



Scholarships Awarded 2



Concrete Lobby Days 5



Golf Winners 6

# Concrete industry may receive some exemptions from HRM side guard rules

By Andy Walker

While they're still waiting for the official paperwork as this issue went to press, it appears some trucks used by the ready mixed industry may be exempt from a regulation being instituted by the Halifax Regional Municipality requiring contracted vehicles to have side guards designed to protect bicyclists.

"We have recently heard that some trucks used by our industry may not be affected by the new HRM regulation requirements," says Kevin Nickerson of Quality Concrete.

Nickerson says the accessories on ready mixed trucks, including fuel tanks, water tanks and the extension chutes, may present challenges when attaching side guards. He says some of the trucks used in the ready mix industry already have the maximum ground clearance of 350 millimetres called for in the regulation.

The regulation is required on all vehicles of more than 4,500 kg purchased or leased by Halifax Regional Municipality, and any contracted service provider vehicles of the same size on contracts awarded for the 2018 construction season.

The side guards cost between \$2,500 and \$4,000 per vehicle, but Rajiv Massey disputes the contention they would result in significant costs to contractors. Massey, director of the Corporate Fleet for the municipality, agrees there would be a significant initial cost, but says the guards can be transferred from truck to truck.

Halifax hopes to have all its own trucks equipped with side guards by 2022. The municipality has approximately 83 heavy vehicles in its fleet to which side guard protection is applicable.

These vehicles generally have service lives of between seven and 12 years, and between 10 to 15 per cent of the fleet is replaced per year.

"You can't really put a price on a human life," Massey says.

While the side guards are now becoming commonplace in Europe and some large cities throughout the United States, Massey says HRM is breaking new ground in the Atlantic region.

*Continued on page 2*



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# Ready mixed industry...

Continued from page 1

"There is no provincial regulation requiring the side guard and to my knowledge no other municipality or province in the region is considering it," he says.

Nickerson says that was one of the concerns the ready mixed industry had with the proposal. He says most companies within the industry have trucks stationed throughout the province and tend to move them around as needed.

"Obviously, a truck headquartered outside HRM, for example, would not be equipped with side guards, so it couldn't be sent to HRM without incurring the cost of equipping the vehicle," Nickerson says.

Grant Feltmate, executive director of the Nova Scotia Road Builders Association, shares this concern. He says many of his member companies also move equipment around the province on a regular basis. Feltmate says it would simply not make economic sense for a truck headquartered outside the capital region to undergo the expense of having the equipment installed.

Feltmate says his membership is also frustrated with the lack of consultation with industry players prior to the measure being implemented. He says there are still many significant questions yet to be answered and his organization is continuing discussions with municipal representatives.

Feltmate says his membership would like to see the idea shelved permanently, but at the least, he says implementation should be delayed "because at this point we have a lot of questions and not many answers."

Feltmate says, "Perhaps if the municipality had talked to us earlier, some of these issues could have been avoided, but we certainly want the dialogue to continue because this is a significant issue for our industry."

Feltmate disputes the contention this is purely a safety issue, noting neither Transport Canada nor the Canada Safety Council recommends the mandatory use of side guards. Feltmate says his organization takes safety seriously and the research it has conducted on the issue hasn't convinced them the guard would make a significant difference.

He says in virtually every case where the measure has been instituted in North America, it applies only to staff-owned vehicles or those leased by the municipality. Feltmate says his members are also upset by the fact the municipality is allowing a five-year phase in period for its own vehicles, yet contracted trucks must implement the measure immediately.

The municipality has already shifted gears on the issue once. A report prepared by city staff in February 2016 suggested the cost of implementing the measure was too high and questioned whether the side guards would be effective. However, a subsequent staff report issued in June that same year recommended the measure go ahead.

The Halifax Cycling Coalition was one of the groups that put pressure on the city to change its mind. In a statement issued in June 2016, the group maintains the equipment will reduce the risk of death by up to 50 per cent in a collision between a bicycle and a commercial truck. The coalition maintains there have been four fatalities since 2007 involving bicycles and right-turning heavy vehicles.



Grace Flemming, daughter of John and Karen Flemming of Ocean Contractors Limited, is attending the University of New Brunswick to achieve her Bachelor of Science (Engineering).



Jeffrey Meagher, son of Tracy Dobson of OSCO, and Tom Meagher, is enrolled in Dalhousie University's engineering program.

## 2017 scholarship recipients recognized

Congratulations to Grace Flemming and Jeffrey Meagher, the 2017 recipients of the Atlantic Concrete Association Memorial Scholarship.

ACA is excited to introduce our 2017 winners of the \$1,000 Memorial Entrance Scholarship Awards, established in memory of Norman MacLeod.

Flemming, daughter of John and Karen Flemming of Ocean Contractors Limited, graduated from Halifax West High School in the spring and started her Bachelor of Science (Engineering) at the University of New Brunswick this fall.

Meagher recently graduated from Charles P. Allen High School and started Dalhousie University in the fall in Engineering as well. He is son to Tracy Dobson of OSCO, and Tom Meagher.

The committee based its decisions on academic achievement and an essay submitted by all the candidates. The Atlantic Concrete Association would like to congratulate both honourees and wish all our entrants good luck in their future endeavors.

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# Understanding insurance coverage vital to concrete industry

By Joan LeBlanc

Knowing exactly what type of liability coverage you have before going into a construction project is vital, so contractors should fully trust their insurance broker has the expertise to provide them with sound business advice to better protect their business interests.

"In general, in the construction industry we're seeing more risk being downloaded to contractors, whether they're a subcontractor... or signing directly with the owner. It's really important to make sure they know what they're signing, because the language in these contracts can just be so one-sided. Brokers should be really engaged with their client to help them manage risk," says Victoria Stanhope, president of Stanhope Simpson Insurance Ltd. in Halifax, Nova Scotia.

Stanhope says it's important to find a broker who takes the time to review policy with their client. Insurance policies can contain some tough language and it's the brokers' job to ensure their clients understand it all before going into the project.

The cost of a contractor's insurance program and/or their surety bonding rates are critically important, particu-

larly for smaller companies. However, contractors should expect a higher level of professional service from their brokers as the construction industry continues to evolve and become more complex in terms of risk and risk management.

Stanhope says contractors who directly contract with owners should have their insurance and bonding broker review their contracts to ensure they fully understand the risks as outlined; the same goes for subcontractors who work for general contractors. She says that if the owner is downloading greater risk to the general contractors, often the general contractor will, in turn, use the same or similar contract language in their subcontracts to download some or all risk to the subcontractor.

Stanhope says a good example of this is the increasing popularity of design-build contracts in Canada. Contractors signing design-build contracts are taking on much greater risk and even if the contractor is subcontracting out the design to another company, the contractor is still responsible for the design and could subsequently be held legally liable for it.

In addition, what is known within the industry as "Rip and Tear" coverage is becoming more widely available in the

insurance marketplace and is directly relevant to concrete contractors, particularly ready-mixed concrete manufacturers and forming contractors.

"This coverage provides compensation to the contractor for expenses associated with the destruction (rip) and removal (tear) of defective concrete should it be determined, after installation, that it doesn't meet the contract's specifications. Coverage can also often be extended to include the expenses the contractor incurs to replace the defective concrete with new product. This [type of insurance] product was made almost specifically for the concrete industry," Stanhope says.

Prevention is always better than reaction to any problem and it's no different in the insurance business.

"If there's an incident on the site, if there's a loss or a claim or someone gets hurt or property gets damaged, the first thing the insurance company will do is get out the contracts between any of the subcontractors that were on the site, or the general contractors or anyone who may have contracted directly with the owner or developer; and they see who is going to be held responsible for what," Stanhope says. "So, if you already know going into a job the level of risk that

you've taken, well, you don't want to find out then you're on the hook for something you didn't know you were responsible for and not knowingly you've signed away all of your rights."

The bottom line should be that insurance contracts are fair, and they make sense to the client.

Managing risk in the construction industry is also key to the successful completion of a project, and this begins with excellent employee training and company safety protocols.

"In general, people today are taking safety and reducing losses very seriously, more so than ever before," Stanhope says.

She adds that high calibre driver training programs also significantly lessen risk. In addition, an overall industry culture that upholds safety and quality as fundamental organizational values is crucial; the goal is for each employee in the company to understand that performing quality work safely is important.

Businesses can ask their brokers for a professional risk control visit, whereby a risk management professional will visit their business and conduct a review of their operations and protocols, recommending ways in which improvements can be made to further reduce risk.



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Familiar Las Vegas landmarks can be seen in the background of the outdoor exhibits at the 2017 World of Concrete.



Crowds line the booths at the 2017 World of Concrete.

# World of Concrete event largest in nine years

The most important annual international event of the year for concrete and masonry professionals, World of Concrete 2018 expects to attract 60,000 professional registrants and 1,500 leading suppliers from around the world. WOC 2018 will also be the largest World of Concrete in nine years.

This world-renowned industry event

continues to bring international buyers together with varied exhibitors to expand business in North America and overseas. For the 13th consecutive year, the U.S. Department of Commerce has selected World of Concrete as a participant in the International Buyer Program (IBP). WOC draws significant attendance to each event, working with

U.S. Commercial Services posts from around the world.

World of Concrete welcomes international exhibitors to sell their concrete and masonry-related products and services, as well as international attendee delegations from across the globe to network, test drive equipment, discover new products and services, and benefit from a world-class education program.

The 2018 World of Concrete Education Program includes everything from interactive workshops and specialized seminars to hands-on, skill-building sessions. The education program equips field personnel, project leaders, supervisors, and owners with the latest knowledge in every facet of concrete and masonry.

New for 2018, WOC competitions and exhibits will be held in the Bronze Lot, next to South Hall. In addition to the exhibitors in this new area, returning WOC event favorites include the John Deere Operator Challenge, the Western Star Trucks Get Tough Challenge, the SPEC MIX BRICKLAYER 500® World Championship, and much more.

Visit the WOC website ([worldofconcrete.com](http://worldofconcrete.com)) for more details about the World of Concrete 2018, scheduled for Jan. 23 to 26 at the Las Vegas Convention Center in Las Vegas, NV, USA.

## Ready Mix Brief

- The Atlantic Concrete Association welcomes two new producer members: Indian River Ready Mix Ltd. of Newfoundland and Labrador; and Woods Concrete Limited of Nova Scotia. We also welcome three new associate members: PNA Construction Technologies, Commercial Safety College, and Carbon Cure.
- The Atlantic Concrete Association would like to congratulate Bernard Keefe of CRM Ready Mix Ltd. on his recent retirement. He has served on the ACA board representing P.E.I. and the interests of our industry for many years. He started his career in the ready mix industry more than 40 years ago with Coastal Ready Mix in Charlottetown. In 1977 he went to work at CRM as a batcher/dispatcher, moving up to manager, and eventually managing all of CRM's operations in P.E.I. He is known for always helping out where he could. We appreciate all of his contributions to the Association and to the industry. We think it's fair to say that he and his wife, Leona, will be truly missed. We wish them both all of the best in retirement!
- Don't forget to register for our 2018 Annual General Meeting, Feb. 27, 2018 at the Royal Playa del Carmen resort in Playa del Carmen, Mexico!

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# Concrete Lobby day on Parliament Hill

By Kathy Johnson

The Canadian concrete industry took to Parliament Hill on-mass in mid-October to bring MPs and senior civil servants up to speed with the latest developments and activities within the industry, and to state the case for looking at the lifecycle of a project when spending infrastructure dollars.

Lobby day on Parliament Hill is something "we try to do every two years," says Michael McSweeney, executive director of the Concrete Association of Canada. "What we try to do is every two years hold a day on Parliament Hill where we have meetings with MPs and senior civil servants to educate them on activities of the concrete industry and try to educate them on the benefit of using concrete" when it comes to infrastructure projects.

With the "biggest upgrade to infrastructure in Canadian history" by all three levels of government carrying an \$800 billion price tag in the forecast, McSweeney says what the concrete industry "is trying to get them to do is three things. One, to make sure the taxpayers dollars are protected. When you build infrastructure, build it so it will last the long term. One hundred years if possible. When you consider tenders, put it through a lifecycle cost analysis. Build it once. Build it right and build it to last.

"Second, as our country fights climate change, make sure when you're building you do an analysis to ensure the building material being used has the least carbon footprint. You need to know how much greenhouse gas is produced in production and transportation of that building material.

"Three, try and use available technology. We're quite proud of a Dartmouth company called CarbonCure. It has invented a technology where it injects CO2 gas right into the concrete. We're very proud it's a Canadian company and even more proud it's a Nova Scotia company," McSweeney says.

McSweeney says all sectors of the concrete industry were well represented on Parliament Hill, with 65 delegates from across the country participating.

"I think it was quite successful," McSweeney says. "We met with almost 80 MPs and senior civil servants. We were received quite well."

McSweeney says the response from the Minister of Environment and Climate Change, Catherine McKenna, to the industry's presentation was "this makes sense. Why wouldn't we use a lifecycle cost analysis and material with lower green house gas emissions."

Jamie Reid, president of the Atlantic Concrete Association, was part of the contingent.

"Overall, it was a great experience," he says. "Lots of building materials are getting lots of time on the Hill and lots of attention from federal people, so we wanted to make sure concrete got its fair shake. I hope it makes people think twice as they prepare to spend money on upcoming infrastructure projects. We just wanted to make sure when they're looking at those projects, they take a look at concrete. It may not be the cheapest option day one, but when you look at the lifecycle, it typically lasts longer than anything else available on the market.

"Concrete is resilient. It can stand up to pretty much anything: tornadoes, hur-



Jamie Reid, president of the Atlantic Concrete Association, and Pam Woodman, the association's executive director, focused on meeting with as many MPs on the Hill as possible during their recent visit to Parliament Hill, including Ed Fast, environment critic for the Conservative Party (left).



Jamie Reid, president of the Atlantic Concrete Association, and Pam Woodman, the association's executive director, during their recent visit to Parliament Hill.

ricanes, those sorts of things. It's energy efficient. Some of the most efficient buildings in the world are built out of concrete. It doesn't burn, get moldy or rot," Reid says, plus the concrete industry "has been spending a lot of time and energy looking for more environmentally-friendly ways to produce its products."

Reid says the Atlantic Canada concrete industry was well represented during lobby day, concentrating on meeting with MPs from the region, while others did the same. ACA meetings included: Wayne Long, MP for Saint John-Rochesay, N.B.; Ed Fast, environment critic for the Conservative Party; Ken McDonald, MP for Avalon, NL; Yvonne

Jones, MP for Labrador, NL; Andrew Scheer, leader of the Conservative Party; Glen Murray, executive director of the Pembina Institute and former minister from Ontario for Environment and Climate Change; Dr. Blair Feltmate, Intact Centre of Climate Adaption at the University of Waterloo; and Thomas Mueller, president, CEO of CaGBC.

"It was well organized and well planned," Reid says, adding industry is all on the same page when it comes to delivering the key messages.

Going forward, "I think there is a lot of optimism," he says. "I think the timing was really good for this."



Concrete industry representatives pose for a photo with Catherine McKenna, the federal minister of the Environment and Climate Change, during lobby day on Parliament Hill. From left: Rene Thibault, president, Lafarge West; Alex Car, chair, Cement Association; John Pontarollo, CRH; Francois Marleau, Ciment Quebec; McKenna; Filiberto Ruiz, St. Marys Cement; Chris Ward, Lehigh Hanson Cement; and Adam Auer, CAC.

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## Proper planning key to smooth business successions

By Kathy Johnson

Start the process early, engage in open discussion, have a good game plan going forward and utilize professional advisors. That's the best advice from Nova's Scotia's Casey Concrete when it comes to succession planning.

Casey Concrete is a third-generation family business, started in the 1950s by E.L. Casey, who is regarded as a pioneer. Son Earl took the helm in the 1980s and now his three sons, Bruce, Stephen and Peter, are partners in the company.

"We were in a bit of a unique situation, where all three of us actively work in the business and are the only siblings in the family. So, in some respects, that made it a little bit easier planning," says Bruce, company president.

"We started the process early. We had lots of open conversations with my father about the plan going forward, our intentions, what we wanted to do. We worked with some different advisors and ended up with a good game plan going forward," Bruce says. "One of the things we talked about was that a single person shouldn't be able to disrupt the company's future. The company is an important entity on its own. We want the company to be able to go forward too."

Bruce says it was also helpful that his father stayed on in an advisory role.

"He's still around to give advice and

bounce ideas off. That's important too. It's not like an exit and he's gone. It has created more continuity by him being able to share his experiences."

Bruce says now that he and his brothers share responsibility for the company, communication continues to be key to its success.

"We tend to make all the decisions unanimously," he says. "That's important to us too. That we all agree what direction we're going in. We discuss things until we're all on the same page."

Helpful advice for successful succession planning can also be found online at the Government of Canada's Canada Business Network website [canadabusiness.ca/business-planning/succession-planning/](http://canadabusiness.ca/business-planning/succession-planning/).

"The use of professional services is essential to the success of a small business, including its transfer to another owner," advises the website. "Professionals can provide knowledge and expertise in areas where you may have little experience. They can also round out your management team to ensure your business is operating efficiently."

An accountant, a lawyer, a banker and an insurance broker are four types of professionals entrepreneurs may wish to consult during the succession planning process. The website also advises enlisting the help of an expert who can quantify the worth of your business, its securities, or its intangible assets, in whole or in part.

## Arrow picks up a twofer



Arrow Construction Products Limited made it two years in a row by winning the 2017 ACA Golf Tournament. Arrow's winning team once again included Mike Appleyard, Garrett Cameron, Adrian Thompson and Sylvain LeBlanc. In addition to the winning team, Garrett Cameron of Architects 4 was also a winner at the dinner following the tournament. He walked away with an authentic Sidney Crosby jersey, presented by Harry Forbes of Fortech Architectural Agency Ltd. ACA extends its congratulations to the winning team and to our golf committee and sponsors, whose hard work made it all possible. Members of the committee include: David Kline, Steven Peters, Doug Brophy, and Travis Richards.





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# St. Lawrence Fluorspar mine now back in production

By Andy Walker

The mining industry has returned to St. Lawrence.

Fluorspar was first discovered in the town of approximately 1,200 people on the southeast coast of Newfoundland's Burin Peninsula in the 1820s, but the first mine was opened in the 1930s by American businessman Walter Seibert. St. Lawrence was hailed as home to the largest deposit of the non-metallic ore in existence at that time.

Fluorspar is the sales product name for calcium fluoride, and is considered a strategic mineral by the U.S., China, and the European Union. The product value is greater than \$112 billion worldwide.

Fluorspar has numerous end uses including aluminum, steel, aerospace lithium batteries, electronic and communication equipment, computer equipment, flame retardant apparel, nuclear power, housewares, specialty coatings, fire extinguishing, solar panels, refrigerants, and air conditioning.

Both the mining industry and the town flourished, especially during World War II and the post-war years. Alcan closed the mine, but it was briefly re-opened in the 1980s by a company called Minworth Limited.

Efforts to re-open mine again began in 2009 by a company called Burin Min-

erals Limited, but the facility was officially re-opened this August by Canada Fluorspar (NL) Inc., a company owned by Golden Gate Capital in San Francisco. According to the company website, Canada Fluorspar will be able to operate the mine above ground from the AGS vein for approximately the next decade, producing high quality fluorspar ore and acid-grade fluorspar concentrate for both the domestic and international markets. The company then plans to mine underground deposits in the same vicinity.

The Brenton Group, based in Marys-town, were the ready mixed suppliers for the project. Company president Jack Brenton estimates they used approximately 4,000 square metres during construction.

"There were a couple of fairly significant pours of close to 350 metres," Brenton says.

From the start of construction in the spring of 2016 until completion just over a year later, Brenton says his company had people on the scene virtually every day.

"It was a pretty significant job for us," he says.

Brenton says one of the main challenges was the fact St. Lawrence is a three-hour round trip from the company's headquarters.

"That did result in a lot of travel time,

but we built that into our cost. This was a really good project for us, and they've started producing now with the first shipments going out in December, I understand, so it should be a major boost to the economy of the Burin region."

According to the company website, the mill facility will see production of up to 200,000 tonnes per year of acidspar concentrate and 200,000 tonnes per year of high-quality construction aggregate. Buildings constructed on the site include a mill, an electrical facility, concentrate storage, administration and engineering, maintenance, reagent storage, explosive storage, security, water treatment, laboratory and dryhouse. A water system and seven kilometres of mine road were also constructed.

The tailings management facility is designed to store 2.8 million tonnes of tailings over the projected 30-year life of the mine. A byproduct of milling, tailings are essentially sand depleted of valuable mineral. It will be stored on site until it can be disposed of.

According to the company website, "open pit mining will occur in three pits: Grebes Nest Pit, Centre Pit and Open Cut Pit. Grebes Nest Pit will be mined first with waste material from this pit used to construct mine roads and supply materials for the tailings dam construction. Grebes Nest Pit will

be completed at the end of the second year. Centre Pit will be mined as Grebes Nest Pit is completed. The Open Cut Pit will be mined in year six, the last year of mining of the open pits."

Average annual production is expected to be 200,000 tonnes of acid-grade concentrate.

"The St. Lawrence granite is host to over 40 significant fluorite bearing veins, varying in width from a few centimetres to over 30 metres, with a strike length ranging up to three kilometres. The major host rock is a porphyritic peralkaline granite pluton of Late Devonian age, that has intruded Late Precambrian and Cambrian volcanic and sedimentary rocks," says the website.

## Ready Mix Brief

### JOINT MARKETING:

The National Ready Mix Concrete Association's BUILD WITH STRENGTH program is a five-year, \$20 million investment by the concrete industry to market the attributes and innovations of the concrete industry to builders, designers and contactors.

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