

Canadian

Design & Construction

www.cadcr.com

VOLUME 9, ISSUE 1, WINTER 2018

Report



**AEC Marketing
Communication
in the New World:**

Low cost strategies that really work

**Register Online
Now!**

cmpx

Canadian Mechanical
& Plumbing Exposition **2018**

Canada's National Show for the
HVACR and Plumbing Industries



METRO TORONTO CONVENTION CENTRE
March 21 - 23, 2018

cmpxshow.ca

Editor's viewpoint



By Mark Buckshon

Some stories are simple in their complexity. For example, the decision by Construction Specifications Canada (CSC) to change its strategic alliance for marketing the Canadian National Master Specification seems straightforward enough. The association issued a news release announcing the new alignment and all is well . . .

But I know from 20 years of membership in the national association (and a couple of years as chair of its Ottawa chapter), that there was more than met the eye at first sight here. The decision to end a 15-year marketing alliance doesn't come without consequences, especially since the NMS in fact is owned by the federal government, through the National Research Council (NRC).

I tried to find the reason for the change and assess its consequence. One thing is certain: There will be more competition in making the NMS available to architects, engineers and contractors throughout Canada because the former alliance partner arranged its own licencing agreement with the NRC to stay in the marketplace; and so now there are three distribution channels for this important resource, which is at the core of most of the country's construction contract documentation.

You can also read several other stories, including a report on Ontario's new Construction Act, updates on top B.C. architects, and my own explanation about how to effectively develop a marketing strategy, requiring little money for entirely effective results.

We're getting ready for the next issue and as usual I welcome your comments and suggestions. You can best reach me by email at buckshon@cadcr.com

Table of Contents

Ontario's New Construction Act to reform industry dispute resolution, payment practices 5



AEC Marketing Communication in the New World: Low cost strategies that really work 7

CCA publishes a Corporate Social Responsibility guide for Canadian construction companies 10

National Master Specification competitive landscape shifts with new CSC strategic alliance 12

CCPPA introduces new Environmental Product Declaration . . . 14

SPECIAL FEATURES:

TOP 10 CONCRETE FLOOR CONTRACTORS

Apollo Concrete Contracting, industry experts for 25 years . . . 15

BC TOP 10 ARCHITECTS

Diversity, leadership, initiative and focus 16

DA Architects + Planners, designers of more than just buildings 18

Ciccozzi Architecture focuses on collaborative, co-operative and interactive design 20

Lubor Trubka Associates Architects recognized internationally as a leader and innovator in wood design 22

TOP 10 CANADIAN TRUSS MANUFACTURERS

Phoenix Building Components continues to expand its products and capacity 24

TOP 20 GENERAL CONTRACTOR

Fillmore Construction: Meeting tight deadlines on challenging projects for more than 25 years 26

News Briefs across Canada 28

NOW AVAILABLE:
PDF PAGE-FLIPPING TECHNOLOGY JUST LIKE THE DOCUMENT YOU ARE READING NOW...

memo productions

Magazine and Newsletter Design
 Online or Print – Big or Small
It can always be simple
www.memoproductions.ca

819-827-3802 info@memoproductions.com

Canadian Design & Construction Report

The Canadian Design and Construction Report is published bi-monthly by Mekomedia Enterprises Inc., a member of the Construction News and Report Group of Companies.

The magazine is distributed to thousands of design and construction industry leaders across Canada. It is also available for review and downloading at the Canadian Design and Construction Report website (www.cadcr.com) or you can sign up for the electronic edition newsletter by emailing buckshon@cadcr.com.

You can receive the online magazine free. If you wish printed copies, you can request a single issue for \$15.99 or an annual subscription for \$90.00, which also provides you a free basic directory listing.

Here's how we can provide positive publicity for your business or organization:

- You can become a Canadian Design and Construction Report sponsor. Sponsorship packages start at \$345 per issue. Sponsorships can provide you promotional recognition with targeted advertising messages, a free one-page business profile and options to provide industry expert/guest columns. As a sponsor you will also receive enhanced publicity in the online edition with banner ad placement as well as embedded videos into your ads.
- Qualifying organizations can receive a free editorial profile in the Canadian Design and Construction Report, based on supplier-support advertising. This method of marketing is highly cost-effective and enhances and encourages the development of healthy business relationships.

For more information about either marketing option, please email Chase at chase@cadcr.com or phone 888-627-8717 ext 212.

EDITORIAL SUBMISSIONS AND CONTRIBUTIONS

You can contact the editor, Mark Buckshon, at buckshon@cadcr.com or phone 888-627-8717 ext 224. Submissions which provide relevant information on topics of relevance to the design and construction network community are invited. Business and self-promotional profiles are encouraged to consider the editorial profile or sponsorship options outlined above.

Publisher and interim editor

Mark Buckshon, buckshon@cadcr.com

Writer:

Heather Kirk, hkirk@cnrgp.com

Business development and marketing:

Chase, chase@cadcr.com 905-228-1151

Paul Scissons, pscissons@cadcr.com (888) 627-8717 ext 225

Production:

Raymond Leveille, memoproductions.ca

Subscription and print copy requests:

Katherine Jeffrey, kjeffrey@cnrgp.com

Phone 888-627-8717 ext 114

Mailing address

1554 Carling Avenue, Suite 57, Ottawa, Ontario K1Z 7M4

Copyright, 2018, Mekomedia Enterprises Inc.

For permission to reprint, please contact Mark Buckshon at buckshon@cadcr.com

About the Construction News and Report Group of Companies . . .

The Construction News and Report Group of Companies (CNRGP) focuses on news and information for the construction industry in regional and national markets both in Canada and the U.S. Services include:

Regional (and local) publications

The company publishes regional construction industry newspapers and websites serving Ontario, Canada and the Carolinas, Chicago and Florida, in the U.S. Additional information is available at the respective publications' websites. Titles include:

Ottawa Construction News
The GTA Construction Report
Northern Ontario Construction News
Ontario Construction Report
North Carolina Construction News
South Carolina Construction News
Chicago Construction News
Florida Construction News
New York Construction News

National publications

The Canadian Design and Construction Report and **The Design and Construction Report (U.S.)** are magazines serving a cross section of the architectural, engineering and construction industry in both the U.S. and Canada. Distribution of the online edition is free to qualified readers, with video and embedded web links enhancing the reading experience. You can purchase a subscription to the printed edition by emailing buckshon@cadcr.com.

Association Publications and Directories

CNRGP serves as contract publisher for associations wishing to produce high quality newsletters and directories. For more details, contact Chase at Chase@cadcr.com.

Book publishing

Asset Beam Publishing Ltd., a division of the Construction News and Report Group, publishes in print and electronic format, high quality books for distribution to the AEC community and beyond. Using print-on-demand technologies, specialized markets can be served with low production costs and appealing revenue sharing options for authors, accepted for publication. For more information, contact Mark Buckshon at buckshon@cadcr.com.

The Construction Marketing Ideas blog and website

Constructionmarketingideas.com is the first independent website/blog dedicated to news and developments for marketing in the architectural, engineering and construction communities. Updated daily, it provides links to dozens of resources and services related to AEC marketing.

Ontario's New Construction Act to reform industry dispute resolution, payment practices

Law expected to set the new standard for the industry in other provinces



Canadian Design and Construction Report staff writer

Following Royal Assent just before Christmas, Ontario's new Construction Act will radically reform industry practices, including payment terms and dispute resolution.

The new law, enacted after years of lobbying by trade contractors concerned about slow payment and expensive dispute resolution processes, could establish the framework for similar industry legislative reform in other provinces.

Prompt Payment Ontario (PPO), an alliance of contractor associations, unions, suppliers and general contractors who advocate for prompt payment legislation, has applauded the bill.

"This legislation could not have been introduced at a better time, as higher interest rates will make delayed payment unbearable," said PPO director Ron Johnson. "We hope that this groundbreaking piece of legislation will set the stage for change across the country."

But for the first few months this year, it will be business as usual because most of the key legislative provisions still need regulatory implementation and proclamation, and there are many details yet to be resolved. The legislation also includes grandfathering provisions, meaning that existing projects and lien rights will continue as before for existing and recently completed projects.

Bill 142, the Construction Lien Amendment Act, 2017 (Ontario), came into force after years of lobbying by trade contractors seeking prompt payment legislation. After push-back three years ago when public agencies and owners stalled a private members' bill, the provincial government contracted with lawyers Bruce Reynolds and Sharon Vogel to conduct a comprehensive legislative review. Reynolds says almost all of his proposed changes were incorporated in the revised bill, including its new name, The Construction Act.

Key changes include:

- Providing more time for contractors and subcontractors to resolve their disputes outside of court by extending timelines to file liens and start court actions from 90 days to 150 days;
- Ensuring contractors and subcontractors know when to expect full payment by requiring holdback funds to be paid as soon as the deadline to file liens passes;
- Protecting subcontractors and workers if the general contractor files for bankruptcy by requiring surety bonding on public sector projects above a certain amount;
- Allowing condominium unit owners to remove liens from their unit in relation to common elements (e.g., corridors, lobbies, etc.); and
- Referring construction lien claims under \$25,000 to small claims court.

Edward Betts, a partner with Gowling WLG, says in a commentary that the key legislative provisions yet to be proclaimed include “prompt payment, adjudication, changes in the lien preservation and perfection periods, mandatory payment of holdback, trust accounting rules and so on.”

He writes that it is likely that the balance of the act provisions “will be proclaimed fairly early into 2018.”

“For prompt payment and adjudication these will be in force when proclaimed after finalizing the related regulations and multiple prescribed forms,” Betts writes. “In addition, the adjudication nominating authority needs to be set up and then adjudicators certified before the prompt payment and adjudication can work, so we may see these provisions proclaimed but then delayed further until all that administration is taken care of.”

“Various groups have asked for a long transition and education period,” he writes. “So we really do not know the timing yet unfortunately. The Attorney General’s Office has stated that it will make a clarifying announcement on timing in January 2018.”

Betts writes that the Construction Act includes:

- Long overdue updates to 35 year old legislation that includes payment protection throughout the construction pyramid;
- Contractors and sub-contracts now have security and assurance regarding timelines for payment;
- Mandatory performance and payment bonds on publicly funded projects over a threshold contract price (similar to the Miller Act in the United States);
- The adjudication process will now provide an opportunity for resolution of construction disputes without disruption of project schedules and will assist in avoiding costly legal battles;

- No-exceptions rule to hold-back release deadlines means a no-exceptions rule to when contractors and sub-contractors get paid; and
- Mandatory prompt payment for sub-trades.

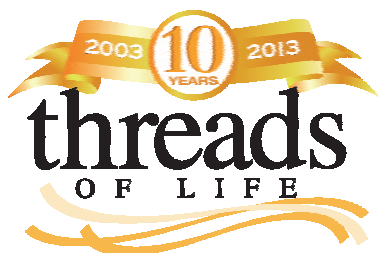
However, there are many challenges to be resolved in the regulations and scheduling, including ensuring there are an adequate supply of qualified adjudicators. As well, the legislation provides “contracting out” opportunities for some key provisions, which may weaken the effectiveness of the Prompt Payment requirements, but which will protect general contractors from being caught between a rock and a hard place in situations where they truly haven’t been paid by the owners. (Conversely, however, sub-trades will be able to walk off the job if they don’t receive their payments on schedule.)

As an example of the issues yet to be resolved, the previous Construction Lien Act includes wording that requires Certificates of Substantial Performance to be published in a “Construction Trade Newspaper”, further defined to be a daily publication – which effectively requires these notices to be published only in the Daily Commercial News (DCN), effectively granting that publication a legislative monopoly.

“References in the Act to publication in a construction trade newspaper are replaced with requirements to publish in the manner set out in the regulations,” the Construction Act’s legislative synopsis says. But we still need to wait for the new regulations to see how things will change, if at all.

A soft landing...

We know what families go through when workplace tragedy strikes because **we are those families**. Threads of Life, a Canadian charity, was created in 2003 by families suffering from a workplace fatality, life-altering injury or occupational disease. We provide peer support, regional Family Forums where families meet to connect, learn healthy coping skills and other life-lines.



listening • caring • sharing

1-888-567-9490 • www.threadsoflife.ca

AEC Marketing Communication in the New World:

Low cost strategies that really work



By Mark Buckshon

What are the best techniques and methods to find new business in the current era of rapidly developing technologies and intensified competition?

The answer to this question combines some new approaches with long-standing traditional and effective marketing strategies. You need to build on your brand - and that is primarily based on your actual client experiences and their genuine enthusiasm and enjoyment in working with you.

Then you apply technological innovations to accelerate and enhance your positive reputation, with effective client-focused editorial and visual marketing content, a solid website, and some easy to manage social media strategies. Finally, if you wish, you can package these qualities, combining current technologies with future-looking concepts including Building Information Modelling, virtual/augmented reality, and - looking forward - the powerful potential of machine learning and artificial intelligence.

At root, the basics of effective AEC marketing haven't changed in decades. People (and business-to-business clients are of course individuals working for companies) like doing business with organizations where they feel good about their experience. Clearly, your actual work/service/product must be competent, but if your

clients' overall experience isn't at least satisfactory, you will have a one-time relationship. However, your goal should be to make their experience super great, by anticipating needs, communicating frequently, and where you can, providing value added extras that don't cost much money but make the process more enjoyable.

Why is the client experience so important? Consider the fundamental data that I've gathered over the past decade through an ongoing poll on my constructionmarketingideas.com blog. At least 71 per cent of the contractors, architects and engineers who have responded over the years say that repeat and referral business is their most important source of revenue. (It breaks down to 41 per cent from word-of-mouth/recommendations and 30 per cent from repeat clients.) Advertising (at 13 per cent) and leads services/open RFPs and public tenders (at 11 per cent) are significant business builders but don't really move the needle as much. Irritating and intrusive techniques such as telemarketing and door-to-door canvassing work for only a few contractors (at five per cent).

The point in these numbers is that anything you can do to improve your repeat and referral business will have disproportionate impact on your bottom line. So you need to do everything you can to connect with and deliver value to your clients.



Your goal: Win sincere testimonials and recommendations – so you can make it easier for other clients to say “yes” - and of course, to develop additional repeat or recurring business.

Please note: While it is essential to provide great client service, you must never assert that your marketing/business strength is providing “great customer service”. This is ineffective. If anyone asserts this fact (assuming it is true), it should be your customers themselves, through their actual experience and testimonial statements, either written (or even better) in video format.

That said, there are some things you can do beyond delivering an incredible client experience. These include:

- Developing an expertise and reputation building content creation strategy (blog, white papers, videos);
- building a truly effective website; and
- adapting your website and content to responsive social media relationships and concepts.

None of these strategies requires much money, though they all require some effort and co-ordination. I’ll outline some approaches to succeeding in these three focuses.

Content creation

The goal here is to make it easy for current and previous clients to say good things about you, and to learn valuable information to build on your quality/expertise reputation. Your blog provides a good starting point – because by regularly writing/videoing your insights, observations, and stories, you add to your reference points and knowledge.

Your blog messages can easily be posted to your website (see below) and then auto-posted to social media.

Videos don’t need to be slick or fancy. In fact, testimonial videos that are grainy and rough are in my opinion more credible and effective than slickly narrated commercially produced efforts.

However, I think your writing should be solid and well-edited. If you don’t have someone who writes well on your staff, you may need to contract with a freelancer to generate or edit your material. This will cost you some money, but will be far less expensive than conventional paid advertising.

Developing your social media relationships

Company profile pages for Facebook, Twitter and LinkedIn can be created without fee, and you can easily connect them to your website so that every time you add a relevant post, it will auto feed to the relevant social media sites, leveraging your marketing presence, without costing you any additional money.

You’ll want to develop tools to monitor and manage your social media image, inducing positive testimonials and comments while avoiding negative comments and reviews. There are some third party services that help this process. They invite your clients to provide a “satisfaction” report, and if it is excellent, they will encourage customers to post their positive comments directly on the social media sites. If they are negative, they will encourage your clients to communicate with you privately so you can resolve the issue and avoid negative reviews.

How much will all of this cost?

Your greatest expense will likely be the review/enhancement of your internal processes and existing client service/relationships. You may need an outside consultant to look more closely at your operations and suggest improvements, but if you can see the issues that need to be resolved and make things more friendly and satisfactory for your clients, you'll be well on your way.

Full-scale website development services vary in price, but generally you can get a specialist to complete a solid project for you for about \$5,000 or so. If you are ready to do it yourself or contract directly with website developers, you can reduce this cost by one or two orders of magnitude. (Yes, that would mean \$500 or even \$50.)

Writing services can be free (outside of your time) if you are competent and literate or have an in-house staff person who can write well. Expect to spend upwards of a few hundred dollars per significant piece if you need to pay a freelancer or outside marketing consultant for these services.

Forward thinking options

If you are ready to step into the future and embrace new technologies, you can achieve a significant marketing advantage by building on your uniqueness and forward thinking vision.

I think the best starting point for most AEC professionals will be to embrace Building Information Modelling. Costs for BIM resources have been declining, and there are increasing opportunities to learn how to use these tools. With BIM skills and resources, you can have

fun with automated/virtual reality (and really showcase your presentations/projects in an interactive way).

If you want to go even further into the future (but we are talking years, not decades), recent developments with machine learning and artificial intelligence offer exciting if somewhat scary automation options – because the machines can learn from their environment and ultimately the science fiction concept of computers being smarter than humans could become a reality.

Conclusion: You don't need to spend much to achieve a lot

Even if you go full-bore and contract out all the services described above, I can't see it necessary for you to spend more than \$10,000 a year on a truly effective marketing strategy. This is a drop in the bucket compared to even the cheapest forms of paid media advertising. If you elect to spend money on other forms of marketing/advertising, including trade show exhibits, print and paid online advertising, the client relationship, website and social media models will provide you with a powerful backbone and will boost the effectiveness of your more expensive marketing approaches.

Go for it. You can truly achieve great marketing communications results for very little money.

Additional resources

I'll provide you with a list of service providers (and some observations/recommendations about them) without charge if you email me at buckshon@constructionmarketingideas.com.

JENSEN HUGHES
Advancing the Science of Safety

Providing Forensic Engineering Services Across Canada

- Fire & Explosion Investigation
- Failure Analysis
- Collision Reconstruction
- Litigation Support
- Injury Biomechanics
- Construction Claims

Halifax +1 902-701-3877
Ottawa +1 343-700-3325
Toronto +1 416-762-3808
Edmonton +1 780-800-1902
Calgary +1 403-984-5800
Richmond +1 604-295-4000
Vancouver +1 604-732-3751

jensenhughes.com/canada

CCA publishes a Corporate Social Responsibility guide for Canadian construction companies

Canadian Design and Construction Report

The Canadian Construction Association (CCA) has announced the publication of a new resource for its members: *Corporate Social Responsibility in the Construction Sector: A Practical Guide to CSR*. Tailored for the construction industry, the guide explains the importance of CSR and offers practical advice on how to prepare or enhance a CSR strategy. The guide was created through a collaborative process and is available as a free download from the CCA website.

Tool to help members articulate environmental and social impact

Public owners and the public increasingly want to see Canadian construction companies articulate the environmental and social impacts of what they do and how these impacts are addressed. The convergence of issues ranging from triple-bottom line procurement (e.g. balancing commercial and sustainability considerations aka “people, planet, profit”) to carbon neutral regulations as well as zero waste 2030 initiatives is unprecedented.

“Our current strategic plan identified promotion of ethical business practices within the industry as an objective,” said CCA chair Chris McNally. “In October 2015, CCA adopted a policy statement related to CSR

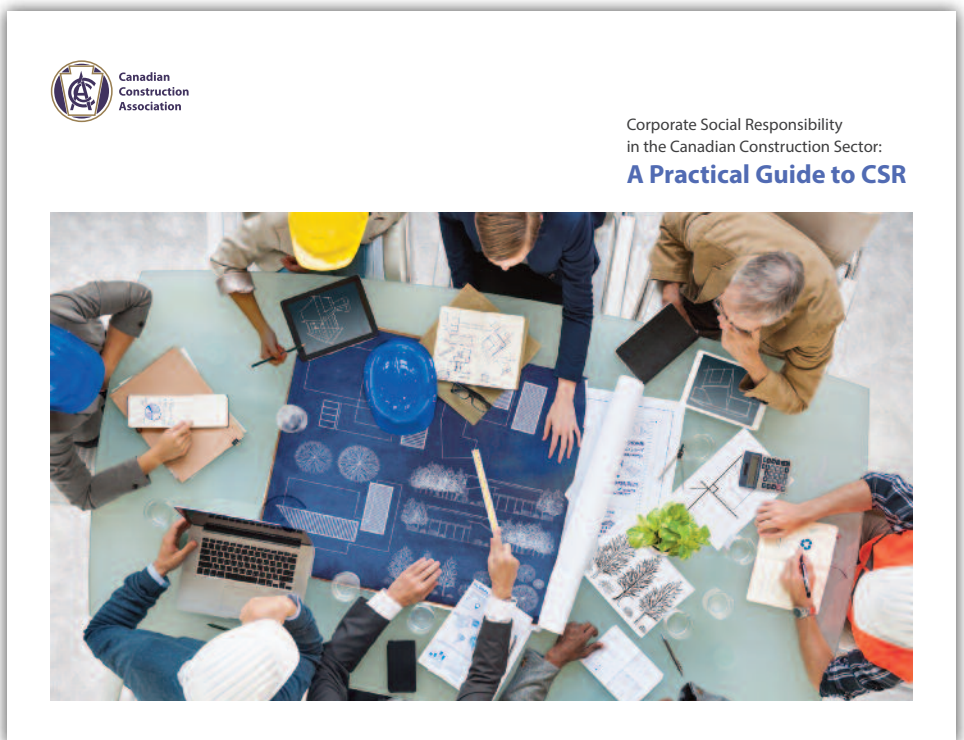
encouraging companies to voluntarily undertake initiatives that enable them to operate in an economically, socially and environmentally sustainable manner.”

“Although CSR is recognized as important in business, there is often uncertainty associated with how to implement it,” said Stephen Coote, chair of the CCA business and market development committee.

Practical resource for learning more and to get started

CSR includes voluntary initiatives or actions that a company chooses

to undertake to improve its social and environmental performance in relation to stakeholders. It means going beyond the codes and standards that construction companies are required to adhere to by law. “We see CSR as a business strategy,” said Stephen. “Although many construction companies may be practicing some aspect of CSR, we hope that with this easy-to-use guide, small, medium and large construction firms will be more encouraged to continue to develop, enhance or implement a CSR strategy.”



**WE INSURED
OVER \$1,000,000,000
WORTH OF PROJECTS FOR OUR
CLIENTS IN THE PAST YEAR.**



**ROGERS
INSURANCE LTD.**

600 - 1000 Centre St. N
Calgary, AB
Main 403.296.2400
Toll Free 1.800.565.8132

rogersinsurance.ca





All we make are superior exteriors.

Our highly curb-appealing, effortlessly low-maintenance siding, decking and trim match exteriors to the distinct personalities of their owners. Plus, they build up the reputations of the pros who make those exteriors happen. You're welcome.



National Master Specification competitive landscape shifts with new CSC strategic alliance

Canadian Design and Construction Report staff writer

The competitive landscape for distribution of Canada's National Master Construction Specification (NMS) has shifted with the decision by Construction Specifications Canada (CSC) to end a 15-year marketing alliance with Digicon Information Inc. and enter into a new agreement with Building Systems Design (BSD).

Digicon responded by setting up its own master licensing agreement with the federal government's National Research Council (NRC), which authors the NMS.

A third business, Innovative Technology Inc., based in Ottawa, also has a license to distribute the NMS, along with a marketing alliance with the Royal Architectural Institute of Canada (RAIC).

NMS provides a standardized foundation for Canadian construction contract documentation and components from it are embedded in virtually every significant construction project in the country.

CSC executive director Nick Franjic declined to explain the reason for the change in the strategic alliance, saying he wishes to focus on the future and BSD's new service offerings.

A CSC news release says the association and BSD have joined forces to "expand access to premier software, educational resources, and master specification content, including the NMS, the most comprehensive master guide for Canadian projects."

CSC says it will continue to offer CSC NMS products and service not only to its [spex.ca](http://www.spex.ca) clients but all NMS users at www.SpecMarket.com.



The new alliance, which started on Jan. 1, replaces the alliance with Digicon, which had been delivering the NMS through the [SPEX.ca](http://www.spex.ca) website. However, [SPEX.ca](http://www.spex.ca) continues under Digicon's control, and Digicon president David Watson says the NMS will continue to be available through that site.



CSC says BSD "is a leading provider of specification content, software and advanced specification and interoperability solutions to architects, engineers, specifiers and building owners in the construction industry. With BSD being focused on bringing technology to market that drives collaboration, simplifies design and increases efficiency for all stakeholders in the design and construction process, CSC sees this North American alliance with BSD as a perfect fit with CSC's mission."

CSC says it has been a provider of the NMS for more 40 years and will continue to deliver it to the North American construction industry.

"www.SpecMarket.com broadens access to high-quality content for firms working in the United States or Canada," CSC says. "With BSD's SpecLink Cloud platform, customers will have access to the right content for the job, whether public or private, and SpecLink Cloud will become the first database solution to enable access to robust Canadian and U.S. content within the same platform."

"CSC and BSD share a vision for delivering innovation and advancements that not only enhance the quality of design and construction, but also drive efficiency throughout the process," CSC says in its announcement.

Digicon's Watson said in an email: "I'm not in a position to comment on it (the end of the strategic alliance) except to say that I'm quite disappointed." A few days later, Digicon issued a news release confirming it has entered into a direct license with the NRC to deliver the NMS.

Until the split, anyone wishing to purchase a license for the NMS could choose between the CSC/Digicon or RAIC/Innovative Technology offerings.

"Innovative Technology (www.SPECedit.com) and the RAIC (www.raic.org) remain the only Canadian distributors of the NMS in English and French for Word and the popular BIM-connected SPECedit specification editing software," said Innovative Technology president Michael Thornber. "We continue to be strong players in the NMS market as we expand our technology to include new features in the NMS as they become available."

In a note to members, CSC's Nick Franjic wrote that the decision to end the alliance with Digicon "was not taken lightly and CSC is ready to work with Digicon Information Inc. to ensure Spex.ca customers are aware of the change, know their options and are treated respectfully."

The NMS is the most comprehensive public works master specification in Canada and is designed to assist firms with a robust specification-writing guide. BSD also owns and maintains a master specification guide for private construction projects, available within SpecLink, which the company says is "the industry's most comprehensive, database driven specification software for efficient and accurate specification writing and production."

"CSC has shown a clear commitment to industry advancement and professional education, and has been an NMS provider for over 40 years," BSD chair Chris Anderson said in a news release.

"We're thrilled to collaborate with CSC to broaden access to high-quality content for firms working in the United States and Canada. With BSD's SpecLink Cloud platform, customers will have access to the right content

for the job, whether public or private, and SpecLink Cloud will become the first database solution to enable access to robust Canadian and U.S. content within the same platform."

"BSD's vision for advancing construction specifications aligns nicely with our mission to provide progressive education and opportunities for the design and construction community," said Franjic. "We are excited to work together in bringing CSC members and the Canadian construction industry a trusted source for comprehensive content and innovative software to make their day-to-day jobs easier and more efficient."

In a statement, Digicon says, "With this direct relationship with NRC, owners of the NMS, Digicon is now able to accelerate its innovation plans and will continue to lead in providing quality NMS support services."

"We have an exciting future ahead here at Digicon and will be sharing news on coming developments very soon," Digicon's Watson said. "We would like to take this opportunity to thank all of our loyal customers for their continued support."

CDCR HOTEL DIRECTORY

Reach key decision makers in the **CDCR HOTEL DIRECTORY** to attract construction crews, executives and extended stay guests with your hotel listing!

Basic listings start at \$195 and comprehensive listings are \$495 which gives you at least 6 issues a year. Register your properties by January 31st and get a bonus online banner ad for one month! For more details on directory listings or general advertising contact Chase 905-228-1151 or email chase@cnrgp.com



stay with us

SUMMER HOTEL ALTERNATIVE

2 Bedroom Suites with Kitchenettes
EXTENDED STAY RATES AVAILABLE

BARRIE	101 Georgian Dr.	705-730-5600
BRAMPTON	7897 McLaughlin Rd.	905-874-4393
HAMILTON	245 Fennell Ave. W	905-385-3200
KING CITY	13980 Dufferin St.	905-833-1650
KITCHENER-WATERLOO	99 Conestoga College Blvd.	519-895-2272
NIAGARA-ON-THE-LAKE	137 Taylor Rd.	905-641-4435
NORTH BAY	15 College Dr.	705-980-1301 x7000
OAKVILLE	1410 Trafalgar Rd.	905-815-4150
OSHAWA	32 Commencement Dr.	905-728-8700
OTTAWA DOWNTOWN	201 Main St.	613-236-3131
OTTAWA WEST	1385 Woodroffe Ave.	613-727-7698
SUDBURY NORTH	1390 Barrydowne Rd.	705-566-8101 x7583
SUDBURY WEST	21 Lasalle Blvd.	705-560-6673 x15000
THUNDER BAY	960 William St.	807-475-6381
TORONTO	1760 Finch Ave. E	416-491-8811
TORONTO DOWNTOWN	80 Cooperage St.	416-761-8000
WELLAND	555 First Ave.	905-732-9700
WINDSOR	3995 Geraedts Dr.	519-966-1601
KAMLOOPS, BC	1025 University Dr.	250-828-8999



Residence & Conference Centre

18 locations across Ontario & 1 in British Columbia

info@stayrcc.com stayrcc.com

CCPPA introduces new Environmental Product Declaration

CDCCR staff writer

The Canadian Concrete Pipe & Precast Association (CCPPA) has developed a new Environmental Product Declaration (EPD).

“Committing to sustainable development and environmental transparency, the CCPPA and its members developed, published, and third-party verified, this declaration that reveals the potential environmental impact of its concrete-based infrastructure products,” the association said in a news release.

“Transparency is key,” says CCPPA chair Andy Dutfield. “It really is a type of nutrition label for our customers and the general public who need to know the environmental impact of concrete pipe and related products made and available in Canada. It’s our goal as an association to further develop environmentally compatible and sustainable construction products for now and for future generations.”

The association presented, at its fall membership meeting in Kitchener in October, its Canadian industry-average business-to-business Type III EPD covering three product categories: Concrete pipe; concrete box structures; and manholes/catch basins.

The EPD takes a “cradle-to-gate” approach, covering the potential environmental impact of standardized life cycle processes from raw material supply, methods of transportation for all materials in each stage of production, and the manufacturing process to the point the product leaves the “gate”.



CCPPA says the declaration also supports transparency for sustainable construction certification programs, such as LEEDv4, Envision, and other green purchasing programs that are currently under development.

CCPPA represents 14 member companies operating 23 precast manufacturing facilities in British Columbia, Alberta, Saskatchewan, Manitoba and Ontario. Data was based on 14 surveys of member facilities and took regional production, plant size and product type into consideration. The association worked with Andrea Boddy Consulting and the team at Athena Institute to complete and verify the declaration.

For specific information on the CCPPA EPD, please visit

https://www.astm.org/CERTIFICATION/DOCS/370.EPD_for_CCPPA_EPD_2017-08-15.pdf.

MERX IS CONSTRUCTION

Put MERX to work for you!



Owners and Property Managers

Manage your tenders



Architects & Engineers

Reach contractors and sub-trades



General Contractors & Trades

Use as a business development tool

MERX
Canada's leading e-tendering service

To learn how MERX can work for you, attend one of our Overview & Demo Webinars.

Sign up at:

www.merx.com/events

Canada's One Stop Resource for all Construction Related Projects

merx@merx.com

www.merx.com

1-800-964-MERX (6379)

Apollo Concrete Contracting, industry experts for 25 years

The CDCR Special Feature

Apollo Concrete Contracting has been serving the needs of the greater Hamilton area (GHA) for 25 years now, while providing its expertise in greenhouse and specialty flooring to customers across North America.

President Jim Woods says the company works on a diversity of GHA industrial, commercial and institutional (ICI) projects enhanced by specialized knowledge of greenhouses. This niche expertise is based on knowledge learned in Holland.

“Our greenhouse work has become a niche specialty that has taken us all across Canada and the U.S.,” he said. “We’ve installed more than five million sq. ft. of greenhouse flooring, and are currently working on 2 million sq. ft. of greenhouse including one million sq. ft. intended to support the growth of legal marijuana.”

He says greenhouse work can be challenging, both for technical and site requirements and because of working conditions. In the summer, for instance, he says temperatures can reach upwards of 45 degrees. That can mean working in the early morning hours before the heat gets too bad, or working at night so the sun isn’t compounding the problem.

Apollo works closely with Tradewind Construction, which specializes in greenhouses, but also applies its own expertise and know how to help guide other greenhouse projects.

The company co-ordinates other ICI work including manufacturing and condominium projects, freezer buildings and self-storage facilities. “We worked on Casino Niagara and have done condos for New Horizon in Burlington and Stony Creek. Our industrial projects have included Do-fasco and General Motors. Our team is experienced with slab on development, iSpan systems, and super flat flooring among other capabilities.”

The company’s team of 25 includes family members and multiple generations of families in some cases. Woods says the company typically hires two or three new people annually, then trains them internally. The strategy seems to work as most stay on, he says.

“We’ve also brought in staff from other companies. We look for people who want to work, who are reliable, and who are open to working the hours and shifts that are sometimes required.”





Apollo employs LiUNA Local 837 members and belongs to the Concrete Floor Contractors Association. Woods says this membership helps the business stay up to date on the latest news, trends, technologies and safety requirements.

The combination of experience, knowledgeable staff, and the ability to be current to industry standards means Apollo has a solid base of customers, Woods says.

Though he tries to keep his crews within an hour or so of Hamilton, he says sometimes projects or specific clients will take his team much further.

“It’s our clients, our team, and our reputation that have gotten us through the last 25 years. We look forward to the next 25.”

APOLLO CONCRETE CONTRACTING
183 Grace Avenue, Hamilton, Ontario L8H 3X1
Tel: (905) 548-0576 Fax: (905) 548-9622

Diversity, leadership, initiative and focus



Canadian Design and Construction Report special feature

This listing of the top 10 architects in British Columbia reflects an amalgam of our experience, relationships, and perceptions. While this isn't a scientific group – there are many other companies worthy of recognition – it provides a clue about some of the diversity, initiative and focus within the community. We've included some nationally, even internationally, recognized firms, and others who have primarily taken a leadership role in their local communities. This list includes forward thinking businesses which have embraced community engagement, high standards of service and delivery, and innovation to support the design and construction industry.

Quoted descriptions and remarks are generally from the company's own websites or communications, unless otherwise noted. You can read more from Ciccozzi Architecture, DA Architects and Lubor Trubka Associates Architects later in this feature. The other companies rounding out the top 10 have been listed alphabetically, so their order should not be seen as related to their actual ranking.

Cannon Design Architecture

CannonDesign is an "integrated global design firm that unites a dynamic team of architects, engineers, industry experts and builders driven by a singular goal — to help solve clients' and society's greatest challenges."

"The firm is purposely built to foster this high-level of multidisciplinary thinking, allowing teams to assess situations from all angles and identify opportunities to improve rather than conform. This synergistic method allows the team to identify and connect the best ideas across industries and geographies."

Chris Dikeakos Architects Inc. (CDA)

Specializing in a broad range of building and project types, CDA has transformed skylines across the West Coast of North America with projects such as the tallest residential hi-rise in San Diego (The Electra), the tallest pure residential hi-rises in Los Angeles (1027 Wilshire) and with its current projects now under construction: Solo District and Station Square, both located in Burnaby, British Columbia.

CDA's relationship with the Great Canadian Gaming Corporation has resulted in expertise in the design of Resort Casino Entertainment complexes including theatre, hotel, food and beverage, retail, convention and gaming components.

DIALOG BC

DIALOG is a team of "passionate designers who believe in the power of built form to meaningfully improve the wellbeing of communities."

The firm's services include architecture; electrical, mechanical and structural engineering; interior design; landscape architecture; planning and urban design; and sustainability.

HOK

HOK is a global design, architecture, engineering and planning firm with offices in 23 locations on three continents.

The firm's design solutions "result from a collaborative process that encourages multidisciplinary professional teams to research alternatives, share knowledge and imagine new ways to solve the challenges of the built environment

IBI Group

IBI Group is an Ontario-based income trust. But about two-thirds of its 2,700 employees focus on architecture and planning, which is co-ordinated largely from its Vancouver office. The global organization operates out of about 70 offices worldwide, with some 135 staff in Vancouver at one of the firm's largest locations, where senior management and IT resources are concentrated.

Stantec

Stantec is a global design and delivery firm, originally based in Edmonton. Its design focus combines a combination of clarity (a clear idea); purpose (a thoughtful approach); discovery (challenging preconceptions through curiosity); performance (measure objectives); and craft (material legibility).

Chamberlain

Working across North America and globally for more than three decades, Chamberlain has been dedicated to improving means, methods and processes for successful realization of great environments.

The firm's projects are supported by a team who are pioneers in the use of Integrated Project Delivery (IPD), Leaders in Energy and Environmental Design (LEED) and Building Information Modelling (BIM), and utilize the latest technology and processes available to create cutting edge, sustainable and relevant solutions.



DA Architects + Planners, designers of more than just buildings

The CDCR Special Feature

From its founding in 1969, DA Architects + Planners has grown from a residential practice to one whose work has included schools, hotels, large mixed-use facilities and urban communities. All are based on the company’s original vision that they are designing ‘more than just a building.’

Randy Knill, partner, says the firm originally opened as Downs/Archambault & Partners, but underwent a renewal process in 2008 and was re-branded as DA Architects + Planners in response to the retirement of the founding partners and to express the breadth of the practice.

“Originally the firm started with mostly residential projects reflecting the contemporary aesthetics of mid-century regional modernism and then grew as the design approach and philosophy matured.”

As it demonstrated design sensitivity and expertise, community centres and schools led to larger residential and more complex projects. DA also collaborated, says Knill, with other firms forming an Urban Design Planning Team for the Post – Expo False Creek Lands which led to the firm working along the north side of False Creek and an opportunity to illustrate its ‘more than just a building’ approach.



“The architecturally defined public and private realm open spaces contributed to a more varied and engaging pedestrian experience, as we developed the design approach that emphasized that the space between the buildings was as important as the buildings themselves. From the early projects where enhanced landscape gardens featured local natural materials, to large, complex urban spaces today, DA’s vision consistently carries through.”

He says architecture that engages environmental and social sustainability issues has also always been at the



heart of DA's design approach since its early days. Among its successes in this area is a collaboration on the original Canada Place and subsequent Vancouver Convention Centre West, which has been recognized with several awards and achieved a LEED Platinum rating.

Other notable projects include Library Square and the Ford Theatre – now the Westside Church (collaborations with Moshe Safdie), Seylynn Village, River Rock Casino Resort, Coast Coal Harbour Hotel, Cielo, and Pearson College of the Pacific.

Recent projects illustrate even more diversity and include the Lingyen Mountain Temple, various lifestyle/ mixed use retail centres, and several Urban Design Studies for new sustainable communities throughout BC.

While the architectural form of these projects vary greatly, Knill says there are commonalities among them all. "All of our projects are the result of a carefully scrutinized functional program provided by our clients that is then projected onto the site with a sensitivity to the unique site-specific characteristics."

This, he says, can be a response to the climate, views, or surrounding urban design elements. "It can respond to urban elements that do not yet exist, like the early Yaletown high-rises on the empty Expo site, or the current Seylynn projects which are providing a new opportunity for city regeneration and densification."

The firm now includes twenty-five staff members comprising three partners, two associates, eighteen technolo-

gists and intern architects, and two administrative personnel. "Through almost five decades, DA Architects + Planners has earned the reputation of delivering well designed projects and ensuring its clients are well served. This means partners stay involved and project teams are mentored every step of the way. The love of craft carries through in a highly personal commitment to the products, and the client."

Knill says the team is proud of both the projects they have had a hand in, and the way each evolved. "We are a collaborative and interactive design firm. We listen carefully to our clients and many stakeholders and then respond to their concerns and needs."

That approach, he says, has resulted in DA being selected for the "tough" projects; those where extensive public consultation is required. "Kitsilano Secondary School, and the Lingyen Mountain Temple are examples of these. There were others in which difficult urban design issues had to be resolved, such as the Vancouver Convention Centre – both the original Expo Canada Place and the new West Expansion, or where a compelling urban design image must be created to illustrate the project's fit, as was the case with Seylynn Village."

The firm's project awards are too numerous to mention but include recognition for its efforts on the Vancouver Convention Centre West, Seylynn Village, Queen Mary Elementary School and Ridgeway Elementary School.

For more information, visit www.da-architects.ca.



200-1014 Homer St
Vancouver, BC
Canada, V6B 2W9
T604 685 6312
F604 685 0988
Eoffice@da-architects.ca
da-architects.ca



DA Architects + Planners is inspired by our stunning West Coast environment and history. We create buildings and public spaces that enrich people's lives and enhance our spectacular locale. Interesting and inspiring places are the central goal of our placemaking efforts.

Our design vocabulary uses West Coast contemporary architectural elements. The resulting projects blend energy-efficient engineering with this regional aesthetic that then expresses our sustainability values. This celebrates the social and environmental values of our clients, the building users, and our changing society. The goal is that our architectural efforts embody well-crafted details using sensible materials to successfully accommodate the demanding lifestyles and expectations in our evolving environment.



Ciccozzi Architecture focuses on collaborative, co-operative and interactive design



Canadian Design and Constuction Report special feature

Vancouver based Ciccozzi Architecture focuses on a collaborative, co-operative and interactive design process to provide a balance of design and economy to its creative solutions.

Robert Ciccozzi founded the company, which was rebranded in 2015, in 1999 after several years of industry experience. Today, the firm has grown to a team of 33 that takes on between 30 and 40 projects annually.

The majority of the firm's clients are developers "who are looking to us for our design expertise and our ability to take a project through city approvals and construction," says Ciccozzi.



The firm also works with private clients on custom homes. These clients, he says, are drawn by the firm's process, which is more personal, as well as by its design expertise and attention to detail.

Getting involved in each project's design, Ciccozzi will typically initiate the design and then review it as it moves through design development, and in some cases, through construction. "We provide a balance of detailed design and technical expertise because we believe architecture is where art and technology intersect."

Among the firm's successes are the Westwood Mixed-use Tower "because it was a successful project with respect to the design; Hyde Park Townhouses because of the high level of design and the challenge of working around the high percentage of retained trees."

Ciccozzi says he considers all of the firm's high end custom residences as among its great successes for the level of design and detail each requires.

"Our main achievement, though, is building strong and successful working relationships with our long term major clients."

The firm was recently recognized with a "2017 New City Design Award" from the City of Surrey for the Hyde Park Townhomes project and is continuing to grow and establish itself as a top multi-residential design firm within the province.

For more information, visit www.ciccozziarchitecture.com.



"When I design homes, I think about the experience. I want people to feel and discover all the subtleties and sublimity of the home."

-Robert Ciccozzi

Lubor Trubka Associates Architects recognized internationally as a leader and innovator in wood design



Tsleil-Waututh Administration and Health Centre North Vancouver, BC. Completion Spring 2018

The CDCR Special Feature

From its start in 1975, Lubor Trubka Associates Architects (LTA Production Ltd.), has grown into an expert and internationally recognized leader and innovator in engineered wood design and architecture.

The firm has designed projects for all levels of government, private corporations, institutions and First Nations communities. It has been responsible for the design and master planning of sites across North America, as well as in India, Japan, Korea, Taiwan, Russia and the Czech Republic.

Lubor Trubka, principal, says from the beginning of his career he recognized the need to understand and embrace local construction technology. "I understood early on that there were no clay deposits to make bricks, nor steel mills in the province, so wood had to be the material of choice for all designs I did."

Also an engineer by training, his designs from the start began with that engineer's perspective of the structure influencing the architecture. Though this led to quick growth and success, and recognition for his unconventional wood structures, by the 80s he had scaled back his team and now maintains no more than eight chairs in the office.



South Surrey Ice Arena - Surrey, B.C.

"When we got too large, I found I was spending more of my time running the company than I was being an architect."

Among the company's early successes, and real demonstrations for the capabilities of engineered wood construction, were the South Surrey Ice Arena where the team achieved a 50m clear span over an Olympic size rink, and a similar structure completed for the municipality of Abbotsford that covered 60m by 90m.

Trubka's affinity for and understanding of the capabilities of wood have led to a great deal of First Nations' work. The company is currently pioneering two new large span wood projects. One will be a 35,000 sq. ft. health and administrative building, for the Tsleil-Waututh First Nation in North Vancouver and the other, a community centre for the Lower Nicola Indian Band near Merritt, BC. Both will be constructed almost completely of wood and engineered wood.

Part of his success with First Nations' projects may also be a reflection of his approach. Understanding that his team is designing buildings intended to serve communities well into the future, community engagement is a big part of the design process. "We get the community involved in contributing ideas and integrate their input. When, at the opening ceremony, a community member comes in and compliments us for incorporating their ideas or suggestions, that is very meaningful to us."

That community connection is evident in other ways. Trubka recalls the Acwsalcta School project that was con-

structed at a remote wooded location in Bella Coola, B.C. "We harvested the trees directly from the site, milled the wood there, and used local band labour to do the construction so most of the funding for the project stayed in the community. It was a fully sustainable project."

The firm has been recognized with numerous awards over the years including the Prestigious World Architecture News Award in 2010 for the Tseshaht Tribal Multiplex & Health Centre in Port Alberni, BC; a gold medal as Project of the Year for a 69-acre master plan and design of the Liberec Sport and Recreation Complex in the Czech Republic; and multiple other local and international awards.

For more information, visit <https://www.lubortrubka.com>.

LUBOR TRUBKA ASSOCIATES ARCHITECTS

#1200 - 1500 West Georgia Street
Vancouver, BC, V6G 2Z6

TEL: 604-687-3722

www.lubortrubka.com

Phoenix Building Components continues to expand its products and capacity



CADCR special feature

Phoenix Building Components is a design/engineer and manufacturer of wood based structural products including roof trusses, wall panels, floor trusses, timber trusses and engineered wood beams and columns. Since its opening in 2005, the company has grown its reach and scope and now provides products across Ontario and Quebec and into New York, Ohio and New England.

The company expanded its capabilities and ability to achieve greater levels of service and quality when it opened a new 50,000 sq. ft. facility in Essa Township near Barrie in 2016,

doubling its manufacturing space to 45,000 sq. ft., tripling yard space for product storage, and almost doubling its workforce.

Grant Gibbons, Phoenix president and CEO, said the new location also allowed the company to increase its sales into non-traditional areas, and allowed it to manufacture new product lines.

In 2017, the company purchased the operations of Ex-Kent trusses, located in Sundridge, ON, just south of North Bay. The two locations ran double shifts throughout 2017 in order to maintain supply to meet the demand for its product, says Gibbons. "We have become the largest Ontario

based exporter of building components to the U.S."

From its roots designing and manufacturing roof trusses, the company has expanded over its more than 10-year history to include wall and floor panels and floor trusses. It is also a wholesaler of engineered wood products including Rimboard, triforme joists, structurally insulated panels, glulam, connectors and hangers, and timber structures.

Gibbons says his company's products are used in residential, commercial and agricultural construction, and that the precision work allows it to be used for mid-rise projects as well. "All of our roof trusses are lasered and all

cutting operations use robotic CNC saws."

The company now employs a staff of 170 and includes 35 designers and engineers and 15 transport drivers. "We've seen a 20 per cent growth per annum and have future plans to expand both of our plants to increase our manufacturing capabilities."

He says there are also plans for the construction of a new sales and design office building in Sundridge and the introduction of further automation to the company's processes.

Gibbons attributes the company's success and growth over time to the quality of product, but also to ten core values that are at the heart of Phoenix's focus on customer service. "Those core values include commonly sought after goals of exceptional customer service and honesty, but also focus on embracing and driving change, pursuing growth and learning and maintaining passion for what we do."

For more information, visit www.phoenixbuilding.ca.



Phoenix Building Components is one of Ontario's largest and fastest growing manufacturers and wholesale distributors of engineered wood building products. We employ one of the most experienced technical support teams in the industry that know and understand the business. Our team of dedicated professionals support and deliver a complete line of Engineered Wood Products at competitive prices.



Our products are sold through Retail Building Supply partners throughout Ontario and the Northeast US. These products include:

- Roof Trusses
- Wall Panels and Floor Panels
- Wood I-Joists
- Triforce Open Web Joists
- LVL Beams and Columns
- PSL Beams and Columns
- LSL Beams and Columns
- Floor Trusses
- Rim Board
- Structural Insulated Panels
- Specialty Products (Glulam Beams & Heavy Timber Trusses)



5650 30th Side Road, Utopia, ON L0M 1T0
(705) 733-3843 local (888) 262-2524 toll free
(705) 733-3718 fax

email: sales@phoenixbuilding.ca web: www.phoenixbuilding.ca



Fillmore Construction

Meeting tight deadlines on challenging projects for more than 25 years

The CDCR Special Feature

Edmonton based Fillmore Construction began more than 25 years ago as a one-man operation. Today, the company works in a variety of sectors, delivers its expertise to large national chains, and has developed a reputation for being able to deliver on tight deadlines for even the most challenging projects.

Chris Fillmore, president, says the company his father Brent founded grew by leaps and bounds over the 1st decade, both in its scope and size. The company's projects range from construction of grocery stores and car dealerships to apartments, schools and seniors' facilities. Its services include new construction, building expansion, facility maintenance, and tenant improvement. The company's staff numbers more than 100 and includes 10 project managers, 25 office staff and 30 site supervisors.

While the company has grown, it has maintained its core value of 'doing it right' that Brent founded the company on. "Part of our success in meeting the tight deadlines we work under comes from identifying potential issues before they happen, fixing things before there is a problem if you will. This advance work means that things in the field happen the way we want them to and helps us deliver faster."

Fillmore Construction works for several national companies including

Loblaw, Shoppers Drug Mart, CIBC, RBC, TD, Sobey's, Liquor Depot, McDonald's, and Sherritt. One example of the company's ability to meet deadlines he says, is a 90,000 sq. ft. Loblaw the team took from a dirt field to grand opening day in seven months plus four days from being awarded the contract.

"We understand that these clients are held to strict schedule requirements, that the owner's project manager is under pressure to open on time, so we focus on achieving what they need."



He says the company has also developed an ability to beat others in its key market sectors due to the sheer number of projects completed for the same clients over the past decade or more.

From its office in Edmonton, Fillmore Construction regularly completes projects throughout Alberta, Saskatchewan and B.C., except Vancouver. It has also completed numerous projects in the territories at client's requests.

Fillmore says another aspect of the company's success is its people. "A solid 20 per cent of our staff have been with the company for more than 10 years and there are many others who have been with us almost that long."

With Brent now largely involved with Legacy Equipment, Fillmore Construction's equipment rental business, Chris and his brother Jeff have taken the helm. "We run the company much the way our father always has, with an open door policy and a focus on maintaining tight relationships with everyone here."

He says during quieter times, there is a focus on building systems, people and programs, so when big projects come or demands are high, the team is ready to work together to respond. That same team comes together to support the local community as well. Together, they have worked on projects for Habitat for Humanity, Pedal Power for the Edmonton Food Bank and have raised just shy of \$1,000,000



for the MS Bike Tour in the last eight years.

Fillmore Construction has been named one of Canada's Best Man-

aged Companies and is among the 70 Best Employers in Alberta. For more information, visit fillmoreconstruction.com.

**Commercial Retail
Multi-family / Seniors**

**FILLMORE
CONSTRUCTION**

**Food Plants
Grocery Stores
Automotive**

COMMERCIAL, INDUSTRIAL, INSTITUTIONAL

The Fillmore Construction team has a Passion for Excellence. We are attuned to our client's needs and always take great efforts to ensure every client thinks first of Fillmore Construction for their future construction projects. Our team is built to facilitate our clients for every size, scale and complexity of projects. Our team regularly completes projects ranging in value from \$20,000 to \$30,000,000 across Alberta and all of Western Canada. We use innovation and passion to breed our success. Fillmore Construction hosts an industry leading in house Field Management Application and a fully customized tendering database system to ensure our trades are well managed and our pricing is as competitive as possible.

9114 34A Avenue, Edmonton AB T6E 5P4 P: 780.430.0005 F: 780.437.3998

www.fillmoreconstruction.com



Canada's Top 10 construction unions: Contributing to members' interests and the community-at-large

*Canadian Design and
Construction Report staff writer*

It can be a challenge to select Canada's "Top 10" construction unions and labour organizations – especially since the unions represent different trades and perspectives. This list is based partly on the organizations' size and influence, but the references here are alphabetical, rather than in a ranking order as it is unfair to set one union against another in some sort of hierarchy.

In terms of size, the Labourers International Union of North America (LIUNA) is the nation's largest. The union's Toronto-area Local 183 wins hands down as the largest in the North America – with more than 55,000 members.

We also appreciate that CLAC (The Christian Labour Association of Canada) is regarded as an outlier by the rest of the unions described below, but include it in this list because the organization indeed bargains on behalf of its members and represents thousands of workers in the Canadian construction industry. CLAC is especially strong in areas of Ontario and Alberta.

United Brotherhood of Carpenters and Joiners of America (Carpenters Union)

This union, with locals across the country, co-ordinates extensive training programs for both new and experienced carpenters, increasing the

trade's relevance and importance within the industry. In Ontario, the Carpenters Union has been a key force in the formation of the Ontario College of Trades (OCOT).

CLAC – Christian Labour Association of Canada

CLAC advocates for workers differently than other trade unions; speaking for an interdisciplinary approach, where members can take on different trades and tasks once they have achieved the required qualifications (and can do the work safely and reliably).

International Brotherhood of Boilermakers

The Boilermakers Union's locals are among the most substantial supporters of the Helmets to Hardhats program, creating career paths for former soldiers in the heavy construction environment. This is not work for the meek and mild – the union represents individuals capable of hard, heavy-duty work.

International Brotherhood of Electrical Workers (IBEW)

IBEW's locals, representing skilled electricians, have been strong proponents for the trade, and the union has advocated for working environment/rules to improve worksite safety.

International Union of Bricklayers and Allied Craftworkers

This union supports significant training programs and initiatives, and in Ontario has been one of the leading proponents of both the OCOT and the new Construction Act (Bill 142).

International Union of Operating Engineers (IUOE)

The union represents thousands of crane and heavy equipment operators across the country. It operates training institutes to ensure that operators can handle the equipment safely and efficiently.

International Union of Painters and Allied Trades

The painters union represents more than painters – it advocates for highly skilled workers applying specialized coatings in industrial and institutional environments, where specialized training and strong safety knowledge must be combined to complete the work reliably.

International Association of Sheet Metal, Air, Rail and Transportation Workers (SMART)

The former Sheet Metals Workers' International Association (SMWIA) merged with the United Transportation Union (UTU) in 2014, to form the new, larger organization. The union has more than 15,000 sheet metal and roofing members in Canada.

PROUD TO BE ONE OF CANADA'S TOP 10 CONSTRUCTION UNIONS

clac.ca



A Unique Approach to Labour Relations

Special to Canadian Design and Construction Report
By Wayne Prins

CLAC is a different kind of union. And it's always been that way.

In the early 1950s, the Canadian labour scene was chaotic and often violent. Most unions were grounded in the ideology of class warfare.

One group of workers knew there was a better way. In 1952, they founded CLAC as a union guided by the principles of respect, dignity, and fairness for all workers.

CLAC works to bring justice to workplaces and protect and improve the lives of workers it represents. It negotiates collective agreements that provide fair wages, excellent working conditions, and comprehensive benefits. It does so through an approach to labour relations based on partnership, not confrontation.

CLAC knows that the work community is a better place when everyone works together for the benefit of all.

It's this view that has led others in the labour movement to criticize CLAC for not being militant enough. But what other unions don't like about CLAC is exactly what has led CLAC to be successful while other unions have struggled to remain relevant.

CLAC signatories have completed public and private construction projects across Canada at a combined value of well over \$100 billion, while supporting labour inclusiveness and career advancement for tens of thousands of workers in the skilled trades.

Multitrade support, fair and open



tendering practices, managed open sites for major projects—these are features of CLAC's progressive model. They ensure that construction work, a huge piece of the Canadian economy, remains accessible to all Canadian workers while maximizing the full potential of Canada's skilled workforce.

At its heart, CLAC wants to keep people working. It offers skills courses and training programs that are open to both members and non-members in its well-equipped training facilities. It also does not limit who workers can work for, where they can work, which trades they can work in, or even their union affiliation.

CLAC strongly supports the right of workers to choose the type of union representation they want—free of intimidation from either employers or unions. That's why it opposes so-called right-to-work legislation, which severely undermines worker rights. That's why it remains independent of

larger labour bodies, which prevent raiding between affiliated unions thus restricting worker choice.

CLAC believes that competition holds unions accountable to their members.

Not surprisingly, the mainstream labour movement has tried to destroy CLAC since day one. In the beginning, CLAC survived thanks to the support and courage of workers who paid dues to the union out of principle—including workers who took out membership even though CLAC did not represent them at their place of employment.

Their early sacrifices have paid off. Today, CLAC represents more than 60,000 workers across

Canada in many different sectors including construction, healthcare, service, retail, and transportation, to name a few. CLAC members have access to cost-effective benefits plans, secure retirement programs, professional representation, and a full range of services—all while paying some of the lowest dues in the country.

CLAC celebrates workers and their achievements every day. It believes that we all achieve a measure of greatness as we go about our daily tasks of building our country and helping each other succeed. It applies the principles of respect, dignity, and fairness to everyone in the work community, because the best workplace is one in which everyone works together.

These are the unique hallmarks of CLAC—and they always will be.

Wayne Prins is CLAC's executive director. For more information see www.clac.ca.

LOOKING SOUTH



Capture insights and opportunities from the United States

Would you like to expand your market or understand your competition? You can learn about several regional US architectural, engineering and construction markets through the Construction News and Report Group's network of US publications including:

NORTH CAROLINA CONSTRUCTION NEWS North Carolina Construction News – www.ncconstructionnews.com

FLORIDA CONSTRUCTION NEWS Florida Construction News – www.floridaconstructionnews.com

NEW YORK CONSTRUCTION REPORT New York Construction Report – www.newyorkconstructionreport.com

INDIANA CONSTRUCTION NEWS Indiana Construction News – www.indianaconstructionnews.com

CHICAGO CONSTRUCTION NEWS Chicago Construction News - www.chicagoconstructions.com

and coming soon:

CALIFORNIA CONSTRUCTION NEWS California Construction News – www.californiaconstructionnews.com

DESIGN & CONSTRUCTION REPORT The Design and Construction Report (US Edition) – www.dcnreport.com

Each publication has content relevant for the region and a weekly eletter, available on request, to keep you informed about new developments.

If you are interested in reaching the relevant US markets, we can co-ordinate advertising packages including website and magazine advertisements, native (editorialized) advertising with relevant social media links, and publicity in the online eletters.

For more information, visit the relevant publications' websites or email chase@cnrgp.com or Tim Lawlor at tlawlor@cnrgp.com. You can also call (888) 627-8717 ext 114.

BRITISH COLUMBIA

Opioid addiction problem plagues BC Construction Industry

Demand for a construction industry program that offers services and mental health treatment has more than doubled in the past year, mainly driven by the fentanyl overdose epidemic and the organization's efforts to reach more workers, The Vancouver Sun has reported.

"It is frightening what is happening in our industry," said Vicky Waldron, executive director of the Construction Industry Rehabilitation Plan (CRIP). "One of the reasons we are seeing so many people coming in is because they are scared. Fentanyl has a huge amount to do with it ... And it's just not showing any signs of slowing down."

The published report says the exact number of construction trades workers affected by opioid addiction isn't known, though it is a small portion of the overall population working in the industry. Still, the challenges are exceptional.

The Fraser Health Authority has said a "disproportionate number" of those overdosing in the region are working-age men employed in the trades.

In just over a year, CIRP has helped 200 clients, Waldron said. She said it isn't easy to explain why the construction industry has been hit so hard, because the reasons behind addictions are often complex.

One reason could be the fact that the mostly male members of the industry are reluctant to discuss their health or other concerns, the newspaper reported. Other factors assessed include co-curing mental health issues, early childhood trauma, and PTSD (post-traumatic stress disorder).

"I can really see what is going on in the construction industry isn't dissimilar to what is happening in (Vancouver's) Downtown Eastside," Waldron was quoted as saying. "These are people who are really struggling and trying to cope."

CIRP is funded by the Construction

Labour Relations Association, representing employers and contractors, and the Building Trades Council, an umbrella organization representing 17 construction unions with 35,000 members.

Lantern-inspired condo building to rise in Vancouver's Chinatown

To contribute to Chinatown's neighbourhood identity, the designers of a mixed-use development set to rise at 239 Keefer in Vancouver have designed a structure that resembles a Chinese lantern.



Based on the development application submitted to the city by Mallen Gowing Berzins Architecture, the building will feature eight levels. The ground floor and mezzanine will house retail spaces, while the second and third will house office spaces. The remaining levels have been designed for residential use, delivering a total of 25 condo units.

According to the architect, it recognizes that "the challenges of development in Chinatown have been increasingly evident." Therefore, its team came up with a "design language" that "looks to the existing architectural stock and fabric of Chinatown, incorporating precedents of materiality and existing design language without being merely deriva-

tive."

In a design rationale included in the development application, the architect wrote that "community sensitivities towards development formed the primary driver to the approach of this site renewal project."

ALBERTA

TransAlta and Tidewater announce plans to construct 120-kilometre natural gas pipeline

Clean electricity provider TransAlta Corporation and natural gas company Tidewater Midstream and Infrastructure Ltd. have announced they have entered into a Letter of Intent (LOI) for Tidewater to build a natural gas pipeline extending for 120 kilometres from its Brazeau River Complex to TransAlta's generators at Sundance and Keephills.

This pipeline is a part of TransAlta's strategy to use natural gas instead of coal to power its units at Sundance and Keephills. This conversion will extend operating life, cut operating costs and reduce emissions.

The pipeline's initial capacity is expected to be at 130 MMcf/d by 2020, with an expansion capability of 340 MMcf/d. The latter figure represents about 50 per cent of TransAlta's gas demands when running at full capacity. In the LOI, the company has the option to invest up to 50 per cent in the pipeline.

"Construction of the natural gas pipeline supports our strategy of being a low-cost provider of firm, clean and reliable energy," said TransAlta CEO and president Dawn Farrell.

"In addition, having greater access to natural gas allows TransAlta to blend natural gas with the coal, prior to fully converting the units, allowing us to take advantage of low natural gas prices and to reduce our carbon costs," Farrell said.

"Tidewater is excited to enter into a long-term arrangement with TransAlta which is supported by a 15-year take or pay agreement that provides oil and gas producers throughout Western

Canada with direct connectivity to a new large demand source,” said Tide-water CEO and president Joel MacLeod.

New Calgary library on Architectural Digest’s list of the 12 most anticipated buildings of 2018

The \$245-million Central Library in Calgary’s East Village has received international recognition by Architectural Digest as one of the 12 most anticipated buildings of 2018. The building is the only Canadian project in the list, which includes landmarks from several other nations.

The structure due to be completed later this year includes 30 free meeting rooms, a 350-seat performance hall, an Early Learning Centre for children and a space just for teens with video, music and gaming stations, CBC reports.



International architecture firm Snøhetta and DIALOG have jointly designed the building.

ALBERTA-SASKATCHEWAN Interprovincial license plate trade war breaks out

An interprovincial trade war has broken out over contractor’s license plates, as the Saskatchewan government decided to ban vehicles with Alberta plates from working on public job sites there.

The two sides indicated in mid-December they would meet in Lloydminster, a city which straddles the two provinces, sometime in January 2018 to discuss their differences, the Calgary Herald has reported.

Alberta says if it doesn’t get a resolution by Jan. 22, the matter will be headed to a binding arbitration panel,

part of the dispute resolution process within the New West Partnership agreement designed to ensure free interprovincial trade in the four western provinces.

The Herald reports that Alberta and Saskatchewan have been sniping at each other for a couple of years.

“Alberta poked Saskatchewan’s craft beer industry in the eye by providing grants to local brewers — subsidies that weren’t available to other competitors in Canada,” the Herald reported. “But the tit-for-tat tactics turned into a full-scale feud.”

“Saskatchewan Infrastructure Minister David Marit banned Alberta licence plates on government-funded project work sites, citing feedback from provincial contractors who felt their vehicles weren’t welcome on Alberta job sites and they were blocked from bidding on Alberta contracts,” the newspaper reported. However, the Herald also reported that no one could offer any tangible examples or proof of discriminatory tactics.

MANITOBA

Winnipeg budget 2018: Larger funding for road renewals, tighter for overall infrastructure development

Winnipeg Mayor Brian Bowman has unveiled a \$1.08 billion city budget that increases spending on road renewals, while slashing overall funding for infrastructure development.



The city plans to spend a record \$116 million on rebuilding roads on a single project, the rehabilitation of Empress St. between St. Matthews Ave. and Portage Ave.

The proposed amount reflects an \$11-million increase from 2017’s spending. It will be sourced from a property tax hike proposed for 2018. Additionally, the reduced allocation for

overall infrastructure spending also allows the city to rein in spending for road renewals.

The tax-supported portion of the city’s budget, which is used to pay for new roads and bridges, major repairs and equipment purchases, will drop by \$74 million. In 2018, Winnipeg plans to spend only \$246 million.

Moreover, the amount of actual cash the city plans to appropriate to overall infrastructure spending is down from 2017’s budget of \$31 million, to \$23 million.

This is the second consecutive year the city has reduced its proposed infrastructure funding, which has been down by about a third since 2016. This dramatic dip is taking place when borrowing costs are low, and according to city finance officials, it presents a future risk as borrowing costs are expected to increase.

The new city budget elicited mixed reactions from different sectors. According to CBC News, Winnipeg Chamber of Commerce president Loren Remillard commended the city for reining in spending, while Manitoba Heavy Construction Association president Chris Lorenc said he approves of the spending for road rehabilitation.

Manitoba Throne Speech highlights infrastructure investments and implementation of Made-in-Manitoba plan

In the Throne Speech presented Nov. 30, the Manitoba provincial government reiterated its commitment to invest in “strategic” infrastructure developments, and its intention to study public-private partnerships (P3s) as options for construction of school projects.

“Our ongoing commitment to making strategic infrastructure investments on the basis of real value for money, as we continue to make progress on inherited fiscal challenges, will continue,” stated Premier Brian Pallister in the speech delivered by Lt. Gov. Janice Filmon.

"It includes making maximum use of available federal funding under Phase 1 of the Investing in Canada Fund and committing our full provincial allocation under the established Building Canada. And it enables our ability to effectively leverage funding support for shared provincial and municipal priorities and for the protection and development of vital provincial assets," Pallister said.

The speech has also reaffirmed the province's promise to support municipal governments through the Fair Say initiative. It highlighted that Manitoba's partnership with communities have resulted in "historic infrastructure projects" such as Bus Rapid Transit in Winnipeg and Lake Manitoba.

Pallister also announced that an "expert advisory commission of Manitobans" will be established to create laws strengthening water conservation efforts, as well as establishing a new licensing authority for water management. The commission will also work with private landowners to conserve wetlands and natural habitats.

ONTARIO

Toronto to see first purpose-built affordable homes after more than 10 years

After more than 10 years of not having any purpose-built residential development, Toronto will finally see 22 affordable housing units, which are to be developed by St. Clare's Multifaith Housing Society for Kensington's homeless population.

The charitable foundation announced on Dec. 6 that an excavator has already broken ground on the site beside St. Clare's existing property on Leonard Ave., east of Bathurst St.

Construction of the three-storey building is slated to commence in the spring of 2018. It is supported by neighbours and funded by government and corporate donors.

Companies who have pitched in to finance the affordable homes are: Aspen Ridge, Brown Group, Great Gulf Homes, Greenpark Homes, Heavy

Construction Association of Toronto, Laurier Homes, Liberty Development, Lindvest, LiUNA Local 183, LiUNA Ontario Provincial District Council, Matamy Homes, Menkes, Ontario Formwork Association, Silvercore, Tridel and Yorkwood. Together, these companies and other construction partners have raised \$1 million.



"We chose to support this project because we believe the construction industry should give back," said RESCON chairman emeritus Phil Rubinnoff.

The project will also receive financial assistance from the city through its Open Door Program. On top of waived municipal fees and development charges, the developer will be given \$500,000.

"I applaud the hard work and vision of St. Clare's to make this innovative project a reality. St. Clare's is a model that works. Their partnership-based approach has created new opportunities for those seeking a safe, clean, affordable place to call home," said Ana Bailao, Toronto deputy mayor and chair of the affordable housing committee.

Developers propose 42-storey addition for 415 Yonge office building

A rezoning application has been submitted to the City of Toronto for 415 Yonge St. proposing a 42-storey residential addition above the existing 19-storey office building, Urban-toronto.ca reports. The site includes 409 through to 415 Yonge St., as well as 9 and 17 McGill St.



Winnipeg-based Marwest Group of Companies owns the site and the project has been designed by Kirkor Architects & Planners, the website reports. If approved, the addition would rise to a final height of 239.35 metres, increasing residential density along the Yonge subway line.

The architects have designed the addition from the 20th floor to a final height of 61 storeys, with a "pinch" design around mid height. "To create visual interest, translucent bands across the north and south massing cut through the glass facade and an angular vertical design is seen rising up the east elevation," [Urbantoronto](http://Urbantoronto.com) reports. Two interstitial floors between the existing tower and addition would be included for structural and mechanical support.

"High-rise additions to existing office towers is not common, but it is not a new concept for the Toronto development scene, with construction continuing at 488 University Ave. right now," the site says. "The 1968-built 18-storey office tower has been completely refaced with an energy-efficient curtainwall cladding system over a new support structure, while the construction of 37 new residential floors, reaching a height of 55-storeys, is underway above."

Trades start working on \$2.7 million renovation for new OCA headquarters

Tradespeople have started work on the \$2.7 million renovation at the Ottawa Construction Association's (OCA) new headquarters.

Ron Eastern Construction Ltd. (RECL) is overseeing the project as construction manager, says OCA president John DeVries. RECL “has assisted us through the process of architect and engineer selection under a CM (Construction Management) contract.” McRobie Architects has designed the renovated structure.



“The renovations have started this past week (in early January), with the second phase of the interior demolition,” DeVries says. “Contracts with all the sub-trades are being concluded this week following trade tender process in November.”

The OCA says it will have 3,790 sq. ft. of tenant space available for lease when the building opens on July 1.

QUEBEC

The Hewitt Group completes the sale of its business to Toromont Industries

The Hewitt Group based in Pointe Claire says that it has completed the sale of its business to Toromont Industries.

“Over the last 65 years in the case of Hewitt Equipment and 90 years in the case of Atlantic, successive generations of dedicated team members have made huge contributions as our customers have shaped and built our infrastructures and economies across Québec and Eastern Canada,” said Jim Hewitt, chairman and CEO of Hewitt Equipment.

The announcement says the organization will become part of an extensive Canadian network covering Central and Eastern Canada and Nunavut. Company employees will continue to support customers through the enterprise’s combined branch facilities with high quality products, talented workforces, as well as the expertise of both companies, Hewitt says in its news release.

TV station apologizes for false mosque construction worker discrimination report

A TV station has apologized for and retracted its story that a mosque asked for female construction workers to be excluded from a worksite.

TVA had originally reported that the Ahl-Il-Bait mosque in Cote des Neiges had asked for women to be removed from a construction site near their place of worship — however there never was any such request, CTV news says.

As soon as the report was issued, the leaders of the mosque said that nobody had ever made such a request, and said the only thing it had asked for was that people be able to park near the mosque on Fridays.

Mosque representatives said that they would never ask for women to be banned from a worksite.

TVA stood by its story about the banning of women for several days, even saying that this clause was written in the contract, but was never able to prove any such clause existed – nor that any women were actually removed from the worksite.

Diane Lemieux, president of Quebec’s construction commission, said investigators had examined the contracts and talked to the mosque, as well as the construction workers at the site, and found no evidence for anything that TVA had claimed.

“There is no indication, no sign, absolutely no sign that would lead us to believe that anyone from the mosques asked for this,” CTV quoted Lemieux as saying. “There is no such clause in the contract indicating that women should be removed.”

Since the story aired, the mosque said it’s been flooded with hateful comments and threats. “It’s baseless accusations that happened, and we have women, we have children who go to this place, we have never had any problem,” said Boshra Garawi. “This escalates more the hate and the opinion against Muslims.”

The story prompted a white nationalist group to schedule a protest out-

side the mosque – a protest which the group later cancelled, with members saying they felt they had been deliberately deceived.

TVA eventually issued a retraction, indicating that the situation had “evolved,” and the next day issued a second retraction, stating that it “regrets the situation and wishes to apologize to the various parties and viewers who have been affected by this report.”

NEW BRUNSWICK

Moncton approves 120-room Hyatt Hotel development plan

Moncton council has approved the \$3 million sale of a piece of prime downtown real estate to the Corey Craig Group to be developed as a 120-room Hyatt Hotel, costing about \$17 million.

Craig O’Neill, president and CEO of Corey Craig Group, told the CBC that the purchase has been in the works for about two years. “Construction is going to start in the spring of 2018, with an 18-month window so we should be able to turn that around by early 2020.”



O’Neill owns 37 Tim Hortons restaurants across southeastern New Brunswick. His company also owns Wendy’s outlets and the Holiday Inn Express, near Greater Moncton Roméo LeBlanc International Airport.

Rice Contracting Ltd. of Moncton will build the structure and Architects Four Limited are providing the planning and design work. The downtown centre is scheduled to be finished in September.

NOVA SCOTIA

Work starts on second phase of Halifax Ferry Terminal infrastructure upgrades

Halifax and the federal government have announced the start of phase two for infrastructure upgrades to the Halifax Ferry Terminal. The upgrades include the renovation of the wash-room facilities and the installation of a modern ceiling acoustic panel system that will dampen unwanted noise and create a more welcoming area for passengers, a news release says. The federal government is contributing \$500,000 for the project.

Halifax reviews construction noise bylaw

Halifax councillors plan to take a closer look at construction noise in residential neighbourhoods, CBC reports.

The city's current noise bylaw was last updated in 1999. It states that construction on weekdays is permitted between 7 a.m. and 9:30 p.m., on Saturdays between 8 a.m. and 7 p.m. and on Sundays and holidays between 9 a.m. and 7 p.m.

A south-end residents advocacy group has been pushing to get those hours reduced.

"All they have to do is come and live in one of these places, a residential neighbourhood that has a mainstream development going on, and if you have to listen to a pile driver 12 hours a day, seven days a week, it can get pretty tedious," said Chris Annand, the vice-chair of Park to Park Community Association.

The committee agreed to ask for a staff report outlining options for changes to the noise bylaw. "It is very far out of sync with what other major cities are doing," said committee chair Wayne Mason. He said the type of construction in the city has changed since the bylaw was updated 18 years ago.

PRINCE EDWARD ISLAND

Province in search of engineer for Victoria seawall upgrades

The Village of Victoria is looking for engineering companies that are interested in working on major upgrades to the community, including replacing the seawall, CBC reports.

The province recently put out a request for proposals, calling on engineering companies to submit applications and designs for the project, with the hopes of having construction of the wall completed by spring.

The 90-metre-long seawall is part of major upgrades to the area, including a new pedestrian pathway to connect the waterfront with green space and business areas, a recreational area and upgrading the historic Victoria schoolhouse.

"We're hoping to get a big response," said Kent Bruyneel, executive director of Central Development Corporation, the company overseeing the project.

Victoria received funding through ACOA in 2016 and is using its gas tax to help pay for the projects. The combined cost of all three projects is expected to be about \$1.2 million.

Bruyneel said some engineering companies have expressed interest in the project. Candidates will undergo a scoring process by his company and Victoria's administration, with a selection made in February.

NEWFOUNDLAND AND LABRADOR

Companies respond to RFP call to make use of idle Bull Arm fabrication site in post-Hebron era



Four companies have answered a request for proposals from Nalcor to use the idle Bull Arm fabrication site in Trinity Bay in the post-Hebron era, CBC reports.

They include G.J. Cahill & Company Limited, DFB Driver, Pennecon Heavy Civil Limited, and Canadian Supply Base Company, all with St. John's addresses.

A spokesperson for Nalcor Energy, which owns the site, said the proposals are being evaluated "with the goal of securing a tenant that will maximize site utilization and attract sustainable business opportunities."

Once the assessments are complete, Nalcor hopes to begin negotiations with one or more of the companies, and potentially sign leases by the end of March.

Nalcor describes the 6,300-acre property as Atlantic Canada's largest industrial fabrication site. It has been quiet since the massive Hebron oil production facility was completed and towed out to sea last June.

Nalcor is marketing Bull Arm as an ideal site for activities like steel fabrication, concrete construction, deep water commissioning, platform commissioning, supply servicing, rig-retrofitting and more.



THE ONLY NATIONAL TRADE SHOW IN CANADA DEDICATED TO THE CONCRETE CONSTRUCTION INDUSTRY



FEBRUARY 7-8, 2018
THE INTERNATIONAL CENTRE • TORONTO

CO-SPONSORS



MEDIA PARTNERS



PLATINUM SPONSORS

ENDORSED BY



ATTEND

SPONSOR

EXHIBIT

Produced and managed by:
20/20 SHOW PRODUCTIONS INC. 226-363-0550

CanadianConcreteExpo.com

THE NEW KUBOTA R-SERIES

CHANGING THE BALANCE OF POWER



Inside and out, Kubota has again re-defined performance, luxury and power with its new R-Series wheel loaders.

Whether your operation demands maximum power for stockpiling, efficiency for lift and place work or utility for attachment usage, our 2 new models deliver the right feature for every loading job you do.

The R-Series Hybrid Link System keeps your load upright and steady, even while raising or lowering the lift arms.

And for greater stability and more comfort on rough terrain, a unique centre-type joint allows for 8° of frame oscillation and 40° of articulation in either direction.

Visit your nearest Kubota dealer to find out how the new R-Series will help you make your workload easier and more efficient than all others.



kubota.ca





Stands up to wear, tear and admiring stares.

Where does Celect® Cellular Composite Siding by Royal® get its seamless beauty, effortless longevity and unlimited design possibilities? For starters, its patented interlocking joints that eliminate gaps between panels. They're just one of the advanced features that put distance between Celect and every other siding.

Learn more at Celect.RoyalBuildingProducts.com
Or call Ophélie Courtial at 866-620-9745



ROYAL Building Products
A Westlake Company

© 2018 Royal Building Products

Rely on Layher for More Than Just Scaffolding.

Protect your job site all winter with the Keder XL Roof System.

- Lightweight, sturdy, aluminum weather protection roof
- Mobile temporary roofing solutions
- Spans up to 35 meters
- No interruption of work due to weather influence
- High snow loads (dependent on build variant)
- Use with Layher Allround[®] or SpeedyScaff[®]

Layher. 

More Possibilities. The Scaffolding System.

For a quick quote, call today: 780.986.9633 LayherNA.com

LAYHER