



# Paving the Way

Argue Construction • Carp, Ontario



For over 30 years, West Carleton Sand & Gravel Inc., the owners of Karson Kartage, have been located in Carp, Ontario. With a lack of space in their current equipment maintenance facility and ongoing growth in the area, the owner decided the best option was to relocate the operation to one of their main rock quarries near Stittsville, Ontario.

The owner contacted Argue Construction and subsequently took a tour of a building that Argue constructed approximately five years earlier. Both parties agreed that the design was suitable for the new Karson Kartage facility with some modifications including a 40-foot wide bay located at one end of the building with a 10-ton overhead crane that would run transversely across the building. Argue Construction planned to use Long Bay joists to accommodate the heavy snow load but Robertson Engineering was able to design 12-inch deep purlins, resulting in significant cost savings.

The engineered steel building covers 28,500 square feet with an additional 2,000 square feet of office area constructed of conventional structural steel. The larger building is comprised of two main sections. Designed to service dump trucks and highway tractors, the “lower” section is 100 feet by 150 feet and features five overhead doors. This section has a 30-foot self-contained

wash bay and can accommodate a 20-foot hook height for one of the building’s three top-running cranes. The other two cranes are located in the “higher” section of the facility which measures 100 feet by 135 feet and has four overhead doors. This section is designed to service heavy equipment such as shovels, bulldozers and rock crushers. It features a self-contained welding shop and accommodates a 25-foot hook height for the two cranes. The full-height division walls between the two sections are constructed of light structural framing and Dura-Rib painted liner.

The building features SSR roof panels in Galvalume Plus, A-36 wall panels in Ash Gray and trim in Burnished Slate. Robertson also provided structural capacity to allow for the attachment of 7-foot high pre-cast panels that wrap around the entire building. Heating for the facility consists of an intricate system of in-floor radiant heat water lines that run throughout the entire building and are fed by two large boilers that sit atop a mezzanine.

This is the first project that Argue Construction has built for West Carleton Sand & Gravel Inc.

Argue Construction, formerly Baird Construction, has been an Authorized Robertson Builder since 1988.

**Carla MacLeod**

Sales Development Coordinator

[Carla.MacLeod@RobertsonBuildings.com](mailto:Carla.MacLeod@RobertsonBuildings.com)



## 2014 • A Look Into 2014

### Bob Rollason

General Manager

Bob.Rollason@RobertsonBuildings.com

Carla asked if I would write a few words addressing Robertson's outlook for 2014 and just about the first thing I did was to think backwards to the year 1999. If you remember, the experts were all concerned about the "Y2K" bug and what would happen when we moved from one millennium to the next. Computers were going to crash, the financial system would be disabled and planes were going to fall out of the sky. Obviously, we avoided catastrophe but it did make me think about the amazing electronic technological advances since 2000 (was it really that long ago?).

We have all experienced significant changes in our personal lives and the way we do business because of the internet, the growth of social media and how it is used, etc. The whole business model has changed as well as the demographics of the work force. We "boomers" are moving over and a new generation is taking our place. They think differently, communicate differently and have different expectations.

This is not bad! Change is inevitable and provides exciting opportunities for those involved – hang on for the ride! We know we will face the usual challenges in 2014: controlling steel costs, guessing exchange rates and the price of oil as well as the normal day-to-day issues we face at the office such as staffing and obtaining new orders. 2013 especially was a year of change at Robertson with increased volumes, retirements and the integration process that we have talked about. With the changes that have occurred, Robertson is more prepared now than ever before and we are extremely optimistic about meeting and exceeding our aggressive goals for 2014 and a large part of our confidence is based on the amazing group of Robertson Builders that we work with as partners. My crystal ball is still very murky but I do know that we will be successful in making 2014 a memorable year for all of us.

Thank you Robertson staff for being so committed and hard-working and to all our wonderful Builders for their continued support.

## 2014 Partnership Forum • Fort Lauderdale, FL



Over 160 builders, vendor partners, NCI guests and Robertson staff gathered from across Canada and the United States in February to take part in the 2014 Robertson Partnership Forum in Fort Lauderdale, Florida.

Features this year included a highly entertaining show put on by Mike Carbone Productions as well as many interesting presentations by staff, builders and vendors. To finish off the business sessions, Jeff Havens provided some tips and tricks on how to "Uncrapify" your life.

One of the biggest highlights of the entire event was one that was not exactly planned. The first day into the Partnership Forum, Team Canada made it into the gold medal game at the Sochi Olympics. Given the time difference, the game would take place at the same time as the final business session so attendance may have been "down" a bit that morning. To remedy the situation, the ingenious staff of Mike Carbone Productions hooked into a live feed of the game that was displayed on two massive screens in the ballroom. Needless to say, there was full attendance when Canada won the gold medal!

The Awards Gala was a highlight of the event. Many builders were applauded as they were presented with awards recognizing their 2013 achievements as Authorized Robertson Builders. There was an array of award categories including Photo Awards, Million Dollar Club Awards, Outstanding Builder Awards and the Inukshuk Award which celebrates a builder who is on the right path and who embodies the full meaning of partnership.

### Builder of the Year

Camdon Construction Ltd.

### National Account of the Year

Toro Steel Buildings Inc.

### Inukshuk Award

Al Lanteigne Steelworks Ltd.

### DM of the Year

David Derksen

### Rookie of the Year

KTC Industrial Projects Ltd.

### Top Builder by District

Atlantic Canada • E.W. Adams & Sons Ltd.

Western Canada • Camdon Construction Ltd.

Mid-West Canada • Silverline Construction Ltd.

Southwestern Ontario • Lanca Contracting Ltd.

GTA/Niagara • Integrated Structures Inc.

North and Eastern Ontario • Prosperi Company Limited

U.S. Mid-West • Holladay Construction Group



A big hit at the 2014 Partnership Forum was watching Canada win the gold medal game on two massive screens!



The Camdon Construction Ltd. group display their 2013 Top Builder Award at the Awards Gala.

It was clear that each builder was proud to be a recipient and honored to be recognized at this event. To celebrate, we kicked off our shoes and spent some time on the dance floor.

The Partnership Forum once again presented an ideal venue for our builders, vendor partners and staff to network and share valuable insights with one another. Thank you to everyone who attended this memorable event, and we look forward to seeing you all at our future Partnership Forums!



## 2014 Partnership Forum • continued

The continued success of the Partnership Forum is due to our valued Vendor Partners and Guest Speakers who included:

### Vendor Partners

- Atlas Bolt & Screw LLC - Scott Bowers and Michael Colynn
- C. Dawkins Associates Inc. - Barry Dawkins
- Curber Manufacturing - Andy Horvath

- Dominion Building Products - Rick Kincy
- Dynamic Fasteners - Steve Butler
- Global Building Products - Andrew Carpenter
- Guardian Insulation - Randy Edger
- Metl-Span - Chip Moyer
- Valspar Inc. - Andy Palmer
- Valta Crane Systems - Jayson Kitchen

### Guest Speakers

- Brad Robeson - NCI Group
- Chip Moyer - Metl-Span
- Jeff Havens - Keynote Speaker

Thank you for your continued support!

### Photos

1. Pierre Lanteigne of Al Lanteigne Steelworks Ltd. proudly displays the 2013 Inukshuk Award.
2. A few of the Southern Ontario Builders pose for the camera.
3. PCL's Steve Hildebrand and Michael Bole accept a President's Club Award from Frank Fuca.
4. KTC Industrial Projects Ltd. show off their Rookie of the Year Award.
5. Tony Naccarato and the MCG Construction Ltd. team accepting their Million Dollar Award.
6. Shawn Lachance (wearing his usual work uniform) and PAC Chair Steve Hayward of Extreme East Metals Inc. battle it out during a heated round of DMs vs. Builders.
7. District Manager of the Year David Derksen accepts his award from Frank Fuca and Bob Rollason.
8. A group heads out on a deep sea fishing excursion.
9. Rosemary and Eric Adams of E.W. Adams & Sons Ltd. with an impressive number of awards.
10. Dan Boychuk of Boychuk Design Build Ltd. and Tim Katakami of Camdon Construction Ltd.
11. Michael Lassner (with son Henri) and the Allied Steel Buildings Inc. group accepting their Outstanding Builder Award.
12. Shawn Argue, Ken McDonald and Pierre Lanteigne get together at the Welcome Dinner.
13. Nathan and Keith Lancaster of Lanca Contracting Ltd. at the Farewell Dinner by the Ocean.
14. Steve Staszewski of Holladay Construction Group, LLC is proud of all his newly-won awards.
15. Excel Design & Construction's Ed Dornn accepts a Million Dollar Award from David Derksen and Bob Rollason.
16. The array of Photo Awards.
17. Mid-Western Canada Top Builder by District winner Chad Salter of Silverline Construction Ltd.
18. The always energetic and entertaining Mike Carbone.



# New West Truck Centres • PCL Construction Management Inc.

The Calgary location of New West Truck Centres is a full service heavy truck dealership specializing in the sales and service of Freightliner trucks. In the first quarter of 2013, owner Greg Stahl contacted PCL Construction Management Inc. to supply two pre-engineered buildings (buildings "B" and "C") for parts and service that would be combined with a conventional building for sales and administration. Building "B" was designed to include a 5-tonne top running crane that spans 67 feet.

Buildings "B" and "C" cover a total of 27,720 square feet. The roof features 10" RTS comprised of 24 gauge Double-Lok in Tundra and a 26 gauge interior roof liner in Bone White. The building envelope is made up of a combination of 26 gauge embossed insulated panels and PBR panels in Tundra. Both buildings have been designed to accommodate future additions.



## Robertson Announcements



### Retirement

Halloween Day of 2013 wasn't a spooky day for **Cam Henderson**. In fact, it was a day of celebration with respect to his long career here at Robertson. For over 30 years, Cam has been a mainstay at the company and his smile and knowledge will forever be missed.

Bob Rollason and Jim Cohrs each offered some heartfelt words before presenting Cam with a commemorative photo of his Estimating Team and some additional gifts. Employees then had the opportunity to convey their congratulations to Cam over a yummy slice of cake.



Cam and his wife Christine (who also retired on the same day) have already taken at least one trip south and plans are set for more. With the arrival of their first grandchild Michaela on January 8th, they will be very busy.

Congratulations Cam! We all wish you and your family the very best.

### Employee Years of Service

Each quarter, Robertson recognizes employee years of service in 5 year increments. In January 2014, **Frank Fuca** reached the 5 year mark, **Bo Yang** with 10 years and both **Xuya (Sheila) Wu** and **Stu Woodward** celebrated 20 years of service. In February, **Lou Dinardo** reached the 10 year mark at the company.

Thank you all for your loyal service and congratulations on reaching these milestones.



### Birth Announcement

On December 21, 2013, Bao Ngo and his wife welcomed baby boy Alexander Joseph Ngo weighing 7.6 lbs. Congratulations on your new arrival!



### New Robertson Employees

We would like to introduce and welcome our newest Robertson employees:

**Pearl Zhu** • Detailer  
**Daniel Shaw** • Detailer  
**Elizabeth Konieczny** • Detailer (Welcome Back!)  
**Tammy Steeves** • Financial Controller

### Robertson Builder Orientation (RBO)

In November 2013, Robertson hosted its RBO Training Seminar with Robertson employee and trainer Louis Volpatti at a facility near Robertson headquarters. We are proud to announce that future training seminars will now be held at the head office at 1343 Sandhill Drive in Ancaster. The 2014 scheduled seminars will be in April and December. If you would more information on RBO Training, contact Gail Read at [Gail.Read@RobertsonBuildings.com](mailto:Gail.Read@RobertsonBuildings.com).

