



BUILDINGS



The new GoodLife Fitness location at 1600 Regent Avenue West.

IN THIS ISSUE

PROJECT PROFILE 1

DID YOU KNOW? 2

THE GROSE REPORT: THOUGHTS FROM WESTLAND'S CEO 3

SHINING A LIGHT ON LANDSCAPE ARCHITECTURE 3

WESTLAND PERSONALITY: MARK LUMBARD 4



PROJECT PROFILE
1600 REGENT AVENUE WEST

Gyms are popping up all over North America, and Winnipeg is no exception. And now, Westland Construction is in on the action.

In Spring 2012, Westland completed its construction work at 1600 Regent Avenue West, the home of a new GoodLife Fitness outlet scheduled to open in January 2013.

Westland was hired by a real estate investor from Edmonton, Alberta, who secured a long-term lease from GoodLife for the building. The property also includes an addition to house two retail units.

Westland worked on the base building, following the tenant's specifications.

"It was a great project to work on," says Westland Site Superintendent, Rene Mailhot. "It's a good-looking building. *Continued on pg. 2*

THE GROSE REPORT

THOUGHTS FROM WESTLAND'S CEO



Peter Grose

There are different ways an owner can go about engaging a construction company. Our favourite approach just happens to be the method most likely to produce an on-time, on-budget, successful result.

It's an approach called "Construction Management (CM)." Under CM, Westland in essence joins the client's team and assumes responsibility for overall management and construction. With CM as the delivery model, we get involved very early in the process. We can flag any potential issues in the drawings in this "pre-construction phase," thereby minimizing any surprises and sticker shock down the road. There is complete transparency from the moment we get involved. We don't just provide a single

number on a quotation; clients get to see all pricing that makes up the final estimated cost. And with 30-plus years of experience and an extensive network of trusted subcontractors, we can look at the needs of a specific project and know who to ask and what to ask. Subcontractors are all pre-qualified, and the client gets to review our recommendations and authorize the final selections.

"We know who to ask and what to ask."

When we launch a CM project, we form a team consisting of a Project Estimator, a Project Manager, a Project Administrator, and a Site Superintendent. This team of Westlanders acts as an extension of the client's staff, and they work with an open-book policy and emphasize thorough communication. We take great pride in how easy we've made it for clients to get information. Through a password-protected FTP site, clients can access all project documentation at any time, including meeting minutes, drawings, schedules, and documentation about changes to contracts. The client will know

everything about the project at every step of the way, without having to do any of the heavy lifting.

The primary alternative to CM is the "hard bid" approach. Under this system, the construction company is simply hired to build. In a hard bid situation, the client has no way of knowing how the final estimate was reached. At the end of the day, they may not be getting competitive pricing, value, or the most suitable subcontractors for the job. And under a hard bid scenario, the client assumes more risk than under CM.

When it comes to CM, it's ultimately all about responsibility, transparency, and predictability. That's where we specialize. When you're spending big bucks to build a facility, the last thing you want is unpleasant surprises.

Best wishes from all of us at Westland for a terrific 2013. May the new year bring you lots of surprises... but only good ones. 🍀

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

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INDUSTRY INSIGHTS

SHINING A LIGHT ON LANDSCAPE ARCHITECTURE

WITH CONSTANTINA DOUVRIS, MALA, CSLA
HILDERMAN THOMAS FRANK CRAM

Landscape architecture is all about relationships. I'm not just talking about the relationships among landscape architects, building architects, contractors, owners, and other stakeholders - although those

relationships are indeed essential to the successful conception, planning, and execution of a project.

I'm also talking about the relationships amongst landscape, people, history, and place and all of the things that constitute the site's physical and cultural context. It's the marriage between natural settings and human creativity; the union of what grows and what's built.

As a landscape architect, it's my responsibility - and passion - to understand the socio-

cultural profile of a site. This is particularly essential as our firm, Hilderman Thomas Frank Cram, moves forward with Westland Construction and other partners in the development of Upper Fort Garry Heritage Park near Broadway and Main in Winnipeg. What a remarkable project this is! *Continued on pg. 4*



Constantina Douvris



Continued from pg. 3 The remaining gate of Upper Fort Garry, standing since 1854, is a dominant cornerstone of our province's history. It is widely believed that goods were traded near the site as long as 3,000 years ago. The Fort was the home of the Hudson's Bay Company, a centre for the vibrant fur trade, and later the birthplace of the Red River Resistance. Throughout the development phase, we have discovered fascinating archaeological artifacts from this period.

As a landscape architect on the project, it's been important to embrace the history

of the site and celebrate it by planning a dynamic, meaningful, and relevant park that Winnipeggers will enjoy for many years. I am thrilled to be working on this nationally important site in the middle of downtown Winnipeg. ❧

Constantina Douvris, MALA, CSLA, is an Associate at Hilderman Thomas Frank Cram. She has worked in Ottawa, Minneapolis, and Winnipeg. Her projects include urban design projects at the University of Winnipeg and harbourfront redevelopment work in Kenora.

WESTLAND PERSONALITY

MARK LUMBARD



Mark Lumbard

About a quarter-century ago, Mark Lumbard had the good fortune to meet Norm Young, the founder of Westland Construction, at a time when Lumbard was trying to figure out what to do with his career. It was the mid-1980s, and Lumbard was

using his telecommunications hardware training to work on towers and microwave dishes – a field that provided more than its fair share of "near misses." A young Mark Lumbard was happy to accept Norm Young's offer of entry-level employment at Westland.

"I was just a young guy who needed a job. I was lucky to meet Norm," Lumbard recalls. "I realized that working on towers wasn't going to be a long-term thing."

He rose through the ranks at Westland, starting as a labourer, then working as an apprentice, finally earning his carpentry ticket in 1989. He headed out to Vancouver in 1990, and returned in 1993 to Winnipeg and to Westland where he eventually became a Site Superintendent.

It's a position that keeps him at the heart of any given project.

"It's demanding but exciting," says Lumbard. "The best thing is that I get to interact with a lot of different people."

As a Superintendent, Lumbard will usually only work on one project at a time. As this is being written, he's at Kildonan Park helping to renovate the Peguis Pavillion.

Lumbard says that he spends some of his day buried in documents – drawings, specifications, time records, daily reports, requests for information, and more – but the people more than make up for the paper pushing.

"I need to coordinate the trades and our own personnel, coordinate installations, and work with the Project Manager," he says. "There's a lot of complexity, but we're all working together to run a successful project. There's always a good sense of team."

Lumbard also runs safety programs on site, conducts weekly hazard inspections, and leads regular "toolbox talks" to share tips and ideas on a given project.

When not working, Mark and his wife Leigh Anne enjoy travelling, and Mark enjoys playing slo-pitch baseball and relaxing around the backyard pool with family and friends.

"I've been at Westland for 23 years," he says. "We're focused on efficiency and we're equipped with the tools we need to do our job well. And the people are great. It's a good place to work." ❧

Mark Lumbard is a Site Superintendent with Westland Construction.

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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