

NEWSLETTER

A PUBLICATION OF THE BRITISH COLUMBIA INSULATION CONTRACTORS ASSOCIATION



Ronald Coleman



A captive audience



Steve Clayman

Contractor Dinner Meeting Enjoyed by All

Contractors who attended the BCICA industry dinner in April were pleased, not only with a terrific dinner, excellent service, central location and the company of professional mechanical insulation contractors, but also for the opportunity to combine business and pleasure by listening to presentations from two speakers well known in the construction industry.

Steve Clayman, Director of Energy Initiatives for Thermal Insulation Association of Canada (TIAC), provided a timely technical presentation on the subject of “The Specified Thickness is the Installed Thickness” and what that means when installing mechanical insulation. Steve’s knowledge of

mechanical insulation, as well the various standards governing installation procedures, provided participants with a dynamic presentation on a technical subject of significant interest to the audience.

Ronald Coleman, President of Coleman Management Services Inc., spoke about “True Job Costs” and “Profit is not a Dirty Word” — topics that continue to engage contractors regardless of their experience or the size of the company. In true form, Ronald used a variety of business examples and case studies coupled with his Irish wit and humour, to engage his audience by providing them with scenarios relatable to their own businesses.

In a post-event survey 82% of responders rated the event as very good

or excellent, 85% rated it as very organized or extremely organized, and 100% of respondents rated the speakers as very professional or extremely professional. Comments such as, “Good turnout. Well organized. Good speakers”, “Great opportunity to network and (good industry) attendance”, as well as “The food was good and Ron Coleman’s presentation was very interesting”, further indicate the value that the participants attributed to the evening.

The next BCICA dinner is scheduled for November 15 at the Best Western Conference Centre in Coquitlam. BCICA members are invited to the AGM from 5:00-6:00 pm, followed by dinner and a presentation by Ronald Coleman, for all professional members of the mechanical insulation industry.

BCICA Event Calendar

June 19	June Board meeting, BCICA office	9:00 - 12:00 am
July 24	July Board meeting, BCICA office	9:00 - 12:00 am
September 7-10	TIAC Conference, Banff, Alberta	
September 18	September Board meeting, BCICA office	9:00 - 12:00 am
October 23	October Board meeting, BCICA office	9:00 - 12:00 am
November 15	Best Western Conference Centre, Coquitlam	
	November Board meeting	2:00 - 5:00 pm
	AGM (members only)	5:00 - 6:00 pm
	Dinner and Presentation for all contractors	7:00 - 9:00 pm
	Cash Bar	9:00 - 11:00 pm
December 8	BCICA Christmas Party, River Rock Casino Resort	6:00 pm - 1:00 am
December 18	December Board meeting, BCICA office	9:00 - 12:00 am
	Board luncheon (following Board meeting)	1:00 - 3:00 pm



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

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The QAC: 4 years and growing

The QAC program is gaining favour with more mechanical engineers concerned that their specifications are being undermined by so-called “quality engineering”. It is time to turn the tide on this phenomena by giving owners exactly what is specified and create a level playing field for contractors bidding mechanical insulation as specified. Give the owner exactly what they are paying for with the QAC program, designed to ensure engineered quality. Sophisticated clients insist on independent oversight, and the QAC provides all stakeholders with that assurance.

There is also increased interest on a national level as other associations express a desire to include the BCICA quality assurance model as part of their best practices. Stay tuned as BCICA discusses options with TIAC on making the QAC part of every specification.

BCICA also continues to promote the QAC and energy conservation through a partnership with BC Insulators Local 118. The goal is for current lobbying initiatives to have the QAC as part of mechanical work in new construction as well as renovations in all public buildings.

BCICA still seeks QAC promotion and marketing strategist

BCICA continues to look for a suitable candidate capable of working independently to promote the QAC to the mechanical engineering community. 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, or Executive Director Brian Hofler at brian.bcica@telus.net.



Mesothelioma Golf Tournament Sold Out! Next year even bigger with two courses projected

Yes it is true. The BCICA Annual Mesothelioma Golf Tournament on May 25th was sold out. Even the Premier could not get tickets, although the Honourable Harry Bains, Minister of Labour and MLA for Surrey-Newton attended the dinner and spoke to those in attendance.

With the increased popularity of the event over the years, the golf committee is determined to leave no one behind, so is booking both courses at Northview in 2019. Even at this early date it is prudent to mark your calendars for next year.

Wondering what you missed? See the BCICA website at www.bcica.org and watch for exclusive golf coverage in the next issue.

Use your new QAC Certified logo!

BCICA contractor members are reminded to place their 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.



TIAC conference coming to Banff

Banff is the site for the 56th annual Thermal Insulation Association of Canada (TIAC) Conference which is an event that as an industry professional, you will not want to miss.

The event will be held September 7 to 10 at the Fairmont Banff Springs Hotel, 405 Spray Avenue in Banff, Alberta.

Find the conference schedule and more information at tiac.ca.

What is Prompt Payment Legislation?

- Provincial legislation that ensures participants in the construction chain receive timely payment for goods delivered and services rendered, so that no individual or group of service providers carry an unfair burden of the construction risk and costs.

- Legislation that removes unnecessary impediments to delayed payment.

Why is it needed?

- Construction is a high risk business conducted through a hierarchy of pay-masters with owners and developers at the top usually contracting prime or general contractors, who subcontract with a series of specialist trade contractors who also may subcontract with even more specialized trades, all working in concert to deliver a built structure.
- As building progresses, payment for the work should progress but often payments are unnecessarily delayed.
- Industry trends have produced changes to standard payment terms, resulting in ‘Pay When Paid’ clauses.
- Trade contractors inherit such terms from the ‘head contract’ but remain obliged to pay employees and suppliers regularly on time. The trade contractor is effectively financing the construction project.

Go to www.promptpaymentbc.ca for more information.

