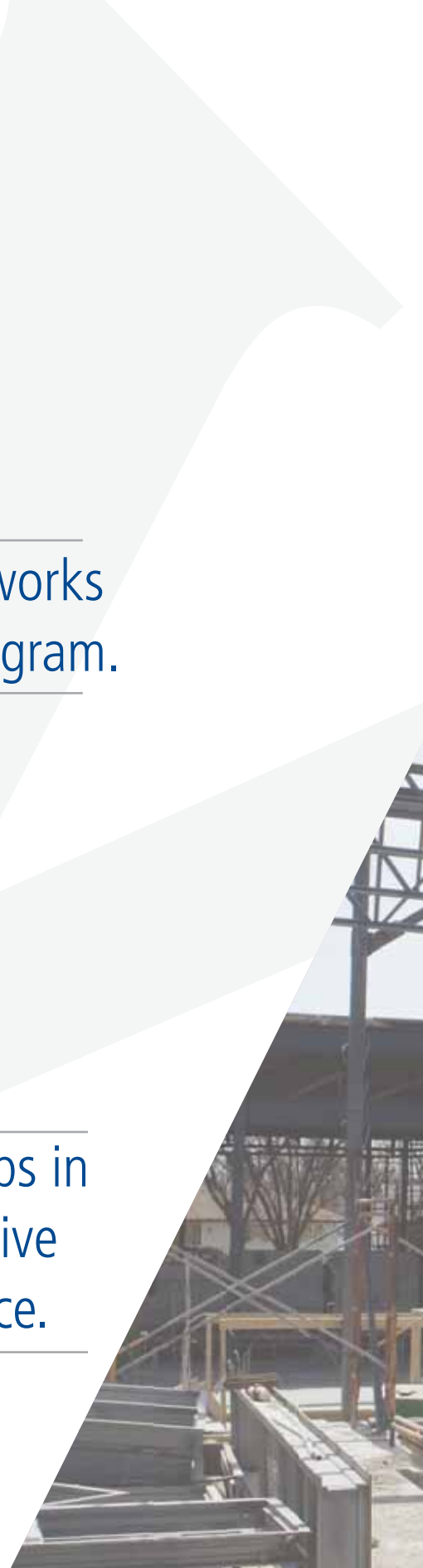
Design/Build is an alternative to general contracting. It is a process in which Westland coordinates the architectural and engineering phases as well as construction. This gives the client one contact from start to finish – a single point of responsibility and accountability providing responsive service in an efficient and timely manner.

Our professional Design/Build team works to tailor budgets to your building program. With fewer parties involved, the administrative burden is reduced, communication is improved, time is saved, and financial savings can be realized.

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Our contacts and positive relationships in the industry ensure that you will receive quality contractors at competitive price.

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## General Contracting

When acting as General Contractor, Westland tenders a bid to provide services for completion of a construction project to a client's specifications. The work may involve hiring, supervising and paying subcontractors.

Westland has gained substantial experience in general contracting, including commercial, retail, industrial and institutional projects, as well as restorations of historical structures.

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We can provide an array of subcontractor services such as structural and concrete work, manufacturing plant upgrades, utilities construction, civil work and more.

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## Structural and Civil Contracting

Over the past 30 years, Westland Construction has built a strong reputation in the industry as a subcontractor in facility upgrades.

Expansions and upgrades that are primarily mechanical/electrical in nature may still require certain architectural and structural components. Westland is experienced in working for mechanical/electrical contractors, prime contractors and directly for clients.

We can provide an array of subcontractor services such as structural and concrete work, manufacturing plant upgrades, utilities construction, civil work and more.

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No matter what the challenge,  
Westland delivers results.

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## The foundation of our approach

As a construction company dedicated to providing the meticulous attention to detail required to guarantee successful results, Westland has made a commitment to award winning quality practices, comprehensive safety procedures and strong professional partnerships.

### TQM/Continuous improvement

Total Quality Management (TQM) goes beyond quality control. It is an ongoing process by which Westland's management and staff become involved in the continuous improvement of the construction process from start to finish. The aim of our TQM program is, "Do it right the first time."

By continuously improving capabilities, people, processes and technology, Westland has become an industry leader by achieving enhanced productivity, profitability and, most importantly, client satisfaction.

### A commitment to safety

Westland has an excellent safety record with accident rates that are among the lowest in the industry. We have had a comprehensive company safety program in place for over a decade and are committed to the ongoing maintenance and improvement of that program for the sake of our workers and the surrounding environment.

Westland is proud to have achieved COR™ Certification for our program, receiving one of the highest audit ratings in Manitoba. The COR™ program offers nationally-recognized occupational health and safety certification for construction industry employers and is designed to reduce the human and financial costs associated with workplace accidents and injuries.

### Giving back

At Westland Construction we make a difference not only by delivering for our clients, but also by contributing to worthwhile causes in our community and beyond. We encourage people to give their best, both professionally and personally.

Our annual Westland Golf Tournament is a day of fun that also raises funds for various organizations in Winnipeg such as the MS Society and Kid's Sport.

Giving our best also means extending beyond borders. Westlander's contributions to the Dominican Republic School Fund helps purchase school uniforms and equipment for underprivileged children in this impoverished region.

Westland also supports the Manitoba Historical Society. The Society is the oldest organization in western Canada devoted to the promotion of public interest in, and preservation of, the region's historical resources. Their mandate includes the preservation of property relevant to Manitoba's history.



## The cornerstones of our company

Westland's success is directly related to the expertise, initiative and commitment of our professional team. We support our people with ongoing professional training, honour them with our trust, and empower them to do what it takes to meet and exceed customer expectations.

### Our General Management

We believe that management is not just about managing things, but leading people. In today's complex business and construction environment, we need to call on the best talent, enthusiasm and experience to lead a project successfully from instigation to completion. Our management team is uniquely positioned to deliver this advantage to our clients while providing the in-house systems and programs to unlock this potential. We are continuing to hone a successful business model so that we are here to meet our clients' needs both now and in the future.

### Our Project Managers

Westland Construction believes in building relationships. A dedicated Project Manager is assigned to every construction project with which we are entrusted. Our Project Managers act as a key contact for our clients to ensure their interests are looked after. They coordinate the efforts of our own Site Superintendents, labour forces, as well as any sub-trades on a given project. They take the lead in managing the construction project with particular focus on scheduling, cost control and safety. The care and experience they bring to any project helps to ensure the needs of our clients are met on budget and on time.

### Our Site Superintendents

Our Site Superintendents are seasoned professionals who bring a high level of knowledge and experience to our projects. They are always ready and willing to respond quickly and effectively to challenges, regardless of the degree of complexity. Their dedicated leadership in the field provides our crews with invaluable support which is reflected in the quality of our work. Westland has the experience and expertise to bring your project to reality – on time and on budget.

### Our Estimators

Good cost control and value for money often begins with our Estimating Department. They are responsible for preparing proposals for the costs of materials, labour and equipment based on contract bids, quotations, schematic drawings and specifications. Their attention to detail means that you can be confident in a quality finished product at a clearly stated cost. As required, our Estimators advise on proposal procedures, analyze tenders, recommend tender awards and conduct negotiations.

### Our IT

At Westland we also believe in empowering our people with the latest technologies to allow them to be efficient and effective in providing construction services to our clients, thus our in-house IT department continues to provide the equipment, training and support that make this a reality.

### Our Administration

"Can I help you?" Our administration department has this focus when helping our clients and our staff. Their flexibility and skill allows our company to continue to focus on what matters most – our clients.



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## The components of strong corporate citizenship

### Involved in our industry

To remain engaged in the success and growth of our industry, Westland believes it is important to participate in a variety of industry organizations including:

#### **Winnipeg Construction Association**

[www.wpgca.com](http://www.wpgca.com)

For more than a century, this organization has shared information and provided educational and networking opportunities.

#### **Construction Safety Association of Manitoba**

[www.constructionsafety.ca](http://www.constructionsafety.ca)

The Association's mandate is to promote safety through training, education, information and resource material.

#### **Canadian Construction Association**

[www.cca-acc.com](http://www.cca-acc.com)

This association develops and promotes standard tendering and contractual practices and procedures, as well as acting as an advocate for the industry.

#### **Winnipeg Chamber of Commerce**

[www.winnipeg-chamber.com](http://www.winnipeg-chamber.com)

The Chamber is a leading organization representing business in our community. It serve as the "voice of business", ensuring that the business perspective is heard on the issues of the day.

#### **American Concrete Institute**

[www.concrete.org](http://www.concrete.org)

The Institute is an international technical and educational society that produces technical documents, conducts educational seminars and offers a number of certification programs for concrete practitioners.

#### **Jack Miller Network**

[www.jackmiller.com](http://www.jackmiller.com)

The Jack Miller Network is an elite organization of over 600 construction industry firms throughout the U.S. and Canada. Members gather to share their successes and failures, providing an invaluable knowledge base.

#### **Manitoba Historical Society**

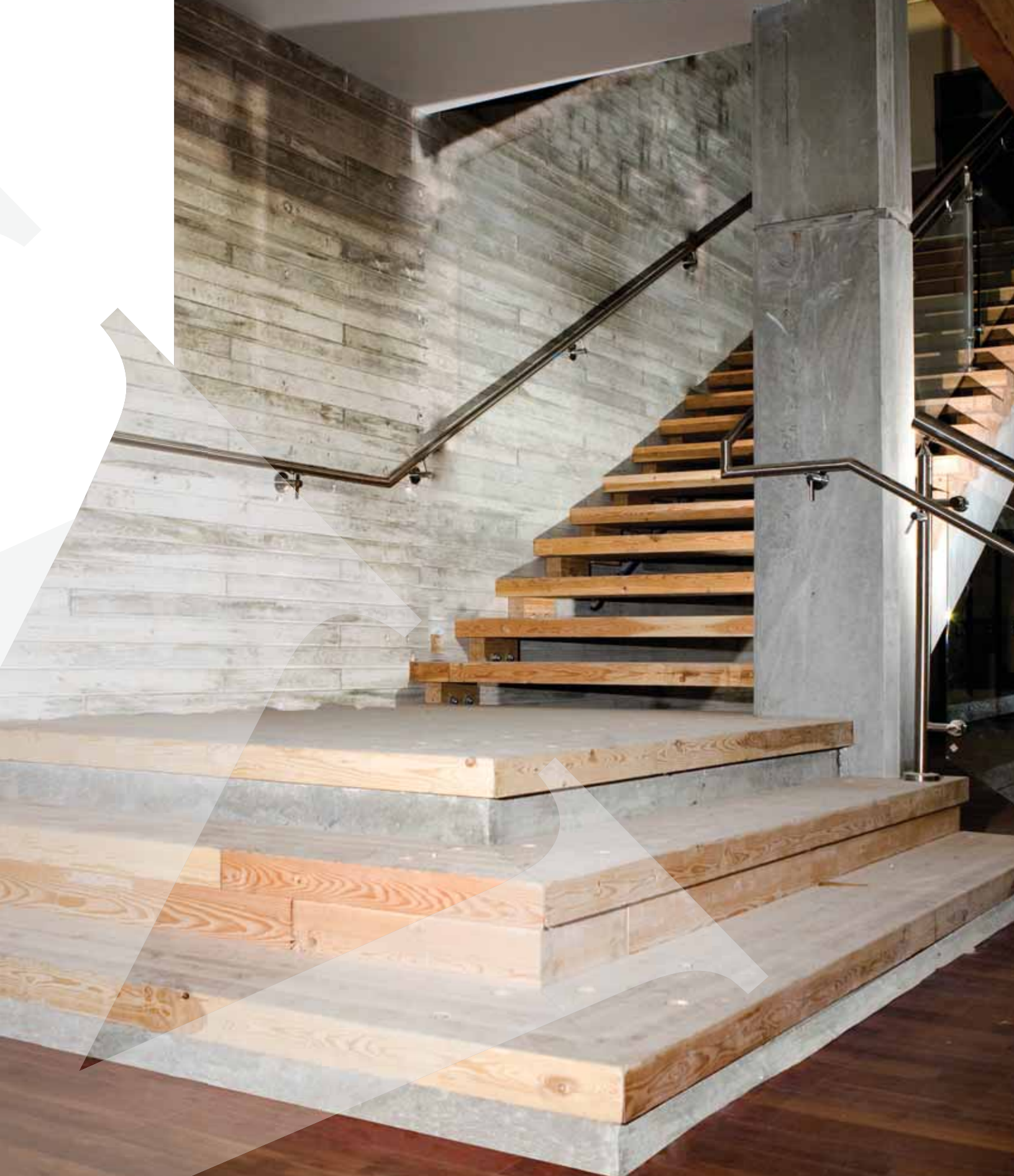
[www.mhs.mb.ca](http://www.mhs.mb.ca)

The Society is the oldest organization in western Canada devoted to the promotion of public interest in, and preservation of, the region's historical resources.

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**Westland Construction Ltd.**

Unit 1 - 475 Dovercourt Drive

Winnipeg, MB

R3Y 1G4

**Tel:** 204.633.6272

**Fax:** 204.694.5484



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