



# Just the FAX

MCA CANADA'S WEEKLY NEWS AND INFORMATION CHANNEL

Vol. 11, No. 48

December 07, 2009

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## **ANOTHER GREAT WEEK IN THE LIFE OF AN MCAC MEMBER**

It's another busy Monday and I can't wait to get started! First stop...the downtown jobsite. The guys are geared up in their **Marks Work WearHouse** work wear, after saving about \$100 each, and they're ready to go. The welding material just arrived on the **Praxair** delivery truck and we've saved a bundle, maybe \$1000 on this order. I'm starting to like Mondays!

OK, over to the shop to get the service guys on the road. They're already running! We just picked up 5 spankin' new trucks for the team and it everyone's happy. The guys all got new vehicles and we got a smokin' deal. With the **Chrysler** fleet purchase program we saved almost \$45,000. All we had to do was choose the vehicles we want then pick them up. The boys have already stopped by **PetroCanada**, filled up the trucks, and oh yeah, we saved at least 2.4 cents per litre on that deal too, so another \$500 a month back in our pockets! There off to the clients sites and with **Chase Paymentech**, we get a proffered rate on credit card processing so this week's small jobs can be paid immediately. No receivables? Cash Flow! Nice!

Tuesday comes quick and we need to tackle our remote project. We've got 4 guys on site for 3 weeks The rental vehicle from **Budget** saved us a few hundred bucks and the 15% discount we get with **Choice Hotels** saved us nearly \$1500. This jobs on time and under budget so I'll leave things in their capable hands. Time to prepare for tomorrow's meeting.

It's the middle of the week and we're off to the airport. Flying is always a pain but we usually leave the car at the local **Park N Ride** and it always makes things a lot easier. They run us right up to the door and we save a bundle on parking. The meeting is excellent, a real moneymaker. All we need to do is wrap up the final estimate and it looks like we're a go!

Back in the office today and time to crunch some numbers. The laptop cranks up the **Labour Estimating Manual** so we can close the deal from yesterday's meeting, and hopefully a few more. You know we saved \$800 on this software and its made life so much easier...not to mention profitable! We fire out the quotes all day and wait to hear the good news!

TGIF! We are supposed to hear from our out of town clients! While we wait, there's time to wrap up some of that paperwork and meet with our insurance rep. Invoicing always makes me smile, especially with all the money we save on office supplies with our **Grand & Toy** discount. Our rep from **Federated Insurance** goes through everything, including some of the cool new programs. Looks like we've got everything we need and he even picks up lunch. The phone rings...it's the owner from Wednesday...ok. That's right! YES, they signed on the dotted line! Time for a little celebration!

Now that's what I call a great week! Does it pay to be a member of MCA Canada? Absolutely! If you're not using every one of the Membership Advantage Programs, you should! Visit [www.mcac.ca/benefits.php](http://www.mcac.ca/benefits.php) or contact the MCAC office 613-232-0492 or [mcac@mcac.ca](mailto:mcac@mcac.ca).

## **INDUSTRY BY THE NUMBERS**

**Canada's economic recession officially ended in the third quarter of this year**- but with a weaker-than-expected increase. Real gross domestic product (GDP) increased 0.1% in the third quarter, the first quarterly gain since the third quarter of 2008. Final domestic demand advanced 1.2%, as capital investment and personal expenditures both increased. Real GDP was up 0.4% in September, as most major industrial sectors increased their production. [Click here](#) to read more.

Payroll employment increased by 15,900 in September (+0.1%). Of the 305 industries surveyed, 170 or 55.7%, posted gains. This was the largest number of industries adding to their payrolls since July 2008. Since payroll employment peaked in October 2008, the number of employees in Canada has declined by 448,100 (-3.0%). Most of the declines occurred during the first six months of the economic downturn in both the goods and service sectors. September's increase in payroll employees came entirely from the goods sector, particularly construction. For more on payroll employment, earnings and hours [click here](#).

## **MARKS WORK WEARHOUSE CUSTOMER APPRECIATION EVENT**

**Saturday, December 12, 5:00pm until closing** - Membership Advantage Program Partner **Marks Work Wearhouse** will be hosting their annual Customer Appreciation Event on Saturday, December 12<sup>th</sup>, 5:00pm until closing. Customers, including all MCA Canada members, staff and their families can save 20% on everything storewide. [Click here](#) for more details.

## **ASSOCIATES CORNER**

Please join us in welcoming our newest Associate Members:

**Heenan Blakie LLP**, Toronto, ON - Contact: Geza Banfai, Tel: 416-643-6968, Email: [gbanfai@heenan.ca](mailto:gbanfai@heenan.ca)

**Romatec**, Newmarket, ON – Contact: Stephen Dockerty, Tel: 905-952-0000, Email: [toronto@romatec.com](mailto:toronto@romatec.com)

