

# BUILDER



THE MAGAZINE OF THE CANADIAN HOME BUILDERS' ASSOCIATION

*12th Annual*

## New Products Showcase

**Tool Talk:  
New & Improved**

**Succession Planning**

**The New Federal Skilled  
Trades Program**

**Zero-Peak  
Electricity Houses**

**Saskatchewan: 21st  
Century Plans for Growth**



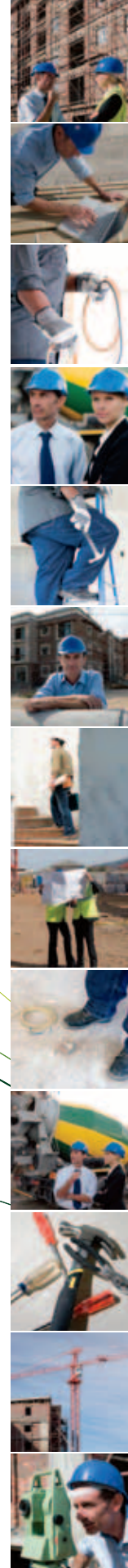
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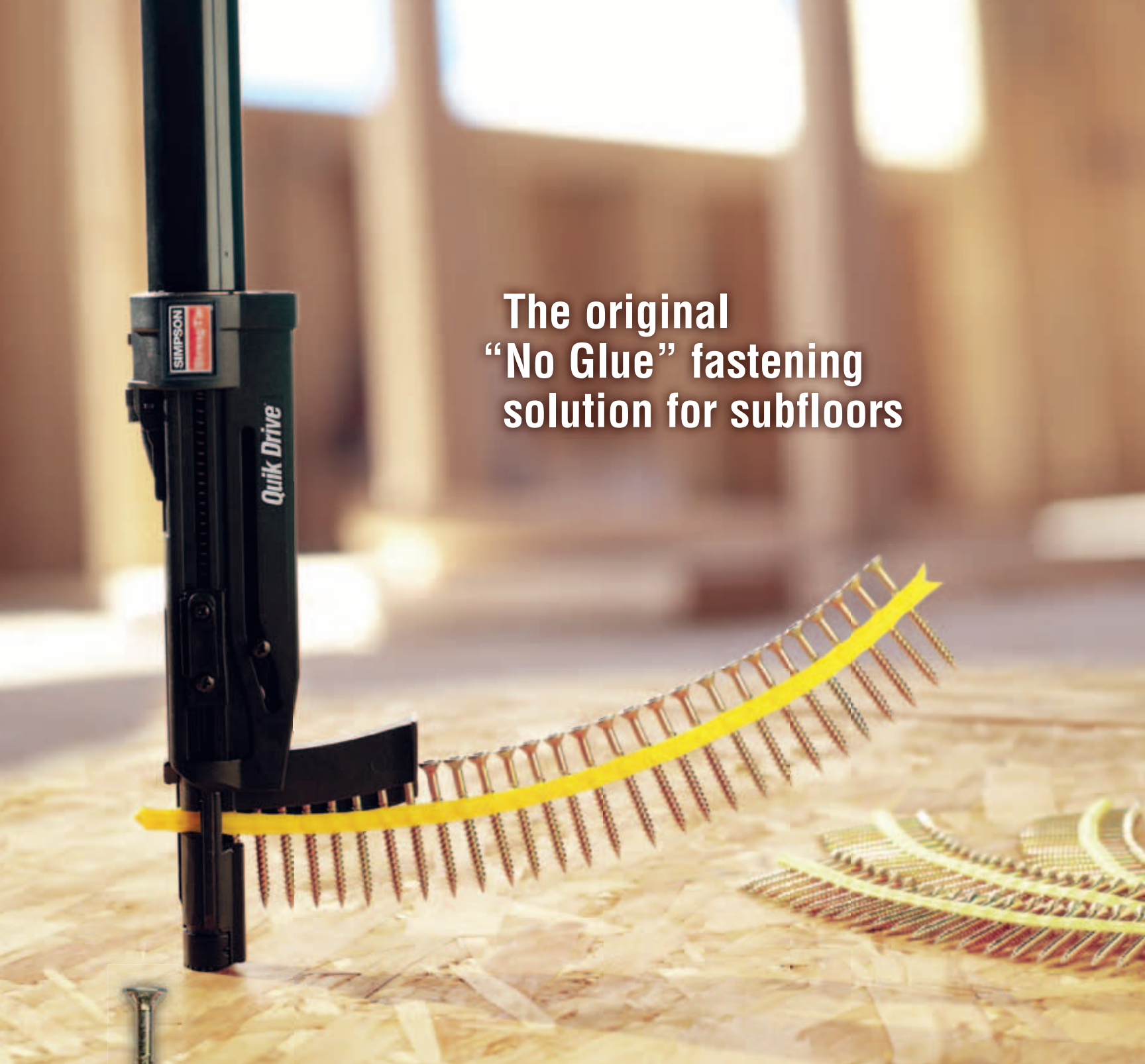
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Red Deer, AB

## HOME OWNERS HELP BUILD RELATIONSHIPS AND COMMUNITIES

In more than 500 communities across Canada, independent Home Hardware Building Centre Owners build rewarding relationships with contractors like Cory Kaun of Larkaun Homes. He first started working with Jason Welikoklad of Executive Home Building Centre 10 years ago when he noticed all their signs at other contractors' job sites. Their exceptional service, quality materials and over 35 years of experience have helped Cory build his business and win the 2013 Builder of the Year (Small Volume) award. Together, they're also helping build their community through projects like the Kinsmen Club of Red Deer's 2013 Dream Home Lottery Grand Prize.

With massive buying power, job site deliveries, credit services, project packages and home and cottage plans, Home Owners like Jason are well-equipped to continue building successful relationships and thriving communities with builders like Cory.



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Innovative, durable, affordable, exceptional ... just a few words to describe this year's selection of new products. Page 20.

Home BUILDER Magazine is published by Work-4 Projects Ltd. six times a year. Editorial/Advertising: 4819 St. Charles Boulevard, Pierrefonds, Quebec, Canada, H9H 3C7. Tel.: 514-620-2200, E-mail: homebuilder@work4.ca.

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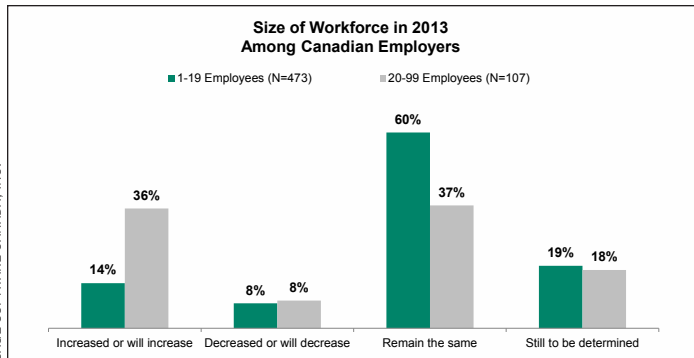
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## Flat Demand Keeping Canadian Businesses From Hiring

Sage North America released findings of the Sage SMB Hiring Outlook Survey, which examined the hiring trends of Canadian small and mid-sized businesses in 2013 and their perception of how measures introduced in the recent federal budget will impact their business. The survey found that of businesses surveyed, 19 per cent have hired or will hire in 2013. Of those businesses hiring, 77 per cent reported that a stronger demand for their company's services or products is the driving force for their need to hire, followed by improved economic outlook (23%) and the availability of a better pool of desirable candidates (11%).



Of those respondents who reported that they have decreased or will be decreasing the size of their workforce (8%) or will make no changes (55%), the factors influencing their decision were: steady or weakened demand for their company's service or product (40%), economic outlook uncertainty (22%) and costs of doing business (22%).

The federal government announced several measures and initiatives in Budget 2013 that outlined their commitment to growth and job creation including the Employment Insurance Hiring Credit and Canada Job Grant.

## Cost Control Crucial for the Global Construction Industry in 2013

LONDON, UK — Despite optimism for revenue growth in 2013-2014, the global construction industry faces key challenges. According to a Timetric industry survey, cost containment, market uncertainty, retention or recruitment of skilled staff, and rising competition were the leading concerns for businesses. Of these, cost control is regarded as the most crucial area to address in the year forward. [www.timetric.com](http://www.timetric.com)

However, when asked which factors have influenced or will influence their decision to increase the size of their workforce, only 3 per cent each of those surveyed pointed to these two initiatives.

While some SMBs believe that the measures that were introduced to help stimulate economic and job growth will have a slight positive effect on their business, the majority reported that it would have no effect.

Other highlights of the Sage SMB Hiring Outlook Survey include:

- Fewer Canadian SMBs have hired or will be hiring full-time positions in comparison to their American counterparts (67% vs. 82%), but more are planning on hiring part-time positions (45% vs. 29%).
- Mid-sized businesses with 20-99 employees are twice as likely to be hiring in 2013 than small businesses with 1-19 employees (36% vs. 14%).
- 50 per cent of those respondents who are not planning on hiring seasonal help reported that there wasn't a business need for extra help.

The survey was conducted among 605 small and mid-sized businesses in May 2013 and has a margin of error of +/- 4% at a 95% confidence level. [Na.sage.com](http://Na.sage.com)

## Quebec Commits \$34 Million to Rénoclimat Program

QUEBEC CITY — By committing some \$34 million to the Rénoclimat program through 2015, the government of Quebec aims to encourage property owners to improve the energy efficiency of their homes.

According to the Quebec Ministry of Natural Resources, the typical homeowner can save up to 25 per cent in annual heating costs by making energy-efficient renovations to his or her house. That can translate into real-dollar savings of more than \$400 per year, or about \$4,000 over 10 years.

To be eligible, homeowners must have an energy evaluation done, which includes what is commonly called a blower door test (which evaluates airtightness). The results are used to establish energy-efficiency targets that determine which type of renovation work will be most profitable, particularly as concerns heat loss from the house. Once the work is done, a second blower door test is done to confirm the energy gains achieved and determine what financial assistance will be granted.

Several types of work can be conducted to raise a home's EnerGuide energy efficiency rating (the measurement that is used to quantify the gains realized). They include improving the insulation value in the attic, in the foundation walls and around the floor on the ground floor, as well as improving the overall airtightness of the house.

## CMHC Releases 2nd Quarter 2013 Housing Market Outlook



**HOME BUILDER MAGAZINE**  
THE MAGAZINE OF THE CANADIAN HOME BUILDERS' ASSOCIATION

**The Magazine of the Canadian Home Builders' Association**  
Vol. 26 No. 4  
July/August 2013

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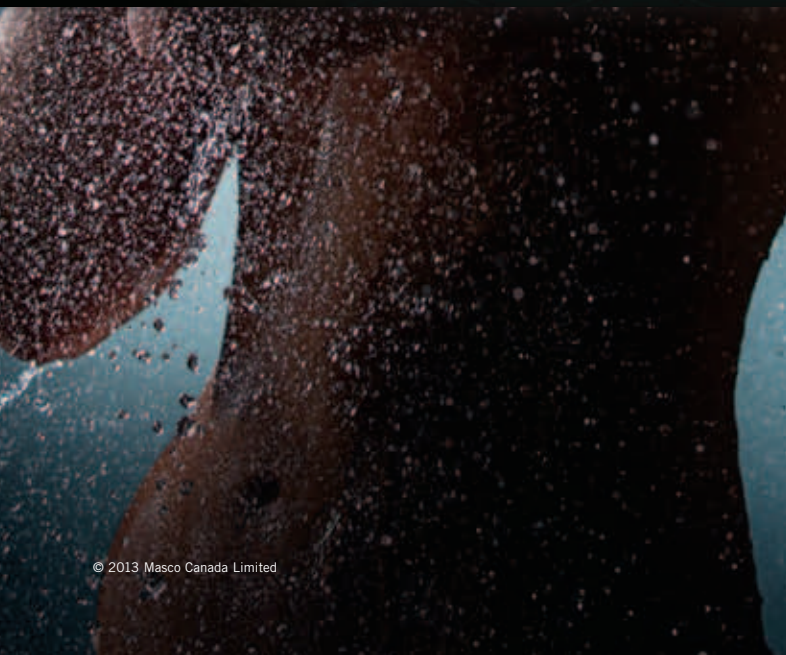
**Published by**  
Work-4 Projects Ltd.

**Advertising/Editorial:**  
4819 St. Charles Blvd.  
Pierrefonds, Quebec  
Canada, H9H 3C7  
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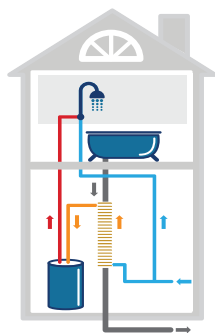
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## CHBA-Lethbridge & Region: Making a Real Difference

LETHBRIDGE, Alta. — May 23, 2013 held the second session of in-depth hands on work experience program designed by the CHBA-Lethbridge & Region for students at Victoria Park High School. This session was held at **Kodiak Mountain Stone**. Owner **JEFF HEGGIE** welcomed the students with enthusiasm and had his shop set up in work stations where students had the pleasure of learning from **CAYLE ROSZELL**, a journeyman from **RR Masonry**. Roszell demonstrated the art of installing manufactured stone, natural stone, brick and concrete block. Students were able to apply what they had learned and get a feel for the trade of masonry. In addition to the hands on aspect, Heggie was there to describe the business side of Kodiak Mountain Stone, the production facility and how products are made.

Meanwhile, June 13, 2013 held the first ever Girls With Tools Bathroom Renovation Event, put on in conjunction with the YWCA and CHBA-Lethbridge & Region. The event drew more than 50 women and girls aging from 5-95 years old, including Councillor **BRIDGET MEARNS** and MLA East **BRIDGET PASTOOR** who were actively participating alongside the other women and girls.

The CHBA has been working with the YWCA GirlSpace Program in an effort to challenge and empower women and girls to realize their potential. This program demonstrated and had the women learning hands-on toilet, sink, sump pump, grout and silicone repair taught by local journeyman plumbers. [www.chbalethbridge.com](http://www.chbalethbridge.com).



## Nova Scotia HBA Moves into New Energy Efficient Office

HALIFAX — The Nova Scotia Home Builders' Association (NSHBA) recently moved locations to a new 3,800-sq.ft. office. The renovated premises were completed by members of the NSHBA and feature residential construction building practices and techniques throughout, including: radiant in-floor heating, soundproofing and a structural mezzanine for storage and future expansion purposes.

Energy efficiency was an important part of the building process and NSHBA worked with Efficiency Nova Scotia to ensure the proper lighting was incorporated. Nova Scotia Power Inc. installed an electric thermal storage unit in the main entry area as well to further promote the benefits that this heating solution can offer.

The office area is separate from a large training and meeting room that is fully wired to the TechReady standard, a joint initiative of the NSHBA and Bell Aliant, and will allow for increased training opportunities with the inclusion of multiple built in projectors, whiteboards and a 70" television. The office includes a large functional kitchen and the training facility can accommodate up to 90 people.

The volunteer project coordinators for the renovation were **EVAN COLLINS**, General Manager of **Skymark Homes** and **HEATH PIERSON**, owner of **Blue Ridge Builders**. [www.nshomebuilders.ca](http://www.nshomebuilders.ca).





By Peter Norman

Today's potential first-time buyers suffered hardest during the recession and have also been the primary focus of tighter mortgage rules.

Peter Norman is a member of the CHBA Economic Research Committee and is Chief Economist at Altus Group (formerly Clayton Research), the leading provider of independent real estate consulting and advisory services.

## Where's the Slowdown?

There continues to be a great deal of interest in the stability and future prospects for the Canadian housing market. While much of the country is experiencing slightly more modest housing starts so far this year, this doesn't feel much like a housing slowdown. Improving economic conditions and a gradual shift in demand back to single-family homes will mean steady-to-improving conditions ahead.

Total Canada-wide housing starts moderated to 180,000 units seasonally adjusted at annual rate (SAAR) in the first five months of 2013, according to CMHC, down about 12 per cent from the 4th quarter of last year.

The moderation in starts in early 2013 is broadly based across single-family and apartment type units, but more focused among apartments, which are down some 20 per cent off of their 4th quarter 2012 pace. Apartment construction was certainly the dominant story in 2012 where the 96,000 new apartment units started represented a record showing not surpassed since 1973.

Regionally, the deceleration in housing starts activity in early 2013 is found in the Atlantic Provinces (down 14% from the 4th quarter), Quebec (down 15%), Ontario (down 18%) and also Saskatchewan in the prairies (Alberta and Manitoba both up 6.0% and Saskatchewan up 17%) and Ontario (up 23%), with starts elsewhere falling mildly (down 2% in Quebec), sharply (down 17% in Atlantic Canada); or remaining flat (B.C.) relative to Q4, 2011.

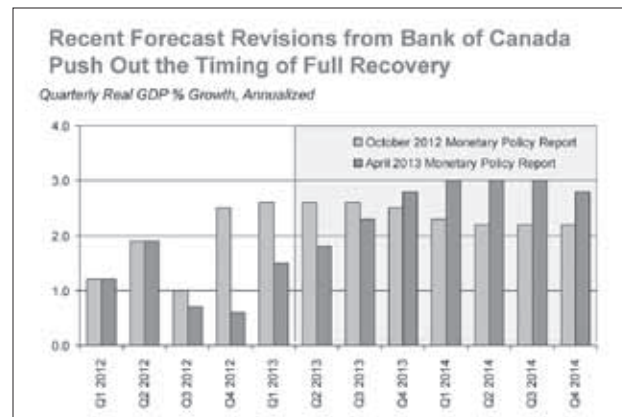
Existing home sales in the first five months of 2013, at about 435,500 sales SAAR, were up modestly from the 4th quarter and are clearly building momentum, with April coming in at almost 454,000 sales.

Canada-wide total housing starts in 2013 are poised to be well below 2012's elevated numbers, but the pattern of slowing has most certainly come to an end. Both existing home sales and housing starts cooled considerably over the past year, in response to slower economic growth, as well as tighter lending criteria for insured mortgages. The good news is that in recent months there have been signs that both sectors are firming.

### Job Growth Strong, but Youth Unemployment a Concern

Going forward, continued slow economic growth will remain a headwind for housing recovery, but relatively robust job growth along with continued low interest rates should keep housing starts, at least nationally, from falling any further.

The lingering concerns that remain within the employment side are focused on the problematic conditions within youth labour markets, where unemployment rates remain elevated, job growth lacklustre and where jobs lost during the 2008/09 recession still have not been recovered nearly 5 years later. While 15-24 year olds are not generally immediate participants in the



SOURCE: ALTUS GROUP BASED ON CHBA PULSE SURVEY

housing market, the conditions that people face early in their working careers have been shown to have an effect on their consumer confidence for years to come. Today's potential first-time buyers suffered hardest during the recession and have also been the primary focus of tighter mortgage rules. The combination of these two factors means that the first-time buyer segment is by far the weakest element of the housing market today.

### A Rosier Outlook from the Bank

Despite weaker than expected economic growth, recent forecast revisions from the Bank of Canada suggest we could see a strengthening economy in 2014—in part buoyed by the recovery in the U.S. In fact, the pattern of the recent revisions from the Bank of Canada is very interesting. Whereas compared to the forecasts released last fall, the current scenario acknowledges that growth was significantly slower than estimated in the fourth quarter 2012 and the first quarter 2013, but that the previously expected slowdown in economic growth in 2014 is now expected to be an acceleration to some 3 per cent annualized through most of the year. This scenario effectively pushes out the timing of the full recovery (and, for that matter, the timing for any rise in interest rates), but also acknowledges that some of the “upside risks” (the good kind) such as positive spillover effects from the rising U.S. housing market, are becoming a reality.

New housing prices remain subdued but still positive across the country. Only B.C. shows price declines as measured year-over-year. Modestly rising prices are important for retaining housing confidence while not eroding substantially housing affordability.

Thus, several factors suggest to us that the pattern of moderating building intentions late last year have abated, and a modestly stronger second half to the year will lead to some 183,000 housing starts for 2013 as a whole. Lower starts in B.C., Quebec and Atlantic Canada are expected to be offset by higher starts elsewhere.

In 2014, total housing starts will likely remain at about the same level (184,500 units) but expect further declines in apartment to be offset by more substantive increase in single-family construction.



By Ronalee Carey

**There is a catch to the offer of employment.**

Ronalee Carey, BA, JD, is an immigration lawyer in private practice in Ottawa. For more information, visit [www.ronaleecareylaw.ca](http://www.ronaleecareylaw.ca).

## The New Federal Skilled Trades Program

### *Will it solve labour shortages in the residential construction industry?*

Are you finding it difficult to find skilled workers for your business? If so, you are not alone. The Construction Sector Council states that between 2012 and 2020, the construction sector will need 319,000 new workers.

To help Canadian employers find skilled tradespeople, the Canadian government implemented a new immigration program this past January. Called the "Federal Skilled Trades Program," it is structured similarly to the Federal Skilled Worker Program, which has been traditionally used for higher skilled occupations, such as IT or health care.

While there were always some skilled trades positions on the list, this new program expands greatly on the skilled trades occupations that qualify. Eligible trades now include carpenters, electricians and plumbers; for a complete list of the 43 occupations, visit [www.cic.gc.ca/english/immigrate/trades/applications.asp](http://www.cic.gc.ca/english/immigrate/trades/applications.asp).

#### Program Requirements

To qualify for the program, an immigrant must have at least two years' experience. Additional requirements include:

- Language skills: All applicants (even those from a country where English or French is the predominant language) must take a language test in reading, writing, speaking and listening. They must have Canadian Language Benchmark level "5" for speaking and listening and level "4" for reading and writing. This is a standardized testing system to evaluate language abilities. Levels 5 and 4 are "intermediate" levels; the levels go to 12.
- Not be "criminally inadmissible" (have a criminal record) or have a family member inadmissible for this reason.
- Not be "medically inadmissible" (have a health problem) or have a family member inadmissible for this reason.
- Not plan to live in the province of Quebec. Quebec has its own program for selecting skilled immigrants.
- Have an offer of full-time employment for a total period of at least one year OR have a certificate of qualification in that skilled trade issued by a provincial or territorial body.
- Be able to support themselves and their families. The application requires that the workers disclose their assets and liabilities, and the amount of "settlement funds" available. The amount required will vary based on family size. For a single person, the amount is \$11,115. For workers with an offer of employment, there is an exemption from the settlement fund requirement.

The officer from Citizenship and Immigration Canada must be convinced that the skilled worker will be capable of doing the work offered. If the job is regulated in Canada, the officer must also be convinced that the worker will likely qualify to be licensed or certified once in Canada.

In Ontario, The College of Trades provides information on Trade Equivalency Assessments. The assessment

process can take up to six weeks, after a meeting with an Employment and Training Officer to complete the Trade Equivalency Assessment Form. This Officer will request supporting documentation, and will verify the credentials and evaluate for equivalency. Information on this assessment process is available at: [www.collegeoftrades.ca/membership/trade-assessment-2](http://www.collegeoftrades.ca/membership/trade-assessment-2).

For other provinces, there is a list of trade organizations available at: [www.red-seal.ca/c.4nt.1cts@-eng.jsp?#contact\\_6](http://www.red-seal.ca/c.4nt.1cts@-eng.jsp?#contact_6).

#### Offering Employment

There is a catch to the offer of employment. The employer can't just offer a job. The employer must first apply to Human Resources and Skills Development Canada for a positive "Labour Market Opinion" (LMO). This involves advertising the position to show that a Canadian is not available to fill the position. The advertisement must offer the "median wage" for the position. If the advertising efforts are unsuccessful, the employer may apply for the LMO. Numerous supporting documents must be provided to HRSDC, including business documentation (such as licenses, income tax information). The worker must be offered the "median wage."

How long does the immigration process take? This depends on where in the world the immigrant is coming from, as they must apply to the nearest Canadian visa office. Visa offices are inequitably staffed for the number of immigration applications they receive, so processing times vary according to the office. For example, the visa office in Lima, Peru, is currently taking 11 months to process an application for the Federal Skilled Worker program. However, the visa office in Dakar, Senegal, is currently taking 26 months.

Is it possible to have the worker start before their permanent residence application is processed? Not without jumping through a lot of hoops. Employers wanting to hire a foreign worker temporarily must apply for an LMO, except in certain circumstances. The worker must apply for a temporary work visa, and, unless they are coming for less than six months from a country that does not require a visitor visa, a temporary resident permit.

Without question, many employers will find all the administrative requirements, plus the time required for the LMO application and the permanent residence application, a major impediment to hiring a foreign trained skilled worker. However, with a shortage of workers here at home, companies may find that they have no choice but to look overseas for employees. ■

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By Guy Newsham

## Zero-Peak Electricity Houses

Many power utilities in North America experience a peak demand for electricity on hot summer afternoons due, in part, to residential air conditioning loads. Meeting peak demands usually involves expensive forms of generation that are passed on to consumers through time-of-day pricing. However, utilities are also exploring options on the demand side.

NRC Construction conducted a study to investigate how to eliminate or reduce summer peak power use and associated costs using the twin houses at the Canadian Center for Housing Technology (CCHT) in Ottawa. One house was operated in a conventional manner and provided a typical reference case. The test house used a variety of measures designed to reduce or shift load from peak periods.

### Reducing Peak Load

There are four general approaches for reducing peak load from the grid: passive design to reduce electricity

demand such as overhangs, glazing type and positioning, thermal mass, reflective roofing, and low power lighting and appliances; incentives for occupants to use less power at peak times such as pricing regimes or providing real-time energy use information; automatic controls that respond to climate conditions or utility signals such as direct load control of air conditioning, water heaters or other loads by the utility, or motorized blinds; and, local generation

and storage such as photovoltaics and battery storage of off-peak power (either site-generated or grid-supplied).

A combination of such measures was used to reduce peak electrical demand in the Test House. For example, incandescent lights were replaced with compact fluorescent lamps. The schedule for simulated laundry work was shifted out of peak hours. The forced air supply registers to the basement were closed to avoid using mechanically-chilled air to cool an already cool (and unfinished) space. The air conditioning unit was forced into a cycling mode between 15:00 to 19:00 to run for 15 minutes and then shut off for 15 minutes, even if the set point temperature had not been reached. Window shading options were tested. Natural window ventilation was admitted to the upper floor from 20:00 to 08:00 and power generation from a small photovoltaic panel installation (1.2 kW) was used to offset remaining demand during peak times.

### Zero-Peak Target

The full-scale house experiments show that a zero-peak target can be achieved in a typical Canadian single-

family house. A combination of practical operational modifications (air-conditioner cycling, doing laundry later in the evening) and commercially available technology (exterior shading, modest PV array, energy-efficient lighting) was able to dramatically reduce the peak electrical demand from the grid on the hottest days of the year.

In fact, the zero-peak target was reached on the hottest day of 2012 (July 21) that combined an outside air temperature of 38°C with a humidity of 41 per cent. Indoor temperature and humidity did rise compared to the reference house, but to levels that would likely be tolerable for a few hours. This suggests that zero-peak could be achieved on any sunny summer day in southern Ontario. Further, these conditions are also representative of climates in many other places, which suggests that the measures have wider applicability in areas with hot summers.

### Measuring the Data

Although the relative contribution of each measure is difficult to ascertain exactly given the climatic variations from day to day and the fact that most measures were not implemented independently, it is clear that the external blinds contributed more to savings than all of the other measures combined.

The combination of compact fluorescent lamps, delayed laundry schedule, closed basement registers, air conditioning cycling, and horizontal internal blinds reduced air conditioning use on-peak by ~20 per cent; closing the internal blinds increased savings to ~28 per cent. Replacing the internal blinds with closed external blinds raised the on-peak air conditioning savings to ~70 per cent.

All of the measures tested were commercially available technologies or easily implemented changes in homeowner schedules. Some of the measures tested might not be appealing to some householders due to inconvenience or cost; the exterior blinds used were relatively expensive. Nevertheless, more attractive combinations may still reduce peak load substantially.

Based on these results, utilities and governments facing summer peak supply problems might want to consider (greater) incentives for these measures for retrofit, and policies to encourage the incorporation of such measures in new houses. Leading-edge builders of highly energy-efficient houses may opt to implement certain measures as selling features.

The full-scale house experiments show that a zero-peak target can be achieved in a typical Canadian single-family house.



Twin Houses at the Canadian Center for Housing Technology

Dr. Guy Newsham is a Group Leader with the National Research Council – Construction.





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By Bo Mocherniak

Families can literally be torn apart through a lack of clarity on succession and wealth management.

With over 30 years experience with audit, acquisitions, divestitures and valuations, Bo Mocherniak, CA, CBV, provides services to both public and private companies in Canada and the United States. Bo is National Sector Leader for the Real Estate and Construction Group of Grant Thornton Canada, a member of the Grant Thornton International Real Estate Sector Group and past Chair of Grant Thornton LLP. He can be reached at bo.mocherniak@ca.gt.com.

## Minding Your Business: Succession Planning

Succession planning is an important part of long-term planning for any business, but can be particularly important for family-owned businesses. Since so many companies in the construction industry are family-owned, the issues are particularly relevant.

Many business owners are just struggling through day by day and not thinking that far into the future unless there's an urgent need. However, poor planning can have a significant financial impact: estate planning, tax minimization strategies, and wealth preservation are but a few of the reasons to start thinking about succession planning.

But the bigger issues might be much more human in nature, particularly where family members are involved. With roughly half of small- and medium-sized business owners in Canada planning to retire in the next 10 years—and 30 percent of those planning to transfer control in the next five—it's clear that succession issues are at play. But for those who are planning to leave the business to one of their children, our research shows that only 60 per cent have identified exactly who that might be.

### Sibling Rivalry

Clearly owners are concerned about whether potential successors have the personal drive and commitment—let alone the skills, training and education—to take on the challenge of successfully running the business. How do you deal with children that are not active in the business? Is the owner really ready to transfer control of the business? How do the founders ensure they have enough funds to live on? Do you need to hire professional management to run the business? These are all issues that need to be considered.

Naming a successor is just a first step. Less than half of family-owned businesses we've spoken to said there were mechanisms in place to address and minimize conflict through the rest of the family. Families can literally be torn apart from a lack of clarity on succession and wealth management, particularly when several siblings and spouses work in the business, while other siblings who have never worked in the business still expect to be included in a financial windfall when a parent retires. Emotions can run very high, so it's best to be clear and up front about how family members outside the business will share in the profits.

The importance of tax planning is well known, and it

is linked to valuation. There's often a desire to keep the valuation of the business as low as possible to minimize taxes, but this isn't always a good idea. Is a low valuation fair to children that are not in the business? There are other ways to pass the business to a successor in a more tax-efficient manner, such as through the use of a trust.

### Letting Go

One of the biggest problems comes when owners are clear about wanting to retire or at least wind down their day-to-day involvement, but can't seem to relinquish control. They may create confusion by only partially handing over the reins but ultimately undermining their successor by constantly stepping back in. A more formal succession plan can make the transition easier.

Finally, many construction companies—family-owned or not—have complex structures. There might be one entity for each major project, holding companies with real estate or multiple partners who each hope to include their children in the business.

Succession planning can be a time for clearing up any governance and ownership issues that might arise from the untangling of multiple business entities. The founder and their partner may be able to work together, but the remaining partner may not want to

work with children of the partner that is retiring.

Here are four suggestions to get you started when it's time to talk succession:

- Make sure the business has had an up-to-date valuation. This will serve you well in succession planning, but it also helps with the equalization review for children not working in the business
- Don't delay or wait until there's a trigger event, like illness, divorce or death, to start succession planning. Family business must be prepared for a tragedy with the right succession plans, wills, and insurance policies. Consider having a business continuity plan in place.
- When it comes to planning the transfer of responsibilities, draft a clear list of the key responsibilities and tasks required to run the company. Determine if the children have the skills necessary to run the business.
- Meet with the family to discuss your intentions and determine what their long-term plans are. ■





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# Innovative Residential

*Much more than just a catchy name*

BY JUDY PENZ SHELUK

Located in Saskatoon, Saskatchewan, Innovative Residential started in 2006, just seven years ago. In that time, the company has experienced rapid growth in the residential housing industry.

*Canadian Business Magazine* ranked Innovative Residential as 4th among the top 10 fastest growing companies in Canada in 2011; they later made the Top 200 in 2012 and the Top 500 list in 2013 for being among Canada's fastest growing companies.

Committed to being a leading provider of affordable and entry-level housing in Saskatchewan, the company is understandably proud of the programs they have created, as well as their unique approach to homeownership within the industry.

## Boom Town

While Saskatchewan's growth has had many positive benefits for its respective communities, it hasn't been all roses and sunshine. "Housing prices and rental prices have easily doubled since 2006 while housing supply in the ownership and rental markets simply hasn't kept pace with demand," said **STACIE BEEVER**, the company's Community Development Officer.

"We were already building ownership housing, so we decided to bridge our rental and ownership developments with a Rent-then-Own Program," said Beever. "We then partnered with the Saskatchewan Housing Corporation and the National Affordable Housing Corporation (NAHC) to make it happen."

Rental tenants at the company's Hartford Heights development have the option of participating in the Rent-then-Own Program as a

means to achieving their goal of homeownership in the future. Some tenants even receive monthly rental supports to lower their costs of rent. All tenants and program participants are required to complete the NAHC's Credit Building Program so that they can learn about budgeting and credit building, as well as mortgage and homeownership basics while they are renting.

"Our end goal with the Rent-then-Own Program is to help our rental tenants move onto homeownership when they are ready," said Beever. "If they choose to own with Innovative Residential that's certainly a bonus for us, but if they don't we still consider their success our success; any time we can help a someone achieve homeownership and begin building their equity we consider it a success. Additionally, whenever one of our tenants moves from renting to homeownership, we end up with a vacant rental that we can use to help another family get started towards ownership with the Rent-then-Own Program."

## Rent-to-Own vs. Rent-then-Own

Most people are familiar with traditional Rent-to-Own programs, whereby a renter is working towards owning the exact same unit they are renting. That's not the case with Innovative Residential's Rent-then-Own Program.



"With this Program, tenants rent a 3-bedroom townhouse or a 2-bedroom apartment-style walk-out unit at Hartford Heights," said Beever. "They move onto homeownership of a different unit when they are ready; for example, when they have saved enough for a down payment or built or established good credit. We help them along the way with access to financial literacy facilitators, workshops and educational programs offered in partnership with the NAHC. If they choose to purchase an Innovative Residential home, they may also qualify for one of our down payment grant programs; we have partnered with each level of government and the NAHC to offer non-repayable down payment grants of 5, 3 and 1 percent to families that qualify."

Eligibility for rental or ownership assistance programs is based on income and financial need. Generally speaking, a household has to be below a pre-determined (or provincially established) maximum income limit to qualify for rental or down payment assistance. For example, in Saskatoon a family with a household income below \$66,500 may qualify for





a free and non-repayable 5 per cent down payment grant thanks to a unique program offered by the City of Saskatoon and currently delivered in partnership with the Government of Saskatchewan and participating private sector home builders.

"We've gone this route because we know families need a hand-up into homeownership, especially in communities where housing prices have made it next to impossible for the average family to achieve this goal," said Beaver. "Our tenants have already told us that they could never become homeowners without a program like this—if they are dedicated enough to work towards their goal of homeownership, then we are more than happy to help them get there."

"When renters are ready for homeownership the sky is really the limit for them," said Beaver. "They can move onto buy a resale home or a new home with any builder; there are no restrictions. If we've done our job right, maybe they will be 'wowed' by us and will choose to stay with Innovative Residential and buy one of our homes. In that case, they may

## Participants in the Rent-then-Own Program start in Innovative Residential's rental units.

also qualify for one the down payment assistance programs and be able to buy one of our affordable or entry-level homeownership units starting at \$189,900 for a 2-bedroom walkout home and \$269,900 for a 3-bedroom townhouse home."

To that end, Innovative Residential has partnered to create a number of free down payment grant options for families that need a hand-up into homeownership. The five per cent down payment grants are offered in partnership with the City of Saskatoon and the Government of Saskatchewan with household eligibility based on income and financial need. The same can be said of the three per cent and one per cent down payment grant options available through

▶ 33



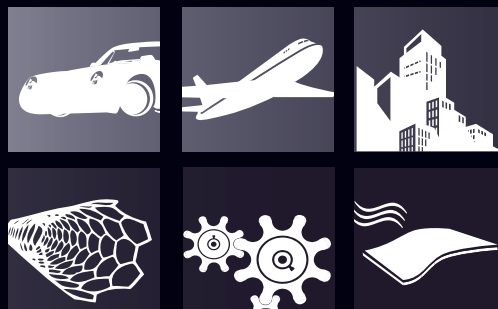
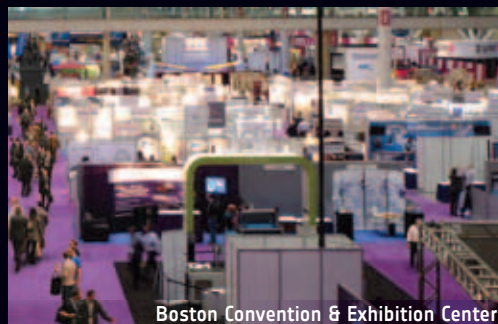
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# Saskatchewan

## 21st Century Plans for Growth



By Alan Thomarat, President & CEO, CHBA-Saskatchewan



Over the past several years, Saskatchewan has been one of the strongest performing provinces in Canada and is expected to persist in economic growth through 2013-2015. The average forecast for economic growth in Saskatchewan for 2013 is 2.8 per cent, second among all provinces. The Conference Board of Canada predicts Saskatchewan's growth to be the highest in Canada at 3.4 per cent.

**As the population of the province increases, housing prices and rental prices have also been increasing.**

The growth of the natural resource sector continues to drive the demand for skilled labour across the province, and as a result an increased demand for more housing and rental properties.

### Population

People are migrating from other provinces and countries to participate in the booming Saskatchewan economy. Saskatchewan has a current unemployment rate of 4.4 per cent, which is well below the national average of 7.1 per cent.

The population of Saskatchewan has reached an all-time high of 1,093,800, with the population growth being the second highest in Canada. Less than 10 years ago, in fact in December 2005, the population had slid to 992,000. Saskatchewan had a record of losing population to other provinces, but recently the trend has begun to reverse, with young people remaining in, or returning to, Saskatchewan.

As the population of the province increases, housing prices and rental prices have also been

increasing. On average, a two-room rental was \$609 in 2006; in 2012 the same rental was \$1,004, an increase of 65 per cent over six years. More starts are needed to address this issue.

### Starts

Saskatchewan had 9,968 total urban and rural housing starts across the province last year. Single-detached starts increased 25 per cent in 2012, to 5,171 units. Saskatchewan was also able to boast the highest housing starts per capita in Canada.

Multi-family starts also increased in 2012 to 4,497 units, which was an increase of 67 per cent from the prior year. Around the province, serviced lots are being purchased as quickly as they are developed.

Rental starts in the last two years were more than the previous 16 years combined; the increase in rental starts is necessary to address the shortage of affordable housing in the province.

Building permits and housing starts were high in 2012 in both Saskatoon and Regina, the

two largest cities in Saskatchewan. The Regina census metropolitan area (CMA) totaled 3,093 housing starts, which was a 45 per cent increase over the previous year. The Saskatoon CMA housing starts were up 20 per cent with a total of 3,753 starts. Building permit value in Saskatoon was record-breaking in 2012 with a total value worth over a billion dollars for the 5,195 permits issued. Of the permits issued, 80 per cent were for residential construction projects. Regina also experienced a record high of \$773 million for 3,342 permits in 2012.

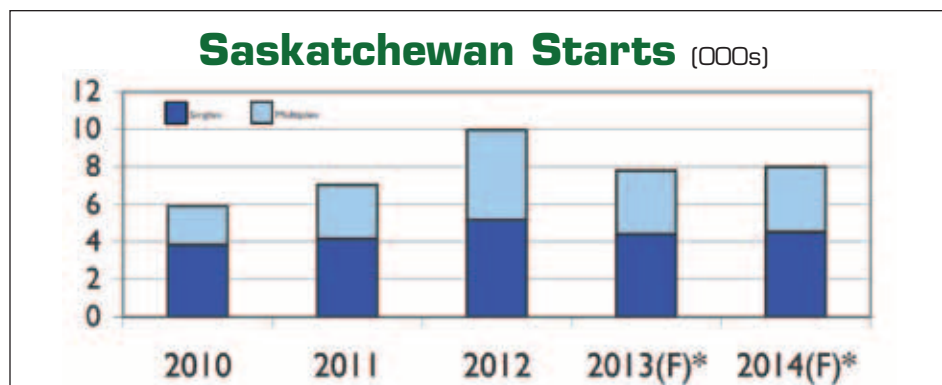
### Resales

Resale prices are likely to remain stable as the population continues to maintain strong growth. In 2012 there were a record 13,950 MLS transactions across the province. The average MLS listing price was \$274,268, which increased from the year before by 5.7 per cent.

### Renovation

The renovation sector continues to perform at a pace equal to that of the new home sector. Our industry however is continuing to challenge governments to act in concert to deal with tax cheats and the underground economy in our industry, and particularly in the renovation sector. In May at the Forum for Growth in Ottawa the industry proposed a "revenue neutral" renovation tax credit that would encourage consumers to hire legitimate and compliant contractors. This serves the best interests of governments, industry, consumers and the professional work force.

Saskatchewan is still experiencing a strong housing market driven by an increasing population and economic prosperity. The province will continue to grow and welcome new Canadians and families, as Saskatchewan plans for growth in the 21st century.



\*The point estimate for provincial total housing starts is 7,100 for 2013 and 7,100 for 2014. Economic uncertainty is reflected by the current range of forecasts which varies from 6,600-7,600 units for 2013 and 6,300-7,900 for 2014.

SOURCE: CMHC



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# Rinnai®



# 12th ANNUAL NEW PRODUCTS SHOWCASE

BY JUDY PENZ SHELUK

## From rooftops to railings

*Innovative, durable, affordable, exceptional ... just a few words to describe this year's selection of new products. For more information, visit the individual websites included with each entry.*



### Vuelo

#### *A majestic silhouette*

Taking its design inspiration from a swan, Brizo's Vuelo kitchen faucets form a graceful, majestic silhouette, one that is only enhanced with the new Cocoa Bronze/Stainless Steel split finish. With a wide variety of configurations, including Brizo's only high-rise pull-out design, as well as optional SmartTouch Technology, Vuelo is a true departure from the ordinary. [www.brizo.com](http://www.brizo.com).

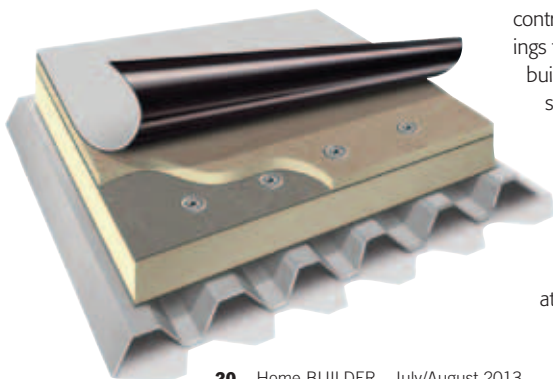
### GAF EnergyGuard

#### *High-density ISO cover boards*

GAF announces the production of high-density polyisocyanurate (ISO) cover boards, which can be used as a protective layer over boardstock insulation or as a recover over an existing roofing system. These cover boards offer superior roof protection from foot traffic, storms, and hail, while also offering the benefit of being easy to install due to their light weight. GAF offers two versions: HD with over 80 psi, and HD PLUS with over 110 psi compressive strength and a

durable coated glass facer. Each of these boards is an ideal choice for protecting your roof from the elements and rooftop traffic. GAF EnergyGuard HD is a 1/2-inch-thick high-density ISO cover board with an R-value of 2.5, the highest of any cover board—and, at 11 lbs. (HD) 13 lbs. (HD PLUS) per 4' X 8' board, it's a fraction of the weight of gypsum cover boards.

Aside from its high R-value, which contributes additional energy savings to the roofing system and the building, GAF has the ability to ship three times more product on one truck than gypsum cover boards. Using fewer trucks means less carbon emissions, with the added benefit of taking less time to unload at the jobsite. [www.gaf.com](http://www.gaf.com).



every type of heating and air conditioning system. Venstar also offers a free ColorTouch mobile application, which allows users to remotely monitor and control their home or commercial thermostats. Compatible with Apple iPhone, iPod, iPad, BlackBerry and Android devices. [www.venstar.com](http://www.venstar.com).

### ColorTouch

#### *Weather at a glance*

Venstar's award-winning ColorTouch touch screen thermostat has been upgraded to include real-time weather, remote firmware upgrades, and humidity control support. Real-time weather gives ColorTouch users an at-a-glance view of current outside temperatures as well as three-day weather predictions, right on the color screen of the ColorTouch thermostat. The new Skyport firmware upgrade button allows users to remotely update the firmware for their ColorTouch thermostats from anywhere in the world via Venstar's Skyport Cloud Services. The newest ColorTouch residential (T5900) and commercial (T6900) models also now have humidity control, which enables users to manage indoor humidity settings using their ColorTouch thermostats. ColorTouch with humidity control works with the thermostat's humidity sensor, which automatically detects changes in humidity and adjusts the conditions via the HVAC system and/or a humidifier. ColorTouch is compatible with virtually

### TurboShear

#### *Ripping through metal roofing*

Now there is a cost effective professional drill attachment designed for cutting corrugated metal roofing. Malco is a company that specializes in sheet metal work. This corrugated metal TurboShear is powered by your own drill and will easily navigate crosscuts, race through lengthwise trim cuts and follow precise circular or square pattern outlet hole cuts in 30- to 24-gauge roofing panel metal. It has an aluminum cast shear head and replaceable blades. Check out the video at [www.MalcoProducts.com](http://www.MalcoProducts.com).







## FLOS Kap Lighting

*High lumen output with high colour rendering*

Advances in lighting technology, paired with new higher standards in energy efficient buildings, means keeping current on lighting trends an important focus for 2013. FLOS, an Italian lighting company for the past 50 years, has made significant advances in the development of high-performing lighting fixtures. Architecturally, their trimless, recessed LED fixtures are a highlight. Producing a high lumen output with increasingly high colour rendering values, the Kap produces a beautiful quality of light, consuming a mere 18.3W,

comparable to a 50WMR16. FLOS's Soft Architecture launch integrates high quality LED lighting into the building structure, producing an emission of light complementing the design of the interior. Soft Architecture simplifies the installation of coves and built-in lighting features by providing the tools to be installed by skilled trade professionals. FLOS recently opened their largest Architectural Lighting Studio in Western Canada at Vancouver's Inform Interiors Contract Showroom in Vancouver B.C. [www.informcontract.com](http://www.informcontract.com).

## CERAM-A-STAR E

*Polyester coating solution for aluminum extrusions*

CERAM-A-STAR E by AkzoNobel is a new silicone-modified polyester coating solution for aluminum extrusions. Designed for spray application, CERAM-A-STAR E has proven durability and ease of application that meets American Architectural Manufacturers Association (AAMA) 2604 specifications. Designed for the high-end residential, storefront and monumental interiors market, this product offers a

lower-cost alternative to 50 percent PVDF and super durable polyester powders. Further, as compared to anodized solutions, it offers better quality, more consistent color control and options, chemical resistance and field repairability.

Building on the exceptional performance of the CERAM-A-STAR family of silicone-modified polyester (SMP) coil coatings, this new product has been adapted to serve the unique needs of the aluminum extrusion industry. It was developed from a proven coil coating product with millions of square feet already installed in the field. CERAM-A-STAR E's proprietary resin formulation is the pillar for this revolutionary SMP system. Combined with premium ceramic and inorganic pigments, it offers superior color stability, chalk resistance, fade resistance and gloss retention for the most durable AAMA 2604 finish available. [www.akzonobel.com/CCNA](http://www.akzonobel.com/CCNA).



## Solar Shingle

*Designed for sloped roofing applications*

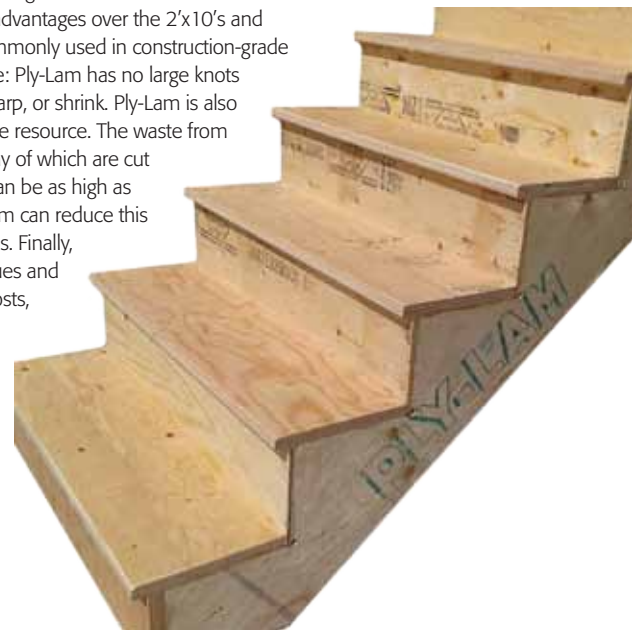
Solar Shingle by PV Technical Services Inc. is a new roofing product designed for sloped roofing applications, it provides the house more than an aesthetically appealing shelter; shelter while it powers the house with free clean abundant green energy. Moreover, the house never needs re-roof again. Ventilation has also been smartly designed in the solar shingle roofing system. Besides air take-in holes hidden in each solar shingle, between the solar shingles and the decking, there is adequate air space. The flashing that surrounds the solar shingle acts as the

raceway for the wires and connectors. Due to their roots as regular metal shingle, installation is relatively straightforward and can be accomplished by any trained roofer and electrician. Solar Shingle is 1.2' x 4.5', bigger than regular metal shingles, which saves time during installation. SolarShingle works well in both new building developments and re-roofing applications. It lays flat on the rooftop, interlocking smoothly with standard roof tiles; no penetration of the roof at all. [www.pvtech.ca](http://www.pvtech.ca).

## Ply-Lam

*No shrink stringers*

Ply-Lam is an engineered wood product manufactured exclusively by Ply-Lam Manufacturing, Ltd., in Spruce Grove, Alta. It was developed to replace the dimensional lumber that is currently used for construction-grade stair stringers, and as a core for stringers in finished-grade stairs. Ply-Lam has three main advantages over the 2'x10's and 2'x12's that are most commonly used in construction-grade stairs. First is performance: Ply-Lam has no large knots in it, and will not crack, warp, or shrink. Ply-Lam is also a more efficient use of the resource. The waste from 2'x12' stair stringers, many of which are cut from old-growth forest, can be as high as 40 per cent. Using Ply-Lam can reduce this waste to 5 per cent or less. Finally, with far fewer service issues and reduced on-site labour costs, stairs built with Ply-Lam will save home builders money and headaches in the process. [www.Ply-Lam.ca](http://www.Ply-Lam.ca).





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DELTA-VENT SA is a vapour permeable, self-adhering water-resistive barrier and air barrier with a self-adhesive edge lap. Its highly aggressive adhesive bonds firmly and strongly to the substrate. Fasteners that create risky holes are eliminated. Superior lap adhesion and dimensional stability means DELTA-VENT SA stays stuck in place and does not leak. It is the only vapour permeable self-adhered water resistive and air barrier evaluated and approved by Air Barrier Association of America. DELTA-VENT SA is the most technically advanced air-and watertight membrane system available. Also new: Delta-Fas Corner, a flexible plastic corner for sealing the window and doors in air-and watertight construction and DELTA-FLASHING helps make an enclosure system air and watertight. DELTA protects property. [www.cosella-dorken.com](http://www.cosella-dorken.com).

## Essence, Barrett & Montclair HET

### Affordable style

Mansfield Plumbing has transformed three of its popular "Affordable Style" suites by launching powerful high-efficiency toilets (HET). The new Barrett HET, Montclair HET and Essence HET each use only 1.28 gallons per flush (gpf),



and complement the current fixtures in the Barrett, Essence and Montclair Suites. The suites are part of Mansfield's "Affordable Style" collection, and include matching toilet, sink and tub options in a variety of design styles. The suites' original toilets use 1.6 gpf. The new Essence HET additionally features a sleeker design than the Essence Suite's original toilet, with a smooth contoured tank and lid. Mansfield's seven "Affordable Style" suites are known for high style at affordable prices. The suites range in design styles, from contemporary to traditional. Two other "Affordable Style" suites come with water-saving toilet options, including the Waverly Suite and the Enso Suite. [www.mansfieldplumbing.com](http://www.mansfieldplumbing.com).



## Roofer'Spade

### Re-roofing just got easier

Garant Tools is expanding from gardening tools to Pro Tools and has just released short handle and long handle shingle stripping spades called the Roofer'Spade. Rather than welded components, they have a one-piece unique head design for maximum strength, a curve to the handle mount that allows the shingle to slide over the tool and both forward and back pivot points for more performance with minimum effort. [www.garant.com](http://www.garant.com)

## EasyHeat Warm Tiles Elite

### Warming floor mats

EasyHeat Warm Tiles Elite floor warming mats make the world's most beautiful floors even more inviting by adding soothing, energy-efficient heat. At less than 1/8-inch thick, these premier-quality mats result in virtually no floor height buildup, significantly reducing installation costs and preparation time. Designed for fine residential and commercial floors, the mats are available in both standard rectangular sizes as well as custom layouts ranging from 6- to 138-square feet for areas with irregular shapes. Adding to their versatility is that the mats can be ordered in



either 120V or 240V with the highest power output in the industry (up to 15W per square feet) so floors heat faster and more efficiently. The mats can be used with numerous choices in surfaces including ceramic, porcelain, terrazzo, glass mosaic, marble, and natural stone and agglomerates, as well as under the engineered wood and laminated. [www.easyheat.com](http://www.easyheat.com).



## Napoleon HD4

### Clean face multi-view direct vent gas fireplace

Napoleon has introduced a new clean face multi-view fireplace, perfect for making an exceptional focal point between two rooms. The new HD4 is available as a See Thru or a three-sided Peninsula and features various firebox/burner options including a log & linear glass burner or a designer fire cradle featuring topaz glass embers to match any room in the home. HD4 multi-view fireplaces offer up to 30,000 BTU's, a massive 1,000 sq. in. viewing area, multiple firebox configurations and electronic ignition with battery backup. Optional Zen modern door kits, contemporary rectangular door kits, media kits and decorative panels are available to match any room. [www.napoleonfireplaces.com](http://www.napoleonfireplaces.com).



## 2X4 Clamps

### The 8-foot clamp in a toolbox

New 2X4 Clamps from Stanley offers limitless clamping possibilities using backbones you already have on site. There is no longer a need to drag bar clamps or any other extra long clamps in your truck; the 2x4 clamp fits into your toolbox. [www.stanleytools.com](http://www.stanleytools.com).



# Wall-To-Wall Solutions

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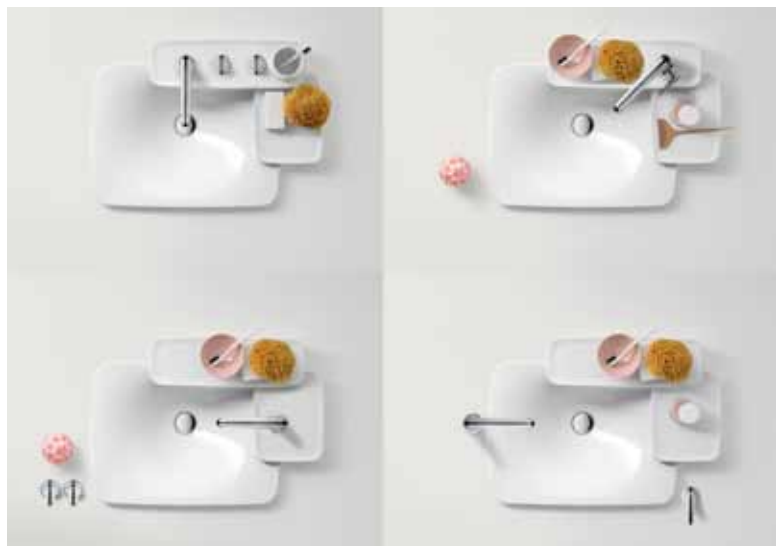
CertainTeed Gypsum offers a wide range of drywall and finishing solutions that will help make your homes stand out from the competition. From the most sustainable wall and ceilings systems in the industry to actively improving air quality and reducing noise

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### Bouroullec Collection

*An open system for the bath*

Designed for Axor by Ronan and Erwan Bouroullec, the open system lets specifiers choose from a variety of bath products and select the elements that best fit their requirements. Because the collection's spouts and handles come as separate components they can be freely placed nearly anywhere on the line's easy-to-drill sinks and shelves. This ability to create a completely customizable bathroom configuration. [www.hansgrohe-usa.com](http://www.hansgrohe-usa.com).



### Trinsic

*Full collection of faucets & accessories*

Sleek elegance of modern design is embodied in Delta's Trinsic Bath Collection with four finishes to create looks from classic modern to modern rustic and a full collection of faucets and accessories to complete the look in the bath at a competitive price. [www.deltafaucet.ca](http://www.deltafaucet.ca).

### Logix D-Rv

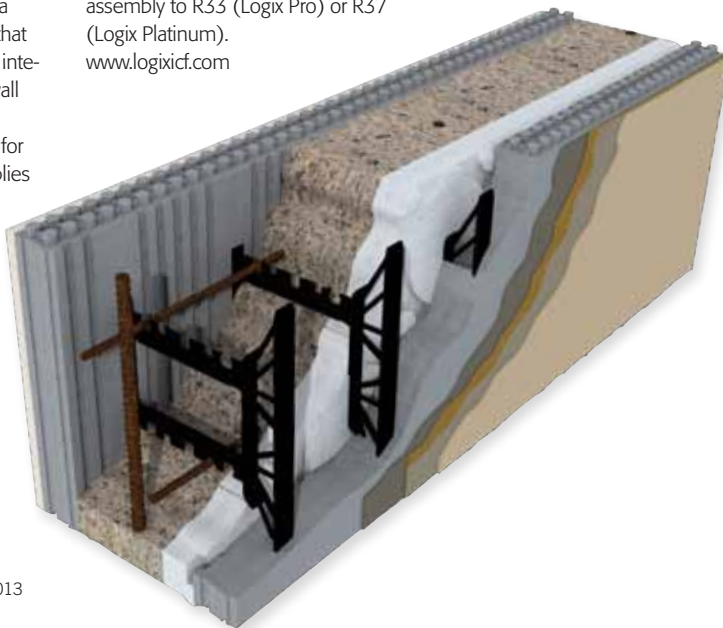
*Interior drainage & added R-value*

The patent-pending Logix D-Rv is a precision moulded slide-in panel that delivers additional R-value and an interior drainage layer to a Logix ICF wall assembly.

A drainage layer is often specified for mid and high-rise ICF wall assemblies finished with acrylic stucco.

The Logix D-Rv slide-in interior drainage layer is the most cost effective and reliable method of choice, tested to have 96 per cent drainage efficiency and eliminating the need for an additional drainage layer to be bonded or mechanically fastened to the exterior wall face. The Logix D-Rv can also be used to quickly and easily boost the

total R-value of a typical Logix wall assembly to R33 (Logix Pro) or R37 (Logix Platinum). [www.logixicf.com](http://www.logixicf.com)



### Schlage Touchscreen Deadbolt

*Durable resistive touchscreen*

The new Schlage Touchscreen Deadbolt has features homeowners and builders are looking for. Security and durability are backed by a Grade 1 ANSI rating—the highest for residential security. The durable resistive touchscreen features a matte finish to protect against fingerprints and smudges, is easy to operate with winter gloves and ensures numbers won't be detectable to intruders after repeated use. The deadbolt can be easily installed with just a screwdriver, comes pre-programmed and can be set with up to 30 unique codes. The strong motorized bolt automatically locks and unlocks when a user code is entered. The innovative Built-in Alarm Technology senses movement of the door and alerts homeowners with an audible alert. Homeowners can choose from three alert settings—Activity,



Tamper or Forced Entry alert—each with a volume and duration level to meet specific security needs. The Schlage Touchscreen deadbolt also features Z-wave automation capability to integrate with systems like Nexia Home Intelligence to control and monitor activity at the door from anywhere using your smart phone. <http://consumer.schlage.com>.

### CELECT Cellular Exteriors

*A step forward in siding*

CELECT Cellular Exteriors by Royal Building Products represents a giant step forward in the siding industry. It offers everything homeowners love about wood, without the appearance of seams or the hassle and expense of continually maintaining it. Made of Cellular PVC, CELECT siding and trims seal out air and moisture so that they will not rot, crack or peel. Instead of butting together, CELECT snaps together with a patent-pending interlocking joint system that makes seams virtually disappear. The unique gravity-lock

design keeps courses locked tightly to each other—sealing out moisture and maintaining structural integrity even under the harshest weather conditions. There is no need for repainting because CELECT's Kynar Aquatec fade-resistant coating resists chipping, cracking and flaking. It also repels water, mould and mildew and can be cleaned with nothing more than a garden hose.

Reflecting Royal's commitment to sustainable development, CELECT is fully recyclable. Its Kynar Aquatec coating reflects energy back into the atmosphere, keeping walls cool and reducing the energy demands. [www.royalbuildingproducts.com](http://www.royalbuildingproducts.com).







GE  
Appliances

## 24" Euro-Style Collection



GE Bottom Mount Refrigerator

**Slim with the largest capacity in its class.** 11.5 cu. ft. of storage space without any compromise.



GE Wall oven

**Bake, broil and make a fashion statement.** Dual racks and convection capability make this a fully-integrated compact oven.



GE Electric Cooktop

**Seamless style and function.** Features four burners and electronic controls, invisible until you need them.



GE Range Hood

**Italian design complements the modern kitchen.** With 600CFM this is the most powerful range in the compact market.



GE Dishwasher

**Upscale appeal.** A panel-ready design allows for a custom appearance.

For more information & products visit [gebuilder.ca](http://gebuilder.ca)  
contact us at [ccommercial@mabe.ca](mailto:ccommercial@mabe.ca) or 1-800-361-2500

A perfect fit.



## Panorama Post

*The most versatile railing you almost never saw*

Durarail, the powder coated railing and fencing systems that can be used in both residential and commercial applications, introduce Panorama Post, an affordable, powder-coated durable post with many options:

**Choose Your Angle:** Rounded glass channels allow for a 60° angle variance so you can adjust to the shape to virtually any space, even if you need to “bend” your glass around a corner. **Choose your mounting style:** traditional surface mount or fascia mount; the choice is yours for the best match to your decking system.

**Choose your glass style:** The tempered glass panels can be clear for view-through railings, frosted for privacy, or any combination of both.

**Choose your height:** Whether you want your glass at post height, just proud of the post for added decor, or extended height to provide a wind or privacy screen, Panorama Post enhances your environment.

Panorama Post provides deck railings, privacy screens, wind screens, pool surrounds, fencing unobstructed view and privacy protection. [www.durarail.com](http://www.durarail.com)

## HomeZada Professional

*A cloud solution for builders*

HomeZada Professional provides builders a cloud solution to easily create an online digital home profile for their buyers to manage their home.



The homeowner gets their own secure online portal with all the digital information about the home including product brands, warranties, building materials, owner manuals, maintenance routines, photos, floor plans, and any closing documents. HomeZada Professional is a green solution that eliminates the traditional stacks and binders of paper that builders give to their buyers. The homeowner portal is a smart solution that proactively alerts the homeowner of seasonal maintenance tasks on equipment, appliances, and other building materials. The solution works for small builders or

for builders who build a large volume of homes. Builders can create a template for every home model they build making it very easy to rollout and the system maintains a digital copy in the cloud for the builder’s records. Builders can also use HomeZada Professional in their marketing process in contracting with new buyers, as well as maintain their online branding inside the homeowner portal. Builders can also save money by reducing costs in the turnover process and lowering service requests during the warranty period. [www.homezada.com/professional-builders.html](http://www.homezada.com/professional-builders.html)

## The Log Home Maintenance Guide

*A Field Guide for Identifying, Preventing, and Solving Problems*

North America has hundreds of thousands of log homes, and every one of them presents unique maintenance issues that differ from homes of traditional stick-frame construction. Lack of knowledge about the unique characteristics of a log home all too often results in inadvertently doing damage when making repairs.

Author Gary Schroeder, a former forester and consultant, has also been a custom log home builder and restoration contractor. From dry rot to carpenter ants, Schroeder has seen it all, and in this Countryman Press edition, he shares his wisdom on how to preserve and protect log homes, taking



advantage of all the recent techniques and products. A state-of-the-art guide to identifying, diagnosing, and solving problems. [www.countrymanpress.com](http://www.countrymanpress.com).



## Illuminare

*Photo-luminescence*

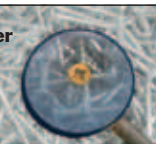
Illuminare is manufactured using the best resins and safe, photo-luminescence, premium grade, glow pigments. In the light, Illuminare products are soft white. As the photo-luminescence particles absorb the light, the colour changes to a soft ocean blue. Charge time is approximately 20 minutes of daylight or manmade light and remains charged for 8 to 12 hours. Exposure to warm water also causes the particles to

become charged. Illuminare products are available in three different shapes and styles of undermount sinks for the bathroom and will work with any solid surface, or laminate counter with professional mounting. Additionally, there are two styles of vessel sinks available, as well as 5 different sizes of integrated sink and vanity tops and side splashes. Illuminare is also available in sheet stock in 1/4" and 1/2" thicknesses. [www.counter-seal.com](http://www.counter-seal.com).

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**Deep Shergill**  
President, CHBA

We were looking for opportunities to make evolutionary changes.

## An Exciting Time for the CHBA

My messages to CHBA members in Home BUILDER usually focus on the important work being carried out by the members of the CHBA, rather than on the Association itself.

So this message is somewhat of a departure, as there are many important and exciting changes underway at the CHBA, and I want to share this with members.

All of these changes are aimed at one goal—making our great Association even more effective and delivering even greater value to our members across Canada.

As entrepreneurs, all of us know that change brings both challenges and opportunities. It is in our nature to seek out those opportunities, so this is an exciting time for the CHBA.

### “Welcome” to Kevin Lee, our new CEO and “Thanks” to John Kenward

I want to take this opportunity to introduce our new CHBA Chief Executive Officer, Kevin Lee. Kevin came on board just in time for the Association’s spring meetings in Ottawa, and he certainly “hit the ground running!”

An engineer by training with a Master’s in Architecture, Kevin brings a wealth of management experience to his new position in the Association. Having worked at senior levels in both the private sector and in government, Kevin has a deep passion for the housing industry and home building. He also brings an impressive skill set that will prove invaluable as our Association refines its vision and seeks ways to deliver even greater value to members in a streamlined and efficient manner.

I know I speak for all my colleagues on CHBA’s Board when I say that we are very pleased to have Kevin running the CHBA’s operations, and are excited to work with him in the months and years ahead.

If you would like to learn more about Kevin, we have posted a more detailed “introduction” on the Members’ Area of the CHBA website ([www.chba.ca](http://www.chba.ca)).

Kevin picks up where Dr. John Kenward left off, with John leaving the Association, after a distinguished career that spanned three decades. John provided tremendous leadership for our organization, and made an immeasurable contribution to our industry.

I know that I join all CHBA members in wishing John the very best as he enters the next chapter in his life.

### CHBA’s Organizational Review

A year ago, the Board of Directors initiated an organizational review of the Association at all three levels. The purpose of this review was to look closely at how we operate today and ask critical questions concerning our structure, capacity and effectiveness, going forward to ensure we continue to deliver the best value and services for our membership.

We entered into this review process being very mindful of the tremendous strengths of our Association and

that the CHBA has evolved over the years in lockstep with changes in our industry and in the political environment we operate within. We were looking for opportunities to make evolutionary changes that would add to these strengths in the years ahead.

To assist the Board in this process, the consulting firm Deloitte was engaged to conduct a thorough review, supported by wide ranging consultation with elected leaders at all levels. This work was guided by a Task Group, comprised of national and provincial elected leaders. Deloitte presented their finding to the Board during our winter meeting in Lake Louise.

The full Deloitte report is available to members on CHBA’s website ([www.chba.ca/or](http://www.chba.ca/or)) and I encourage all members to review it. As with any external review, Deloitte provided the Board with a starting point in seeking out measures that will strengthen the Association. It is now up to the Board to move ahead with this work, ensuring that it addresses the Association’s priorities and culture, and then implement changes thoughtfully and in a measured way.

To move this work forward following the Deloitte report, the Board appointed a Working Group, again drawn from our national and provincial leaders, to recommend initial steps. At our recent spring meetings in Ottawa, the Working Group delivered its recommendations, which focus initially in a “Phase 1” on restructuring and streamlining our National Board and Bylaws. They also recommended some areas where the national Association would benefit from greater capacity, such as in government relations.

The Working Group’s report is has been posted online at [www.chba.ca/or](http://www.chba.ca/or) and electronic comment forms are available for any member wishing to share their ideas and perspectives with the Board.

The organizational review, and the actions that will result from it, remain a “work in progress,” as they should be at this point. Over the summer, CHBA staff and your Executive will continue to review how the recommended changes will enhance the Association’s capacity, efficiency and effectiveness. Draft proposals will be tabled with the Board at our fall meetings in October, addressing implementation of Phase 1 recommendations and plans for carrying on with continual improvement from there. Following the fall meeting, I will again be asking CHBA members to provide their comments and thoughts.

The proposals that emerge from the Board will be presented for approval at next year’s Annual Meeting of Members, to be held in conjunction with the CHBA National Conference in Whistler.

I know I speak for all Board members when I say that we are committed to build on the CHBA’s strengths and reinforce the unique culture of our Association, while ensuring that it is as efficient and effective as possible in the years ahead.

#### CHBA EXECUTIVE BOARD

##### President:

Deep Shergill, Calgary, AB

##### Immediate Past President:

Ron Olson, Saskatoon, SK

##### First Vice-President:

Bard Golightly, Edmonton, AB

##### Second Vice-Presidents:

Jane Morgan, St. John’s, NL

Bob Finnigan, Toronto, ON

##### Treasurer:

Carol Oxtoby, Calgary, AB

##### Secretary:

Steven Crowell, Kentville, NS

##### Presidential Appointees:

Nathan Stone, Langley, BC

Bob Deeks, Whistler, BC

Mike Martin, Ottawa, ON

##### Urban Council Chair:

Don Dessario, Calgary, AB

##### Chief Executive Officer:

Kevin Lee, Ottawa, ON

##### CHBA Contact:

Michael Gough, CAE,

National Office, Ottawa, ON

**27 ▶** As we move into a new era at the CHBA, we remain committed to serving as the voice of our industry, delivering value to members, and implementing changes that build on our strengths.

As I said, this is an exciting time for your Association, and I invite all CHBA members to participate in mapping the road ahead.

### Forum for Growth

Held in conjunction with the CHBA's spring meetings in Ottawa, the inaugural Forum for Growth, a grassroots effort championed by provincial and local HBAs, saw CHBA leaders from across the country spend a day on Parliament Hill meeting with their MPs and ended with an evening reception allowing for more informal discussions.

HBA leaders from all levels took the opportunity to talk with Members of Parliament, Ministers and other key government decision-makers and inform them about the important issues facing our industry.

Getting our members together with MPs and government decision-makers represents an important tool in the Association's efforts to ensure our industry is understood in Ottawa.

The clear consensus among Association members who participated was that the event was a real success, and should be continued in the future. To that end, at our Spring Board meeting following the Forum for Growth, CHBA's Board of Directors passed a motion calling for this initiative to continue, with overall coordination to be provided by our national office.

The Forum for Growth complements the work coordinated at the national level year round and carried out at the local level through our Summer MP Campaign. And it adds a new dimension to the ongoing consultations with federal Ministers and officials that CHBA's Executive and I do on an ongoing basis. I look forward to next year's Forum for Growth.

Together, these measures will contribute to consistent and effective federal government representation on behalf of all CHBA members.

### CHBA Members Pitch In to Help With Flood Recovery

As you know, southern Alberta suffered devastating floods in late June, affecting tens of thousands of homeowners and businesses in many communities, including my hometown of Calgary.

The damage done was truly immense, and it will take considerable time for our communities to rebuild and fully recover. As always, Association members will play an important part in that process. These are communities we built, and we'll be there to rebuild them.

In the aftermath of this disaster, the "can do" spirit that Albertans are well known for has certainly shone through, brighter than ever. I am particularly proud of the commitment and generosity shown by CHBA members

in Calgary and outlying communities.

Within days, the CHBA-Calgary Region was raising money and organizing volunteer efforts, linking members with skills and equipment with affected neighbourhoods and groups that needed their help.

Knowing so many of these CHBA members so well, I would expect no less from them. But their efforts are truly an inspiration and make me proud to call them friends and colleagues.

### The 2013 CHBA National SAM Awards will be OUTSTANDING!

Get a jump on the 2013 CHBA National SAM Awards by visiting [www.chba.ca/SAMS](http://www.chba.ca/SAMS). You'll find the entry forms and information you will need to start planning your entries for this year's SAM competition.

The SAMs are Canada's premier housing awards, recognizing the outstanding achievements of CHBA new home builders, renovators, developers in building and marketing homes.

This year marks the introduction of an exciting new National SAM Award recognizing green renovations. As well, for 2013 there are no separate entry forms required for the Grand SAM and Marketing Excellence Awards: All SAM entrants who qualify for these two prestigious awards will be entered automatically. Be sure to check the What's New? and Competition Guidelines sections on the website to get the latest information.

The deadline for submissions to the 2013 CHBA National SAM Awards is November 8, 2013. So select your best project for this year's competition, get great images of your work, and start putting together your winning entry!

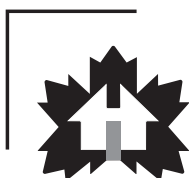
The 2013 National SAM Awards will be presented on Friday, April 4, 2014 during the CHBA's 2014 National Conference in spectacular Whistler, British Columbia.

### New Edition of CHBA's Builders' Manual Now Available

A national bestseller in Canada, and a reference text in many college programs, the 2013 edition of the CHBA's Builders' Manual includes both new and updated information. With over 400 pages of concise information and high quality illustrations, the new edition addresses a variety of topics from building science to practical application. This edition also includes all of the valued content the Builders' Manual is known for, plus a new section on Net-Zero housing, and updated sections on mechanical systems, home automation and air and vapour barriers.

To order your copy of the 2013 edition of the CHBA Builders' Manual, go to [www.buildermanual.com](http://www.buildermanual.com).

The deadline for submissions to the 2013 CHBA National SAM Awards is November 8, 2013.





# Acknowledging John Kenward

*COO of CHBA winds down an illustrious 30-year career*

BY NACHMI ARTZY



*Representing Canada at a recent International Housing Association (IHA) meeting in Paris, France.*

Winding down a 30-year career as COO of the CHBA, Dr. **JOHN KENWARD** recently announced his decision to step down. In a farewell reception held in Ottawa, a long line-up of past presidents, government officials, friends and staff marked the event with anecdotes and praise about Kenward's outstanding service throughout the years.

Overcome with emotion, Kenward thanked all those present, most especially the 30 presidents he served under, noting, "I was fortunate to have so many volunteers and an excellent dedicated staff."

During his leadership at CHBA, one of Canada's most powerful associations, membership has almost doubled to reach 8,000 members. Kenward is proud of the fact that the CHBA became recognized as the home for professional new home builders, renovators and suppliers; members who value their membership and benefits and remained constant through good and bad years.

## Highlights From Tom Cochren's Remarks

CHBA's youngest past president, **TOM COCHREN**, delivered an excellent speech that outlined Kenward's many illustrious achievements, and shared stories that brought an equal measure of laughter and tears.

"In fall of 1983, HUDAC (previously NAHB), soon to become CHBA, was embarking on major changes and hired a lot of new staff, including a bright young lad from the West named John Kenward. He was hired as the Director of Policy Research & Development and worked out of Ottawa following the new mandate of the members. Soon after there were drastic changes in the organization, and Kenward was named as COO.

From the beginning, Kenward's signature philosophy of entrepreneurialism, private enterprise capitalism and democracy was embodied in the association and refined with re-organization and policy work.

Under Kenward, CHBA began a history of saying no to government handouts and incentive programs, instead encouraging recognition by government of social housing needs as

## John left his handprint on many a shoulder in this organization.

an income problem, fairness in taxation, the importance of the National Building Code and an improved development system, the importance of investment in research and housing technology, training and education, and market information—all tools to help builders do a better job for Canadians and help them meet their housing needs.

There were so many more issues, but more importantly there was acceptance of those principles as sound housing policy by government. Affordability and choice became the

benchmark against which we measured any new government regulation or policy idea.

John knew from the beginning that the strength of this organization was in its volunteers at all levels. He nurtured so many to step up, to overcome their inhibitions, and speak for their industry. He instilled confidence in so many members to become leaders—not just presidents but volunteers on all the committees, councils and boards. John left his handprint on many a shoulder in this organization.

John also spent countless hours preparing his volunteers for their public presentations—who can forget those briefing books—but he always took a back seat to the elected members of the CHBA. Staff spoke to Staff. Elected spoke to Elected. That was his credo.



*Cochren (l) and Kenward*

Cochren summed up Kenward's milestones and accomplishments; strong work ethics and long working hours, fiscally prudent, morally persuasive, leveraged resources, focus on policy not politics and untold dedication. John also worked hard on the international front and raised the esteem of the Canadian Home Builders' Association globally.

John, you have played many parts on the CHBA stage and you will be remembered for your passion, for your Integrity, and for your leadership."

**GENE FLICHEL**, past President Canada Mortgage and Housing Corporation in written comments said, "Congratulation on your long and sustained contribution to the housing industry of Canada. I recall with fond memories our times working together back in the 80's and 90's. Your representation of the home building industry was always balanced and put in context of the larger interests of the Canadian public. Your positions were always backed up by good research and analysis, which made public policy discussions and decisions more accommodating and appropriate. All the best and enjoy with pleasure this next phase of your life." ■

# NEW & Improved

*This month, we take a look at a few of the latest improvements in tool technology.*

## Understanding Milwaukee

I just got back from a visit to the Milwaukee design centre where they had lots of exciting tools that won't show up here in Canada for several months yet. Stay tuned!

To understand Milwaukee's line-up of tools one has to understand that they do stick to their core customers: Electricians, Plumbers and HVAC tradespeople. They do not try to be all things to all people, so they don't generally make woodworking tools but they do try to make innovative game changing tools for trade specific narrow tasks.

A long time ago they invented the Sawzall, as a tool for running ducts and cutting pipes, and for next year they have a panel/framing 6-1/2" circular saw for their people who cut a lot of OSB. By the way, I got my hands on this upcoming M18 Fuel cordless saw and it really does cross the line to the lightweight and full power of a corded saw.



They are still supporting their brush-type tools as they find a cost niche for that. Then they have great Li-Ion offerings at several voltages and finally with their Fuel line they combine the best of motors, controls and batteries in an objective to actually replace corded tools. All of their drills and drivers are worth looking at for any renovator or builder.

A good example of focusing on replacing, not imitating, corded tools is their 4-1/2"-5" M18 Fuel surface grinder. Until now no metal

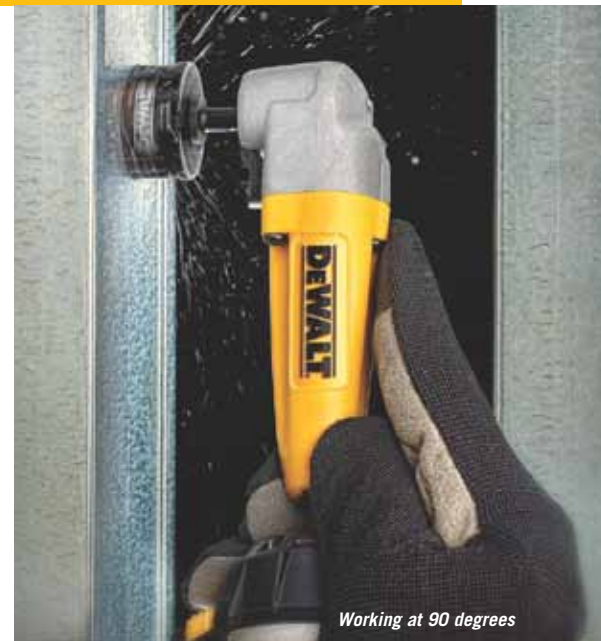
workers would even bother with a battery operated surface grinder—it simply kicks out from overload or overheating a few seconds into the job. Although in shop applications, metalworkers will probably keep their never stopping corded grinders when this tool hits the Canadian market late this year; any on-site work will be done with this cordless Fuel machine which does perform right up there with the corded grinders.



I must mention another teaser from Milwaukee for anyone working with long bolts or all-thread hangers. So simple once it is patented—but this nut driver is hollow right through the handle so you could run that nut 3 feet up a threaded rod—with a magnet to keep it from falling to the floor if you let go. The bolt will never bottom out in the socket! This one just got released in the U.S. and should hit Canadian shelves very soon. [www.milwaukee.com](http://www.milwaukee.com).

## DeWalt Enters the Competition For the Best Batteries

DeWalt has come out with a whole new line-up of Lithium-Ion tools that they have pegged at 20V—which makes it sound just a bit better than 18V. They call it the 20v MAX



Working at 90 degrees

series. They have made the choice to not make lithium ion batteries for their 18-volt Ni-Cad line, which is probably a good engineering choice—optimizing new tool design for Lithium-Ion, which does perform differently than Ni-Cad. But in doing so they open the door for their users to jump ship and buy into one of the competitor's family of tools built around a different battery base.

DeWalt's 20-volt line performs very well and their new Extreme Runtime versions are probably about an equal run against Milwaukee's 18-volt Fuel system where Milwaukee spends a lot of effort talking about bringing motors, controls and batteries together in matched systems for each tool. You guys are going to have to test these two lines against each other on your own construction sites.

One of the most recent and most interesting from DeWalt is their 20V MAX\* XR Brushless Li-Ion Impact Driver with Extreme Runtime. This tool is impressively powerful and compact.

At the top of the page is a newly released \$30 attachment from DeWalt that will find many takers. The Impact Ready Right angle adaptor (DWARA100) is just about the smallest and one of the most durable available -- with a true 90degree angle, a hex drive and a floating ring magnet. [www.dewalt.com](http://www.dewalt.com).





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- 🏠 100% of renovators and contractors found new information or products
- 🏠 86% of all builders found new information or products
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30 ▶ **Wall Scanners**

We used to call them stud finders, now we call them wall and floor scanners. New technology allows us to see more and more inside the walls. DeWalt calls it a Radar Scanner, Bosch UWB Radar Technology and Milwaukee calls it a Sub Scanner detector.

They all detect metal studs, electrical wires, wood studs as well as metal, water-filled plastic pipes and rebar buried in concrete. They indicate the material, the depth of the material and have a screen to give an accurate image of the object below. DeWalt is the latest to the game so they have profited from the evolution of LED screens to give you coloured images of the material below.

From the publicity sheets they all sound just about the same, despite the fact that the Bosch lists for \$1,308 (\$709 on Amazon), the Milwaukee lists for \$650 (\$305 on Amazon) and the DeWalt pre-launch lists for \$546 (expected \$249 in stores). In my experience, no scanner is perfect and often requires checking and double-checking, especially if testing through several layers of material, but they are all much better than we have ever had before. I will let you know when I find out if the price differences provide any real world working differences.



**Diamond-Ground Carbide Tip**

a little slow in tile and concrete but does allow you to cut through multi-layered materials with one single bit. Speciality bits are always better in any given material, but when you want to put an anchor through layered materials; only the multi-bits will get through with reasonable performance in one pass. [www.irwin.com](http://www.irwin.com)

**Blade of the Month**

Until now the only carbide we have found in oscillating tool blades is carbide grit on grinding blades. Bosch has moved the competition up a notch from the durability of bi-metal blades with their first carbide tooth oscillating tool blade, the OSC114C. They weld a strip of carbide to a solid blade base and then grind in the teeth— hence no individual teeth getting knocked off at the weld point. Bosch lists it as standing up to harsh applications like fibre board, cement board, plaster and lathe, ceramic tile, nails, bolts, screws, sheet metal, copper pipe, cast iron and hardwoods. Wow. It has a thicker bracket and the thickness of the blade is tapered for vibration control and more efficient debris removal. [www.boschtools.com](http://www.boschtools.com).



**Tapes: A Drag Opening For Your Finger**

After trying all kinds of tape breaks that usually just got dirty and jam things up, it looks like the industry is moving towards using the skin of your finger for the job. Both Lufkin and Milwaukee have brought out designs that let you do what you have always done with your finger— that perfectly controlled pressure to hold or slow down the retraction of a tape— while protecting you from yourself. They have put the opening on the bottom behind the tape stop so that you can't get pinched as the tape hook hits home. Lufkin calls it their "Control Series," Milwaukee will be launching at the end of the year. [www.lufkintool.com](http://www.lufkintool.com).

**Stopping the Oscillating Tool**

Oscillating tools abound today so the accessories are getting more and more creative. The



latest thing to notice is depth stops. This one from the new Porter Cable heavy-duty job-site offering (PCE605K) is one of the best depth stops I have seen yet. [www.portercable.com](http://www.portercable.com).

**Drill Bit of the Month**

Irwin just announced the launch of their Multi-Material Drill Bit, but the fact is that DeWalt has their Multi-Material bits too and Bosch calls them Multi-Construction.

What is a Multi-Bit? It is a general purpose carbide tipped bit, diamond ground to a sharper point than usual, designed to work best with rotary drilling but can withstand a bit of hammer drilling. It is a little rough in wood,



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](http://www.JonEakes.com)





## Insurance Tips to Get Canadians Reno Ready

TORONTO — Research from TD Insurance has found that the majority of homeowners are not considering the insurance implications of their renovations: Only 6 per cent checked their policy to ensure they were covered during the upgrades and just 16 per cent asked their insurer if their policy needed an update following their last renovation.

Renovators can share these three common home insurance myths and offer advice for homeowners to consider before doing a DIY or hiring a cash operator:

### Myth #1: “My home will be covered under my original insurance policy during renovations.”

Fifty-six percent of homeowners incorrectly believe they will always be covered by their original home insurance policy while their home is being renovated, and 24 per cent are unaware that moving out for more than 30 days during renovations requires a policy update.

Upgrades requiring extensive work, such as adding an extension to your home, may require homeowners to change their entire policy to a building under construction. Further, if no one is living in the home during renovations, it becomes an easier target for thieves and undetected water damage, which is why the insurer may require a vacancy permit if the home is left vacant for more than a month.

### Myth #2: “If my contractor is injured on my property while working, his insurance will cover it.”

Contractors are trained professionals, but accidents can and do happen. However, 41 per cent of homeowners incorrectly believe that if a contractor is hurt on their property while working, they will not be liable.

If a contractor or their employees are injured on the property, the homeowner could be liable for their medical bills, lost wages, or damages for pain and suffering—all out of their own pocket. As a professional renovator, explain this, and show your prospective clients your public liability insurance certificate.

### Myth #3: “Renovations don't affect my insurance coverage.”

Many homeowners don't know which renovations can decrease your premiums, but are willing to find savings: eight-in-ten homeowners (79%) said they would be likely to make certain upgrades to their home if they could save money on insurance premiums in the longer term. Simple renovations like installing security devices, such as alarm systems and deadbolts, or fixing your weathered roof may decrease your premiums.

On the other hand, many homeowners don't know the types of renovations that can impact their premiums: 22 per cent are unaware that upgrading the electrical system or replacing a weathered roof could lower your premiums, and 53 per cent did not know that installing granite countertops or expensive appliances could increase their premiums. Anything that may impact the value of your home or probability of a claim will also affect what and how much insurance coverage is required.

About the TD Insurance Survey: TD Insurance commissioned Environments Research Group to conduct an online custom survey of 2,748 Canadians aged 18 and older, including 1,851 homeowners who have insurance. Responses were collected from February 7 to 18, 2013. ■

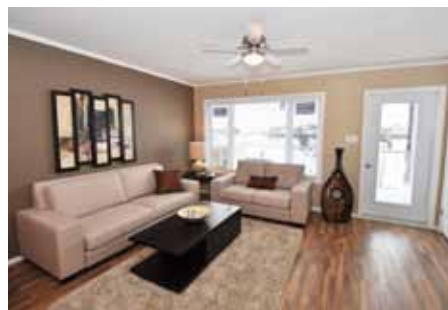
## BUILDERPROFILE

17 ► the NAHC for qualifying families wanting to buy an Innovative Residential home. Beever is quick to point out that neither of these programs would be possible without the support and participation of their partners.

### Building Modular

In 2009, Innovative Residential made the switch to modular housing after completing a major housing revitalization development for 78 duplexes originally built in the 1950s. “Renovating and ‘stick building’ on site 12 months of the year is time consuming—not to mention it’s hard work,” said Beever. “Instead of stick building on site, we now prepare the site and home foundations at the same time that the modular units are being built for the home; it saves time and it makes sense. Our modules are built quickly and efficiently, regardless of weather conditions because they are constructed indoors year-round. The homes are built to be

extremely durable, solid and strong to ensure high quality but also because they have to be transported and craned. Each unit undergoes rigorous checks and inspections throughout each step of the construction process.”



Designs are custom-engineered by the Innovative Residential team to ensure quality construction, efficient assembly, and finally curb-appeal so that the end product fits seamlessly within the community.

“Once we have the site ready and our modules built, we truck in the units and can assemble up to 18 homes in one day,” said Beever. “We then complete all the hook-ups, interior and exterior finishing work, as well as landscaping. What would take most home builders 24 months to do can be done in half the time with our modular building process.”

And there’s no concession on quality. All Innovative Residential homes are built to EnergyStar for New Homes Standards and achieve or exceed an EnerGuide rating of 80 (depending on the unit) to ensure the ongoing affordability of the home for each family.

“Our homes are affordable to buy, energy-efficient, durable enough to stand the test of time, attractive and are located in some of the most active and welcoming of Saskatoon’s communities,” said Beever. “At Innovative Residential, we really do believe that everyone deserves a home they can be proud to own.” ■

## McGill University Launches Tool To Make Green Building Easier

MONTREAL — McGill University has launched an online tool to help in the selection of more environmentally friendly materials for new construction and renovation projects. The Material Analysis Tool (MAT) is an online ranking system that distills manufacturer information to assist users in the selection of building products that are healthy and environmentally responsible. Designed to help McGill University staff and contractors, the MAT is also available to the public.

McGill is a very large purchaser of new building material in the region of Montreal. It is currently managing approximately 500 construction and renovation projects and 50 to 60 per cent of project budgets are allotted to materials. Frustrated with the available tools for making sustainable building decisions, McGill's Facilities, Operations and Development staff, with the support of McGill's Sustainability Projects Fund, set out to develop something better.



MAT has seven criteria of evaluation: certification, durability, health impacts, rapidly renewable content, recycled content, recyclability, and region of manufacture and extraction. Each of these criteria are weighted and summed to create a score for each product in

the database, allowing the designer to rank like-products. This will help McGill staff and contractors, as well as anyone else who uses the tool to identify materials in order to conform to green building rating systems such as Leadership in Energy and Environmental Design (LEED).

There are currently over 350 products listed on MAT, but that number is anticipated that to grow tremendously as the tool is more widely used. For more information, visit [www.materialanalysis.ca](http://www.materialanalysis.ca).

## Building Professionals Announces New Historic QAP Program

WINNIPEG — CHBA-Manitoba member, **Building Professionals**, has launched a complete upgrade and revamp of its quality assurance program. This program is currently offered through various industry partners across Canada and the United States. Historic QAP 2.0 builds on some of the work and standards developed in the mid-1980s that aimed to improve the quality and professionalism of contractors providing services to the residential energy efficiency industry.

This new program provides a very high level of consumer protection, while at the same time providing value and a return on investment for the contractors that will participate in the program. The program is industry based, bringing in manufacturers, contractors, architects, building officials, home/building owners. Some of the highlights for home/building owners include warranty programs that provide 10 year, \$150,000 protection for those that are considering upgrading their house to make it more green and energy efficient.

This program will provide immediate benefits to the Manitoba economy, as Building Professionals looks to add more staff over the course of the next five years. [www.buildingprofessionals.com](http://www.buildingprofessionals.com).

## Altus Group Announces Release Of The 2013 Construction Cost Guide

TORONTO — Altus Group's Cost Consulting Team has released the *2013 Construction Cost Guide*. Backed by over 40 years of industry data and expertise, it is the premier Guide for those involved in the development, infrastructure and construction industries.

The 2013 Guide provides construction costs for a variety of property types on a national scale, covering the scope of Canadian markets: Vancouver, Calgary, Edmonton, Toronto, Ottawa, Montreal, Halifax and St. John's. Within these markets, the Guide provides current analysis, unit rates, measurement and application of cost per square foot for a variety of building types. To request a copy, go to [www.altusgroup.com/research/construction-cost-guide.aspx](http://www.altusgroup.com/research/construction-cost-guide.aspx).

### CALENDAR

Do you have an event you want posted on our new Online Calendar? E-mail your listing to [editor@work4.ca](mailto:editor@work4.ca)

**August 11-15**  
International Symposium on Automation and Robotics in Construction, Mining, and Petroleum Industries  
Canadian Institute of Mining, Metallurgy, and Petroleum  
Montreal, QC  
[www.isarc2013.org](http://www.isarc2013.org)

**September 26-27**  
IIDEX/Neocon Interior Designers or Canada & Architecture Canada  
Toronto, ON  
[www.iidexcanada.com](http://www.iidexcanada.com)

**September 27-28**  
PASSIVE HOUSE NORTH 2013  
Canadian Passive House Institute  
Vancouver, BC  
[www.passivehouse.ca](http://www.passivehouse.ca)

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GE Appliances - Commercial Sales	25	800-361-2500	<a href="http://www.geappliances.ca">www.geappliances.ca</a>
Home BUILDER Magazine	31	514-620-2200	<a href="http://www.homebuildercanada.com">www.homebuildercanada.com</a>
Home Hardware Stores Limited	4	519-664-2252	<a href="http://www.homehardware.ca">www.homehardware.ca</a>
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JELD-WEN of Canada	35	204-510-4745	<a href="http://www.jeld-wen.ca">www.jeld-wen.ca</a>
LP CanExel	13	888-820-0325	<a href="http://www.canexel.ca">www.canexel.ca</a>
Malco Products Inc.	36	800-328-3530	<a href="http://www.malcotools.com">www.malcotools.com</a>
Nudura Corporation	35	866-468-6299	<a href="http://www.nudura.com">www.nudura.com</a>
Rinnai	19, 35	800-621-9419	<a href="http://www.rinnai.ca">www.rinnai.ca</a>
Sage Software, Inc.	2	866-420-7289	<a href="http://www.sagecre.com">www.sagecre.com</a>
Simpson Strong-Tie Canada	3	800-999-5099	<a href="http://www.strongtie.com">www.strongtie.com</a>



## Innovations in Comfort from Rinnai



Rinnai Corporation is one of the world's largest manufacturers of gas appliances. Established in 1920 as a manufacturer of pressurized oil cooking stoves, Rinnai has expanded its product portfolio to include a wide range of residential and commercial gas appliances for efficiently heating water and air. Specifically, this includes Tankless Water Heaters, Condensing Boilers and Direct Vent Wall Furnaces. Rinnai products are known throughout the world for their superior quality and safety, gas-modulating valve technology and sophisticated thermostatic-control systems.

For more information about the complete space- and water-heating product portfolio, visit [www.rinnai.ca](http://www.rinnai.ca).



## Arriscraft goes mobile!



Now, masons, builders and designers can access comprehensive product information and technical tools from their phone and tablet, with Arriscraft's new mobile website.

The mobile site features a photo gallery, product overview, tech sheets, dealer locator, literature, and a new building stone calculator for estimating material requirements.

For more product information, contact:

1-800-265-8123  
[www.arriscraft.com](http://www.arriscraft.com)



## JELD-WEN Willmar Collection Sliding Patio Door Update



The JELD-WEN Willmar Collection Sliding Patio Door has been updated for enhanced performance, beauty and style. Available in 5', 6' and 8' widths by 6'8" and 8'0" (80" and 95") tall, the 5 5/8" all PVC multi-chambered profile frame system is ideal for remodeling or new home construction projects.

For the first time, the Willmar Sliding Patio Door is available in tripane for improved performance and soundproofing. Additional options see Blinds Between Glass for protection against harmful rays and 10 brickmould colour choices. Standard features include dual point lock, white handle, sliding screen and two colour options.

For more information, contact your local JELD-WEN dealer or visit [www.jeld-wen.ca](http://www.jeld-wen.ca).

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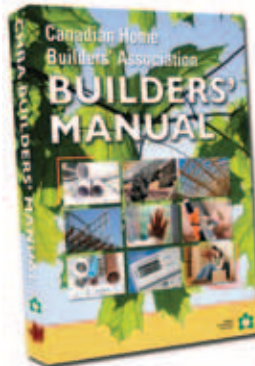


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Phone: 1-866-468-6299



## thefacts

- **Gutter Saws will not grab or twist gutter material.**  
High speed steel teeth set at 10 per inch (25.4 mm) plus shallow cup and short pilot drill projection ensure control.
- **Hole slug will not hang up in saw cup.**  
A tapered compression spring collar on the combination Arbor / Pilot Drill Bit automatically ejects the metal slug.
- **Drop and downspout fit snug and flush. Operation produces clean cut edge and distortion free hole.**  
Malco Gutter Saws have the capacity for cutting a variety of gutter including K-Style aluminum and Half-Round gutter made of zinc coated aluminum (ZincAlum), galvanized aluminum (GalvAlum), painted steel and copper.
- **5 sizes available including true metric.**  
60 mm (2.362-in), 2-3/4-in (69.850 mm), 78 mm (3.071-in), 90 mm (3.543-in) and 100 mm (3.937-in).

**Half-Round Gutter?**

**Round Outlets?**

**Malco has Gutter Saws!**



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