

NEWSLETTER

A PUBLICATION OF THE BRITISH COLUMBIA INSULATION CONTRACTORS ASSOCIATION

It's time to strategize for Prompt Payment in BC

The Prompt Payment initiative is being championed by the Council of Construction Trades Associations (COCTA) and the Vancouver Regional Construction Association (VRCA) because trade contractors are hit hardest when owners and/or general contractors withhold or delay payment for work completed by trade contractors.

Unfortunately, this is not a local phenomenon. Trade contractors across Canada have struggled with this contradiction for years due to a system of late payment that is systemic in the commercial construction industry. Ontario has recently passed prompt payment legislation and BC contractors see an opportunity to piggy-back on that success.

Timely cash flow throughout the construction payment chain is fundamental to a healthy construction industry. Delay in payments anywhere in the supply chain reduces profit and restricts innovation and investment in plant machinery and people. It also increases the cost to finance company operations and drives up the cost of construction overall.

The impact of payment delay on small- and medium-sized enterprises can be disproportionately severe, and even a minor delay in payment of one or two invoices can put smaller businesses under severe financial stress.

VRCA and COCTA are holding strategy meetings entitled Moving Forward with Strategies for Prompt Payment in BC.

Topics for discussion

- The consequences of delayed payment for satisfactorily completed work
- The legislative solution: What is prompt payment legislation and why is it needed?

- Next steps: How do we get prompt payment legislation in BC?

As of this writing, seats are still available for the second meeting, Wednesday, March 7, from 3:00-5:00pm in the training room at the Vancouver Regional Construction Association, 3636 East 4th Avenue, Vancouver. Register at www.mcabc.org.

Use your new QAC Certified logo!

BCICA contractor members are reminded to place their new QAC Certified Contractor logo on quotes and bidding documents. The logo is available as a PDF file from Executive Director Brian Hofler, in both colour and grayscale formats.



Mechanical industry dinner meeting / presentations in April

April 10th is the date for another BCICA sponsored dinner meeting which will be of interest to all members of the mechanical insulation industry.

Two speakers will be presenting. **Ronald Coleman** will combine two presentations – *True Job Costs* and *Profit is not a Dirty Word* – topics that should stir the blood of any professional contractor.

For those with more of a technical interest, **Steve Clayman** of TIAC will address the subject of *The Specified Thickness is the Installed Thickness* and the importance of understanding what that means when installing mechanical insulation.

The April 10th dinner meeting will be held at the Best Western Plus Coquitlam Inn Convention Centre, 319 North Road in Coquitlam. A buffet dinner will be served at 6:00, with presentations beginning at 7:00.

Seating is limited so register early. The cost is \$25 per person for BCICA members, and \$35 for non-members. Email the company name, number of attendees and credit card information to brian.bcica@telus.net or info@bcica.org.

BCICA Seeks QAC Promotion and Marketing Strategist

BCICA is hoping to find the right person to fill a consulting role, to promote and market the QAC program to mechanical engineers. The goal is to have the QAC as part of the master specification for any MI job tendered in BC.

This is a contract position that would suit an individual with a wide range of knowledge in the MI industry. The ideal candidate will have the ability to create and present PowerPoint presentations; to communicate effectively with industry professionals; to read, review and suggest alternative wording in existing specifications; and who has a network of MI industry contacts.

Interested parties should contact any member of the BCICA board of directors, or Executive Director Brian Hofler at brian.bcica@telus.net.



British Columbia Insulation Contractors Association

604.438.6616 / info@bcica.org
www.bcica.org
 #108 – 4238 Lozells Avenue
 Burnaby, BC V5A 0C4

Brian Hofler, Executive Director
 604.240.3343 / brian.bcica@telus.net

THE BCICA 2018 BOARD OF DIRECTORS

Gary Temple, President
 Brad Haysom, Vice President
 André Pachon, Secretary-Treasurer
 Chris Ceraldi, Director
 Chris Ishkanian, Director
 Bill Jaeggler, Director
 George Thompson, Director
 Jeff Webb, Director

BCICA, BC Insulators boost QAC

BCICA and BC Insulators Local 118 are working together to promote the value of mechanical insulation as a cost saving mechanism to building owners, governments, mechanical engineers and the public.

The latest initiative includes hiring West Star Communications to lobby government for increased use of mechanical insulation in all its buildings, and to specify a QAC for new and retrofit construction.

West Star Communications recently sent out a poll with questions designed to gauge the level of public support for such an initiative, with encouraging results. West Star's Bill Tieleman offered the following data as indicators of "amazingly strong support for all of our positions on all questions":

- 88% strongly or somewhat agree with us that government buildings and renovations should require qualified contractors and workers who are certified tradespersons.
- 87% strongly or somewhat agree with us that mechanical insulation should be a priority for the BC government to set an example in reducing greenhouse gas emissions and lowering costs.
- 84% strongly or somewhat agree that the government should create a rebate program to improve energy efficiency in retrofitting buildings.
- 76% strongly or somewhat agree that job creation is an important reason for the BC government to implement an energy efficiency rebate program.
- 78% strongly or somewhat agree that the *BC Building Code* should be amended to include appropriate energy efficiency specifications, including for mechanical insulation.

"It's important to note that politically, all parties are in strong agreement on all our positions, although the NDP and Greens are slightly more in favour," Tieleman added. "Disregarding any partisan issues, this poll certainly shows that 'green' issues, when it comes to buildings in construction, are very popular with all parties."



11th ANNUAL BCICA MESOTHELIOMA GOLF TOURNAMENT FUNDRAISER

PLAYER REGISTRATION FORM

Friday, May 25, 2018

Northview Golf & Country Club, 6857 168th Street, Surrey BC

Registration 12:00pm Shotgun Start 1:30pm Dinner 7:00pm

Fees: Dinner only \$60 Golfer & Dinner \$195

(includes lunch, green fees, shared power cart, dinner/banquet and chance to win prizes)

REGISTRATION & SPONSORSHIP DEADLINE MONDAY MAY 7, 2018

I am registering: Single Twosome Threesome Foursome Sponsorship

PLAYER # 1

Name _____ Company _____

Address _____

Phone _____ E-mail _____

PLAYER # 2

Name _____ Company _____

Address _____

Phone _____ E-mail _____

PLAYER # 3

Name _____ Company _____

Address _____

Phone _____ E-mail _____

PLAYER # 4

Name _____ Company _____

Address _____

Phone _____ E-mail _____

Is this a Sponsorship Team Registration? Yes No

Total enclosed \$ _____

Please send registration, donations, sponsorships and cheques to
BCICA at #108, 4238 Lozells Avenue, Burnaby BC V5A 0C4

For more information, please visit www.bcica.org or
contact **Nancy Anatolcic** at 604-505-3565 or nancyantolcic@shaw.ca