



BUILDINGS



The new TransCanada
Centre in Île des
Chênes, Manitoba.

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PROJECT PROFILE

TRANSCANADA CENTRE: AT THE HEART OF COMMUNITY LIFE

When you look at the new TransCanada Centre in Île des Chênes, Manitoba, you remember that the construction business is often about more than bricks and mortar. Sometimes construction is about changing the face of a community.

"People around here are excited," says Roger Perron, Economic Development Officer for the Community Development Corporation of Ritchot. "They come to events and they say, 'Wow!'"

The 18,000 square foot centre, located 10 minutes south of the Perimeter, opened its doors in October 2011. "We replaced a centre that was 70 years old," says Perron. "The old building was a former school and we had to put an addition on it. It had outlived its purpose."

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THE GROSE REPORT

THOUGHTS FROM WESTLAND'S CEO



Peter Grose

Acronyms abound in business – combinations of letters that take on lives of their own. We monitor our KPIs, we stay on top of the latest R&D, we like to respond to interesting RFPs, and I'm pretty proud of my CMA.

And outside of work, that was quite the season in the NHL!

For Westland Construction, there's one particular acronym that is always top

of mind – ISO. Westland Construction is Winnipeg's only general contractor with ISO 9001:2008 certification.

When you see ISO on our building, our trucks, our website - it means process. It means quality.

The big question, of course, is what does that mean? ISO is the working acronym for the "International Organization for Standardization." When you see ISO on our building, our trucks, our website – it means process. It means quality. It's your guarantee that our systems are orderly and our methods are sound.

One of the keys to ISO certification is the audit. We conduct regular internal performance reviews and we go through

a rigorous external audit every year. The audits focus on documentation – ensuring that our procedural manuals are in order and that we are following them to a T.

I've always been a process guy. Good order is the essence of a well-run business. As Westland grew and grew, our ISO foundation helped me take off a few hats as I became increasingly confident that we could replicate excellence time after time without having to blaze new trails and fly by the seat of our pants. For our customers, it means consistency as we continue to grow. Order. Predictability. We can all sleep well at night.

That's pretty powerful for three little letters – ISO. 🚩

Peter Grose is the Chief Executive Officer of Westland Construction Ltd.

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CONSTRUCTION SERVICES ON DEMAND SIZE DOESN'T MATTER

When most people think of Westland Construction, they probably think of big projects and major renovations: warehouses,

hospitals, commercial buildings, community centres, and more. But there's more to Westland Construction than large construction projects. Thanks to our streamlined processes and staff expertise, we bring tremendous efficiencies and general contracting excellence to projects of all sizes. Whether

doing heavy civil work, constructing a large multi-unit building, or putting up a single wall, Westland builds a better way. We call it CSOD (Construction Services on Demand). Please contact us to learn more. 🚩

INDUSTRY INSIGHTS

WINNIPEG IS KNOWN FOR ITS CONSERVATIVE NATURE...BUT IS THAT REALLY THE TRUTH?

BY SASA RADULOVIC, GUEST WRITER

Six out of nine Prairie Design Award winners this year were from Manitoba. While Alberta and Saskatchewan are recognized for their strong resource-driven economies, we find Manitoba sitting quietly, producing recognition-worthy architecture in a relatively conservative economic climate. We're proud to count ourselves among this year's winners. Westland Construction was also involved with a winning project.

We launched 5468796 Architecture Inc. in 2007 with the belief that developers and users would value design-driven projects in the city and the province. Although we were told that there was no room for design in what has long been considered a traditional architectural environment, we went out on a limb and discovered that Winnipeg was in fact hungry for change. We discovered a new breed of developers interested in innovative and unorthodox projects, as well as excited purchasers and end-users.

By way of example, we recently completed a condominium project that was recognized with a Governor General's Medal in Architecture. It was a modest budget and a 12-month build. The resulting three-storey, 10-unit block had buyers purchasing unfinished units with plumbing, heating, and

electricity. On the exterior, cantilevered projections expand rooms, create balconies and provide support for a wooden, vertical-slat privacy screen that wraps the building's exterior. It's different, and we're proud of it.



Sasa Radulovic

For the redevelopment of the Avenue and Hample Buildings, which sat empty on Portage Avenue for over 10 years, we were challenged to preserve each structure's historic character while still announcing the project's renewed presence on the street. Using *continued on next page continued from*

page 3 existing openings on the ground floor, the space was carved out to draw people in and expand the public area of the sidewalk, while chrome balconies project out from the residential windows overhead.

We're currently working with Peter Grose (from Westland), Craig Hildebrandt, and Dale Ducharme on OZ Condominiums, a 25-unit complex in Osborne Village. The project's innovative configuration allowed us to reduce the amount of circulation space, and create through-units, lofts, and two-storey units throughout the building. Buyers will be able to select the space that best showcases who they are.

We've discovered that every project has to be approached with fresh eyes, and that careful

consideration of all project aspects leads to innovation that can exceed expectations. We've learned that great design sells, and great projects can redefine the market. Good things happen when clients, consultants, and contractors work hard and aim together towards a shared goal. 🚧

Sasa Radulovic is a Founding Partner of 5468796 Architecture Inc.



WESTLAND PERSONALITY

SHEENA BRAUN



Sheena Braun

As the Controller, Sheena Braun is responsible for the accounting side of Westland Construction, including processing financial statements, payroll, accounts payable, reconciliations, including any changes to contracts and subcontracts. To

subcontractors, she is often the voice on the end of the phone, answering questions and providing any help when needed.

"I love it here! It's the best place I've ever worked."

August will mark Sheena's eighth year with the company, but she's been working in the construction industry since she was 18 when she started out as an Accounting Clerk. "This industry is ever-changing and ever-growing. It's always a challenge and so diverse."

After many years working in accounting, Sheena wanted to pursue a different path. She graduated with a Bachelor of Science from the University of Manitoba, got married

and had her first of two children. She then decided that her future was to continue using her accounting skills and returned to the workforce where she started with Westland.

For Sheena, the best part about working at Westland is the people. "It's a very close-knit family environment. Everyone's willing to help each other, from getting coffee ready for meetings to the submission of time-sensitive tender documents. I love it here! It's the best place I've ever worked."

Coming to Westland in 2004, Sheena remembers joining the company when there were just five people in the office. Since then, the company has moved into a two-storey office building. And even though the company has more than tripled in size, they still keep the same work ethic and family environment they've always had. "Although we've gotten bigger, we're still the same people," she says.

One thing that hasn't changed is Sheena's dedication to what she does and her love of being part of the Westland team: "It's easy to be happy here. And when you have happy people, buildings go up easier and work goes more smoothly. I couldn't ask for a better working environment." 🚧

Sheena Braun is the Controller at Westland Construction Ltd.

Westland Construction is a full-service General Contractor serving the institutional, commercial, and industrial sectors through new construction, civil support, and renovations. We care about process and getting it right – for the buildings you see and the infrastructure you don't.

Westland Construction – building a better way for over 30 years.

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