

NEWS @ MERIT

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MERIT SUPPORTS COMMUNITY CARE

Every year Merit sponsors a family during the Holidays, using funds from our 'dress down Friday' contributions from staff. The \$700 raised went towards gifts and groceries for a single-mother with two teenage boys.

In addition, we contributed alongside the Niagara Construction Association's annual Food & Toy drive. Combined, that event saw over 11,500 lbs of food donated alongside a \$5,500 financial contribution.

FTP SITE UPDATE

Our old system was starting to become outdated, so we're hoping the update helps everyone who uses that site.

For those unfamiliar, the FTP link on our website connects to an online portal where we share drawings and documents with owners, trades, consultants and others for both tendering and project purposes.

Email estimating@meritcontractors.com for any log-in and password requirements for jobs shown on our Tenders page.



A Reflection of 2015

We entered 2015 with a higher than normal volume of work on hand, confident a good year was upon us and with a little bit of luck, would end up being a great year.

Productivity got off to a slow start with the deep freeze in temperatures we experienced (coldest month of February on record). Nearly all of our outdoor projects suffered schedule issues; notably Gateway Residences at Brock University and Rainbow Bridge Bus Processing Facility were behind schedule anywhere from 6-8 weeks. Once we started to thaw out and got these buildings enclosed, we started to roll right, making up for lost time and meeting schedule targets for both projects.

This year did in fact turn out to be both a good and great year. We completed over 70 projects this year; ranging in value from \$700 to over \$5.5M. Total revenues for the year exceeded \$27 M. Our highest annual revenue since 2010 and a 53% increase over last year. Our South-West Ontario Operations, led by Wayne Gibson in London continue to grow – topped off by a \$175,000 renovation at École élémentaire Marie-Curie.

Another notable project for Merit this year included our Diesel Generator Replacement project at McMaster University Medical Center; which saw the use of a 950 ton crane to lift two 93,000 lbs. generators on the roof.

By way of comparison, there are only two of these cranes in Canada, its counterweight is 450,000 lbs, arrives on 12 flat-bed trailers, takes 12-16 hours to set up, height at full extension is 200' with a 130' boom and retail price is approximately 6.6M Euros.

December 2015



A number of other notable projects this year – in addition to the ones already listed include:

- Community Living - St. Catharines, ON
- Ikea Distribution Center, North York, ON
- John Deere Re-roofing project – Grimsby, ON
- Oxford County Courthouse – Woodstock, ON
- Guelph Salt Storage Facility – Guelph, ON

As the year comes to a close, we started to see some of our first retirements. Linda Livingston, Manager of Accounting left us in June after 23 years and Frank Pearson, Site Superintendent plans to call it a career after 27 years at Merit come the New Year. All the best to both of them in retirement!

Looking ahead to 2016, Merit finds itself in a stage of déjà vu; our work-on-hand value, while down slightly from last year shows all signs of another good year forthcoming.

As is always the case, a company's success is the sum of all its parts. We wish to thank the entire team at Merit for a successful 2015 year and wish them and all of our clients, colleagues and industry friends a Happy Holidays and a best of luck in 2016.