

NRU: Life or Death For Canadians Experts say no option to do without research reactor

By: Jennifer Layman
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In the March 7 issue of Ottawa Valley Business, we conveyed the opinions of AECL and the Government of Canada on the value of the NRU reactor in Chalk River, currently scheduled to cease operations on March 31, 2018. The opinions of AECL were quite opposite those of individuals who actually worked in nuclear science. Natural Resources Canada admitted that they simply didn't know the answers to simple questions about the decision to end Canada's world nuclear leadership.

Many have hypothesized that the decision to shut down the NRU was a political one, not based on any science. Well, Ottawa Valley Business has a document that seems to prove that theory.

On June 19, 2009, an expert review panel was established to advise the Government of Canada "on the most viable options for securing a predictable and reliable supply" of a key medical isotope, technetium-99m (Tc-99m). It seems someone in



the Government of Canada felt that Tc-99m was important.

Why Tc-99m Matters?

Tc-99m is used in tens of millions of medical diagnostic procedures each year, and in 80 per cent of all nuclear medicine procedures worldwide. Simply stated, Tc-99m helps doctors detect cancer earlier and treat it so people live longer. Without Tc-99m, people die.

One of the characteristics of Tc-99m is that it is only viable for six hours. So, once "opened," a hospital has only six hours

to perform every diagnostic procedure it can before the Tc-99m is no longer viable. There are facilities that only produce Tc-99m. The problem is that from the moment it is produced, you have only six hours to use it, so any hospital that is more than 1-2 hours away from the Tc-99m producer would no longer be able to offer diagnostic imaging. That is pretty much every rural hospital in Ontario, Canada and the world.

In rural Chalk River, the NRU people found a solution to that.

NRU creates an isotope called Molybdenum-99 (Mo-99). Tc-99m can be contained within it. So if Tc-99m is the egg, Mo-99 is the shell. And Mo-99 has a 2.75 day shelf life - that's a lot more than six hours. Mo-99 makes it possible for rural hospitals, all over the world, to offer diagnostic treatment to the people who live there. NRU produces the most Mo-99 in the entire world.

The Expert Panel

Interestingly, the expert panel commissioned by the Government of Canada had the mandate to explore ways of ensuring a reliable supply of Tc-99m. There was no option to not produce it. In fact, the panel's recommendation was this: "We recommend that the government expeditiously engage in the replacement of the NRU reactor as we believe a multi-purpose research reactor represents the best primary option to create a sustainable source of Mo-99, recognizing that the reactor's other missions would also play a role in justifying the costs."

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News, article ideas, employee news, business events, tenders and letters to the editor are welcomed. Content will be edited to fit the space available. Events that are not related to business should consider 101 Things to Do in the Valley. Email: travel@travelourbackyard.com

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Events

March 22, 2017

Downtown Pembroke AGM. 6:30pm at Janna's Gallery Café, 20 Pembroke Street West. Guest speakers include Pembroke Fire Chief Dan Herback and Community Futures Business Development Officer Mike Thompson. Contact Heather Sutherland at 613-629-5555 or pbia@downtownpembroke.ca for info.

March 27, 2017

Renfrew County Federation of Agriculture meeting. Cobden. Contact Donna at 613-432-5568.

March 29, 2017

Celebrating Women in Business Event. 9:00am-3:30pm. Best Western Pembroke. Tickets are \$40 plus HST. Call Kim for at 613-735-8224 or visit www.enterpriserenfrewcounty.com.

April 3, 2017

National Farmers Union Meeting. Barrline. Contact Connie at 613-646-7753.

April 12, 2017

Pontiac Tourism AGM. 6:00pm at Pine Lodge Resort, Bristol, Quebec. RSVP to Chantal Lair 819-648-5689 ext. 126.

April 12, 2017

Grant Proposal Writing 101. Writing a good funding application. 6:30pm-9:30pm. Algonquin College Pembroke. \$60.89. For info: 613-735-4700.

April 19, 2017

Renfrew County Plowmen meeting. Cobden. Contact Myles at 613-582-3470.

April 20, 2017

Renfrew County Beef Association meeting. 7:30pm at the Cobden Ag Hall. Contact Donna Campbell at: 613-432-5568.

April 21-22, 2017

Renfrew Home Garden and Leisure Show. Contact info@renfrewreachamber.ca.

May 1, 2017

National Farmers Union Meeting. Barrline. Contact Connie at 613-646-7753.

May 3, 2017

Opening of the new showroom at Glenegy in Petawawa. 2669 Petawawa Boulevard. 5:30pm-8:00pm. All are welcome.

May 8, 2017

Sean Conway speaks at Algonquin College on The Character and colour of the Ottawa Valley political tradition. 7:00pm. \$15 in advance or \$20 at the door. Call 613-735-4700 ext. 2756 or brambuj@algonquincollege.com

May 13, 2017

Downtown Connect trade show offered by Downtown Pembroke. Pembroke Memorial Centre. 10:00am-3:00pm. Booths are \$50 for Downtown businesses and \$100 for others. Contact Heather Sutherland at 613-629-5555 or pbia@downtownpembroke.ca

May 13, 2017

Upper Ottawa Valley Chamber of Commerce Business Achievement Awards Gala. Contact the

Chamber at: 613-732-1492 or manager@uovchamber.com

May 17, 2017

Renfrew County Plowmen meeting. Cobden. Contact Myles at 613-582-3470.

May 18, 2017

Renfrew County Beef Association meeting. 7:30pm at the Cobden Ag Hall. Contact Donna Campbell at: 613-432-5568.

May 23, 2017

The launch of Startup Ottawa Valley. 3:00pm-5:00pm. Algonquin College in Pembroke. Guest speaker is Victoria Lennox, Co-founder and CEO of Startup Canada. For information, contact Chris Dore at 613-698-2374.

May 25, 2017

The 3rd Annual Algonquin College Spring Business Leadership Conference. Register before March 31, 2017 for \$199. Choice of four workshops, keynote address, a refreshment break, lunch, networking and post-conference social). www.algonquincollege.com/pembroke/spring-business-conference/workshops/

May 29, 2017

Renfrew County Federation of Agriculture meeting. Cobden. Contact Donna at 613-432-5568.

June 1, 2017

Annual Community Awards Celebration for the Renfrew Chamber of Commerce. Nomination forms at: www.renfrewreachamber.ca

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The NRU Decision Continued

Loss of reactor will result in reversal of cancer treatment

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“With the NRU approaching the end of its life cycle, a decision on a new research reactor is needed quickly to minimize nay gap between the start-up of a new reactor and the end of life of the NRU. The only proven means of supplying commercial quantities of Mo-99 and Tc-99m is a nuclear research reactor.”

A Timeline

If they never knew before, the Government of Canada certainly knew in November 2009 that keeping the NRU operational was important in the healthcare needs of Canadians, never mind the rest of the world. The NRU had been shut down at the time for repair, and the Government of Canada made the decision to get it re-started in August 2010.

The government then continued repairs on the NRU in 2011 and ordered it to run until at least 2016. But in February 2015, the

government changed its mind and decided to shut down the NRU permanent in March 2018.

In November 2015, a federal election is held in Canada. The Conservatives who made that decision are booted out and the Liberals are elected in. In the months that follow, many of the Conservative government initiatives are reversed by the Liberals, but the decision to permanently shut down and decommission NRU is not been one of them. To this day, the Liberals remain supportive of that decision.

The Politics

If the issue is a political one, it would seem that both the Conservatives and the Liberals are in agreement that the NRU is insignificant. They must also agree that politicians know better than every nuclear expert in the world; more than every scientist, researcher, doctor, engineer and diagnostic imaging technician.

Because all of those people think the NRU is critically important to the future healthcare of Canadians.

Why No One Cares

Perhaps if NRU was a rain-forest, people would chain themselves to the tree trunks and refuse to let anyone tear it down. Perhaps if it was a blanding turtle or a polar bear, maybe someone would care that our government is going to wipe out its existence. Sadly, the NRU only saves the lives of people, and first-world people at that. If only it saved polar bears.

No Excuse

John Hilborn, the spokesperson of the NRU-10 team of former AECL employees, has actually brought forward another option, one that even the panel didn't consider. When the NRU was built, he says, it was designed to be entirely replaceable. What that means is that the current NRU could be entirely replaced

and it could operate for another 25 years. This option would cost less than building a new reactor, would take less time and would be completely safe. There's only one problem: Hilborn can't get anyone at the Government of Canada to give him the time of day. No one will listen to him or even return his phone call. It's as if they are purposely shutting him out.

This situation is equivalent to the Government of Canada refusing to allow vaccinations for all the diseases that people died from before treatments were available. If the NRU can save the lives of Canadians with cancer, why is our government not wanting to doing that?

The government either hears what John Hilborn has to say, or they start allowing Canadians to die from treatable diseases. We are 375 days away from that being our new reality.

Spring Business & Leadership Conference

Algonquin College Professional Development Opportunity

Thursday, May 25th

- Cultural Diversity: Transforming Rural Workforces (Chela Breckon)
- How to be a Courageous Leader in Today's Competitive Landscape (Sylvie Rimbach)
- Social Media and Your Brand (Jodi Bucholtz)
- Public and Media Relations: It Matters to Your Business (Jamie Bramburger)
- The Labour Market Squeeze: How will your organization manage? (Angela Hoyt)
- 6 Easy Marketing Steps for the Small Business (Katie Tollis-Flabbi)
- 5 Simple Questions to Build a Sustainable Competitive Strategy (Doug Wotherspoon)
- KEYNOTE ADDRESS: Jim Kyte - A Story of Perseverance: From the NHL to the World of Academia

\$199 plus HST (until March 31) - includes four workshops, lunch, break, keynote speaker and post-conference social

SPEAKER DETAILS AND REGISTRATION AT:

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This project is funded by the Government of Canada through the Federal Economic Development Agency for Southern Ontario.



On The Move

Colleen Griffith

Colleen Griffith is the new general manager for Country Style on Bonnechere Street West in Eganville. Griffith takes over the position from Joyce Rhode who has retired. Griffith has 15 years of experience in the industry.

Christopher Parisien

Christopher Parisien has been appointed as a probationary firefighter for the Township of Madawaska Valley.

Gary Gardiner

Gary Gardiner has completed his six month probationary period with the Municipality of Mississippi Mills as a Water Operator and has been hired full time with the municipality.

Janet Morrison

Janet Morrison has been hired by the Municipality of Mississippi Mills as a Youth Centre Manager. This is a ten month contract.

Guy Giorno

Guy Giorno has been appointed as the Integrity Commissioner for the County of Renfrew. Giorno is a lawyer with Fasken Martineau, a law firm in Ottawa with a practice also in Toronto. Giorno will also serve as the Integrity Commissioner for Horton Township. Mr. Giorno does not charge an annual retaining fee, and his rate is \$300 per hour.

Glenda McKay

Glenda McKay, the mayor of Greater Madawaska, has been appointed to the township's Committee of Adjustment. The appointment is for a one-year term.

Dawn Smith

Dawn Smith is the new chef at Neat Cafe in Burnstown. Smith was formerly the chef at Blackbird Cafe, also in Burnstown.

Marsha Robertson

Marsha Robertson is the new receptionist at Valley Window and Door in Pembroke. Robertson was formerly an insurance broker with EGM Insurance in Pembroke.

Do you have people news? Send it to: admin@ovbusiness.com

The Make-Up Of Rural Councils

Study discusses the situation in small town Ontario

The Rural Ontario Institute (ROI) commissioned a report that discussed the profile of municipal councillors.

In rural Ontario, 75 per cent of municipal elected officials are men and 83 per cent of heads of council (mayors) are men. However, the report found that female candidates actually outperformed male candidates during election time. Women had a 47 per cent success rate with their campaigns compared to 37 per cent for men.

The average age of rural elected officials is 60, one year younger than urban elected officials, but it is 20 years older than the average provincial age of 40.

Age is not specific to rural elected officials and mostly due to the nature of the work. Young people with young families, full-time jobs and new mortgages find it difficult to attend daytime meetings and work as many hours as the job requires in addition to their regular employment. In addition, the low remuneration tends to make the job unattractive or not possible for younger candidates.

47 per cent of rural municipal councillors and mayors have completed a university level education compared to 30 per cent of all people in Ontario. This is 10 per cent lower than urban



councils (58 per cent.)

Incumbents (returning councillors) average 62 per cent success rate in elections compared to 25 per cent of new candidates. 14 per cent of councillor positions were acclaimed.

One of the common factors among men, women, younger and older candidates when it comes to running for council is confidence. For some with family histories in municipal politics, confidence can come from that history. For others, confidence can be built through volunteering and taking leadership roles on community events and organizations.

Many potential candidates are discouraged with the same incumbents being elected over and over again.

However, something that impacts returning and new councillors equally is their preparedness for the job. While there is some training, many councillors reported feeling underprepared

for responsibilities such as managing a budget, interacting with the public and understanding conflict of interest legislation. More pre-election training, mentorship and broader education are possible strategies for all candidates.

The report notes that the more people who participate in municipal politics, the healthier the competition will be and the more choices the electorate will have at the ballot box. Making programs available to the public that help attract candidates is a good first start. In addition, having activities such as municipal youth councils, local government week activities and more help build awareness of municipal council. Women in politics sessions are also a way to help boost women's involvement in local politics. Another option is mentorship opportunities. Connecting potential or current councillors with strong community leaders can help people overcome confidence barriers that may prevent people from seeking a seat on municipal council. This first-step in civic engagement can be crucial for attracting community leaders.

For more information on this report, download it from www.ovbusiness.com or the Rural Institute of Ontario.

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- Sync TripIt with your calendar, so your travel plans show up alongside other meetings or events.
- TripIt makes it easy to send specific plans, or your entire itinerary, to anyone. Find out more at www.tripit.com.

Renfrew County NFU

Tony Straathof has stepped down after four years as President for the Renfrew County National Farmers Union, but will remain a Director. Taking his place at the head of the local is Tim Tabbert. Patrick Carter has taken on the role of vice-president. The remaining directors are Marshall Buchanan, Bruce Karlstrom, and Dave Mackay. Daniel Stermach is the youth advisor and Laurretta Rice is the women's advisor. Directors-at-large are Margaret Robertson, Bob Dobson and Robbie and Christina Anderman.

WWR Closed March 23

The Township of Whitewater Region's municipal office will be closed on March 23 for municipal staff training. The office will open the remainder of the week from 8:30am to 4:00pm.

Grant Recommended

The City of Pembroke has recommended that the application from Brian Mottershead for 109 Pembroke Street West be approved for the CIP Downtown Housing Grant in the amount of \$1,805.07.

New Sportsman Show

The Madawaska Valley Fish and Game Club is hosting their first Gun and Sportsman Show on June 24 and 25 this year. The Show will be held at the Community Centre in Palmer Rapids. Those looking for information can contact John Rutledge at 613-758-2222 or by email at djrutledge@live.ca

Grant Approved For Downtown Business

Frank Cole, owner of 155 Pem-

broke Street West has received the Downtown Housing Grant and Planning and Building Permit Fee Grant for a total of \$946.46 for improvements to 155 Pembroke Street West in the City of Pembroke.

Free Logo For Whitewater Region

The Corporate Services Committee of the Township of Whitewater Region has recommended that council approve proceeding with a logo development with the pro bono services of Syntax Strategic.

Stone Monument For Canada 150

Renfrew County Warden Jennifer Murphy has advised Renfrew County council that the Canada 150 committee is recommending a stone monument in the front yard of the county administration building. Each municipality/county councillor will be asked to provide some rocks from their local municipality. There will be a commemorative plaque on the outside and a time capsule inside. Each municipality/county councillor will be asked to provide an artifact representing their municipality and the rules for the type of artifacts that could be included in the time capsule will be provided in the near future. Committee asked that the Canada 150 Committee provide the rules to each municipality as soon as possible. The approximate cost of the monument is \$1,200.00.

Valley Gains Hockey Club

Dale McTavish, owner of the Pembroke Lumber Kings, has

purchased the CCHL2's Prescott Flyers. McTavish is planning to relocate the team to Whitewater Region. The team will start in the Valley for the 2017-18 season.

Home Show Cancelled

After 25 years, the annual Pakenham Home Show has been discontinued effective 2017. Numbers have declined over the last several years and after much deliberation Mississippi Mills council passed a motion to terminate the event this year.

Fraser's Clothes Shops Closes

Dan Cornell, the owner of Fraser's Clothes Shops in Pembroke and Renfrew, has announced that the businesses are both closing. Fraser's was established 125 years ago and previously included locations in Shawville and Arnprior.

Arnprior Fire Chief Replaced

The Town of Arnprior has decided to replay its Fire Chief, John Okum. While not indicating why Okum is being replaced, the Town has confirmed that Deputy Fire Chief, Rick Desarmia, is currently acting Fire Chief. Okum had been with the municipality since 1998.

Pembroke Recruiting For Trade Show

Downtown Pembroke is currently accepting booth commitments for their May 13 trade show - Downtown Connects. The trade show runs from 10:00am to 3:00pm and takes place at the Pembroke Memorial Centre. For details, contact the Pembroke BIA office at: 613-629-5555.

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Business News Around The Valley

Continued from Page 5

Chamber Nominations Open

The Greater Arnprior Chamber of Commerce is seeking nominations for their annual business awards. Categories include:

Young Entrepreneur, Visual Creativity, Business Person of the Year, Skilled Trades Business, and New Business of the Year. Anyone can put forth a nomination. Details are available on the Chamber website: www.gacc.ca

County May Establish

Seniors Home in Arnprior

Town of Arnprior reeve, Walter Stack, informed his municipality that Renfrew County council is looking at Arnprior as the location for their next seniors residence. With seven proposals before the County Social Services Committee, Arnprior's proposal obtained the highest score in accordance with the assessment process of the provincial government. The official decision will come at the end of March.

2017 Premier's Award for Agri-Food Excellence

Nominations for the 2017 Premier's Award for Agri-Food Innovation Excellence are now being accepted. The awards program recognizes up to 50 innovations across the province each year, including the Premier's Award (\$75,000) and the Minister's Award (\$50,000). Applications are open to primary producers, processors and agri-food organizations. The deadline is April 28. Information and applications are available online at: www.omafra.gov.on.ca.

Bancroft Municipal

Administration May Move

The Town of Bancroft may be moving the municipal office into a new building they acquired in December, the old railway station. Required renovations are under \$30,000 to make the space appropriate. The goal is to move into the new space by May 1.

Calling Young Entrepreneurs

Enterprise Renfrew County is looking for young entrepreneurs who want to start their own business this summer. If you are between the ages of 15 and 29, are presently in school and

will be returning to school in the fall of 2017, this program is for you. The Summer Company Program provides funding support of up to \$3,000 – 50 per cent in advance and 50 per cent upon successful completion of the program. For more information call Enterprise Renfrew County in Pembroke or Renfrew or visit their website at www.enterpriserenfrewcounty.com

Bakery Coming To

Downtown Pembroke

Wilkie's Fresh Baked Bread is opening in Downtown Pembroke. The business will be located at 100 Pembroke Street West and will open in April. Wilkie's is owned by Andrew Chenard and has been a popular addition to farmers' markets in the Ottawa Valley and Ottawa region. The business will have fresh baked bread, fair-trade local coffee and store soups and sandwiches. The business runs a successful breadshare program.

Township Holds

Public Budget Meetings

Residents and ratepayer in Whitewater Region are invited to attend public meetings or submit comments to the municipal office. A tax supported budget meeting will be held April 5 at 6:00pm and a user pay (water and sewer) budget meeting will be held May 3 at 6:00pm. Meetings are at the municipal office in council chambers. Draft budgets will be available and posted on the municipal website.

Cobden Out Of Hockeyville

Cobden Arena was one of ten finalists in Kraft Hockeyville this

year. While they did not advance to the final two arenas, a significant amount of people voted for the local arena. The submission was made by Chris Pleau.

Public To Elect Warden

MRC Pontiac will allow voters to elect future wardens as opposed to having them being appointed by county council. MRC Pontiac will become the 16th municipality in Québec and the 2nd in the Outaouais region to elect its warden this way. The strategy of electing the warden has proved beneficial in other MRCs. The elected warden will represent the entire Pontiac territory. The first election for warden in this manner will be this year's municipal election.

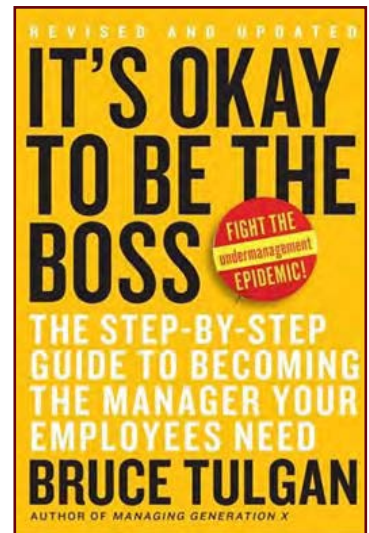
Neat Cafe Re-Opens

The Neat Cafe in Arnprior in Burnstown is re-opening. The business is under new ownership of Mark Enright, Scot Wilson and Billy Virgin. The three are former high tech employees. The venue closed in October 2015 after the owner, Adam McKinty, was unable to raise funds to stay open.

County Hires Lobbyist

The County of Renfrew has hired a consulting firm to help push a message with the federal and provincial governments that they should invest in Petawawa Boulevard. Petawawa has been wanting to widen the road to four lanes coming off the main entrance to Garrison Petawawa. The project is estimated to cost \$19 million and will not move forward without upper tier levels of government.

Book Club



Managing people is harder and more high-pressure today than ever before. There's no room for downtime, waste, or inefficiency. You have to do more with less. And employees have become high maintenance. Not only are they more likely to disagree openly and push back, but they also won't work hard for vague promises of long-term rewards. They look to you - their immediate boss - to help them get what they need and want at work.

How do you tackle this huge management challenge? If you are like most managers, you take a hands-off approach. You "empower" employees by leaving them alone, unless they really need you. After all, you don't want to "micromanage" them and don't have the time to hold every employee's hand. Of course, problems always come up and often snowball into bigger problems. In fact, you probably spend too much of your time solving problems and falling behind on your work, which leaves even less time for managing people...which opens the door for even more problems!

In *It's Okay to Be the Boss*, Bruce Tulgan puts his finger on the biggest problem in corporate America—an undermanagement epidemic affecting managers at all levels of the organization and in all industries—and offers another way.



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Tax Season in Canada
26.1 Million
 People filing Canadian tax returns (2012)
\$127.1 Billion
 Total person income tax collected in the 12 months to March 31, 2013
\$1,641
 Average refund during the 2012 tax-filing season
76%
 Percentage of income tax returns filed electronically in the 2012 tax-filing season
\$9,100
 Median income tax paid by families of two or more
258,465
 Number of individuals who make up the top one percent of tax filers
21.2%
 Percentage of women in the top 1%
20.8%
 Proportion of the total income tax collected by the top 1%
\$209,600
 Minimum annual income to be in the top 1%
\$37,900
 Average income of Canadians
\$5,600
 Average income tax paid
\$443,500
 Average income of the top 1%
\$146,600
 Average income tax paid by the top 1%

Source: CBC

Electricity Rebates and The Fine Print

MPP says rebate occurs just in time for election



By: John Yakabuski, MPP
john.yakabuski@pc.ola.org

After feeling the pressure for months, Kathleen Wynne and the Liberal government finally had to admit that their so-called Green Energy Act has amounted to a monumental financial disaster for Ontario ratepayers. Without admitting it, the Premier has proven that the Auditor General was right when she stated that Ontario electricity customers have paid \$9.2 billion more for electricity than needed. (And that report only covered up until 2016). With an election scheduled for June 2018, Kathleen Wynne knew she had to take significant steps to reduce people's hydro bills across the province.

On the surface, a 25 per cent reduction on one's bill is going to look pretty good. But as they say, the devil is always in the details. We have been calling for fundamental changes in energy policy for years because the only way to stop the prices from skyrocketing is to stop doing

things the way they have been doing them. In that regard, the Liberals have made no change whatsoever. The reduction is basically a remortgaging of a bad deal; it is essentially overpaying for a house, not being able to make the payments, and going to the bank to re-negotiate the length of the mortgage. All of the energy contracts that were in place before the reduction will still be in place. In fact, they are continuing to sign new ones even as you read this.

This will only result in continued upward pressure on rates. The Liberals are hoping that the 25 per cent cut will result in a grateful response from the electorate. I, for one, am very happy to see this cut because relief was badly needed. But there is something people shouldn't forget: while Kathleen Wynne is going to legislate a further 17 per cent reduction (on top of the eight percent off from the HST rebate) it is the decisions of this Liberal government that caused the rates to go up in the first place. Of all the money you have overpaid during the last several years for electricity, not one penny will be coming back. Even though the Liberals are to blame, the ratepayer still pays the bill. If I am to draw an analogy, it's as if several years ago the Liberal

government took your car, and is now coming back baring a gift of a bicycle and expecting you to be grateful.

Some of the costs being removed from electricity bills will be placed on the tax bill. Costs added to your tax bill include \$1 billion per year to finance the removal of the provincial portion of the HST and \$833 million per year to pay for new rebate programs. The energy bill will also see an increase of \$25 billion in total interest over 30 years to re-finance the debt.

Some things that could have been done, which the government chose not to do include: stop signing contracts for energy that we don't need (at above-market prices); stop selling electricity at a massive loss to neighbouring jurisdictions; stop allowing water to pass over our hydroelectric dams without generating electricity while we pay excessive prices to developers of wind and stop the further sale of shares of Hydro One.

With an election expected next June, I suspect that there will be additional attempts by this government to play more shell games and continue their sleight-of-hand tactics in order to try and dupe the people. I know the people are smarter than that.



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Corporate Legal Matters

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Partnership & Shareholder Matters

Commercial Real Estate Transactions

Corporate Giving & Philanthropy

20 years of legal experience with services in English and French.

Chair, Pembroke Petawawa District Community Foundation.

Tender Results Around The Region

PW-C-02-2017-17-E0 - Double Surface Treatment - County Road #14. County of Lanark.
Smiths Const. - \$250,950.00
Greenwood Pave - \$269,642.50
Awarded to Smiths Construction.

PW-C-04-2017-17-E0 - Supply and Place Shoulder Gravel. County of Lanark.

Tackaberry & Sons Construction
Schedule A - \$76,500.00
Schedule B - \$160,000.00
Arnott Brothers Construction
Schedule A - \$74,970.00
Schedule B - \$166,500.00
Crains' Construction Limited
Schedule A - \$80,940.00
Schedule B - \$168,500.00
Thomas Cavanagh Construction
Schedule A - \$82,278.00
Schedule B - \$191,200.00
Awarded to Arnott Brothers Construction for Schedule "A", and G. Tackaberry & Sons for Schedule "B".

PW-C-05-2017-17-E0 - Rehabilitation of County Road #6 County of Lanark.

Crains' Const. - \$501,075.80
Tackaberry Const. - \$509,612.30
Arnott Brothers - \$512,324.00
Thomas Cavanagh - \$548,350.29
R.W. Tomlinson - \$616,659.50
Awarded to Crains' Construction.

PW-C-06-2017-17-E0 - Rehabilitation of County Road #9 County of Lanark.

Thomas Cavanagh - \$507,550.61
Smiths Const. - \$511,500.00
Crains' Const. - \$545,346.00
Karson Asphalt - \$571,000.00
Arnott Brothers - \$580,655.00
R.W. Tomlinson - \$621,770.00
Coco Paving Inc. - \$641,949.00
Cornwall Gravel - \$712,004.00
Awarded to Thomas Cavanagh.

PW-C-07-2017-17-E0 - Rehabilitation of County Road #23 County of Lanark.

Thomas Cavanagh - \$411,420.49
Cruickshank Con. - \$413,725.00
G. Tackaberry - \$415,222.50
Crains' Const. - \$451,595.00
Karson Asphalt - \$485,000.00
Coco Paving Inc. - \$498,998.00
Cornwall Gravel - \$555,425.00
RW Tomlinson - \$560,162.80
Awarded to Thomas Cavanagh.

PW-C-15-2017-17-E0 - Culvert Replacements. County of Lanark.

Arnott Brothers Construction
Schedule A - \$75,770.00
Schedule B - \$164,930.00
Tackaberry & Sons Construction
Schedule A - \$77,650.00
Schedule B - No Bid
Crains' Construction Limited
Schedule A - \$82,015.00
Schedule B - \$166,285.00
Goldie Mohr Ltd.
Schedule A - \$83,604.00
Schedule B - \$184,138.00
R.G.T. Clouthier Construction
Schedule A - \$95,832.00
Schedule B - \$208,631.00
H&H Construction Inc.
Schedule A - \$104,657.89
Schedule B - \$256,462.18
Smiths Construction
Schedule A - \$111,909.00
Schedule B - \$232,591.00
Bonnechere Excavating
Schedule A - \$124,520.85
Schedule B - \$279,360.20
Willis Kerr Contracting
Schedule A - \$149,670.39
Schedule B - \$398,922.35
Thomas Cavanagh Construction
Schedule A - \$159,904.57
Schedule B - \$308,762.32
Awarded to Arnott Brothers Construction for Schedule A & B.

PW-C-09-2017-17-E0 - Stress Absorbing Membrane Interlayer on County Road #6 County of Lanark.

Norjohn Contracting and Paving
Schedule A - \$154,858.00
Schedule B - No Bid
Smiths Construction Company
Schedule A - No Bid
Schedule B - \$156,848.00
Awarded to Norjohn.

Roof Replacement - Municipal Office. Town of Petawawa.
Amherst Roofing - \$69,700.00
Blanchfield Roofing - \$59,600.00
Irvcon Limited - \$70,432.00
Awarded to Blanchfield Roofing.

PW-C-20-2017-17-E1 - Hot Mix Patching. Lanark County.

G. Tackaberry - \$110,750.00
GOA Paving - \$118,250.00
Provincial Paving - \$147,750.00
A & B Paving - \$192,500.00
RW Tomlinson - \$220,000.00
Awarded to G. Tackaberry.

PW-C-17-2017-17-E0 - Swale Culvert Replacement. County of Lanark.

Lischer Const. - \$356,402.02
Arnott Brothers - \$324,385.50
Ottawa Greenbelt - \$388,487.70
Karson Asphalt - \$319,000.00
Crains' Const. - \$351,446.00
Goldie Mohr Ltd. - \$337,950.00
H&H Const. - \$288,999.00
Smiths Const. - \$370,220.80
Clarence McD. - \$396,972.30
Cruickshank - \$385,683.00
Cavanagh - \$618,182.26
Willis Kerr - \$346,917.70
Fidelity - \$356,450.44
Awarded to H&H Construction.

PW-C-16-2017-17-E0 - Warm Mix Rehabilitation of County Road #1 (Rideau Ferry Road). County of Lanark.

Cavanagh Const. - \$1,229,336.33
G. Tackaberry - \$1,277,079.30
Crains' Const. - \$1,344,338.50
Cruickshank - \$1,442,067.00
Coco Paving - \$1,490,117.23
Cornwall Gravel - \$1,681,220.50
R.W. Tomlinson - \$1,824,963.20
Awarded to Thomas Cavanagh.

PW-C-12-2017-17-E0 - Micro-Surfacing County Roads #6 and #43. County of Lanark.

Duncor Enterprises Inc.
Schedules A-D (Lanark County) - \$794,955.00
Schedule E (Mississippi Mills) - \$135,356.38
Schedule F (Smiths Falls) - \$43,531.88
Miller Paving Limited
Schedules A-D (Lanark County) - \$819,135.00
Schedule E (Mississippi Mills) - \$93,418.00
Schedule F (Smiths Falls) - \$30,222.40
Awarded to Duncor Enterprises for Schedule A-D.

On-Site Sewage Disposal System. Laurentian Valley.

G.P. Splinter - \$12,900.00
G Gruen Ex. - \$15,200.00
MacGregor - \$15,565.30
WW Siegel - \$17,340.00
Lehman Const. - \$18,450.00
Awarded to G.P. Splinter.



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613-433-3749

1-800-519-8117



www.sja.ca

More Tender Results

PW-C-08-2017-17-E0 - Rehabilitation of County Road #20 County of Lanark.

Thomas Cavanagh - \$459,521.63
 Smiths Const. - \$462,500.00
 Crains' Const. - \$537,770.00
 R.G.T. Clouthier - \$546,028.00
 Karson Asphalt - \$575,000.00
 Coco Paving Inc. - \$621,936.00
 R. W. Tomlinson - \$680,460.00
 Awarded to Thomas Cavanagh.

PW-C-14-2017-17-E0 - Warm Mix Resurfacing of County Road #6. County of Lanark.

Thomas Cavanagh - \$382,261.10
 G. Tackaberry - \$396,937.20
 RW Tomlinson - \$424,305.10
 Karson Asphalt - \$468,136.00
 Coco Paving Inc. - \$485,696.00
 Cruickshank Con. - \$497,940.00
 Cornwall Gravel - \$572,364.00
 Awarded to Thomas Cavanagh.

PA055092- General Construction SOA. Defence Construction Canada.

Awarded to John Mackay Painting and Flooring, Pembroke in the amount of \$100,000.00.

PW-C-11-2017-17-E0 - Rehabilitation of County Road #36 County of Lanark.

Crains' Const. - \$437,986.00
 G. Tackaberry - \$444,781.00
 Arnott Brothers - \$445,650.00
 Thomas Cavanagh - \$474,992.73
 RW Tomlinson - \$562,416.00
 Awarded to Crains' Construction.

PW-01-2017 - Achray Road Reconstruction - Phase 2. Town of Petawawa & Township of Laurentian Valley.

H&H Const. - \$734,392.21
 RGT Clouthier - \$704,818.35
 Do-All - \$828,198.58
 BEI Excavating - \$893,087.51
 Smiths Const. - \$860,119.50
 Greenwood Pav. - \$806,319.32
 Awarded to RGT Clouthier.

For full tender results, and tenders with results pending, please visit our website at: www.ovbusiness.com



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Current Tenders

TENDERS

Rehabilitation of County Road 21 (Beachburg Road)

Rehabilitation of County Road 58 (Round Lake Road)

Rehabilitation of County Road 511 (Lanark Road)

Supply & Installation of an Emergency Generator

Summer Grounds Maintenance Contractor

Asphalt Scratch Coat Paving & Shoulder Graveling

Supply, Delivery and Installation of One 25 foot Boom Attachment Complete with Mower and Forestry Heads

Manhole & Catch Basin Cleaning

Street Sweeping

Steel Sign Posts

Signs, Traffic Control Equipment & Reflective Sheeting

Supply & Installation of Insulated Metal Door Entrance Systems

Victoria Street Sanitary Sewer Twinning

Supply & Installation of Lockers and Locker Doors

Rehabilitation of Laroche Crescent

Rehabilitation of the Indian River Bridge

Reconstruction of Renfrew Street

Supply and Delivery of 2017 F450 Dump Body, Storage Box and Crane

HVAC Preventive Maintenance Agreement

Grass Cutting and Grounds Maintenance

Asphalt Patching

Concrete Works

Line Painting Services

Granular Materials

Tree Trimming Removal

REQUEST FOR PROPOSALS

Engineering Services for the Rehabilitation/Reconstruction of McLachlan Road

Comprehensive Review of the County's Sustainable Communities Official Plan Review

Conlon Farm Garage Project

Engineering Services Barrett Chute Road Realignment

Environmental Monitoring

REQUEST FOR QUOTATION

Custodian Services

Design, Print and Mailing of the 2018 Tay Valley Guide

Tenders and results are posted online at: www.ovbusiness.com

A Note About Tenders:
 Ottawa Valley Business contacts municipalities once a week for any active tenders they have available. We also visit their websites to provide these tenders and we contact municipalities for results as soon as the tender expires. If there is a tender or result you do not see posted with us, please let us know.

Resting On One's Laurels

Being an active business has more options



MARKETING

By: Jennifer Layman
jenn@fwdthink.net

If he is lucky, a small business owner will come to a point in his life where he no longer had to work as hard as he once did in order to generate business. There is a steady clientele, the business is making a profit and that business owner can breathe a little easier. It's a point in time when a business can "rest on its laurels" for a little while.

This situation is a tricky one for a business owner. The prospect of taking a bit more time off is enticing. Even if you had to hire someone to fill in, you could pull money from advertising and marketing because you already have a good customer flow. The important thing to remember here is that these decisions will have consequences down the road. While things are cozy now, it may not always be that way, and if you get too passive at this point, you may not be able to recover.

If you find yourself in this situation, you have two options.

Option 1

First, you can choose to continue to 'rest on your laurels' and start moving from being an active business to a passive business. You would choose this if the long-term goal (within 10 years or so) would be to gradually retire and just close the doors - you would not see the business as something saleable.

Someone choosing this option would also start cutting expenses, such as marketing and advertising, because he isn't looking to grow the business. Memberships expire, attendance at community events dwindles and charitable contributions lessen. Staff is decreased or hours are shortened and eventually, you find the right time to announce your retirement.

The consequence with this choice is that it is a very difficult decision to reverse. Once you have started down this road, you open up the opportunity for increased competition. This causes a loss of customers, and should you change your mind, it will be very hard to convince your former customers to come back. It will also be more of a challenge and certainly more expensive to get back any investments in the business (building, software, etc.) that you let slide. You might spend all your savings just to get

back to where you were as a new business, and then your future is much, much different.

Option 2

You never know what life may bring your way, so my advice is always to be an active business. It simply provides you with more options when it is time to sell. You may want to start spending less time at the office, and you can do that while being an actively-marketed business. I have worked with businesses who have done this well and have added to the value of their business when it came time to sell. When someone is looking to buy a business, they perceive that a successful one will be a better investment than a business that is struggling. People buy businesses for many reasons, but it is not to work as hard as if they were starting from scratch.

Every business owner knows how hard it is to predict three or five years ahead of time, let alone 10 years or more. So unless you know for absolute certainty that fading away is what you want to do, I would encourage you to keep your marketing active. You can always stop. You cannot always re-start.

Jennifer is the owner of Forward Thinking Marketing Agency. Her column appears every issue.

Deadlines

OTTAWA VALLEY BUSINESS

April 4, 2017
Deadline: March 28, 2017

April 18, 2017
Deadline: April 11, 2017

May 2, 2017
Deadline: April 25, 2017

101 THINGS TO DO IN THE VALLEY

March-April
Issue has published

April 13, 2017
Deadline: April 10, 2017

June 15, 2017
Deadline: June 12, 2017

HEALTH MATTERS

Winter 2017
Edition has published

Spring/Summer 2017 Edition
Publishes: May 5, 2017
Deadline: April 13, 2017

Fall 2017 Edition
Publishes: September 1, 2017
Deadline: August 11, 2017

TRAVEL OUR BACKYARD

Publishes: May 18, 2017
Deadline: April 28, 2017

Wisdom

It is not your customer's job to remember you, it is your obligation and responsibility to make sure they don't have the chance to forget you.
- Patricia Fripp

Successful people are always looking for opportunities to help others. Unsuccessful people are always asking, "What's in it for me?"

- Brian Tracy, Author and Motivational Speaker

“
Be so good they can't ignore you.
”
- Steve Martin

forwardthinking
MARKETING AGENCY

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