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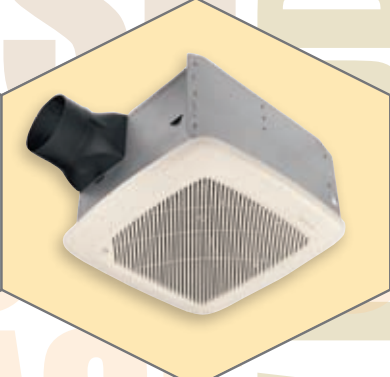
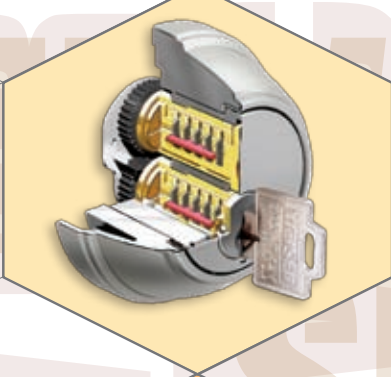
Tool Talk: A selection of new tools to make life easier

SPECIAL FEATURES

Surrey, B.C.'s Park Ridge Homes on HST, building green, future challenges and giving back

Neighbourhoods with Car-ful Planning

An update on projects at the Canadian Centre for Housing Technology





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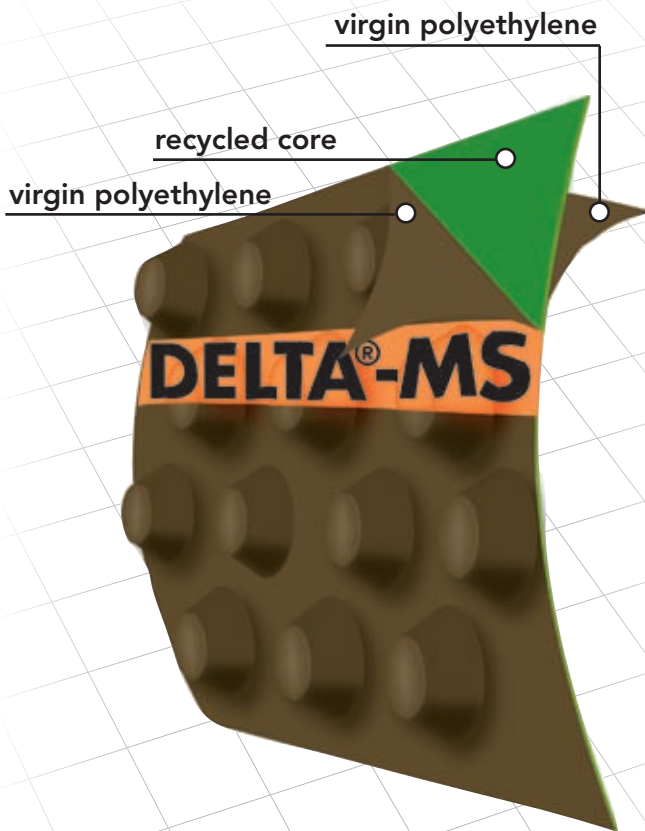
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In 1986, Lloyd Hughes founded Park Ridge Homes with the vision of building single-wfamily homes in British Columbia's Lower Mainland. Park Ridge still has many of the same sub trades and suppliers from that first year of business – as well as a second generation in the family business. Lloyd's son, Brad, discusses the challenges and rewards of being a builder.

18 BRITISH COLUMBIA: REGIONAL TRENDS DRIVE MARKET

A strengthening economy, higher employment, and population growth are expected to benefit 2010 housing demand in British Columbia....but prices and demand will be reflective of the region, and in some cases, the market within the region.

NEW PRODUCT SHOWCASE

NEW
PRODUCT
SHOWCASE
2010

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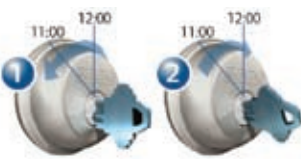
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30 TOOL TALK: Making Life Easier Just Got Easier

Resident tool expert Jon Eakes showcases several new products - all designed to make the life of a builder or renovator easier.



Abondance Montréal: le Soleil – Canada’s First 100% Solar Condo

MONTREAL, QC—EcoCité Developments, a Montreal based eco-development and consulting firm, has announced the completion of Abondance Montréal: le Soleil, designed to be Canada’s first 100 per cent solar condominium building. The project began in 2007 as part of Canada Mortgage and Housing Corporation’s (CMHC) national EQuilibrium Sustainable Housing Demonstration Initiative.

The award winning, net-zero energy, three-unit project features an innovative and



cost-sensitive approach that incorporates only off-the-shelf eco-technologies and products.

Each unit incorporates an array of green building practices, including certified sustainable wood products, low VOC finishes, solar hot water and geothermal heating, energy efficient appliances and windows, and a high degree of insulation (R-45 walls and R-70 roof). More than 90 per cent of the building’s materials and technologies were locally sourced from Quebec.

The le Soleil site has close subway access and a park next door. Le Soleil and the neighboring 17-unit project la Terre, now under construction, will share a common garden space. For more information, visit www.ecocite.ca and www.cmhc-schl.gc.ca.

2010 NKBA Design Competition



The National Kitchen & Bath Association has announced the top 10 design trends from the 2010 NKBA Design Competition, which featured the most popular new designs of 2010. Trends included: concealed kitchens, beverage stations, scaling of elements, colour with energy, soft geometry, space subtleties, design framing, varying heights, Japanese influences, and art integration. Complete information and images for the top 10 are available at: www.nkba.org/press_releases_20100518.aspx.

Skilled Trades Still in Demand

WINNIPEG, Man. — A new forecast released by the Construction Sector Council (CSC) indicates the recession did not reduce the demand for workers by much, and that steady growth and an aging workforce will limit the available supply from 2010 to 2018. The most recent report showcases Manitoba, where demand for skilled tradespeople in the construction industry is expected to reach record high levels, with demand continuing for at least the next eight years.

The CSC compiles Construction Looking Forward reports for each province following consultations with industry leaders as well as governments and educational institutions. They outline labour supply and demand in the provincial industry, and include a ranking system for some 30 trades. The national and regional scenario-based forecasts are released annually and are available online at: www.csc-ca.org. In addition, all scenario-based forecast data is available at www.constructionforecasts.ca.



The Magazine of the Canadian Home Builders' Association
Vol. 23 No. 4
July/August 2010

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Yeomans Drives Home a Tundra



Home Hardware Building Centres would like to congratulate Dick Yeomans of Fredericton, New Brunswick! He was the lucky winner of a 2010 Toyota Tundra! Dick's name was drawn from all the ballots collected at this year's Tough As Nails Contractor Tradeshows. Dick attended the Moncton show as a guest of Simms Home Hardware Building Centre in Fredericton. Come join us at one of our 2011 Tough As Nails Contractor Tradeshows for your chance to drive away in a Toyota Tundra!

"I go to those Tough As Nails shows to learn... they're great... I would never have imagined in my wildest dreams that I would win a Tundra!"

-Dick Yeomans

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Hot Competition at CHBA – Alberta Awards of Excellence in Housing

EDMONTON, Alta. — The 27th annual Canadian Home Builders' Association – Alberta (CHBA – Alberta) Awards of Excellence in Housing, presented by RBC Royal Bank, received a terrific response in submissions for this year's awards competition. The provincial housing awards recognize Alberta builders and renovators for their commitment to creativity and innovation. The awards ceremony is capped off with the Ralph Scurfield Builder of the Year award presentation.

An impressive 209 entries were submitted online from across the province: Calgary and area dominated the number of entries with 87, followed by Edmonton (71), Central Alberta (27), Lethbridge (21), Grande Prairie (2), and Medicine Hat (1).

Finalists for the Awards of Excellence in Housing will be announced July 28 and winners will be revealed at the awards ceremony being held Friday, September 17 at the Fairmont Jasper Park Lodge, as part of BUILD 2010. www.chbaalberta.ca

BILD Does Boston

TORONTO, Ont. — Although the high-rise condo market in the City of Toronto is the largest in North America by far, that doesn't stop BILD (Building Industry and Land Development Association) members from wanting to get out of the vacuum to see what they can learn from others.

In an "organized idea-stealing" mission to Boston in early June, 45 BILD member developers, designers and associated firms toured dozens of model suites in six buildings in Boston proper ranging from a LEED-Gold certified building to an eighteenth century warehouse conversion/ addition to a high-end luxury condo development on the waterfront. The highlight of the tour was the incomparable collection of seven models at the W-Residences called Inspired Concepts by DVC (Designers, Vendors and Contractors). The biggest surprise? The Boston condo market is very small at less than 3,000 units (including rentals) in a good year and only about half that currently. www.bildgta.ca

Get Paid to Try the Trades

Newfoundland/Labrador — Officially launched online in May 2010 by the Skilled Trades Centre, a division of Canadian Home Builders' Association - Eastern Newfoundland, Try the Trades Skill Trades Mentoring Program is designed to give adults between the ages of 18-39 the opportunity to experience the residential skilled trades through hands-on exposure and mentoring. Participants can choose placements in one of four areas: Interior Finishing, Formwork, Exterior Finishing, and Framing. There are two week and four week sessions offered monthly.

Upon completion of the two week program, participants are awarded \$1,000. Participants who complete the four week program are awarded an additional \$1,000. All participants who complete the program are eligible for a \$2,000 educational subsidy and there are no costs to participate in this program. On-site placements are currently available in St. John's, Mount Pearl, CBS, Paradise, Torbay, Flatrock, and Portugal Cove-St. Philip's. www.trythetrades.ca and www.nfbuilder.com



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By Peter Norman

Forecast for housing starts is for a decline from recent activity by late in 2010 and early 2011.

Peter Norman is a member of the CHBA Economic Research Committee and is Senior Director of Economic Consulting at Altus Group (formerly Clayton Research), a firm of urban and real estate economists.

Proceeding with Caution

Housing starts in Canada are performing at a very high level so far this year, responding, in part, to improving economic conditions. But headwinds on the horizon (related to both the economy and the housing sector) suggest that it is a good time for caution.

The housing market in Canada was hard hit by the recession last year, but bounced back at a remarkable pace, in large part due to low interest rates and attractive house prices in the months immediately after the recession. Initially, this housing recovery showed up in elevated sales and rising prices in the resale market, and in more recent months in higher housing starts.

Total Canada-wide housing starts averaged some 196,700 units seasonally adjusted at annual rate (SAAR) in the first five months of 2010, according to CMHC, up some 55 per cent from the same period a year earlier. The recent pace of housing starts looks pretty similar to its average over the past decade (201,400 units per year).

Resale markets have shown a similar resiliency. The number of homes sold through the MLS system was 503,451 units (SAAR) in the first five months of 2010, down slightly from 519,000 in the second half of 2009, but still buoyant compared with the 10-year average of about 430,000 sales per year.

On the surface, therefore, it would appear that the market is back to normal with respect to new housing demand and supply. However, a number of dark clouds are lurking on the horizon, and builders should assess the strength of potential housing demand with some caution.

Pulled Forward Sales

First and foremost, the recent relatively buoyant period of housing activity is not being supported by sustainable underlying demand, but rather mostly from “pulled forward” sales. These buyers might otherwise have purchased later in the year or in 2011, but did so early in 2010 in order to avoid higher costs or more restrictive lending rules. The economy, while showing some signs of recovery, is not yet strong enough to support underlying demand sufficient for such strong new and existing home sales. Job growth, for example, which is always considered an important ingredient to a buoyant housing market, has been very weak in Canada since the recession, and average size of the workforce in the first five months of 2010 remains about 200,000 jobs lower than it was prior to the recession in 2008.

There are a number of emerging factors that could increase the cost of housing later in the year, and there is strong evidence that potential home buyers both know about and understand the potential effects of these factors. Buying a new or existing home in Canada is likely to become more costly later in 2010 and beyond with the introduction of new or higher sales taxes in four provinces, and an expectation of higher mortgage

interest rates.

Taken together, these factors, alongside tighter eligibility rules for insured mortgages, have surely created an urgency to buy — a combination of a strong incentive to buy now and a strong disincentive to buy later. Thus, it is very likely that a significant portion of recent new and existing home sales are among buyers who may otherwise have bought late in 2010 or 2011, but moved their purchases forward responding to these incentives.

Obviously, the flip side of a market buoyed by buyers who have moved purchases forward is the potential for a market later in the year and into 2011 to be somewhat suppressed by a lack of buyers.

Implications for New Housing Demand

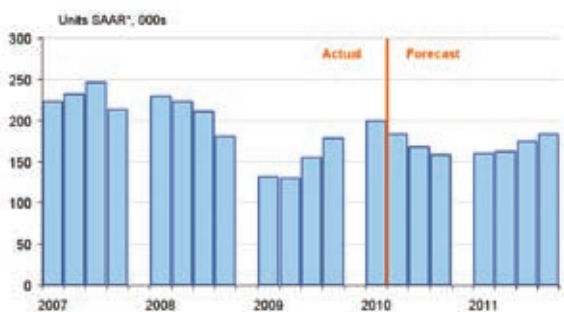
All told, the recent increase in activity in the housing sector is encouraging, but it is too early to be confident about its sustainability. Much of the recent activity and demand for new homes is likely due to pulled forward sales. This implies softer demand for new homes in the quarters ahead.

Moreover, despite a slow steady improvement in the domestic recovery in recent quarters, emerging international events, including growing concerns over asset bubbles in Asia, and the ongoing credit crisis in Europe, have increased the uncertainty around economic growth in Canada. Mortgage interest rates also account for uncertainty. The consensus forecast has rates rising modestly but steadily through the next few years, but the risk is that deteriorating government finance and other factors could force rates up significantly.

The Altus Group baseline forecast for housing starts, therefore, is for a decline from recent activity (around 200,000 units SAAR) to levels around 160,000 units SAAR by late in 2010 and early 2011. Assuming continued improvements in the economy and job growth, the forecast is for a gradual improvement in housing starts thereafter. All told, annual starts are forecast to be some 173,000 this year and 169,000 next.

Home builders should greet current conditions with some optimism, but remain cautious. ■

Housing Starts, Canada, A Double Dip



* Seasonally adjusted at annual rate
Source: Altus Group Economic Consulting based on data from CMHC



By M.M. Armstrong (above) and M.C. Swinton

Update on Projects at the Canadian Centre for Housing Technology

The Canadian Centre for Housing Technology (CCHT) carries out research to assess innovative housing technologies, support manufacturers' product development and provide performance information for builders and homeowners. Most of the research makes use of twin R-2000 research houses, which are identical in size, construction and orientation. Fully instrumented, the houses simulate typical living habits of a family of four and allow researchers to compare the performance of an innovative product or technology in one house (called the test house) to the standard conditions maintained in the adjacent reference house. This article summarizes progress on five CCHT projects, updating information provided in an article published in Home BUILDER in May 2008. [Read it online at: www.homebuildercanada.com/2103Bldg_sc.htm]

Advanced Integrated Mechanical System

During 2009-10, researchers at CanmetENERGY partnered with NY Thermal Inc. and Enbridge Gas Distribution Inc. to use the CCHT test houses to compare the performance of an advanced integrated mechanical system (IMS), to a modern, high-efficiency natural gas furnace, power vented water heater, and heat recovery ventilator (Furnace system), as well as a combination system, which included a high-efficiency boiler, air handler, hot water storage tank, and heat recovery ventilator.

The IMS meets CSA Standard P.10, "Performance of Integrated Mechanical Systems for Residential Heating and Ventilation." The results indicated that the IMS would consume 8 per cent less energy annually than the Furnace system and 21 per cent less annually than the Combination system. More details on system specifications and results will be presented in the upcoming CCHT newsletter, Volume 1. The full project report will shortly be posted on the Natural Resources Canada CanmetEnergy Website: www.canmetenergy.nrcan.gc.ca.

Stirling Hybrid Forced-Air System

This project, led by CanmetENERGY in partnership with Whispergen Limited, evaluated the economy of integrating a micro-cogeneration unit with a natural gas forced-air furnace. During the heating season, a modern AC Stirling engine was operated on a thermal management strategy to provide domestic hot water by heating an indirectly fired water storage tank. After the water tank was hot enough, the Stirling engine also provided space heat to the test house by means of a coil in the forced-air heating system.

Supplementary space heat was supplied by the high-efficiency two-stage natural gas forced-air furnace. The Stirling engine met some of the electrical needs of the house and exported excess electricity to the local distribu-

tion grid at times when it generated more than the house needed. Overall, the initial results are encouraging. A final report will be available soon from CanmetENERGY.

SUNRISE

The NRC Institute for Research in Construction is participating in the SUNRISE project in collaboration with the NRC Institute for Microstructural Sciences, the University of Ottawa, Université de Sherbrooke, Cyrium Technologies Inc., and Opel International Inc. The purpose of the project is to develop ultra-high-efficiency solar cells for photovoltaic concentrator systems by using nanotechnology, potentially making solar cells far more attractive for widespread use. The performance of the integrated assembly is being measured in real-world conditions in the test house. Installation has begun and assessment is scheduled for late 2010. For more information, visit the SUNRISE project Website at: www.photonics.uottawa.ca/SUNRISE/project_description.shtml

Water Recirculation Loop

Water recirculation loops are used to circulate hot water from a water heater to the fixtures, making hot water available at the point of use without delay. In the winter of 2009-10, researchers at CanmetENERGY used CCHT to examine the impact of various water recirculation operating strategies on house energy consumption. Preliminary findings showed that circulating water, even in insulated plumbing lines, added heat to the house environment and reduced the heat stored in the tank. Reduction in tank stratification and lower supplied hot water temperature were also detected, particularly with prolonged periods of recirculation. This project is at the report compilation stage.

Fireplace Assessment

During the winter of 2009-10, Canada Mortgage and Housing Corporation used the CCHT twin-house facility to examine the impact of gas fireplace operation in an open-concept R-2000 home, on energy consumption for heating, and on surface temperatures in closed rooms. The experiment was intended to investigate whether the cooling of closed rooms as a result of gas fireplace influence on thermostats resulted in energy savings, under what circumstances extremity room wall surface temperatures would fall below the dew points, and the impact of pilot light operation on total heating energy consumption. The project report is complete and will be released on the CCHT Web site this summer. ■

CCHT is launching a new electronic newsletter. To receive information on upcoming projects and recent project findings, subscribe to the upcoming CCHT newsletter at www.ccht-cctr.gc.ca



The Stirling engine installed beside the furnace provided an initial stage of heating and electricity to the house.

Ms. M.M. Armstrong is a Research Council Officer in the Building Envelope and Structure Program at the National Research Council Institute for Research in Construction. Mr. M.C. Swinton is a Principal Research Officer in the same program and is the Research Manager of CCHT. CCHT is a partnership between the National Research Council of Canada, Natural Resources Canada's CanmetENERGY, and Canada Mortgage and Housing Corporation. For more information, contact Marianne Armstrong at 613-991-0967, or marianne.armstrong@nrc-cnrc.gc.ca, or visit the CCHT Website: www.ccht-cctr.gc.ca.



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By **Tim Bailey**

What may be just another item on a list for a home builder is a daily reminder for the homeowner that his or her new house needs repair.

Tim Bailey is general manager of AVID Canada, the leading provider of customer loyalty research and consulting to the home building industry. Through the AVID system, Tim's team improves referrals, reduces warranty costs, and strengthens the brand of its industry leading clients. He can be reached at tim.bailey@avidglobal.com

Delight Drivers: Where the best home builders make their difference

In home building, the quest for industry-leading levels of customer delight demands quality and excellence, from sales to service. Several key areas can separate industry leaders from the pack.

Communication

The best in the industry excel in providing accurate information, timely updates, and clear explanations of processes. They understand that everything a homeowner experiences must be part of a carefully designed process, from sales, design and décor to construction or warranty service. The framework for a delighted customer experience means every process must be clearly explained, accurately represented, and timely.

Quality of workmanship

It is better to deliver on quality than to try and recover from a lack of it. When it comes to delivering quality materials and workmanship, leaders in customer experience out-ride the market; a concerted effort in this area elevates customer satisfaction, while reducing future warranty service costs. Customers who become skeptical of quality investigate with a critical eye, necessitating additional service resources.

Condition, condition

Providing pre-drywall walk-through tours for homeowners improves the customer experience and allows many issues to be resolved at an early and more cost-effective stage of construction. Even if a pre-drywall walk-through tour is not part of your process, you can be sure that most homeowners pass by their "work-in-progress" numerous times during construction. The outward appearance of things creates a significant impact on a homeowner's perception of a builder's level of quality and caring. Clean and tidy lots are image enhancers that drive sales while increasing satisfaction.

A ready home

Image is everything in this vital area. The Pre-Delivery Inspection is the time for a home builder to shine and show off expertise and ability. Customers do have a tolerance for some items that may require minor corrections, but a clean and ready home at the P.D.I., and at closing, is critical. This is the "litmus test" time for meeting and exceeding customer expectations, where perceptions of quality, construction problems, deficiencies, and caring will solidify a homeowner's final judgment about his or her builder. Much like trying to work with curing concrete, the window of opportunity for recovery at this point is extremely limited because customers' impressions become firmly set.

Move-in ready


As much as perfection should be the goal, no one expects a new home to be completely free of deficiencies — not even the customer. There is an expectation, however, that a home builder will do the utmost to correct any known items before move-in; failing to meet this expectation is a recipe for dissatisfaction. Home builders with the highest levels of customer delight understand the importance of cleaning up known items before move-in. Unfinished items at move-in frustrate the home buyer, who will be more likely to search out additional items. Correcting known items after move-in costs more for a builder in terms of time, coordination, and resources.

Quick corrections

The nature of home building can create some timing issues or delays when it comes to making corrections. These instances should always be the exception instead of the rule. The leading home builders in customer delight understand the value of timely correction of deficiencies, and the impact this has on their customers' overall experience. What may be just another item on a list for a home builder is a daily reminder for the homeowner that his or her new house needs repair. Quick corrections assure customers that they will continue to be cared for well. In turn, a confident homeowner will reduce demands on staff and resources, while providing referrals for future sales.

Customer-centric warranty

A new home requires service, and how this service is conducted is a significant differentiator for leading builders. Frequent interruptions for warranty service can turn referral advocates into resentful customers. Planning and communication are key drivers for maintaining delighted customers during the warranty stage. It is essential to complete the most amount of work with the fewest visits. Service workmanship must be of the highest quality, and the job not complete until all clean-up is done. Follow-up communication with a homeowner should be a standard practice; it demonstrates a high level of caring and keeps a proactive pulse on any remaining issues. This is an area where "most" is just not good enough; all outstanding homeowner concerns must be resolved for long-term customer delight. To homeowners, any unresolved concern is a permanent blemish on both their home and their experience with their home builder.

Delighted customers do not just occur; they are created by having a thorough understanding of the key drivers for customer loyalty, combined with an unwavering commitment to deliver on these fronts. Industry-leading home builders are well aware that each referral from a delighted homeowner is not a gift, but rather an achievement. 



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Financing Services



By Fanis Grammenos

As the price of land goes up, lot sizes come down and housing the car becomes ever more difficult.

Neighbourhoods with Car-ful Planning

The old mews, now converted to coveted, quiet residential courts, was once a planner's answer to housing horse and carriage in town. Few owned one then, but now almost everyone owns a "horseless carriage." What is our answer?

Space for the car has been a preoccupation for developers and planners for many good reasons. It uses up valuable land, it adds to the price of the house, it can affect a street's curb appeal, and it can affect the environment. Fortunately, others have been there before us. Let's try and trace previous solutions, and their logic, and adapt them to suit a new neighbourhood plan.

Space Saving Solutions

We start by accepting that cars are vital, valuable possessions and that it costs to own them, keep them, and use them. Most tradespersons, for example, earn their livelihood by being mobile. Nothing else gets them and their tools to the next job site, thus a vehicle is entirely indispensable. Controlling the costs of protecting the car, while reducing its impact, becomes the real challenge.

Control starts with optimizing the land it takes to house a car. One solution is building up, not out, to accommodate the car, tucking the garage below habitable space. Examples abound of how this can be done well. Putting the car under living space has other advantages also. It reduces excavation and foundation costs and, importantly, it squeezes the footprint of the house. A smaller footprint means more ground for rainwater absorption, a "green" advantage that can become a selling point.



Tucking the garage below habitable space can be an attractive and effective solution.

As the price of land goes up, lot sizes come down and housing the car becomes ever more difficult. When the lot frontage is limited to 30, 25 or even 16 feet in the case of townhouses, it can seem insurmountable to design an effective yet aesthetically pleasing solution.

A seemingly easy option is to use back lanes, but these come with heavy penalties: more infrastructure to build and maintain, including a separate garage structure with its own foundation, and since some cities do not clear snow in laneways, additional maintenance for the homeowner. Back lanes also add to the total house footprint. For every car parked in the back via a lane, an additional 10 per cent of a 35-foot lot becomes impermeable, thus precious outdoor living space is traded away while adding to the homeowner's discomfort in reaching the house door, particularly in the winter. As well, unsupervised lanes can potentially turn into hiding places and/or untidy spots. Disputes may arise about cleanliness. The

minuses pile up.

There is a friendlier way to treat lanes and some successful developments chose it, turning them from gray to green, their dark shadows becoming sunny spaces. This configuration offers a traffic-free solution for children and adults.

Other effective, advantageous solutions also exist. Let us consider a lot size of 16 feet by 100 feet. By manipulating the lot size — increasing the width and reducing the depth — we can take



Turning a back lane from gray to green offers a traffic-free path for residents.

advantage of critical extra feet at the front of the house while keeping the same lot area. We now have the advantage of the critical extra feet at the front of the house, which permits a proper entrance and a garage door in balanced sizes. For example, a 16-foot townhouse bay would become 20 feet, and the lot 80 feet long. The increase in frontage width also makes the house plan more efficient: fewer corridors and wider rooms.

The same logic works for narrow semis and singles — a better front and a better floor plan. In all these cases, and where there is sufficient frontage, keep the garage from protruding into the front yard; for every foot of protrusion an equal amount of usable, precious backyard is lost.

Another practical solution for narrow frontage lots is to park the car in the basement. No front or rear garages, no driveways by the house entrance, no asphalted lanes; only a bit of extra foundation work that comes with an advantage—a large deck overlooking the back yard. Each unit in this solution has a private lockable garage under it, reached by a covered driveway. And because it hides all signs of the car - driveways, garage doors and garages — it gives a greener look to the street



Parking can be completely unobtrusive and provide the opportunity for a large deck.

and increases the permeability of the site. A variation on this theme is individual access to the half-sunk basement from the front, a common solution in renovated townhouses, but rare in new developments. To find a spot for a tree, two driveways should be combined.

All solutions can be complemented with new materials for driveways and walkways that allow water infiltration and, in some cases, even grass to grow through them. With car-ful planning, neighbourhoods can once again be at home with the car.

Fanis Grammenos is a principal of Urban Pattern Associates and was a senior researcher at CMHC for 20 years. He can be reached at fanis.grammenos@gmail.com, and you can see his planning work at www.fusedgrid.ca



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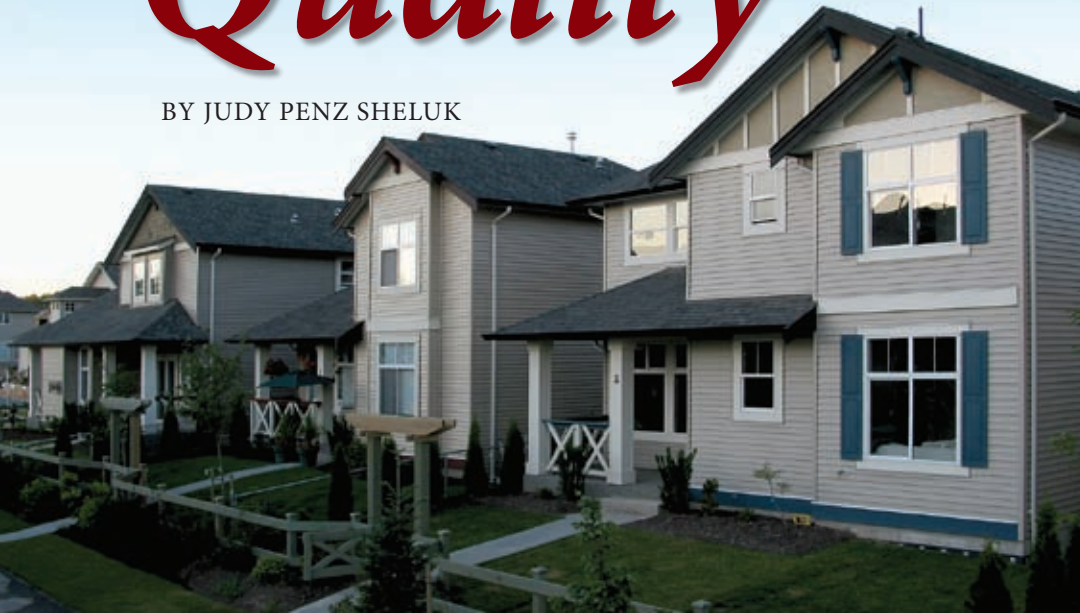
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**THE HARDEST WORKING
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Park Ridge Homes Inc.

The Symbol of Quality

BY JUDY PENZ SHELUK



In 1986, Lloyd Hughes founded Park Ridge Homes with the vision of building single-family homes in British Columbia's Lower Mainland. He established the company with the motto "the symbol of quality."

"Everybody says that they have quality or deliver it, but the symbol of quality is more than a tagline to us," said **BRAD HUGHES**, Lloyd's son, and the company's General Manager. "It has been a major driving force for Park Ridge Homes in the products we build, the service we provide and the relationships with our suppliers and sub trades. We still have many of the same sub trades and suppliers from that first year of business — a testament to our working relationships and how we treat people. We also see many repeat clients as people upsize and downsize their housing requirements."

Brad Hughes admits that being the son of a builder — and now a builder himself —

isn't always easy. "Being a home builder is a lifestyle and not a job. You have to thrive on multi-tasking, become the master of so many traits and skills to be a success — but that is also what keeps it exciting year after year. After coming out of University, I knew that this was what I wanted to do. Once or twice I have thought of other careers, but that only lasts for a second because my phone usually rings with something to attend to."

Hughes on the HST

The HST is a contentious issue to many in B.C., and Hughes is no exception. "The HST will hurt the housing market (above the rebate thresholds) for a long time. I understand that this is now a transparent, user-pay tax, but it will reduce consumption for the new home market, retail sales, and dining out.

"For renovations, HST will drive the underground economy even deeper underground. We also feel there should not be any tax on the land component of the house sale. Prior to GST, there was not any taxation on lumber or land, the two biggest components of a house's

costs. Now, you have HST on both of these major items. Additionally, the indexation of the rebates must be adjusted on an annual basis to reflect the escalation of house prices."

Future Challenges

According to Hughes, the toughest challenges going ahead for any builder in the Lower Mainland will be access to land, access to financing, and ever-increasing legislation.

"The amount of capital it takes to build a home grows faster than the profit margin in homes. This will continue to the point where builders will have to pool their resources with others to get a decent margin," said Hughes. "Yet, people always comment to me that that there has to be a market 'correction.' It is true that housing in the Lower Mainland is taking up more of families' take home pay, but escalating housing prices will not change; people and lifestyles will change.

"For example, 15 years ago there were very few new homes with secondary suites in the Lower Mainland; there was strong opposition to allowing suites. Today, about 80 per cent of all new single-family homes in the Lower Mainland have suites. Why is that? Do you really think that it is the Canadian Dream to share one-third of your house with strangers? Of course not, but it corroborates the fact that people will adapt and change lifestyles as prices continue to rise."

While in favour of reducing their short term and long term impact on the environment, Park Ridge is also opposed to plans that fail to really consider the end user and the associated costs of implementation.

"Too many politicians feel that the "developer" can pay for it, but these green initiatives do ▶ 18



Lloyd Hughes, founder, Park Ridge Homes, and his son, Brad, General Manager.

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16 ▶ nothing more than raise the cost of housing,” said Hughes. “All cost in a home or project will be paid by the purchaser. If our cost is lower, our house prices will be lower. If our cost is higher, then our prices will be higher. There is a certain amount of money required to make a living and keep your business running.

“In many communities, sustainability is driving the cost beyond affordability. The purchaser is never given a choice in these matters, and most of these decisions are forced upon the builder. In over 1,300 homes, we have never been asked by an owner to build ‘green.’ The conversation is more likely to be...‘How much for granite?’ or ‘Can we have additional hardwood?’”

Giving Back

As long time members of the Greater Vancouver Home Builders Association (GVHBA), Park Ridge Homes understand the importance of giving back and connecting with the industry that supports them, and the communities in which they build their homes.

Being a home builder is a lifestyle and not a job.

“Park Ridge Homes has been blessed for many years with great people to work with and wonderful clients to build for,” said Hughes. “We are grateful for our blessings and try to be generous with those less fortunate than us.”

Park Ridge sponsors one child with World Vision for each home that they build. The information is given to their clients after move in, with a request that they consider continuing on with the child for as long as they are in the home. The company is also very involved with two ministries, Nightshift, and the Warehouse, which serve the needs of the less fortunate in the community.

Famous Last Words

“One thing that we should have done over the last 20-plus years is to keep one home in each one of our developments and just rented it out and kept it,” said Hughes. “With the increase in land and housing cost in the lower mainland, we would have had a huge amount of capital behind us just from the appreciation of the assets.”

British Columbia Market Report: Regional Trends Drive Market

BY JUDY PENZ SHELUK

A pick-up in the economy, higher levels of employment, an overall trend in population growth, and an increase in net interprovincial migration is expected to benefit 2010 housing demand in British Columbia. However, according to CMHC’s latest Housing Market Outlook reports, prices and demand will be reflective of the region within the province, and in some cases, the market within the region.

Greater Vancouver Area

Metro Vancouver housing starts during the January-May period were double what they were during the same five-month period in 2009 (5,631 compared to 2,771).

“Exhibiting confidence in the real estate market, builders have launched numerous new-home projects throughout the Metro Vancouver and Fraser Valley regions, including high-rise and low-rise condos, townhomes and single-detached homes,” said **PETER E. SIMPSON**, BIAE, President & CEO, Greater Vancouver Home Builders’ Association.

Of these, Surrey recorded 1,490 housing starts, leading all Metro Vancouver municipalities with 921 single-detached starts; Vancouver was a distant second with 261. The Surrey boom is substantiated by a report released by Real Estate Network of Canada, where, for the second year in a row, Surrey was listed as “the best place in B.C. to invest in the residential real estate market.”

A combination of moderating sales and an increase in the number of listings will mean more balanced market conditions in Vancouver’s resale market for the remainder of this year and into 2011; expect to see fewer multiple offers on properties listed for sale.

Kelowna

Until the economic crisis, demand for resort homes and second residences was the fastest growing segment of Kelowna’s market.

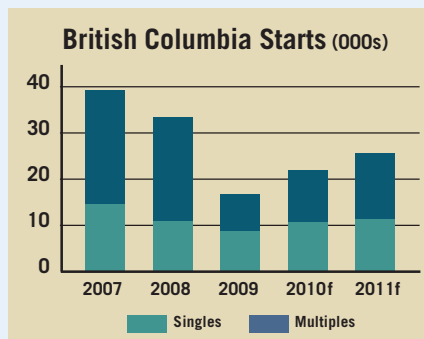
In 2010, townhomes, condominiums and single-detached are all expected to see stronger growth; first quarter sales have increased by more than half from the unusually low levels recorded during the same three-month period in 2009.

Fewer buyers of resort-oriented homes and second residences are also contributing to less demand for higher priced new homes. Builders are targeting buyers seeking new detached homes in the \$450,000–\$550,000 price range, facing strong price competition from a well supplied existing home market. Sales are expected to level out in the second half of 2010, and modest gains are predicted for sales of existing homes in 2010 and 2011.

Victoria

According to CMHC, the Victoria resale market will return to more balanced market conditions in 2010, and improved economic conditions supporting housing demand will result in increased housing starts in 2010 and 2011. Nonetheless, BC Real Estate Association’s **CAMERON MUIR** has reported that “eroding affordability will trim home sales by three per cent this year despite improving economic conditions and related employment growth.”

CASEY EDGE, Executive Officer, CHBA-Victoria, believes the impact of HST is the big unknown. “My view is that the strong housing starts in the first half of 2010 were driven by builders/consumers trying to beat the HST on July 1 and anticipated interest rate hikes promised by the Bank of Canada,” said Edge. “Some builders are waiting to see the HST’s impact before starting new projects. Most of the new housing activity is taking place in West Shore areas like Langford and Sooke, where there is more certainty with rezoning, development, and acceptance of smaller lots. How much will the HST impact these projects and others in higher priced markets?”



SOURCE: CMHC

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A Wish List for Building Professionals

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thick, but 3/8-inch glass doors can be purchased as an upgrade. Each of the glass doors features KOHLER Clean Coat technology – a coating on the glass that repels water for easy cleanup. www.KOHLER.com.

BY JUDY PENZ SHELUK & JON EAKES

From eco-friendly to easy-to-install, from innovative to inspirational...our Annual New Products Showcase features some of the best new products the market has to offer. It's kind of like a Sears Wish Book for building professionals. And if you happen to be shopping without the print issue in your toolbox, remember that you can also read us online at www.homebuildercanada.com.



Humidity Sensor

The addition of an 80 CFM model builds upon the success of Broan-NuTone's QTRE/N Humidity Sensing and Energy Star fan assortment. Featuring patented Sensaire technology that detects rapid increases in moisture levels at the ceiling, where steam and humidity naturally rise, the humidity sensing fans turn on and off automatically to help prevent cosmetic and structural problems associated with excess moisture. A perfect solution for high-traffic bathrooms, a child's bathroom or anyone who leaves the bathroom before humidity is properly vented. www.broan.ca and www.nutone.ca.

KITCHENS & BATHROOMS

Tap Top Tap

Waterfall, the newest option in Delta's Pilar kitchen faucet series, features a stylish handle, 180° swing spout and patented Touch2O Technology. With a simple tap on the handle or spout, the consumer can easily turn the faucet on or off between tasks, helping to conserve water. While the faucet flows at the industry standard 2.2 gpm, an optional 1.5 gpm aerator is available for increased water-efficiency. A blue

LED light indicates when Touch2O Technology is engaged, and turns red when the batteries need to be replaced. Offered in chrome, Brilliance stainless, and Venetian Bronze finishes with a coordinating prep faucet and soap dispenser; a five-year warranty covers the faucet, finish and electronics. www.deltafaucet.com

Going with the Flow

Moen's Dorsey Eco-Performance kitchen faucet allows users to easily switch between three unique water-flow settings. For tasks that require a constant yet low-water flow, such as washing dishes, a new eco-performance standard or aerated spray mode provides a reduced flow rate of 6.6 litres per minute (L/min). For tasks that require a set amount of water, such as filling a pot, pressing a button brings the flow back to the standard 8.3 L/min rate. Offered in Chrome and LifeShine Classic Stainless finishes, Dorsey Eco-Performance kitchen faucets offer a traditional style with single-handle pullout design, and can be featured



as a single-hole installation or with a coverplate for a three- or four-hole sink application. www.moen.ca.

Steam Clean

Introduced at the 2010 Kitchen and Bath Industry Show, Kohler's Lattis Steam Shower Door fits a wide range of showering spaces from 30 to 72 inches wide, and as tall as 89 1/2 inches with the transom. The semi-frameless door panels provide a clean, open aesthetic, yet are durable enough to support large spaces. The shower door can be purchased with an optional sliding steam transom. Glass doors are a standard 1/4-inch

Eco Friendly Flush

Foremost has added an "all in one" one-gallon high-efficiency toilet (HET) to its extensive line of eco friendly toilets. The new model (# AO1-005887EW) flushes twice the average solid waste (500 grams) using only one gallon of water per flush – 71 per cent less than older 3.5 gallon per flush toilets, 37 per cent less than newer 1.6 gpf toilets, and 21 per cent less than the newest HET or 1,28 gallon per flush toilets. www.foremostgroups.com.



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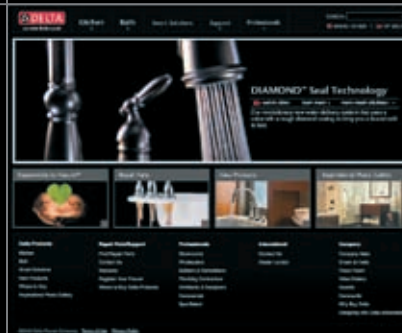
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20 ▶

Sleek Storage

Robern is well known within the industry as the leading brand for stylish, well-crafted mirrored cabinets and storage solutions. An increasing appetite within the design community for contemporary styling in the bathroom was a natural incentive for Robern, with its expertise in contemporary design, to expand its offerings with a collection of bathroom vanities. This new range provides a unique set of grooming, storage and retrieval features with a pared-down, sleek aesthetic. The wall-hung units supply a solid base to create a complete design solution for the grooming space including counter-top, sink, faucet and mirrored cabinet in a range of sizes. Additional feature options are available. www.robren.com.

Dealer Market in September 2010 and available exclusively in Home Hardware stores that same month. www.homehardware.ca.

Mixing Oil & Water

Looking for the long-lasting protection of oil-based stain without the toxic



fumes? BRODA PRO-TEK-TOR bonds natural oils and pigments with water to penetrate deep into the wood, then dries to a water-resistant surface without forming a film that can flake or peel. BRODA is available in 52 standard colours or infinite custom tints. The BRODA line also includes water-based CLARITY Acrylic and PRO-THANE Urethane finishes. All BRODA products are low-VOC and clean up with soap and water. www.cbrproducts.com.

preventing the paint from bleeding under the tape, keeping paint lines neat and clean. Available in a variety of widths to accommodate any application, the tape comes in a reusable plastic canister designed to protect the tape edges from damage. www.frogtape.com.



Recycled Latex with Quality Hide & Cover

ecocoat, a 100 per cent premium recycled latex paint, was initially launched in Western Canada by Dynamic Paint Products in partnership with Calgary-based Calibre Environmental Ltd. Six months later, the line's distribution stretches from coast to coast in Canada. Formulated for both interior and exterior use, ecocoat caters to the contractor and professional painter market, offering 14 shades of lower VOC paint in a variety of sizes at attractive prices. A high solid content delivers premium quality hide and cover that can be brushed, rolled or sprayed on a variety of interior or exterior substrates including wood, drywall, concrete, block, or stucco and is ideal for walls, ceilings and fences. www.RecyclePaint.com.



PAINT & SUPPLIES



Organic Oils

Launched this spring, the AFM Safecoat Naturals line of oil-based paints provide the smooth coverage and exceptional durability you expect from traditional oil-based products, but is completely petroleum free and without toxic fumes. The phytochemical formula bonds natural oils (soybean oil as the main ingredient with a touch of thistle oil for smooth paint flow and flaxseed oil for coalescence). AFM Safecoat Naturals are also fully biodegradable, emit no toxins, are free of harmful dryers or solvents, and can be cleaned up easily with soap and water like a latex paint. All colours, including the 108 colours in the Ayurveda line, can be tinted with Zero-VOC pigments. www.afmsafecoat.com.

stylish and contemporary colours for the home. Inspired by Chang's travels throughout the world, the Collection will have elements to suit any taste, whether it be the cool grays of an urban lifestyle, the bright colours of a global community, the classics reinvented, or the fresh colours of a new beginning. The Simon Chang Collection of Beauti-Tone paints will be unveiled at the Home Hardware



Chang-ri-La

Home Hardware Stores Limited, through its Beauti-Tone Paint Division, has announced a partnership with celebrated Canadian fashion designer Simon Chang to create a line of fresh,

Clean & Green

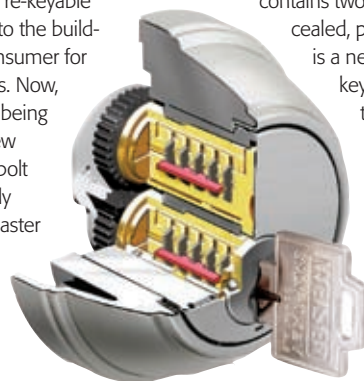
The latest product to make a painter's life easier is Shurtech Brand's FrogTape, a painter's tape with PaintBlock technology — a superabsorbent polymer that has the ability to absorb and trap liquid. When latex paint comes into contact with FrogTape, PaintBlock absorbs the paint and creates a barrier,

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▶ 23

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Canada's "Hidden Costs" in Housing

June 11, 2010
It's time for the Canadian government to address the financial burden it imposes on new homeowners, rather than just bemoaning the shortage of affordable housing. How much money does a Canadian home buyer need to earn just to pay the government-imposed charges on a new house? [Read more](#)

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Bank of Canada increases overnight rate target ... | [2010 - Press Releases - Publications and Research - Bank of Canada](#)

Financial Data

Type	Rate
3-yr conventional mortgage	5.99%
3-yr conventional mortgage	4.60%
1-yr conventional mortgage	3.70%
1-yr treasury bill	1.11%
1 mo prime corp	0.55%

- Upcoming Events**
- Jul 16-19, '10 CHBA - Alberta Annual Conference Fairmont Jasper Park Lodge Jasper, AB
 - Jul 22-24, '10 Southeastern Building Conference and Green Building Show Orange County Convention Center Orlando, FL
 - Aug 4-7, '10 NAHB Executive Officers Council Seminar Hilton Santa Fe Golf Resort & Spa at Bill Fata Theater

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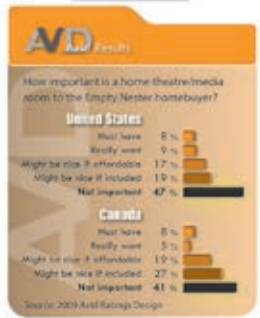
Wayne Morris
Regarding your line of credit, which best describes your situation over the past 12 months? "May be nice if affordable. Might be nice if included." Not important.

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"Cardis suggests that builders should be buying land, but it's a terrible time for most builders to be buying land. Housing..."

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Mattamy keeps low for pleaser its buyers. To learn about the corporate culture and business strategies behind Mattamy's success, AvidBuilder sat down for a Q&A with Peter Gilgan, CEO of Mattamy Homes. [HD]



Builders Poll

Regardless of credit history, many builders are seeing their lines of credit cut, some severely. Which best describes your line of credit situation over the past 12 months?

- Increased
- No change
- Cut 0-20%
- Cut 21-30%
- Cut more than 50%
- Cut completely

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Canada's "Hidden Costs" in Housing
May 20, 2010

It's time for the Canadian government to address the financial burden it imposes on new homeowners, rather than just bemoaning the shortage of affordable housing. How much money does a Canadian home buyer need to earn just to pay the government-imposed charges on a new house? [Read more](#)

Government-imposed Charges

Typical Single-Family Detached Home in Toronto (2009)

Charge	Amount
Information Charges	\$ 11,844
Land Deductions	12,418
Processing Fees	875
Building Permit	3,356
Provincial Sales Tax (PST)	12,143
New Home Warranty	11,600
Other Practical Charges	730
Goods and Services Tax (GST)	43,300

13.5% of Selling Price
TOTAL GOVT-IMPOSED CHARGES \$101,326

MEDIAN SELLING PRICE \$753,500



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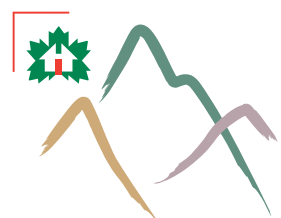
The CHBA 2011 National Conference will explore what it takes to inspire. It will examine how you can harness the full potential of your business. It will focus on being the best you can be - unique and inspired. This is the key to enduring success.

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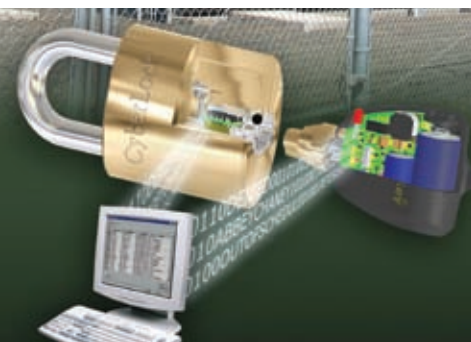
For more information, and online registration, please visit: www.chba.ca/conference

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INSPIRE



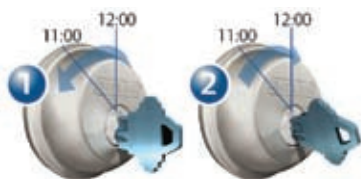
22 ▶ Programmable Padlock

An electronic padlock system without a keyway to vandalize, a programmable electronic key that cannot be duplicated, and software for managing the system: that's the latest product launched by Videx. Each authorized employee's key can be programmed with the specific access permissions they need to do their job: what locks they may open, and when they may open them. A padlock can be quickly converted into a full-functioning access control system simply by replacing its mechanical cylinder with a CyberLock electronic cylinder. Ideal for outdoor applications, such as securing equipment and gated areas at isolated sites,

or to lock hardware on safes, server cabinets, and doors throughout entire facilities. www.videx.com.

Rekey with a Key

Now there's a faster, more cost-effective way to reinforce your jobsite's security. SecureKey from Schlage is a new re-keyable cylinder with 10 times more key cut combinations than other locks. SecureKey locks and deadbolts employ a new high-security design that enables them to be rekeyed in seconds – without removal from the door and without compromising security – through the use of a pick-resistant Grade 1 cylinder and a special locking



sidebar that protects against bumping. Additionally, the lock can't be forced into rekey mode with a generic tool or foreign object because the unique blue Reset Key must be inserted into the lock keyway to rekey the lock. www.securekey.schlage.com.

FLOORS



Hardwood Helper

Elastilon self-adhesive underlay membrane allows fast, stick-and-peel installation of solid hardwood up to 1" on virtually any surface including concrete slab, above or below grade, without the need for complex subfloor constructions, nails or adhesives. Newly available in Canada, this non-toxic and emission-free underlay membrane with ergonomic, thermal and acoustic properties can reduce

installation time by 50 to 70 per cent. And because Elastilon accommodates the natural expansion and contraction of hardwood floors due to humidity, it can be used with all solid hardwood species (pre- or unfinished) including environmentally-friendly exotics with high expansion characteristics such as palm and bamboo. Elastilon features a limited, 70-year warranty.

www.elastilon.ca.

▶ 24

TECHNOLOGY



iPad App for Builders

At this year's PCBC, Aareas Interactive Inc. unveiled their builder and developer-centric, sales and marketing solutions' compatibility with Apple's iPad. The Aareas technology allows users to immerse their customers into a tech-friendly buying experience, with cutting-edge interactive kiosks and virtual tours that take full advantage of

the iPad's state-of-art hardware. The process of option selection is fun and functional, as customers view potential spaces with actual finishes. www.Aareas.com.

Solar for Everything

The JuiceBar is simply a cell phone sized battery with its own solar plates. Sit it in the sun for 12 to 15 hours



and it is fully charged, ready to charge your cell phone in its normal charging time or run an mp3 or iPod for 15 hours. Never be out of juice. Just sit it on the dashboard of your car and it keeps itself charged all the time. When your cell phone is down, just plug in the Juicebar and it begins charging but you can immediately go mobile and use the phone at the same time: no car connection or plug-in-the wall transformer. Similar but larger solar packs are available as well, up to 400 watts of mobile solar power if you need it. www.CableOrganizer.com

Getting the Knaack

Knaack LLC has launched a new online dealer locator

that allows Web site visitors to search for the nearest jobsite, truck and van equipment dealers based on a zip/postal code and radius search. The new dealer locator uses Google Maps 3.0 as its platform to allow customers to find the store closest to them in the shortest amount of time. Easy-to-use icons also will direct prospective buyers to the most relevant dealers to fill their needs. The resulting search will provide product display, in-stock inventory and certified installation information. www.Knaack.com.





ALL HOME SUPPLY

23 ▶ Waterproof Wonder

Finally available through select Canadian distributors, Foresta Waterproof Flooring was first introduced to the U.S. market in Las Vegas, 2006. A unique surface that uses a patented system to produce the same look, feel and touch of hardwood floors, it can be used in any residential, commercial or institutional environment. Foresta Waterproof Flooring is also soundproof, stain-proof, mould and mildew resistant – it can even be installed in bathrooms, basements and rooms with saunas without risk of warping. It's also environmentally

friendly, because Foresta does not use the traditional adhesive bonding method with formaldehyde content; instead, this 100 per cent PVC product is pressed by high temperature. Priced in the mid-range for premium quality flooring, Foresta comes with a 20-year residential warranty. www.foresta flooring.com or www.allhs.com.

Adjustable Staircase

A hardwood stair kit that makes building and installing a staircase easy? That's exactly the case with the Case Modular. Consisting of prefabricated steps with solid wood treads, Case Modular is a quick and easy way to assemble into a complete staircase, even for those with minimal carpentry skills. The patented assembly technique allows for an adjustable riser height (up to .75" per rise), providing evenly spaced steps in every situa-

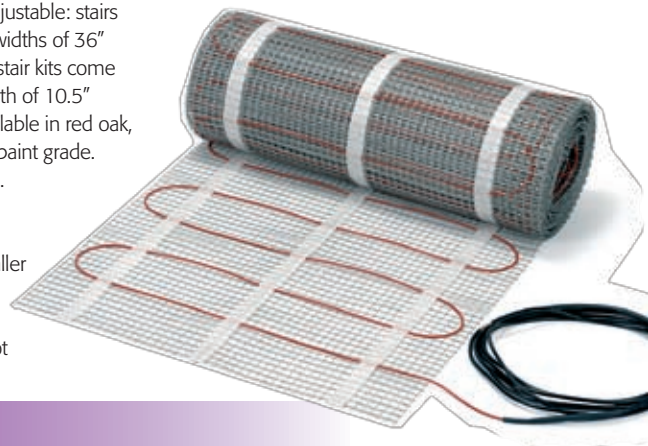


tion. Each module is adjustable: stairs come in two standard widths of 36" or less and 42" or less; stair kits come with standard tread width of 10.5" (including nosing). Available in red oak, maple, birch, carpet or paint grade. www.casemodular.com.

Feet Heat

Designed with the installer in mind, Danfoss LX Electric Floor Heating is supplied as a two-foot

mat that can be rolled out quickly and easily on almost any sub-floor. Made of a durable fibreglass material that can withstand the rigors of a job site, the mat is self-adhesive, and can be easily cut with scissors to make it easier to manoeuvre around obstacles like toilets, sinks, and cabinets. Other installation-friendly features include pre-applied heating cable and single point connection. The product comes with a 10 year non-prorated warranty. www.LX.Danfoss.com.



WINDOWS, DECKS & DOORS

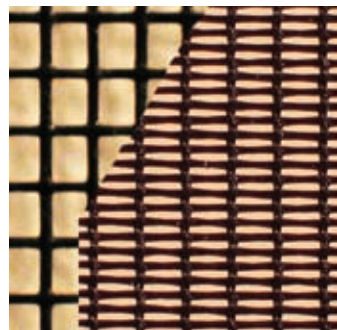


Grande Grille

According to a recent survey, door lites and grilles increase a home's perceived value by up to four per cent, improve curb appeal and help to lower heating and cooling costs. JELD-WEN Windows and Doors Verdana External Grille Collection achieves it all, with an external grille designed to complement the home and brighten an entryway without compromising security or privacy. The new line-up also celebrates Old World sensibilities with decorative wrought iron styling. The scrollwork is hinged to a metal frame, making it easy to open and clean, while a hidden hinge and magnetic latch enhance the

sophisticated design. The Collection also comes with a long lasting five-year finish warranty and a 20-year glass warranty, making them as durable as they are attractive. www.jeld-wen.ca.

Window Screens for Asthmatics



You can close up a house and use filtered HRVs to protect asthmatics and allergy sufferers from the world around them, but wouldn't they love to throw open the windows and feel the breeze in the spring without sneezing? PollenTEC's new polyester

close woven and specially coated windows screens block 90 per cent of all pollens and 99 per cent of many. Yes, they reduce visibility and air flow by about 20 percent (compared to ordinary screens), but for air flow, that is 80 per cent more than a closed window. One very interesting unintended side effect: the close weave will block gnats and no-see-ums, those tiny biting bugs present in much of cottage country that go right through ordinary screens. www.PollenTecCanada.com.

Waterproof Warranty

Weatherdek has been a leader in the development of the waterproof decking industry for years, and they are continuing this role with the introduction of a number of new products and design options. Weatherdek's New Signature Stone Plus products give the appearance of an Aggregate Stone Surface while the Marble Tile Plus materials simulate a Stamped Concrete or Slate finish. These designer options combined with the proven durability of a Weatherdek surface

offer the ultimate combination of design and function. To top it all off, Weatherdek has extended the warranty on these products to 15 years. www.weatherdek.com.

Escaping the Underground

The Bilco Company has made egress-sized basement window well systems for a long time. Now they have developed the stakWEL modular unit that can be stacked to accommodate virtually any foundation depth. This allows full-sized openable windows in a finished basement and easily meets all egress requirements. Grate or dome covers are also available. www.bilco.com.





SMART LOCKS DO MORE THAN PROTECT YOUR HOME SITE. THEY PROTECT YOUR BOTTOM LINE.

Unforeseen costs can stack up in a hurry. But there's one thing that can actually save you money. A Weiser SmartKey® lock. That's because it's designed to be quickly and securely re-keyed. So you can replace keys given to sub-contractors without the extra cost of removing the lock to re-key it. And our patented BumpGuard™ technology provides superior protection against lock bumping and picking, while our Grade 1 deadbolt is able to withstand the kinds of power typically associated with forced entries. It's more than security. It's smart security. To learn more, visit weiserlock.com.

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Call Laura at 1-800-501-9471 to find out how you can get a free SmartCode deadbolt for your home, garage or office.

Offer expires on December 31st, 2010 and is open to qualified home builders only.



24 ▶

Walls that Open

With a new “operable” product line from Hy-Lite acrylic block windows, one no longer has to choose between privacy and ventilation. In addition, you can now have the decorative feature of block windows while meeting egress requirements. The patented line hinge design on these windows opens to a greater angle than most casement windows, allowing a wider variety of window sizes to meet egress requirements. In the basement, with the privacy features of acrylic block windows, you obscure the unsightly view of an egress well cylinder, while helping improve the overall aesthetics of the basement environment. Acrylic block windows also provide exceptional R-values. www.usblockwindows.com.



ENERGY EFFICIENCY



Solar Heat Pumps

With the introduction of the SunSource Home Energy System, Lennox has now integrated solar electrical panels with their heat pumps. Families can monitor real time and historical information about the power generated by the solar modules, including environmental benefits like the amount of carbon offset by the solar energy production. Kits can be purchased containing from 1 to 15 solar panels. A test unit in a 1,800 sq. ft. home in Texas showed 58 per cent summer energy savings using a high efficiency air conditioner and only two solar panels. www.lennoxintl.com.

Solar Reflective Slate

TAMKO's Terra Cotta “Cool Colors” Lamarite Slate composite shingle has just been named an ENERGY STAR-

qualified product. With CMHC research showing that light colored roof coverings are the roofing element that has the most impact on air conditioning costs after

attic insulation, this high end slate-like shingle actually does more than keep the rain out. All of TAMKO's Lamarite Slate Composite Shingle Cool



Colors meet or exceed the Energy Star Program Requirements for 25 per cent solar reflectivity, now similar to their steel shingles. www.TAMKO.com.

Self Insulating Pipe

In days of high copper costs (and job site copper thefts) AquaTherm Canada is bringing 35 years of experience with polypropylene pressure piping systems over from Europe. These pipes are designed for hot and cold potable water and food-grade applications, use heat fusion fittings that eliminate all



solvents, and have an inherent insulation property that reduces the need for external insulation, avoiding many condensation problems without insulation. Available in sizes ranging from ½” to 12” diameters, unlike metal piping, there is no scaling or build-up that adheres to the inside of the pipe, and the sound transmission of water flow is cut by half. Installed cost is equal to or less than comparable alternatives. www.aquathermpipe.com.

Stopping the Flow

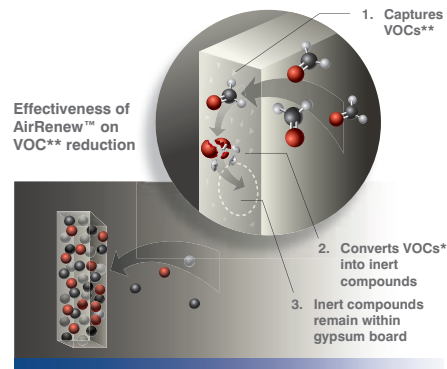


The Activent is a temperature activated louvered grill that will automatically turn off the air flow to an over-heated or over-cooled room, providing zone control with central forced air systems. A wireless remote thermostat and unit control measures the temperature in the room and closes the air supply when the temperature reaches the set point. This action not only holds the specific room to the right temperature, but it also forces more air into the rooms that still require heating or cooling. It can be used alone for problem rooms, or throughout the house for total zone control. www.theactivent.com.

Pollution Trapping Drywall

A building material that captures pollutants, rather than off-gassing pollutants. CertainTeed has created a patent pending gypsum board that captures VOCs — formaldehyde and other aldehydes — by converting them into inert compounds that safely remain within the board — brand named AirRenew. This is in addition to their M2Tech technology that provides enhanced

How AirRenew™ cleans the air



protection against moisture and mould. Well after construction, the AirRenew wallboard will continue to absorb pollutants brought into the house with new furniture, furnishings and future renovations. Recycled content makes AirRenew eligible for LEED credits. www.CertainTeed.com.

Increasing the Flow

Airflow Technology's AirFlow Breeze Ultra is a quiet twin motor temperature activated three-speed vent fan that increases air flow into under-heated or under-cooled rooms. It is built into a designer looking grill to fit 6x10 or 6x12 ducts. Temperature setting will sense hot or cold air flow to automatically turn the unit on and off, essentially creating a one-room booster fan for the duct system. It can also be used independently to move air to adjacent rooms or between floors, moving conditioned air from a heating or cooling source to a room without a connection. The remote control unit makes adjustments easy when it is installed in high wall or ceiling positions. www.aftproducts.com.

▶ 28



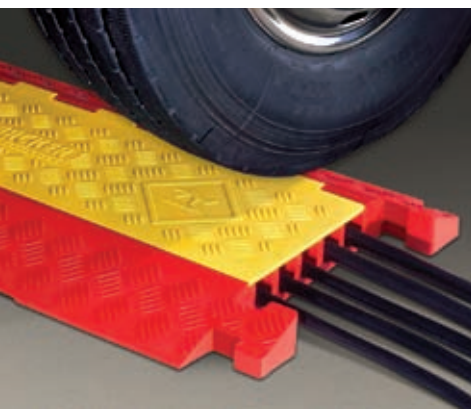


PLEASURES OF HOME

It's the best things in life that make everyday living effortless and enjoyable. GE Profile appliances combine sleek, bold style with smart, innovative features to help you enjoy more of your home every day.

For more information, call 800 307 8864





28 ▶ Electrical Overpasses

"If you've ever used duct tape to hold down cables, cords or wires, you know that it's ugly, inefficient, damages the flooring and can be dangerous when it comes unstuck," notes CableOrganizer.com product specialist Christina Hansen. "It's far more effective to protect valuable cables and wiring along the ground from passersby with high capacity cord covers, which

are highly abrasion and heavy traffic resistant — up to a 21,000 pound load per axle. Such cord cover solutions offer a durable, safe and affordable way to minimize associated hazards." Electricity, water, and compressed air can all be protected by traffic overpasses. www.CableOrganizer.com

Reaching for Stars

This spring, Venmar Ventilation has started shipping their AVS Constructo 1.0 and vanEE HRVs and ERVs bearing the familiar ENERGY STAR labels. Venmar helped to develop the new ENERGY STAR requirements for ventilation systems that went



into effect in January 2010. They then set about improving their models to surpass that standard with: improved electric consumption; increased HRV core performance at low temperatures; improved exhaust air transfer ratio; number of speed settings increased from 2 to 3. The Constructo 1.5, EKO and the 90H-V ECM models already satisfied the requirements before January. www.Venmar.ca

Concrete that Can't Crack

BASF's Construction Chemicals division has just announced the launch of ZERO-C Concrete Repair Technology, a line of cementitious repair mortars that exhibit no cracking when tested in accordance with ASTM C1581. According



to BASF, ZERO-C is the first concrete repair material formulated and proven to eliminate material cracking, representing the next generation of concrete repair. The new line consists of Horizontal Extended Mortar; Horizontal Mortar; Self-Consolidating Extended; Self-Consolidating Mortar; Vertical Overhead Mortar. www.buildingsystems.basf.com.

**YOU CAN'T
STOP THE RAIN.
YOU CAN, HOWEVER, OUT-ENGINEER IT.**

Cost more? No. Work better? Yes. End of story.

TANK VS. TANKLESS

Get Smarter

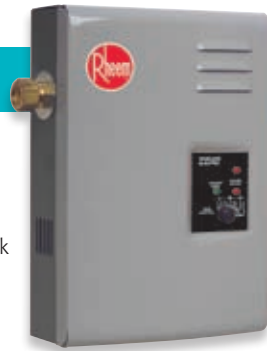
Although tankless hot water is the norm in both Europe and Asia, it is relatively new in North America and builders and renovators have lots of questions. The Rheem Manufacturing Co. makes and sells both types so they have launched a rather objective



Web site explaining the differences, such as: Tankless water heaters cost roughly double that of standard tank water heaters, but have about half the operating costs. In new construction, there is little difference in installation costs, but tankless in renovation is more expensive than simply replacing an old tank model. Tankless are smaller and can be placed closer to the point of need. For a full education on the differences visit the new site: www.SmarterHotWater.com.

No Gas & No Tank

Rheem adds a range of electric models to its growing line of tankless hot water heaters. In addition to the small one-sink instant hot water models we are used to seeing, Rheem enters this field with six capacity models ranging from a 3 kW 110 volt model to a 27 kW 240 volt model capable of provid-



ing hot water for an entire home. Using a voltage modulation feature it only uses the energy needed for the demand. All units are pre-wired and have a tempera-

ture control knob located on the outside of the unit, making it one of the most installer and user friendly models on the market. Available in Canada in August 2010. www.Rheem.com

Air/Water/Tankless: the All-Dressed Combo

Rinnai is introducing its all new air handler custom designed to pair with its tankless DHW heater. The key is creating a matched system, supplying the tankless water heater, the air handler with ECM motors and properly sized coils, as well as the factory installed circulation pump providing

optimum exchange flow. The domestic hot water has priority, shutting off the air handler when hot water demand becomes heavy, preventing cold drafts in the forced air heating. No flat plate heat exchanger is required thanks to an automatic six-hour purge. The air handler can go in any position, up-flow, down-flow, horizontal. www.TanklessHomeHeating.ca



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Weather happens. Wet wood swells. Such are the facts. The good news is, at last there's a solution engineered to address the challenge head on. PointSIX™ Flooring and pointSIX Durastrand Flooring feature a patented tapered-edge technology that offsets the effects of moisture, eliminating the need for sanding.

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Ainsworth Engineered 

Making Life Easier Just Got Easier

The Annual New Products Showcase provides me with an opportunity to shine the spotlight on a wider assortment of tools and accessories than we typically profile. Besides being new, each of the entries in this issue's selection shares one thing in common: It's designed to make the life of a builder or renovator easier. What's not to like?

My Chiropractor Hates This Tool

I never feel so crippling weak as when I have to spray an entire can of spray paint with my finger, then my thumb, then the other hand trying to push down firmly on that tiny spray button. There are lots of gadgets available to attach to the can to push that button for you, but most of them don't work well. The best just got better with the CanGun1. It snaps easily onto all standard spray cans (paint, lubricant, cleaners) and has a large well leveraged handle. The comfort and precise control it affords your hand actually improves your spraying skills. If you can't find it in local stores yet you can find it at **LeeValley Tools**. www.safeworld.com



all prefinished flooring materials, it even has the unique ability to rip the flooring board you need for that last piece — all down on the floor with the work surface exactly 1-1/2" high, allowing for simple 2x4s as outriggers to hold up the ends of the boards being cut. This and a jig saw will handle the entire flooring job. The integrated carrying handle is an appreciated added touch. www.skiltools.com

Small Just Got More Powerful

Bosch invented the Ultra Compact field of professional powered tiny tools not so long ago. It has been so popular that to stay ahead of the field they just released the next generation, starting in with their new smaller and more powerful batteries, and changing from analog to digital controls. According to Bosch, both the PS21 hex chuck pocket driver



and the PS32 three-jawed chuck Drill/Driver come in as the smallest and lightest in their class while providing 20 per cent more power than the competition. Head lights, breaks, two gear ratios, and variable speed, all in tiny packages. www.Boschtools.com

A Tool That Keeps the Equipment Going

Milwaukee makes tools but has extended the use of its powerful M12 batteries to maintenance work. Construction equipment needs to be maintained and that often means grease. The M12 Cordless Grease Gun delivers more than 8,000 PSI max operating pressure for heavy duty applications, and dispenses up to seven grease cartridges per battery charge. www.MilwaukeeTool.com

Just Along for the Ride

The other area of constant competitive improvements come in drill bits. The **Bosch** Dare-Devel reinvented spade bit is one of those that you don't push, you just hang on for the ride. A full cone threaded tip draws itself rapidly into the wood. Spurs and reamers cut cleaner holes on both sides of the board than you have ever seen with spade bits and the contoured paddle kicks out the rip to give you a clear hole. Just watch out for nails. www.Boschtools.com





TSS1A

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TSS1

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make your portable drill a shingle
shear instantly! Attaches to your
current corded or cordless drill!



Check out the video
at www.malcotools.com



30 ▶

A Third Hand that is Stronger than Both of Mine

The **T-Jak** is a well designed and sturdily built extra hand. Push the release button and you can instantly slide it close to the total height you need to hold something up. Then fine tune the support by spinning the hub on the threaded shaft —no increments but precise support for anything. It comes in sizes to fit between the counter and the cupboard, or from the floor to the ceiling for drywall. It holds up to 400 pounds and comes with various extensions and useful end grips. www.tjak.com.

Laser, Laser on the Wall - Who is the Fairest of Them All

If there is one tool category that I get almost too many news releases on, it is laser tools. Someday soon I will do a special article for you, so you can get as confused as I am. But just as a teaser, take a look at the **Hilti** PMC 46 Combilaser: transferring reference heights; aligning pipes; levelling junction boxes, cable trays, radiators and pipe installations; levelling and aligning doors and windows; setting



out drywall tracks for partitioning; and, as you see in the photo, transferring fastening points from floors to ceilings. www.hilti.com



Montreal-based TV broadcaster, author, home renovation and tool expert **Jon Eakes** provides a tool feature in each edition of **Home BUILDER**. www.JonEakes.com

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Victor Fiume
President, CHBA

The greatest benefit of having a model National Building Code lies in avoiding costly — and potentially dangerous — mistakes.

Doing it Right

The CHBA's Spring 2010 meetings have just been completed in Ottawa, and a lot of important ground was covered.

Whenever I attend our national Committee and Council meetings, I'm impressed by the experience and insight our Association volunteers bring to their work on behalf of members. This most recent round of meetings showed once again why the CHBA is such an effective organization: Our industry volunteers bring tremendous passion and commitment to their work.

I want to thank all the members who participated in these important meetings. What you do matters, and it makes a real difference.

Sounding the alarm over Code "fragmentation"

Over the last few years, we have seen some provinces, and even some municipalities, move away from the national building code development process to establish their own building regulations, sometimes without the detailed analytic work needed to ensure code requirements are sound, justified and safe.

At the recent CHBA meetings, it was clear that this is becoming worrisome, right across Canada. It has been apparent for some time that many provincial governments have decided to move ahead with energy efficiency requirements for new homes, without following the disciplined and science-based process that that is reflected in the model National Building Code (NBC). At times, it seems that provincial politicians are competing with each other to see who can be the "greenest" the quickest.

The CHBA has said repeatedly that this is not a sound approach, because it holds unnecessary risks for everyone involved: code officials, municipalities, new home builders and their customers.

At the recent CHBA meetings, there was a growing sense of alarm over such "ad hoc" Code development. This topic came up at a number of Committee and Council meetings, and the concerns expressed were similar each time.

While it is certainly the right of provincial governments to "do their own thing" when it comes to building codes, they need to be reminded why they agreed to support and participate in the model National Building Code (NBC) process in the first place. In large measure, provincial building codes are based upon the NBC, and this reinforces its importance for each provincial jurisdiction.

A harmonized approach to how we build and renovate homes has obvious advantages with respect to standardized materials and construction practices. For example, our supply industry partners are better able to meet our needs when we are all working within a common building code system.

But the greatest benefit from having a model National Building Code lies in avoiding costly, and potentially dangerous, mistakes. The national process is thorough, science-driven, open and transparent. It was developed to ensure a disciplined approach.

A new home is a complicated "product" and when we make changes to how we build that product, there is a responsibility to ensure that everything will work as intended, and that there won't be surprises down the road. In the past, the price of not doing things this way has been product and building system failures that have had a very high cost for home builders and home owners alike.

Ambitiously "green" provincial governments, and adventurous municipal councils, need to be reminded of these risks.

It's been my experience that doing the "right thing" means doing it the "right way." Provincial governments are well-represented within the national Code development process and have direct substantive input into the model National Building Code. They have no reason, other than impatience, to go the route of ad hoc Code changes.

This is an issue I will be following up on in the coming months, and where coordinated efforts by all levels of the Association are going to be required.

Other countries often look to Canada's national Code development process as a model for how to do things right. We need to defend this process, and make sure that provincial governments recognize and reaffirm its value.

Turning up the heat on underground "cash" operators

On May 18, in Fredericton, I joined the Honourable Keith Ashfield, Minister of National Revenue, for the launch of the Atlantic Canada Get it in Writing! pilot project. This was followed by a meeting with the Minister in Ottawa in early June.

This Atlantic Canada initiative will focus on the dangers of "cash" construction deals and includes a hard-hitting advertising campaign aimed squarely at homeowners. Developed in consultation with the CHBA and our Atlantic-region provincial HBAs, this project is supported by CMHC and is intended to measure the impact of the Get it in Writing! message. This will, hopefully, lead to broader renewed involvement in the campaign by the Canada Revenue Agency (CRA), right across Canada.

In Fredericton, I was impressed by the Minister's obvious concern about the problems that "cash" operators pose to legitimate contractors and consumers.

I believe he made this clear when he said, "I can tell you that we have had many conversations with business owners in recent years who tell us that this issue has a

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Michael Gough, CAE,

National Office, Ottawa, ON

► very real impact. They tell us: I was raised to be honest in life and in business. I believe in doing things the right way. I believe in playing fair and paying my fair share. But we also hear: I just can't compete with fly-by-night operators who are willing to deal under the table and unfairly undercut my price. They demand the CRA take action."

The one thing we do know is that, as HST is introduced in British Columbia and Ontario, and increased in Nova Scotia and Quebec, the underground will grow. This will mean lost business for legitimate renovators and trade contractors. And it will lead to an increasing number of consumer rip-offs, complaints and calls for increased regulation.

As the CHBA has made clear, the underground "cash" economy in residential construction requires focused and effective action. I'm hopeful that the launch of the Get it in Writing! pilot in the Atlantic region marks the beginning of this process.



Mike Cochren, member of CHBA Executive Board (left), Keith Ashfield, Minister of National Revenue and CHBA President Victor Fiume.

In June, Mike Cochren, a member of our Executive Board, and I had a productive meeting with Minister Ashfield. I'm looking forward to the Minister's response to the detailed suggestions that CHBA put forward.

Looking to the future – and integrated energy solutions

In early May, I participated in a CHBA builder/developer Task Group looking at integrated energy systems from the builder/developer perspective. As the energy efficiency of homes and buildings increases, governments, utilities and others are looking for ways to move to the next level – integrating energy systems at the neighbourhood or community level.

This can involve a wide range of measures from district heating, to combined heat and power systems, to better planning for meeting the heating, cooling and transportation needs of communities. Integrated approaches hold real potential to cut energy use at the

community level.

All those participating on the Task Group agreed that Integrated Community Energy Solutions, or ICES, look very interesting on paper. We focused on the critical question of whether there is a business case that works from a builder/developer perspective and, on this, the jury is still out. It was a fascinating day of discussion, which produced a very relevant agenda for the future. The key question with ICES lies in finding practical and equitable ways to address cost issues. Typically, these systems involve increased capital costs, and off-setting operational cost savings.

To make business sense, we need to find ways to share ICES-related capital costs with other parties who can benefit, particularly municipalities and utilities. What was clear from our day of discussion was that builders and developers are interested in the potential offered by ICES, but that the key business issues will need to be addressed in a practical manner.

Time to get going on your 2010 SAM Awards planning

It's time to start planning for your submissions for this year's CHBA National SAM Awards. To help in this, the CHBA has put the 2010 SAM Awards information on-line at www.chba.ca/SAMS. So visit the Web site, check out the various Awards categories, and start thinking about which of your projects would make a great SAM submission. CHBA National SAM Award finalists and winners get tremendous recognition for their new home and renovation achievements. Be sure to take advantage of this opportunity by starting your SAM plans today.

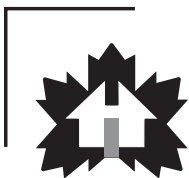
Time to "Inspire" in Banff

The 2011 CHBA National Conference at the Fairmont Banff Springs will "INSPIRE."

The Conference will explore what it takes to INSPIRE. It will examine how new home builders, renovators and their business partners can harness the full potential of their businesses, stand out from the competition and be driven by imagination and skill. The focus will be on creating a goal-oriented business, using technology, and team building that will deliver results that inspire customers.

Our Conference location, the Fairmont Banff Springs, is one of Canada's most historic and unique resort destinations. For complete Conference information, and online registration, visit www.chba.ca/conference.

See you in Banff, February 25-27, 2011.



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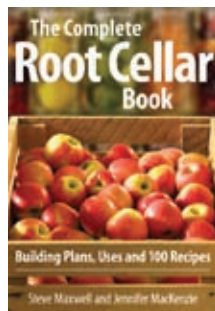


Author and photographer Catherine Wanek showcases twelve sustainable new and renovated 'hybrid houses' – healthy houses designed to relate and respond to their climate and location using a combination of construction materials and methods selected for resource and energy efficiency. Beautifully photographed, examples from the United States, Canada and Europe illustrate how reducing energy consumption can incorporate cost-effective construc-

tion, user-friendly technology, and functionality with luxurious results. Order information: \$24.99 US at www.gibbs-smith.com or \$29.95 CDN at www.raincoast.com.

The Complete Root Cellar Book

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Whether as a way to manage challenging economic times or retain a garden's bounty, root cellars are making a big comeback. Co-authored by Steve Maxwell, cabinetmaker/builder,

and Jennifer MacKenzie, a professional home economist, The Complete Root Cellar Book offers detailed illustrated construction guides for making four different kinds of root cellars, including models for apartment and condo dwellers, and homeowners without a basement. It also provides technical information on using photovoltaics and other energy technologies to enhance a root cellar's performance and ecological sustainability. Order information: \$27.95 CDN at www.fireflybooks.com

LANDSCAPES | PAYSAGES Spring 2010 – Leadership
Canadian Society of Landscape Architects (CSLA)

Produced three times each year (Spring, Summer and Winter), this professional journal of landscape architecture in Canada presents a Canadian



perspective on professional practice, including restorative and therapeutic environments, regionalism and identity, and award-winning works of landscape architecture in Canada. Of particular interest in the Spring 2010 issue: Leading by Example: On Sustainability Street by Jeff Cutler, a look at the completion of University of British Columbia's Sustainability Street, Phase 1, a pedestrian corridor that is a welcoming public space, but also an educational resource. Available online at: www.csla.ca/en/webfm_send/878

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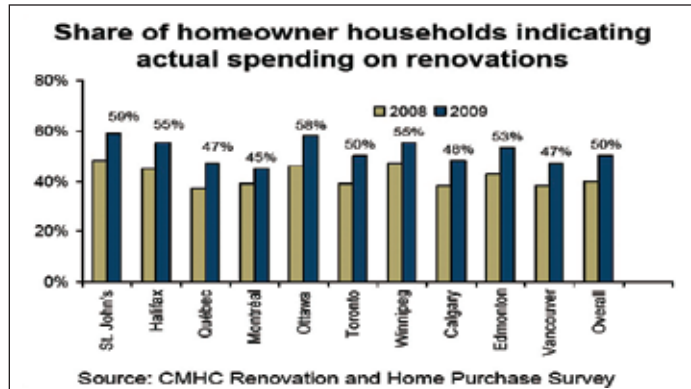
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And the [Renovation] Survey Said...



OTTAWA, Ont. — According to the Renovation and Home Purchase Survey released by Canada Mortgage and Housing Corporation (CMHC) in June 2010, an estimated 2.1 million households indicated they completed renovations last year. More than \$25.8 billion was spent on renovations in 2009 across the 10 major surveyed centres (St. John's, Halifax, Quebec City, Montreal, Ottawa, Toronto, Winnipeg, Calgary, Edmonton, and Vancouver), an increase of about \$4.5 billion compared to 2008. The average cost of renovations was approximately \$12,100. The Survey reports on actual renovation expenditures made in the previous year, as well as intentions to buy or renovate a home in 2010 in the 10 major centres.

The report is available as a free electronic download in several formats: Major Market Highlights; detailed data table reports for the individual centres; and all centres combined at: www03.cmhc-schl.gc.ca/b2c/b2c/init.do?language=en&z_category=0/000000128. Printed editions are priced and can be ordered by calling toll free 1-800-668-2642.

NEXT September/October issue

Interiors & Energy Efficiency

A closer look at the interior of the home. The leading trends and products design builders and renovators need to know about.

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GVHBA Hosts 17th Annual Parade of Renovated Homes

VANCOUVER, B.C. — On Sunday, June 13, the Greater Vancouver Home Builders' Association (GVHBA) Renovation Council invited the public to tour 17 professionally renovated homes in Burnaby, New Westminster, North Vancouver, Surrey, Tsawwassen, Vancouver, West Vancouver and White Rock. The 17th annual Parade of Renovated Homes showcased leading-edge design, advanced construction techniques, and innovative building products.



Projects included the relocation and restoration of a 1902 heritage-designated Colonial bungalow, the creation of an ultra-contemporary family home/showroom, and extreme transformations of homes built from the early 1900s to the early 2000s. Project values ranged from \$50,000 to over \$1.8 million. For more information and images, visit www.gvhba.org/even_para.aspx.

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4th TD Canada Trust Condo Poll

TORONTO, Ont. — According to the *4th TD Canada Trust Condo Poll*, which surveyed Canadians who would consider purchasing a condo, 10 per cent would contemplate buying a condo for their adult children.

The TD Canada Trust Condo Poll revealed that condos, with their low maintenance needs compared to homes, is the biggest motivation for 36 per cent of Canadians. Affordability comes in second, at 24 per cent, as the most popular reason for condo purchases nationally.

Interestingly, in Vancouver, affordability is the primary reason for condo purchases (45 per cent, up from 35 per cent in 2009) — more than double the city's second place showing for lower maintenance. In Halifax, where affordability is not a major reason to purchase a condo,

Atis Group Strengthens National Network with Acquisition in Ontario

MONTREAL, Que — Quebec-based **Atis Group** has announced the acquisition of **Vinylbilt Windows Systems Inc.** of Vaughan, Ontario. Vinylbilt is one of the premier manufacturers of vinyl replacement windows in Ontario for residential use and also offers laminated wood grains, various hardware options as well as proprietary technology.

Atis Group manufactures, distributes and markets a complete range of doors, windows and high-performance energy-efficient products for the construction and home improvement markets through its affiliated companies: **Allied Windows, Allsco, Extrusion SP, Laflamme, Melco, Phoenix Glass, Solarcan, Vimco and Vinylbilt Windows Systems.** www.atisgroup.ca.

Giving Back: JELD-WEN Celebrates 50 Years

WINNIPEG, Man. — To celebrate 50 years of service, **JELD-WEN** employees are giving back to communities across Canada. Each plant or office has been challenged to donate 50 hours of volunteer time to a local, non-profit organization. More than 1,700 employees will be taking part in this cross-Canada initiative.

The program launched in June, with Quebec employees landscaping a youth centre, Saskatoon employees raising funds for the Boys and Girls Club and Calgary employees helping clean up spring runoff in Fish Creek Provincial Park. July and August will see Winnipeg and Toronto employees pitching in to help several Habitat for Humanity builds. JELD-WEN was recently honoured with one of the industry's most coveted awards, the 2010 ENERGY STAR Award for Sustained Excellence.

only 5 per cent listed price as the deciding factor.

Thirty-seven per cent of Canadians surveyed would consider investing in a condo that is not their primary residence; nonetheless, the number who would consider purchasing a condo as an asset to sell when condo prices increase has dropped from 27 per cent in 2009 to 19 per cent in 2010.

For the fourth year in a row, the majority of Canadians (81 per cent) said they would spend less than \$400,000 for a two-bedroom condo. In terms of condo fees, only 17 per cent of respondents would be willing to pay more than \$400 per month.

Proposed Green Renovation By-law in Vancouver

VANCOUVER, B.C. — In the summer of 2010, City of Vancouver staff plan to go to Council with a proposed green renovation by-law. To find out about the by-law, visit <http://vancouver.ca/sustainability/green-renovationbylaw.htm>.

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CALENDAR

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 Jasper, AB
www.chbaalberta.ca/build-2010

September 19-21
 OHBA Annual Conference
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www.ohba.ca

September 22-25
 IDEX/NEOCON CANADA/Green
 Building Festival/Light Canada
 IDC, Interior Designers of Canada
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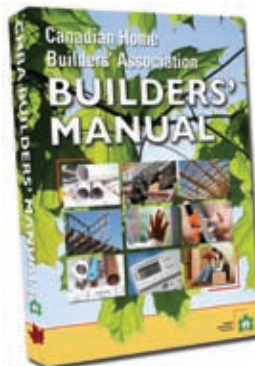
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