



SUMMER

# BUILDER

THE MAGAZINE OF THE CANADIAN HOME BUILDERS' ASSOCIATION



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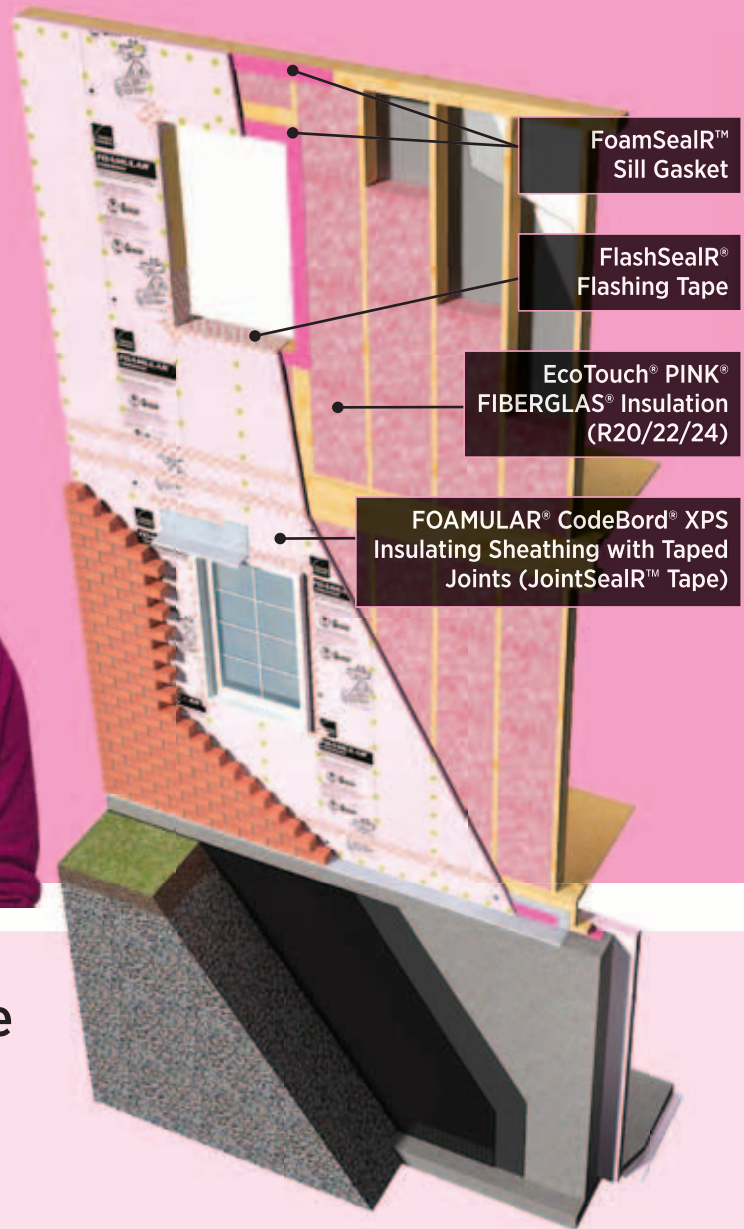
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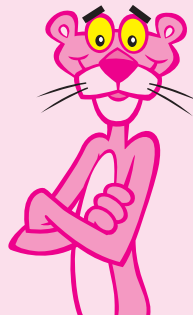
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## PUBLISHER'S NOTE

### Fine-Tuning Celebrates 30 Years of Publishing

After 30 years of publishing *Home BUILDER Magazine*, we are fine-tuning Canada's longest running residential construction publication to better serve our readers.

Starting with the spring issue, the magazine will be published four times per year to coincide with our seasons; spring, summer, autumn and winter. At the same time, we are increasing our online presentations and launching timely and fact-packed newsletters.\*

Our main objective has always been, and will continue to be, offering news and other pertinent information that our readers can use to improve their operations. Our readers' survey revealed that among builders, 71% discovered information or new products, 48% referred to our web links, nearly 33% found new suppliers, and 25% made direct purchases from the magazine's advertisers. Overall, 89% took actions as a direct result of reading *Home BUILDER Magazine*.

Among renovators, 71% discovered information or new products, 38% referred to our web links, and 21% found new suppliers. In all, 77% took actions as a result of reading our magazine.

Our goal is to offer our readers real information they can use. From valuable data pertaining to market condition reports and technical information, to marketing material and finally providing tips on what other builders and renovators are doing to become successful, we aim to help you build your own success stories.

We will continue to deliver the information our readers need most; new product information, new trends, new technologies, installation techniques—and more!

We remain committed to offering the best coverage to our readers—you, who are truly national—by covering builders, renovators and events from coast to coast.

Our 'special focus' will continue to be on the small and medium size builders and renovators of our industry. The contractors who are the true heart and muscle of the residential construction industry, not the giants in big urban centres.

To this end, we would like to receive more input from you, to help us report on the grassroots members of the industry. Write, email or phone to inform us of any events or issues you think will be of interest to other industry members like yourself.

More information about our change of direction will be presented in the autumn issue. Enjoy this summer issue, and enjoy your summer.

Nachmi Artzy  
Publisher

Home BUILDER Magazine is published by Work-4 Projects Ltd. four times a year. Editorial/Advertising: 4819 St. Charles Boulevard, Pierrefonds, Quebec, Canada, H9H 3C7. Tel.: 514-620-2200, E-mail: homebuilder@work4.ca. Entire contents copyright June 2017 by Work-4 Projects Ltd. Reprints only by written permission. Opinions expressed are those of the authors or persons quoted and not necessarily those of the publisher or any other organization. The occasional appearance of photographs depicting safety violation does not represent an endorsement of the practice by the publisher or any other organization. Subscription rates in Canada: \$36\* a year, \$60\* for two years, \$80\* for three years. U.S. and foreign subscriptions payable in U.S. funds only. ISSN No. 0840-4348. Legal deposit — The National Library of Canada and Bibliothèque et Archives Nationales du Québec, 2007. Canada Post Permit #0295647. \*Plus applicable taxes. GST/HST registration #R105741383 • Date of mailing: June 2017

\* Scan QR code on page 8 or visit [www.homebuildercanada.com/sub-newsletter.htm](http://www.homebuildercanada.com/sub-newsletter.htm) and signup to receive our newsletter.

## Starts Remain at 200,000-Plus Pace



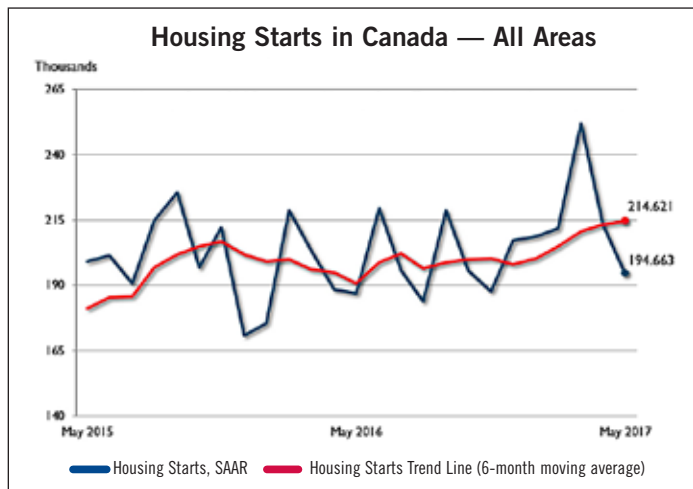
Canadian housing starts are on track to reach 213,768 units this year, according to Canada Mortgage and Housing Corp. (CMHC) based on April housing starts. This was up from a pace of 210,702 units, seasonally adjusted, a month earlier.

This trend measure is a six-month moving average of the monthly seasonally adjusted annual rates (SAAR) of housing starts.

“New housing construction increased in Canada, with seasonally adjusted data exceeding 200,000 units for five months in a row,” said Bob Dugan, CMHC’s chief economist. “The increase in the trend was mainly due to apartment construction in British Columbia and Quebec, which was partly offset by a decline in Ontario’s multiple starts.”

Seasonally adjusted urban starts in April were 199,485 units. Multi-family urban starts were 134,314 units in April and single-detached urban starts decreased by 12.1 per cent, to 65,171 units.

Rural starts in April were estimated at a seasonally adjusted annual rate of 14,613 units.



## Built Green Challenges Municipalities

For the fourth year, Built Green Canada has challenged Canadian municipalities to encourage sustainable building policies.

The response was, once again, impressive with 20 cities and towns proclaiming June 7 as Built Green Day.

Lethbridge even marked the Day by lighting up its City Hall with green LEDs on June 9 and June 10, while other municipalities endorsed third-party certified programs—including Built Green’s.

Built Green Canada encourages municipalities to include its programs alongside other sustainability programs. The sustainability effort is gaining traction at the consumer level, according to the CHBA. Its 2017 *Canadian Home Buyer Preference National Study* found that 63 per cent of homeowners say a high-performance home is a “must have.”

Affordability is also high on Built Green’s agenda.

“We want municipalities to encourage certification programs that are affordable for the builder and the home buyer,” said **JENIFER CHRISTENSON**, Built Green Canada CEO. “Most of the builders certifying to Built Green recognize the competitive advantages it offers, including rebates on mortgage loan insurance premiums.”

And of course, Built Green helps mitigate climate change.

Christianson noted that Built Green Canada is an industry-driven, national non-profit organization offering programs for residential building, and since its inception, has certified 29,250 homes across Canada.

## Canada’s Largest Passive House is “Dumb”



What is being hailed as Canada’s largest Passive House project is rising in Vancouver, but it is not a house and it does not require sophisticated technology. The six-storey, 86-unit rental apartment building “is a super insulated, dumb building,” explains **SCOTT KENNEDY**, a partner in Cornerstone Architecture.

“[There is] no technology or complicated mechanical systems [to break down], just a simple high-quality building envelope, high quality windows, and high-quality air control through heat recovery ventilation. Conceptually, the idea is much like the old Europe farmhouses—the ones with the two-foot thick stone walls that keep you warm in winter and cool in summer,” said Kennedy, who worked with 88 Avenue Development Corp. on the building.

There are currently about 40 Passive House projects in Canada, but demand is growing for homes that use a fraction of the energy of a conventional home.

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

**The Magazine of the Canadian Home Builders' Association**  
Vol. 30 No. 2  
Summer 2017

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# E NEWSLETTER

## COMING SOON: Home BUILDER Magazine e-Newsletter

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## Next Issue: Autumn

### Annual Renovation issue/Jobsite Tools

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## Hamilton Joins “Problematic” Cities

Hamilton, Saskatoon and Victoria have joined the ranks of Canadian cities with “problematic” housing market conditions, according to Canada Mortgage and Housing Corporation (CMHC).

Problematic references cities with evidence of overvaluation and price acceleration. This assessment largely reflects market conditions in Vancouver and Toronto, and their neighbouring centres such as Victoria and Hamilton.

Evidence of overvaluation has moderated at the national level, but increased in Victoria since the previous assessment because fundamentals are not keeping up with higher prices.

Due to improved balance between economic conditions and home prices in Regina, Montreal and Quebec, evidence of overvaluation has been lowered in these three CMAs. This resulted in Regina now being assessed as having moderate overall evidence of problematic conditions, Montreal now shows weak overall evidence of problematic conditions. In Moncton and St. John's, where the supply of homes is adjusting to the demand, resulting in a reduction from moderate to weak evidence of overbuilding.

Strong evidence of problematic conditions continue to be detected in Vancouver, Victoria, Toronto, Saskatoon and Hamilton, CMHC reports.

## 100 Trade Students, Employers Honoured



More than 100 Lethbridge students and employers were honoured for their success in trade studies in the fast-growing Alberta city.

Five trade-related groups consisting of the Canadian Home Builders Association Lethbridge Region (CHBA), the Lethbridge Construction Association (LCA), CAREERS: The Next Generation, and both Lethbridge School District No. 51 and Holy Spirit Catholic Schools have come together to jointly recognize the efforts of local employers, employees and students dedicated to improving awareness of skilled trades by giving deserving apprentices recognition and scholarships.

Over 90 high school students received certificates of recognition and a gift card for completing the Registered Apprenticeship Program (RAP).

RAP is a program for high school students who are full-time students and registered apprentices. In addition to the graduating high school RAP students, more than 20 financial scholarships totaling \$14,000 were given to working apprentices of CHBA and LCA member companies. These recipients are individuals, most with families, who are working towards the final stages of a career in the trades.



By Peter Norman

## Learning from the Census and Preparing for the Next Five Years

For housing economists the release of results from the Census of Canada – which only comes once every 5 years – is a particularly exciting time. We have an array of data at our disposal on a month-by-month and annual basis from CMHC, Statistics Canada and our own Altus Data Solutions group that help us understand and forecast housing market conditions and how they are affected by local and national economic conditions. But the Census provides a much richer, long-term view. By showing demographic insights and data on consumption choices of individual Canadians across the country, the Census is invaluable for fine-tuning our understanding of housing demand over longer periods of time and more accurately cuts through the “noise” of high frequency data to support a sober forecast of likely future needs for housing.

The remainder of this column will show some results from the 2016 Census, and implications we are currently looking at.

### Six Largest Met Areas Led Growth from 2011 to 2016



SOURCE: ALTUS GROUP BASED ON CENSUS OF CANADA DATA

About 150,000 net new households were created on average per year Canada-wide in the 2011-2016 Census period, down some 15% from the 177,000 persons per year in the previous five-year period. This moderation in growth was a bit of a surprise. Based on population growth during that period, the sharp uptick in the number of births and the maturation of the millennial generation into

their prime household forming years, we expected some 185,000 net new households per year. The “gap” between expectations and reality represents “pent up demand” that emerged in this period. We now know that a sequence of events has slowed household growth, including younger people staying at home longer, younger people bundling up, and other factors. Some of these factors are related to affordability and some to the lengthy recession in Canada’s energy provinces through the 2014-2017 period.

### Urban Growth

Together, Canada’s six largest Census Metropolitan Areas (CMAs)—Toronto, Montreal, Vancouver, Calgary, Ottawa-Gatineau and Edmonton—accounted for about two-thirds of population growth and just over half of household growth in the 2011-2016 period, similar to the situation in each of the two previous census periods. Growth rates in the six largest urban areas combined outstripped the rest of the country as a whole by a wide margin.

The Census helps us understand patterns of growth within major urban areas. For example the City of Toronto’s share of the whole Toronto Census Metropolitan Area (CMA) population growth increased to about one-third in 2011-2016 from about one-quarter in 2006-2011. The improved share of growth for the central area of the Toronto CMA is consistent with the increased number of condominium apartment units that were completed during this period. The City of Montreal saw a reversal in the downward trend in its share of CMA population growth. The Vancouver, Ottawa-Gatineau and Edmonton CMAs also saw relatively more growth in their central municipalities than during 2006-2011.

These patterns may be more evidence that there has emerged a “missing middle” in terms housing supply, which can mean a lack of creative low-rise housing, especially brought forward as gentle intensification infill projects through suburban areas of some of Canada’s larger CMAs.

The Census provides considerable insights into households and their demand patterns—especially around their principal residences—but that is not the only form of demand for housing in Canada. Between the middle of 2011 and 2016 nearly 1 million new housing units were completed and readied for occupancy (925,000 units). This is of course, considerably higher than the total growth in households over that period as measured by the Census—by a margin of about 175,000 units (in total over five years). This has led some to speculate on factors such as foreign buyers and units remaining empty, but the reality is a lot more complicated than that.

Firstly, the gap between household growth and completions has to be adjusted for factors like demolitions and normal changes in vacancies in rental markets. Secondly, it is important to properly account for the many forms of non-principal-residence housing occupancy—including units occupied by students and other domestic persons who are temporarily living in a different location away from their “home” (such as politicians, seasonal workers, etc.); units occupied by foreign temporary workers, vacation properties, short-term rentals (such as Air BNB), etc. These uses may have created net new demand for 100,000-150,000 housing units between 2011 and 2016. For the most part these non-household occupancies are important legitimate economic uses, but not properly forecasting or planning for them can lead to housing shortages that may be responsible for some of that pent-up demand observed over this period.

We eagerly await the remainder of the Census data over the next several months.

Peter Norman is VP & Chief Economist at Altus Group and leads a national team of economic advisors providing policy analysis, feasibility assessment and economic intelligence to the home building and real estate industry. He can be reached at peter.norman@altusgroup.com.



By Jenny Pon

When hiring tradespeople, remember that if you hire the company with the lowest bid—or if you squeeze on your price—you will often get what you paid for.

Jenny Pon is a principal with Grant Thornton in Edmonton. She works with privately held businesses in the residential construction sector. Jenny can be reached at Jenny.Pon@ca.gt.com or by phone at 780-401-8214.

## Navigating the New Normal

### *How to thrive in residential construction*

New building codes, green energy codes, mortgage rules, drywall tariffs, changing consumer demographics, technological advancements, and an uncertain trade relationship with the south—clearly, the Canadian residential construction industry is not what it used to be.

To brainstorm solutions to these changes, industry members gathered in Edmonton this February for the annual Grant Thornton Residential Construction Roundtable Dinner. Here are some strategies that emerged that will help you adapt to the new “normal.”

#### Joining forces

As governments at all levels begin introducing new regulations to help rein in frenzied buyers, tensions in the residential construction industry are rising. However, there is danger in harbouring an adversarial relationship with local, provincial and federal governments. Instead, it is incumbent on the industry to identify common goals, such as the desire to build great cities, and to then take the necessary steps to help governments execute them.

This relationship starts with boosting the reputation of the residential construction industry. Local governments have not always seen home builders and land developers as ideal partners. To rectify this, it is time for builders and developers to form a united front by only hiring tradespeople and suppliers who have the highest work ethics.

Similarly, the industry—along with consumers—should reach out to governments and speak up when it is noted that regulations are not working. Associations, advocacy groups and individuals alike should seek to educate elected officials about how government regulations are impacting local businesses and constituents, and then make sound suggestions to help the government determine alternate courses of action.

#### Forward thinking

In addition to changing the reputation of the industry, organizations must adopt innovative practices if they hope to adapt to a shifting marketplace. Part of this involves identifying how consumer needs are evolving, and then taking steps to meet those needs.

For example, due to the rapid rise of housing prices, many millennials view homeownership as a pipe dream and are opting for more urban dwellings instead of suburban mansions. Even retirees are vying for more walkable, urban neighbourhoods. Immigrant buyers, who will likely fuel future residential growth, are looking for homes at more affordable price tags.

Builders should pay attention to these changing demands and consider altering their work practices accordingly. In many cases, this means finding ways to operate more efficiently so they can pass savings on to

buyers. They can do this by paying trades a flat rather than an hourly rate, or implementing more efficient building processes.

Habitat for Humanity in Edmonton took this to heart by investing in a 60,000-square foot prefabrication shop. By prefabricating walls, decks and stairs, the not-for-profit organization can not only build homes quicker—and safer—but they can also build 365 days a year with zero percent waste. Given that it can now take over 10 months to build a home that used to be built in 60 to 90 days, prefabrication, according to one roundtable member, could be a significant game changer for home builders to reduce the time to completion.

#### Power in people

With countless factors being out of your control, it is helpful to remember two things you can still manage: your people and your processes. Now is the ideal time to invest in your team and reset your methods to ensure they are aligned with today’s changing residential construction environment.

To strengthen your team, take measures to keep your good employees by benchmarking your compensation packages against industry averages, or offering perks such as more vacation time or better benefits. When hiring tradespeople, remember that if you hire the company with the lowest bid—or if you squeeze on your price—you will often get what you paid for. Consider paying a bit more for experienced tradespeople that really know what they’re doing.

Given the extent of the skilled trades shortage across the country, however, it may be difficult to find tradespeople with the ideal level of experience. In these cases, consider tweaking your processes by taking time to provide more detailed specs and offering more extensive instruction or training to ensure the work is done properly.

Ultimately, by taking a team approach, sharing your vision, and working only with those that share your passion and vision, you can set yourself apart in the marketplace.

#### Moving forward

With heightened costs and increased regulations, the residential construction industry is certainly facing challenging times. To really succeed in this new normal, businesses across the sector must work together to increase accountability, devise a strong support system, and find new ways to meet the needs of home buyers—both today and into the future. ■



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# Introducing 2017 CHBA President: Eric DenOuden

At the CHBA Conference in St. John's, Newfoundland, **ERIC DENOUDEN** 'took the helm' as the Association's 2017 national president. Eric has been a member of CHBA's Executive Committee for the last three years, serving terms as both second and first vice-president.

Eric is the owner and president of **Hilden Homes Ltd.**, a Belleville-based land development and home building company he founded in 1985. Hilden Homes has built over 1,500 homes throughout the Bay of Quinte region, developed many subdivisions, and constructed commercial projects.

An active member of Quinte Home Builders' Association for over 30 years, including a term as president, Eric also served on the Board of the Ontario Home Builders' Association (OHBA) for five years, acting President in 2013 and 2014.

Eric has served on several charity boards and assisted with construction projects in developing countries. Eric and his wife, Toni, have seven children and 16 grandchildren, and live in beautiful Prince Edward County, Ontario.

**HBM:** In your Inaugural Address, you urged governments to more fully recognize the role of housing affordability in Canada's economic future. Why do you feel this is so important?

**Eric:** When we look at our country's strategic economic interests, given demographic trends, it is clear that Canada needs to continue

to attract the world's 'best and brightest' to contribute to our economy. We need young, talented people with drive and ambition.

I think Canada has a unique 'brand' among developed countries. You see this in the lists stating the world's best places to live or do business. Canada is always in the top section of these lists because of the quality of life offered in our communities, with a big part of this success being the quality of our housing and new neighbourhoods.

Talented young people from around the world select Canada because of the opportunity to settle down and raise their families in accepting communities. This is why housing affordability and choice matter so much. These hardworking people need to have a fair shot at achieving the middle-class 'Canadian dream' of homeownership. They want a place to call

**This is Canada,  
and owning a home  
is just part of who  
we are as a nation.**

their own, to raise a family and be part of the community.

We need to develop our cities in a sound and sustainable way, but Canada is vast. There is no reason why housing supply should be as constrained as it is in our fastest-growing cities, causing prices to skyrocket. Instead, we should be planning for this sort of growth and making sure that young families can find a home that meets their needs at a price they can manage.

In a highly competitive and unpredictable world, Canada has some unique benefits. Housing affordability has always been one of these advantages and government decision-makers need to give this more thought.

**HBM:** You have served as a local, provincial, and now national leader in the Association. What is your perspective on the Association?

**Eric:** At all levels, the Association is a tremendous organization, bringing together everyone involved in delivering great homes to Canadians. Home builders, renovators and developers are at the 'pointy' end of things, but trades, suppliers and manufacturers, lenders, professionals and many others are equally important. As a developer and builder, I could not operate without these skilled people—they are an essential part of my team. The CHBA works hard to represent all valued members.

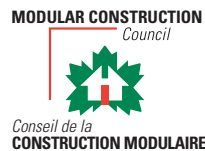
Whether locally, provincially or nationally, our Home Builders' Association faces a daunting workload. Thankfully, we have a tremendous level of collaboration between all three levels of our Association ensuring we 'get the job done' in representing members' interests. Issues like last year's drywall tariffs were resolved as a result of this type of partnership. I know we will continue to see this sort of teamwork on issues in the future—when we work together, we are a much stronger voice for our industry.

Canadian  
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Association



The 74th CHBA National Conference in St. John's  
was a great success!

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# Ontario

BY FRANK O'BRIEN

## Upshift expected in Canada's hottest housing market



PHOTO COURTESY: MATTAMY HOMES

### *Home starts are rising, prices are soaring and renovations could top \$30 billion in 2017*

The Ontario government moved this spring to “cool” the white-hot provincial housing market but the 16 measures introduced under its Fair Housing Plan will likely do little to curb demand for new homes or renovations.

Some measures—a foreign buyer tax, an empty home tax and tougher rent controls—are aimed at Greater Toronto and will have minimal affect outside of the Golden Horseshoe, analysts say. Also, the government’s plan to increase housing supply in a bid to lower housing costs could have the reverse affect, driving up residential land values and fueling further speculation in the condominium market.

This speculation could be a good thing for an Ontario economy that will see rather tepid two per cent GDP growth this year, and, according to the Conference Board of Canada, “is hampered by elevated public debt [that] will undermine an otherwise strong outlook.”

Ontario Home Builders’ Association (OHBA) CEO **JOE VACCARO** noted that Queen’s Park should tread carefully around one of its top industries.

“The province is clearly benefitting from this hot housing market,” Vaccaro said.

In 2016, he noted, Ontario collected more through the land transfer tax (\$637 million) than its gasoline tax, and benefitted from

billions of dollars of additional HST (\$714 million) on residential sales, plus the 360,000 tax-paying jobs supported by the housing sector.

Housing, Vaccaro said, was the key reason the Ontario government could claim a balanced 2017 budget.

While the OHBA continues to call for lower taxes on the new home and renovations, most members are likely happy with the status quo.

For many, this is as good as it gets.

In the first quarter of this year, total Ontario housing starts reached 15,910 units, up 17 per cent from what was considered a blistering first quarter of 2016, and blowing past Canada Mortgage and Housing Corp. (CMHC) predictions of a slow down.

The increase is not restricted to Toronto, which saw a 10 per cent spike in starts to nearly 11,000 in the first quarter. Starts in London are

up 234 per cent this year and are 71 per cent higher in Ottawa, up 52 per cent in Guelph and 25 per cent in Windsor.

### Renovations

The renovation sector is also expected to see a surge this year. A spring survey by CIBC found that 56 per cent of Ontario homeowners plan to “repair or improve” their homes in 2017 up from 37 per cent in 2016 when homeowners spent more than \$28 billion on renovations.

“Ontarians are aging, the housing stock is aging, home prices are on the rise and more buyers are turning to the resale market — all these factors support renovation spending,” said **TED TSIAKOPOULOS**, CMHC Ontario regional economist.

CMHC estimates the typical house owner in Ontario is holding close to \$300,000 in equity.

“It is not uncommon to see half-a-million dollar renovation now,” said **PEDER MADSEN**, co-owner of CCR Building and Remodeling in London. CCR recently completed an \$800,000 remodeling contract, he said. His 12-person crew “is just swamped with work” Madsen noted.

London, where 934 new houses started in the first three months of this year (from 292 in the same period in 2016) is seeing a surge of home buyers from Toronto, and many newcomers are also renovating, Madsen explained. The rapid construction pace could even pick up in the Golden Horseshoe’s multi-family market as the Ontario government amends its Growth Plan to allow more municipal flexibility in planning and zoning.

But don’t expect housing demand or prices to falter, experts say, because more people are moving in all the time.

In the year ending September 2016, Ontario saw a net inflow of nearly 86,000 people, the highest level in 17 years, according to Statistics Canada, which said most are coming through international immigration.

Vaccaro is among those who welcome the stronger role in housing given to local cities, but he said it would not cool demand.

“The new Growth Plan will not alleviate either the housing supply crunch or escalating home prices,” he said, though he expects the emphasis to switch to more condominium and townhouse projects.

In other words, 2017 – good as it is – may not be even near the peak of Ontario’s strong housing and renovation market. ■

### Ontario Q1 Housing Starts Snapshot

*Cities with largest increase in starts*

	Q1 2016 starts	Q1 2017 starts	% Increase
London	292	974	234%
Ottawa	793	1,354	71%
Guelph	180	274	52%
Kingston	35	44	26%
Toronto	9,412	10,935	10%
ALL ONTARIO	13,644	15,910	17%

Source: Canada Mortgage and Housing Corp./ Ontario Home Builders’ Association

# Pavers Can Lock in Profits

BY FRANK O'BRIEN

One of the CHBA New Home Awards winners—RND Construction and Christopher Simmonds Architect, Ottawa, ON: "Revelstoke Drive"

Interlock concrete paving offers not only a flexible landscape option for homebuilders but also a path to profit for renovation contractors. The hardscape pavers can be used to create anything from landscape borders to driveways, retaining walls, decks, walkways, and water features.

And business is booming.

Gross sales in Canada increased 8.8 per cent in 2016, according to the Interlocking Concrete Pavement Institute (ICPI), but it adds that competition is also increasing as more contractors get into the business.

**ADAM CLARK**, founder and president of **Showcase Stone Works**, which works in the Ottawa area, credited the recent bad weather for at least part of interlock's growing popularity. Showcase is among at least a dozen such hardscape contractors in the Ottawa Valley, which has a rich history of Irish stonemasonry.

Most of Clark's work is on home renovations and commercial contracts, but homebuilders often use the interlock pavers to provide quick, uniform and attractive landscaping for new subdivisions, he said.

If laid properly, Clark said, interlock pavers are not only durable but also resist freeze-thaw climate cycles and can help handle the heavy rainfalls seen this year in many parts of the country.

A growth market could also be in municipal and other government contracts, according to

the ICPI, which presented a Montreal seminar this April that was limited to the "staff of government agencies and design professionals providing services to the municipal market."

There are a number of suppliers and distributors for interlock pavers, but the largest manufacturers serving Central and Eastern Canada are **Unilock**, which claims to have invented concrete interlock pavers in Barrie, Ontario in 1972; **Permacon**, a veteran manufacturer

**"The backbone of the job is the base. If the site isn't prepped properly, you are asking for problems."**

based in Woodstock, Ontario that boasts 13 plants and 800 employees; and **Techo-Bloc Inc.** of Saint-Hubert, Quebec. In the far West, **BC Brick Suppliers Ltd.** of Richmond, B.C., is a major supplier to the Lower Mainland's strong housing market. As well, **Home Depot**, **Rona** and other major hardware stores stock various brands of interlock pavers across the country.

Interlock concrete paving is labour intensive and can involve heavy lifting, Clark said,

and it takes special care to prep sites properly.

"The backbone of the job is the base," he said, "if the site isn't prepped properly, you are asking for problems."

This means laying and compacting a sub-layer of soil, sand and gravel that allows draining and climate flexibility, and a Geotextile layer to stop weeds, he explained, plus a concrete border.

While prices vary across the country—and by the level of quality—a typical concrete interlock paver ranges from \$1.25 to \$1.50 per square foot, but typical all-in installation costs can rise to \$14.50 per square foot, so there is a fairly healthy markup.

Figure on charging from \$1,800 to \$2,200 for a 300-square-foot patio renovation, for example. A key advantage for contractors is that, if done properly and sealed against weather damage, there are few callbacks on interlock paving projects.

**RND Construction** of Ottawa installed interlock pavers on its CHBA award-winning Revelstoke Drive project and Edmonton-based **Brookfield Homes** tapped concrete pavers for the entry to its Orchard single-family subdivision, which was also recognized in the 2017 CHBA Awards for Housing Excellence. 🏠



Ottawa-area contractor Adam Clark of Showcase Stone Works lays interlock pavers during a landscape renovation.



# 16th Annual New Product Showcase

COMPILED AND EDITED BY JON EAKES

*A selection of great innovative new products that will help you do more, do better, and increase profits.*



## North American Competition in Track Saws

DEWALT introduces the FLEXVOLT 60V MAX 6-1/2" Track Saw, delivering a finished edge just like a table saw. The Track Saw is capable of an on-track cut depth of 2-1/8" (54mm) at 90° and 1-5/8" (41mm) at 45°. It includes a depth scale to accurately indicate exact depth of

cut. The scale accounts for the thickness of the track from the bottom of the track down to 1/16". With straight plunge and a parallel-link plunge mechanism, the saw can be used in a variety of ergonomic orientations. A dual-edge track allows for fast set up and long anti-splinter guard

length. In addition, a rail adjustment feature allows the saw to be accurately adjusted. FLEXVOLT combines the convenience of cordless with the precision, portability, and versatility of a corded track saw. [www.dewalt.ca](http://www.dewalt.ca)



## Corded Power Without the Cord

The Milwaukee M18 FUEL 10" Dual Bevel Sliding Compound Miter Saw is the industry's first 18V miter saw to deliver corded capacity and performance, with the convenience of cordless portability. It has the capacity to complete a wide range of core applications – from frame to finish – including

5-3/4" Vertical Capacity for cutting large base up against the fence, 2x12 Horizontal Capacity for cutting stair treads and large stock, and 5-1/4" Crown Nested for cutting large crown molding in position. When equipped with the M18 REDLITHIUM HIGH DEMAND 9.0 Battery Pack, it powers through up

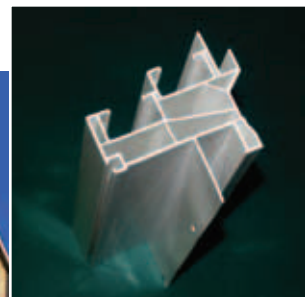
to 400 cuts on just one charge, eliminating the hassle of switching out battery packs throughout the day. It features a bevel capacity of 48° left and right and utilizes 9 bevel detent stops. It also features a Shadow Cut Line Indicator for improved accuracy. [www.milwaukeetool.ca](http://www.milwaukeetool.ca)

## Everything in One Extrusion Stops Window Leaks

The ideal new construction double hung should not need to have an external accessory brick mould or siding J added for three reasons: 1) the connection between any accessory and a main frame is always a potential location in the long-term for water or air

penetration over time, 2) most accessory J fins are single wall and cannot be welded, 3) accessories cost money and labour. The 210BMJ has an external double wall that allows for welding and provides enough space to be a brick mould without additional external accessories. As an integral part of the main frame, it has no

potential for leakage, does not require any long-term maintenance, and adds no extra cost. This double hung's basic model with our Solar Gain glass and Argon gas is designed to meet both the Building code and be Canadian ENERGY STAR certified for all three zones. [www.vinylwindowdesigns.com](http://www.vinylwindowdesigns.com)





## 9.0 Ah for All-Day Cordless Work

The Milwaukee M18 REDLITHIUM HIGH DEMAND 9.0 Battery Pack completely shatters cordless expectations, delivering up to 5X more run-time and 35% more power, running 60% cooler than standard lithium-ion batteries. Fully compatible with the entire M18 system, this new battery technology

exceeds what's possible on high-voltage or multi-battery tools and instantly increases the performance of users' current M18 cordless tools. The new M18 HIGH DEMAND 9.0 Battery Pack will deliver more work per charge and over the life of the pack than any other power tool on the market regardless of voltage.

The HIGH DEMAND 9.0 pack is optimized for high draw M18 FUEL tools and solutions that need an extensive amount of sustained power and run-time for applications such as high demand drilling, chipping, cutting, and grinding. [www.milwaukeetool.ca](http://www.milwaukeetool.ca)

## A Lighter High-Powered 18V Battery

Bosch unveiled its game-changing CORE 18V battery platform in 2017, and in the heated power tool battery landscape it stands out. The new 18V system is 43 percent more powerful than the competitor's best models. It's also 35 percent more compact and

24 percent lighter, making it the most powerful, compact and lightest battery on the planet. How? The Bosch battery employs advanced lithium-ion technology to deliver 80 percent more power than previous generation Bosch batteries. Plus, the

battery housing transfers more heat to the outer surface resulting in up to 35 percent better cooling and an overall longer battery life. The real game changer, though, is that the CORE 18V platform provides 100 percent

## The Electronic Tour Guide for Your Show-home

Wave is a smartphone and tablet app that creates memorable guided experiences for showroom visitors, gives salespeople a convenient source for product specifications and offers a friendly way to initiate follow-up. Showrooms equipped with Bluetooth beacons can trigger location-based alerts, calling attention to nearby highlights. Salespeople are often asked detailed product questions but don't always have an answer. Wave gives salespeople comprehensive specifications to answer those questions



on the spot. A guest wish list can collect information on visitor interests as well as push visitor information into sales lead tracking systems.

Originally designed for retail showrooms, this app can also be used to make show-homes more dynamic and effective. [www.waveshowroom.com](http://www.waveshowroom.com)

## Voltclaw Works Where Your Fingers Can't Go



Until Voltclaw-12, electrical wires were typically manipulated by hand or with tools designed for other purposes, such as a screwdriver or wire stripper.

These methods put the electrician in danger of electrical shock, especially when metal tools are used. The Voltclaw-12 is a simple-to-use, low-cost

tool that is nonconductive to allow the safer management of 12-14 gauge electrical wiring within junction boxes, switch boxes, outlets, panels or anywhere electrical wires are installed. Molded from rugged, impact-resistant nylon, the Voltclaw-12 has no metal parts and is nonconductive up to 1000V. Its smooth edges allow an electrician to safely bend and move wires without damaging insulation, unlike with standard metal tools that can nick and break it. [www.voltclaw.com](http://www.voltclaw.com)

backwards compatibility with all 18V Bosch lithium-ion tools and chargers. You don't need to buy an entirely new suite of tools to take advantage of the power boost. [www.boschtools.com](http://www.boschtools.com)

## The Pleasure of a Fat Raindrop

Unique in both design and functionality, one of the standout pieces in the the Zura bath collection from Delta Faucet is the luxurious pendant raincan shower head with H2Okinetic technology. Installing in minutes, the Zura pendant raincan shower head offers a transformative style available in Chrome, Polished Nickel, Brilliance Stainless



and Matte Black finishes. This Delta H2Okinetic water-efficient shower head operates at 1.5 gpm to 2.0 gpm, delivering 20%–40% less water than a standard shower head, while providing a satisfying shower experience. The warm, drenching water

coverage is the result of a denser water pattern and larger droplets that retain their heat longer to soothe and revitalize, giving the feeling of more water without using more water. [www.deltafaucet.ca](http://www.deltafaucet.ca)

## When Wood Decking is Not Wood



Excell Railing Systems proudly presents Knotwood, their new wood grain finished aluminum decking product for the ideal combination of aesthetic beauty and low-maintenance durability. These aluminum planks are exceptionally versatile waterproof decking

options. With two plank style types, Knotwood can be used for deck surfaces, fencing, privacy railing or cladding. The authentic-looking wood grain finish provides the deceptively realistic look of real wood but offers the advantages of weather resistant aluminum, while requiring none

of the maintenance that real wood demands. This premium decking product will age beautifully with the advantages of aluminum and avoid the slow, steady degradation encountered with real wood products exposed to the elements. [www.excellrailing.com](http://www.excellrailing.com)

## MDF Has Gone Traditional Shiplap

Shiplap is making a comeback for interior walls. Canadian MDF Products Company has taken Shiplap to a new level with our Pioneer Series Interior MDF Wall Boards. People can now get the traditional Shiplap look without the

worry of filling knots, priming, and trying to install warped boards. Our MDF Shiplap is already primed, and ready to install and finish. With our precision sizing, once you place your first run on the wall, the rest of the pieces are easy

going. The 16-foot length of the boards also makes it easy to install over long walls which are popular with open concept living areas today. [www.pactrim.com](http://www.pactrim.com)



## It's All in How You Cut The Boards

Following a robust demand for traditional hardwood flooring, including dark colors and textured surfaces, Mullican's new solid collections, Wexford and Nature, are protected by the company's Alpha A'Lumina Real World Finish (which carries a 25-year warranty). Each collection features the company's patented Aqua Shield system and lifetime

moisture warranty. A European-inspired product line, Wexford combines three traditional North American sawing techniques to create a classic European look. This 3/4-inch-thick product is offered in 7-inch widths and random lengths up to seven feet. Available in six selections of oak, including Charcoal, Espresso, Harbor

Mist, Natural, Saddle, and Seabrook. Nature, a 3/4-inch-thick hickory product, features a sawn surface texture. Available in 5-inch width and random lengths up to seven feet. The Nature collection includes five selections, including Espresso, Greystone, Natural, and Provincial. [www.mullicanflooring.com](http://www.mullicanflooring.com)

## Quartz for Both Your Deck and Your Roof



Duradek is proud to introduce Desert Quartz - an all-new styling creating the new "Quartz" line of designer 60 mil vinyl membranes. Its lighter base offers reflective qualities while a cleverly-designed speckle pattern adds depth and style,

as well as an effective background to camouflage light organic sediment that can accumulate on an exposed deck surface. With built-in UV resistance, mold inhibitors and chemical resistance, Desert Quartz is ideal for any residential outdoor surface subject

to foot traffic. Desert Quartz offers superior waterproofing performance and meets Building Code requirements as both a wear surface and a roofing membrane making it ideal for flat roof decks over living space. [www.duradek.com](http://www.duradek.com)

## Are Those Shingles or Shakes?

IKO Cambridge IR shingles with ArmourZone help homeowners achieve the highly-desired look of natural wood shakes without their associated expense and maintenance worries while offering ease of installation for contractors and carrying a 210 km/h wind limited warranty. The ArmourZone features a tear-resistant, reinforced woven band that provides fastening strength over a

greater surface area of the shingle and dual nailing lines, which are 1-1/4" apart, easily guiding installers to the shingles' wider nailing surface for correct nail placement. Plus, IKO's special "Advantage" size, which has a larger exposure (5-7/8") than most competitors' comparable products (5-5/8"). Three bundles of IKO shingles provide exactly 100 square feet of



coverage, which means an IKO square provides more roof coverage and installs in less time than most competitors' squares. [www.iko.com](http://www.iko.com)



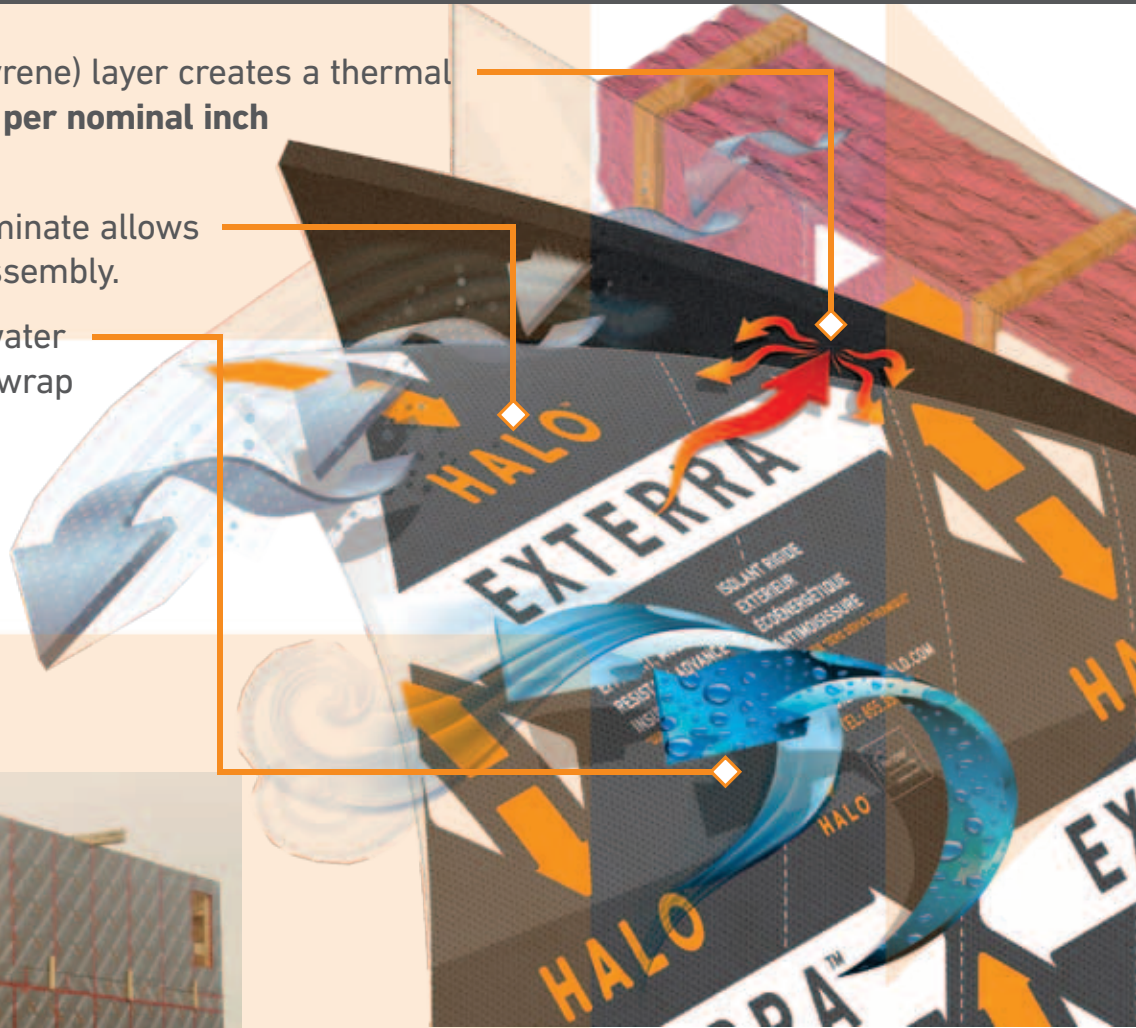
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## Strong-Tie Structure Goes Decor



Simpson Strong-Tie's new Outdoor Accents hardware now provides structural connectors that look like decorative hardware. This load-rated, patent-pending hardware accommodates

4x and 6x lumber sizes helping to design and build custom outdoor structures. The new mission style connectors, which include post bases, strap ties and angles, are made from

galvanized steel with a black powder-coat finish for corrosion protection. The fasteners are all exterior-rated and also feature a black powder-coat finish. A key feature of Outdoor Accents is an innovative hex-head washer that is used with a structural wood screw to offer the look of a bolted connection with the installation ease of a screw. The patent-pending design of the washer makes for an easier and significantly faster installation compared to through-bolting. It is designed exclusively to help fasten Outdoor Accents post bases, T and L straps, and angles. [www.strongtie.com](http://www.strongtie.com)

## Vinyl Trim Made for Air Flow



Ply Gem Building Products has added a 7" Beaded Soffit to their portfolio. This new product provides the look of traditional beaded board without any of the maintenance. The beaded profile adds character and a traditional finishing touch to any soffit application. It is ideal for covering porch ceilings or traditional soffit

applications. The new wider 7" coverage saves time in covering jobs with a large area. 7" Beaded soffit is available in frost white colour in either solid or vented profiles. The vented profile provides 2.66 square inches of net free air intake per foot. [www.mittensiding.com](http://www.mittensiding.com)

## A Concrete Sandwich with Insulation in the Middle



Cellular Lightweight Concrete (CLC) Panels are new to Canada for precast above- and below-ground insulated Walls. Our CLC Panels (R22+) are an alternative to conventional poured concrete basements (only R3) and Insulated Concrete Form Blocks (ICFs). For basements, we produce 8'6" high x up to 9'0" long x 10" thick insulated with Type 2 or 3 ESP cores, (heat, cold, sound), tongue

and grooved, fire rated (6+ hour) individual CLC Wall Panels with an R22+ insulation rating. For above-ground, CLC insulated, fire-rated exterior walls, panels 7'6" -8'0" wide x up to 10'0" high x 10" thick, have Type 2 or 3 ESP cores for a R22+ insulation rating, and are produced with block-outs for windows and shut-offs for doors. [www.aacellularconcrete.com](http://www.aacellularconcrete.com)

## Doubling the Efficiencies of Special Moment Frames



MiTek USA announced that Hardy Frame has added an innovative design to its Hardy Frame Special Moment Frame (SMF) product offering. By designing and fabricating the beam-to-column SMF connections – at the top and the bottom of the frame – the efficiencies in the utilization of the column are significantly increased. With increased column

efficiencies, the designer can economize special moment frame member sizes and the number of frames required in a wall line, or achieve higher capacities when lateral

forces are high and shear-load demands are extreme. Anchorage to the concrete for tension and shear can be a simple pinned base. [www.mitek-us.com](http://www.mitek-us.com)

## HD Photography on Your Aluminum Siding

Dizal Inc. manufactures HD digitally-printed premium aluminum siding. We are the first to be using this technology for siding in the industry. It allows us to offer unrivaled realism of textures and colors. Dizal products are treated with Z-CLEARTM, a Dizal exclusive clear coat that adds an extra layer of UV protection for lasting beauty. Our siding looks and feels like real wood, but lasts a lifetime and doesn't require maintenance. Our technology as already received many



prizes from the industry in various trade shows. And stay tuned, cellular composite siding and decking will be launched soon! Same exceptional finish,

same long-lasting warranty, more affordable substrate for the residential market. [www.dizal.com](http://www.dizal.com)

## Doors That Open, and Open, and Open

EuroLine Windows is pleased to announce its stunning new 3400-series Folding Door, a contemporary style aluminum folding door with widths up to 40 feet. Panels up to 4 feet wide are NAFS-compliant and offer exceptional thermal performance thanks to its wide 3/4" thermal break. It is available with triple pane, LoE glass, argon fill and Super Spacer for superior energy efficiency. The robust hardware is designed for high security and can be made key-

locking. Featuring adjustable jamb and regular or low sills, this beautiful, expertly crafted, and versatile folding door is ideal for

opening any living space to the outdoors. [www.euroline-windows.com](http://www.euroline-windows.com)



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# The Best of the Best

## 2017 CHBA National Awards for Housing Excellence

Canada's best new homes, new communities, and home renovations, along with new home marketing achievements, were centre-stage on May 12th when the 2017 CHBA National Awards for Housing Excellence were announced at the close of the Association's National Conference in St. John's.

This prestigious national awards program saw a record number of entries for 2017, with over 700 qualified submissions from across the country. It took more than 70 judges, and two rounds of judging, to decide this year's finalists and winners.

"For anyone who loves great design and beautiful homes, this year's Award finalists and winners are certainly the very best of the best," noted CHBA Chief Executive Officer Kevin Lee. "In all of the Award categories, our

winners clearly represent companies that are at the absolute top of their game. We saw a truly inspiring mix of innovation, design creativity and excellence, and incredible technical achievement," he added.

39 awards were presented for projects of varying sizes and types in these categories:

- ▶ New Home Awards (15 in total)
- ▶ Net Zero Home Award (1 award)
- ▶ Home Renovation Awards (10 in total)
- ▶ Community Development Award (1 award)

**DESIGN EXCELLENCE AWARD**  
Adera Development Corporation, Vancouver, BC



**MARKETING EXCELLENCE AWARD**  
Concert Properties Ltd., Vancouver, BC

- ▶ Marketing Awards (10 in total)

In addition, national awards for Marketing Excellence and for Design Excellence were presented to the home builders who achieved the highest level of overall success in each of the marketing and new home categories.

Here are the highlights. A complete listing of the winners of CHBA National Awards for Housing Excellence can be found at [www.chba.ca/housingawards](http://www.chba.ca/housingawards).



**COMMUNITY DEVELOPMENT AWARD**  
Lucchetta Homes, Welland, ON: "The Residences at Hunters Pointe"



**NET ZERO HOME AWARD**

Doug Tarry Limited, St. Thomas, ON:  
"The Northgate Net Zero Home"



**HOME RENOVATION AWARD**

**Kitchen – \$50,000 to \$100,000**

Kon-strux Developments,  
Calgary, AB: "Suburban  
Stunner: Kitchen"



**NEW HOME AWARDS**

Detached Homes – Custom, under 2,500 square feet  
RDC Fine Homes Inc., Whistler, BC:  
"Crumpit Woods Oasis"



**MARKETING AWARD**

Direct Promotion – Print  
Vicky's Homes, Edmonton, AB:  
"Stress-free and Move-in Ready"



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# Cod Kissing and Axe Throwing: A Conference to Remember

CHBA's 74th National conference, held in St. John's, Newfoundland and Labrador from May 10th to 12th, was a terrific event with plenty of local colour and music, combined with compelling business sessions and exciting awards events.



CHBA National Awards for Housing Excellence Gala.



CHBA Incoming President Eric DenOuden kisses the cod.

Jamie Adam makes his mark at the Welcome Reception.



CHBA incoming President Eric DenOuden presents the Presidential Ring and Plaque to outgoing president Bob Finnigan.



Sunny Lenarduzzi, social media strategist, Facebook Live streams Q&A period.



Photos by Natasha Rombough

In one of several business sessions, Avid Ratings Canada passes on some lessons learned from the CHBA Home Buyer Preference Survey.

# GET ESSENTIAL INSIGHT INTO TODAY'S NEW HOME BUYER

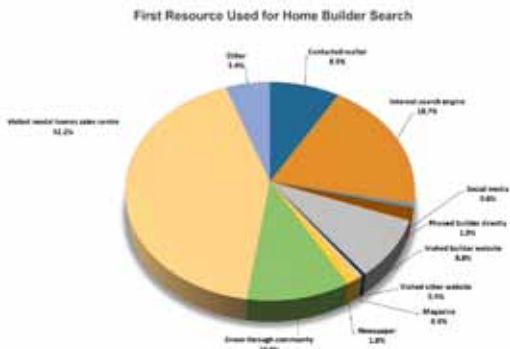
The 2017 CHBA Home Buyer Preference Survey is the source for insight into what new home buyers want, how they search for a new home, what they'll trade-off to get the features they want, and what they're willing to spend.

If you're in the home building business, the CHBA's 2017 nationwide market research study – powered by Avid Ratings Canada – is essential business information.



Drawing on detailed data from nearly 3,000 recent new home buyers, the 2017 Home CHBA Buyer Preference Survey covers more than 50 in-depth areas of home design, building features, buying preferences, and demographics.

Special offer for CHBA members: get the full 2017 CHBA Home Buyer Preference Survey package at a 40% discount!



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**Eric DenOuden**  
President, CHBA

## Looking Forward to the Year Ahead

It seems fitting that I 'took the helm' as CHBA's 2017 president in St. John's, one of Canada's oldest and most distinctive cities. It was also great to be among so many association friends and colleagues from across Canada, enjoying a terrific national conference and spending many energizing hours talking the business of home building.

I want to thank my predecessor, Bob Finnigan, for his tremendous work as our 2016 president. Bob put in countless hours visiting with members across the country, and I'll be hard pressed to keep up with his travel schedule — but look forward to trying. In my inaugural address to members in St. John's, I noted that we are blessed to live in a country often described as the envy of the world.

Whether measured in terms of quality of life, diversity, educational achievement, openness to newcomers, natural resources or the sheer physical beauty of the land, Canada is perennially at the top of the list. Canada's famed 'quality of life' is fundamentally rooted in the quality of our communities — safe, secure and comfortable cities and towns where people can settle down and raise a family. CHBA members should feel deep pride in their central role in making this happen. Our cities and towns have always provided those working hard to join the middle class with a decent chance to own a home that meets their family's needs.

This too is an integral part of what Canada is all about. Today, in significant ways, Canada's housing-related policies are failing to ensure that this remains the case.

### Housing Affordability

When CHBA talks about the critical importance of affordability — that's what we're talking about. Affordability is the most accurate measure of how well Canada is delivering on our promised 'quality of life'. All governments in Canada want our nation to achieve continued economic success. When governments talk about strengthening the middle class, that's exactly how it needs to happen—new industry, new businesses, lots of innovation, and lots of new jobs that pay well. The piece that needs to be added to that formula is housing affordability and choice — because these are key to maintaining the quality of life we all see as being so important to Canada's future.

An important pillar in our country's economic strategy lies in attracting the 'best and brightest' from around the world, talented people who will choose to make

Canada their home, invest in new businesses and create wealth. Given that Canada's renowned 'quality of life' is a strategic competitive advantage in today's world, it follows that housing affordability and choice must play a central role in our future economic success.

We need government policy-making to align with this reality. When they enact policies that reduce our industry's ability to deliver the homes Canadians want and need, at a price they can afford to pay, Canada's economic competitiveness suffers. Affordability should not be something governments react to when they sense a crisis, it needs to be a central goal they pursue, so that such crises don't occur.

This will require innovative thinking within governments. Innovation isn't just about creating what doesn't yet exist, it means improving that which already does. It's not just about new products and materials; it's also about making existing parts of our economy more efficient and productive.

CHBA has called on government to take this approach in some key areas related to housing, from energy efficiency, to building codes and development regulations, to how we help those in housing need. In each area, what we are recommending is a sharp focus on finding new, more efficient, more effective, and more innovative ways of doing things. To remain competitive internationally, industry has had to learn how to do things, 'better, faster and cheaper'. Why can't governments apply this same approach in other areas — like regulation — that have a profound impact on housing affordability and choice?

Over the coming year, I'm looking forward to working with your board of directors, the executive committee and leaders from our provincial and local associations to engage with government on these important issues.

We need government to see housing as the strategic asset it is, and recognize the need to support innovation in both building technology and in regulation that can allow us to provide great homes that more Canadians can afford to own.

As an association, our job is to serve all facets of the residential construction industry, and all of its customers. Whether we are community developers, home builders, renovators, trades, allied professionals, lenders, or other service providers, we all benefit when Canadians invest in their homes. And through our association, we work together to make this possible.



**Eric DenOuden with the "Ontario Crew" at CHBA Conference.**  
From left: Rob Molinaro, Eric DenOuden, Vince Molinaro, Steven Harris and John Meinen.

#### CHBA EXECUTIVE COMMITTEE

- President:**  
Eric DenOuden, Belleville, ON
- Past President:**  
Bob Finnigan, Toronto, ON
- First Vice-President:**  
Nathan Stone, Langley, BC
- Second Vice-Presidents:**  
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John Meinen, Stratford, ON
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Kevin Lee, Ottawa, ON

**CHBA Contact:**  
David Foster  
National Office, Ottawa, ON



Kevin Lee  
CEO, CHBA

We have set new strategic directions and continue to update our plans, and we remain focused on the priorities of our members.

## A Great Year Behind Us, and Even Greater Things Ahead

At CHBA's recent National Conference, I delivered my annual 'State of the Association' report and was pleased to report that CHBA — the voice of the residential construction industry — is stronger than ever.

As our industry faces challenges across the country, and differing economic situations, the role of the Association is critical. All three levels of our Association continue to bring more and more value to our members at every level.

Our membership, the lifeblood of our Association, remains stable nationally, despite challenging economic conditions in some regions. In part this reflects efforts to expand our membership in areas like renovation, which continue to see growth. It also reflects concerted efforts to ensure the value proposition of the Association is strong and effective recruiting by local associations like the Greater Vancouver Home Builders' Association, with whom I was proud to celebrate securing their 1,000th member this spring.

Since I began as CHBA's CEO four years ago, the national level has undergone important changes. We have set new strategic directions and continue to update our plans, and we remain focused on the priorities of our members. Across all levels of the Association, we work to create a better business environment for our members. At the national level, this means focusing our efforts in three areas: government relations, strategic alliances, and communications.

### Government Relations

Over the last year, the federal government held an unprecedented number of consultations, many with a strong link to housing. CHBA got involved, resulting in some 14 different submissions on a range of issues. This sort of engagement is the 'price of admission' with this government, and CHBA secured substantial opportunities to work with the government throughout the year.

We presented CHBA's data and recommendations to key Parliamentary Committees during the year, and took every opportunity to get the Association's messages in front of the government.

One highlight of this work was this spring's day on Parliament Hill, where Association leaders from across the country met with many government decision-makers, including over 80 MPs, to put forward CHBA's agenda.

When this year's Federal Budget was released, we were pleased to see no additional mortgage rule changes — a key advocacy point for CHBA. The budget also delivered on other CHBA recommendations, like significant new investment to improve housing data — important if governments are to make informed policy decisions, rather than 'flying blind'.

The most rewarding government relations 'win' of the

year involved drywall tariffs. CHBA was able to get the Minister of Finance to intervene so that the impacts on our industry and consumers were properly considered early in an accelerated process — something that had never happened before with the Canadian International Trade Tribunal. This allowed CHBA to work closely with provincial and local HBAs, and over 500 members, to present convincing data that resulted in tariffs being rolled back and refunded. This was an exceptional example of the power of collaboration across all levels of our Association—none of us could have done it alone.

Just how big a win was it? CHBA estimates that it avoided over \$330 million in additional costs for Western Canadian builders, renovators and contractors, and their customers.

But CHBA government relations efforts are not done 'solo'. This year we have continued to broaden our strategic alliances with other groups and organizations. For example, CHBA's work on affordability and housing policy has benefited from our close working relationship with the Canadian Real Estate Association, Genworth Canada, Mortgage Professionals Canada, Appraisal Institute of Canada, the Canadian Association of Credit Unions and many others. Just as within our association, we are stronger when coordinated and collaborating.

Finally, your national office continues to put a great deal of effort into communicating with members and other key audiences. Our communications have dramatically evolved, and the metrics show it. We've also got a great new website with a members-only area through which we can deliver business information to you more efficiently and effectively.

CHBA's social media activities have grown exponentially, and we're reaching hundreds of thousands of people each year. We intend to add to these efforts through more online content, webinars and e-publications exclusively for members.

In the year ahead, work in all of these areas will continue, and we'll introduce still more ways to deliver value to CHBA members. We'll also spend some time celebrating what you, our members, give back to your communities. 2017 marks Canada's 150th birthday, and 2018 is CHBA's 75th. To celebrate both these achievements, CHBA is launching a year-long celebration which will tell the stories of CHBA members giving back to their communities in so many great ways. Follow this on our web site, our social media and at #CDNbuilt for generations.

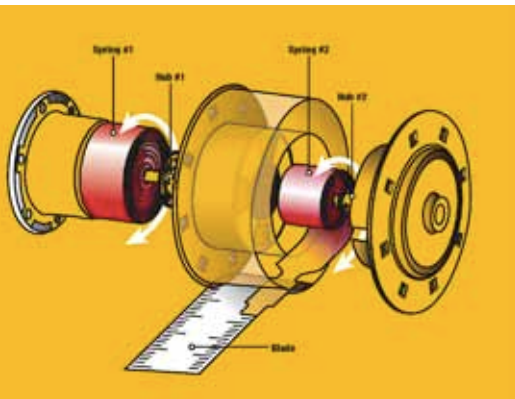


# When **Two** Springs Are Better Than **One**



This year there are a lot of new, stronger, more durable tape measurers that stand out more and more. **DeWalt** calls theirs XP, for Extended Performance.

It has a great belt clip that is the easiest in the industry to get onto your belt, and it stays. The belt clip might look cheap but that straight design is what works better than all that have come before it. The wide hook catches onto just about anything, even with the blade on its side. But what is not marked on the tape is actually its most exciting feature—the Dual-Core spring.



Why have one spring that is forced at the end of pull-out, and not very strong at the end of the return, when you can have two springs? They do not work in parallel but in series, so that when one is maxed out the other starts to turn. This means less force on the hook while pulling out, and a smoother and easier return on the way back. You can actually feel the difference. Look for “Dual Core Technology” on packaging.

## The Tracking Point

**Diablo** has put a special tooth on their new 7-1/4”x 24” tooth-framing blade. They call it the Tracking Point. In a traditional framing blade where all the teeth are in alternate grind positions, the kicking back and forth can cause vibration and result in poor cutting, requiring a thicker blade to maintain control. By having every third tooth pointed in the centre, that left-right vibration is stabilized after each kick left and right—eight times per blade rotation. This keeps the blade stable with a much thinner blade, and thinner blades can cut easier and faster simply because they are removing less material. This also helps to prevent the grain from drawing the blade to one side during ripping.

Perhaps what is most amazing is how this blade performs cutting through tougher material, such as nails and even lag bolts. First, it has very solid **Freud** carbide behind it; second, it is a thinner blade, hence cuts less metal while getting through a nail, screw or lag bolt. Lastly, that left-right-centre point series means that a



tiny chip of metal on the left is cut out, then cut out on the right, then cut out in the centre, so, at no time does a single tooth hit the metal the full width of the kerf. The result: the teeth stay cooler and last longer.

For the moment, they only have the Tracking Point on 7-1/4” blades, but this is part of what makes the new, larger, cordless, circular saws cut longer and the old, corded ones perform better.

## Finally, a Canadian Double-Ended Driver

I don't really like to get Canadian chauvinistic but every time a U.S. product arrives with a Philips/Slotted double bit I want to send the whole tool back. Let's get serious: driving a slotted screw with a power screwdriver just doesn't work; still the Americans have not seemed to figure that out yet. The Robertson square socket screw is the item that distinguishes Canadian construction from U.S. construction. Finally, however, **Milwaukee** has brought out not only a Philips/Robertson driver but they offer us one that won't fall out of the gun; there are locking grooves in both ends. In addition, that red shank indicates that this is built for an impact driver.

That's a good start boys, but do you really impact-drive Phillips screws? How about a double-ended Robertson #1-Robertson #2 and a double ended Robertson #2-Robertson #3 to make some all-Canadian drivers?





### An Extension That Doesn't Create More Problems Than It Solves

While I'm thanking Milwaukee for some good thinking, I should mention their new SHOCKWAVE bit extensions. Extending the bit is fine, but can it transfer the power? And how often does that bit or socket get left stuck in the fastener? So, Milwaukee made all their SHOCKWAVE extensions from 2-7/8" to 18" to be impact drivers; in addition, the head is finally a locking socket that grabs that locking groove in good bits. That brings these extensions close to perfection.

### Industrial Quality Oscillating Tools Are Also Approaching Perfection

A year ago, I mentioned that **Fein** and **Bosch** joined together to create a new style blade mounting that gives better power transfer from the motor to the work by strengthening the blades and eliminating slip. They call it StarLock. It is a three-dimensional "cake tin" shape that moves away from using lots of little pins to grab the blade, and instead uses the entire reinforced 3D shape to pull the blade snug. The initial StarLock launch purposefully had holes to allow using the new blades on almost any existing oscillating tool. StarLock-Plus blades have fewer of those "compatibility"

holes, giving more strength and less vibration to the blades.

One of the problems that evolved with multiple blade mounting systems was that poorly fitting or poorly made blades slipped enough to start knocking the little mounting pins off of any powerful tool under heavy work. Finally, Fein has launched their StarLock industrial duty tools that will no longer use any of the old flat blades or no-name copies.

The first advantage you will see is a true no-tool blade change that takes three seconds. Pop the handle on the top of the tool, and the blade falls off; push the tool mount over a different blade or just a repositioned blade, and the blade snaps completely solidly into place. No tool required, no locking pin to loosen, and you can't possibly put the blade on crooked. The central pin snaps open to pull the blade down and lock it there. All the power transfer is happening around the tapered 3D perimeter.

The oscillation tool, as a "system", will be complete with the arrival of the StarLockMax blades next fall—having the most metal in the blades, and best transfer of power with less noise from the new StarLock tools. Buying the blades you use all the time in bulk brings quality blade prices down radically. Fein and Bosch StarLock blades are interchangeable.

### An Articulated Scribe for All Shapes

The AccuScribePro, from [www.FastCap.com](http://www.FastCap.com), is about the most versatile scribe I have seen. It can slide flat on a tracing edge, assuring the pencil is always the same distance away. It has many little ledges or indents that will allow you to follow even "often difficult-to-follow" surfaces. With the articulating head, you can trace on the backside, mark on the front side, and deal with difficult angles. With its

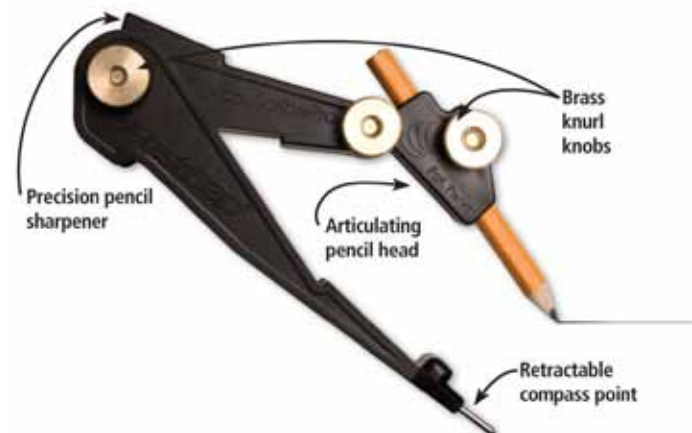
retractable point, you can slide along curves or use it as a centre point for circles. It will hold a pencil, a pen, and a sharpie, and it has a built-in ordinary pencil sharpener.

In a shop, it works perfectly; however, on a site, where things are a bit rougher, it tends to slip a bit—despite nice brass knurled knobs. Changing out the knobs for wing-nuts gave me the no-slip firmness that I required. FastCap.com is an interesting place with a lot of innovative tool ideas that work outside of the major brand names.



### The Pogo-Stick Shovel

The first week I was at a construction site with my new steel-soled boots, I remember jumping up and down on a shovel and actually bending the sole of my shoes. The new Stanley FatMax Round Point Steel Shovel is what I needed. Look at the reinforced foot grid on this tool! You can mount this thing like a pogo stick. The 48" handle is made of steel with fiberglass reinforcement, and one side of the blade even has saw teeth on it for cutting roots. Available at Lowes and Rona for \$40.



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)

## High House Prices Drive Renovations: CIBC Poll

More Canadians will renovate to avoid having to sell and buy house, according to a new poll from CIBC. The change could boost renovation spending to a three-year high, CIBC said.

Almost 50 per cent of Canadians are planning to repair or improve their home this year, up from 37 per cent in 2016. Of those choosing to renovate, over half are doing so to avoid jumping into Canada's active and challenging housing market, the survey found.

"One of the interesting things that we found in the CIBC poll is that particularly in the Greater Toronto Area (GTA), some of the Canadians who really felt that they wanted to choose to stay in their home wanted to renovate as opposed to jumping into the housing market. More than half of Canadians across the country actually said that," said Kathleen Woodard, a senior vice-president and Ontario region head for CIBC.

She said that those surveyed found investing in a renovation less stressful than trying to buy and sell their home in the current market. Woodard says that home renovations in Canada could reach their highest point in three years during 2017.

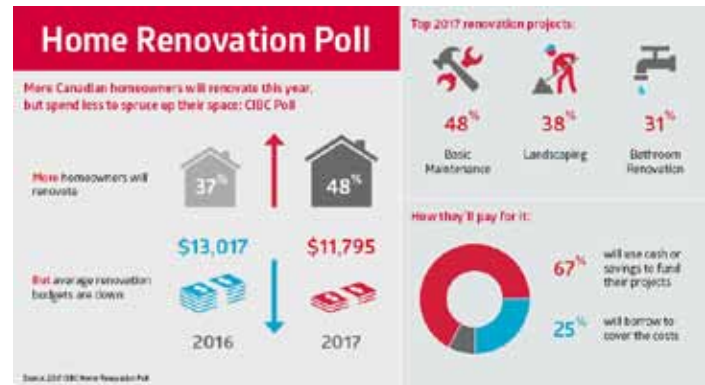
### 12 ► CHBA REPORT

**HBM:** CHBA is very focused on affordability and the impact of regulations and new home taxes on first-time home buyers. As a builder, how do you see these issues?

**Eric:** In my Inaugural Address, I talked about my father buying the building lot where he built my childhood home. He was a cabinet maker, and the lot cost him about ten week's wages. Today, one of my carpenters would need two years of wages to buy a comparable lot. So that is one direct way to look at what affordability means.

I talked earlier about the Canadian middle-class dream of homeownership. It would be foolish to underestimate how important this is in terms of what makes our country so great. While some say we should be more like countries in Europe, I disagree.

This is Canada, and owning a home is just part of who we are as a nation. We see this in the market research CHBA does. It has been suggested that the desire for homeownership is lower among Millennials; however, the data doesn't bear that out. In fact, although affordability and other economic challenges have delayed their entry into the market, over 80% of Millennials still hope to buy a home in the next five years.



The national average for renovation budgets in Canada is \$11,000, she notes. It's important to note that the average varies by area across the country. The average amount spent on renovations for homeowners in the GTA is approximately \$21,000.

Woodard explains that the cost of a renovation may be less daunting to homeowners than the investment currently required to purchase a home in some parts of Canada.

## Parade of Renovated Homes Aids Apprentices

With eight houses open and hundreds of visitors, the 24th annual Parade of Renovated Homes proved to be another successful venture for the Greater Vancouver Home Builders Association this June.

The popular tour showcases an exclusive collection of professionally-renovated and custom-built homes in Metro Vancouver. The 2017 Parade, a one-day event, also allows visitors to view the latest custom home design trends, and understand the science behind building.

"This annual event offers consumers both inspiration and education with glimpses into award-winning projects," said GVHVA spokeswoman Wendy McNeil.

Passports to the Parade cost \$10 and members of the GVHBA Renovators' Council are on hand to provide tours and information. As well, a portion of the proceeds from passport sales helps fund tools, building materials and safety gear for a carpentry training program offered by at two local high schools.

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## Wood Condo Towers Gaining Ground

Building condominium towers from wood is gaining ground across Canada.

In Montreal, the tallest wood-constructed condo building in North America is being built as the Origine. It is a 12-storey wood structure on top of a one-storey concrete podium, and stores 2,065 tonnes of carbon in its wood. The project uses cross-laminated timber as its primary building material, a technology that greatly increases the technical limits for tall wood construction.

Through Natural Resources Canada's (NRC) Tall Wood Building Demonstration Initiative, over \$1.2 million in funding was provided to the developers, NEB Consortium.

In Vancouver, what is being hailed as the tallest wood condo tower in the world is about to start construction in the Coal Harbour area. Developer PortLiving said the 19-storey Terrace tower, to be completed in 2019, will use a hybrid of timber beams and concrete.

The Tall Wood Demonstration Initiative also provided \$2.3 million to the University of British Columbia for the construction of its first tall wood construction project, the 18-storey Brock Commons Tallwood House student residence set to open this year.

NRC developed the tall wood initiative in collaboration with the Canadian Wood Council to test and demonstrate the use of wood in larger and taller wood buildings.



## Saskatoon Will Need 24,000 Homes

The City of Saskatoon is projecting that the population of Saskatchewan's biggest city will reach 380,650 by 2035, and that 24,000 homes will have to be built even earlier to meet demand.

The greater Saskatoon metropolitan area could reach around 448,985 within the same timeframe. The estimates are based on an annual population increase of two per cent.

The City forecasts that the expansion of six new neighbourhoods, or 24,000 dwellings, will be required by 2025 to accommodate the expected rise in population.

The new population estimates are based on the assumption that the city will attract net migration flows between 62,000 to 122,000 over the 20-year period.

## Fort McMurray Rebuilding Continues in Wildfire Wake

One year after a massive wildfire, Fort McMurray, Alberta is still rebuilding.

More than \$145 million in public money has already been spent on disaster recovery according to Erin O'Neill, operations manager with the recovery task force of the Regional Municipality of Wood Buffalo, and that's just the beginning.

In total, there were 1,595 structures, or 2,597 housing units, lost during the blaze. Development permits have since been issued for 657 replacement homes.

Fort McMurray's housing market picked up virtually immediately after residents were allowed to return a month after the fire started. Andrew Weir, president of the Fort McMurray Real Estate Board, said it experienced another surge this spring.

"There was a spike in demand to buy over fear that we were going to end up in a housing shortage," he said.

The average price of a single family detached home in Fort Mac in March was \$575,069, down from \$670,474 a year earlier. The number of properties sold more than doubled over the same period, from 21 in March 2016 to 45 just 12 months later.

Single-family homes are in high rental demand as thousands of people are still living in temporary residences. Jessie Wyatt, a property manager at Coldwell Banker, said many people continue to look for rental properties while they build and rebuild permanent ones.

## CALENDAR

Do you have an event you want posted on our new Online Calendar? Email your listing to editor@work4.ca

### July 7

AIBC: Introduction to Passive House Design and Construction  
Vancouver, BC  
www.passivehousecanada.silkstart.com

### July 17-18

WDMA-Northeast Summer Conference  
Desmond Hotel & Conference Center  
Albany, NY  
www.wdma.com

### August 8

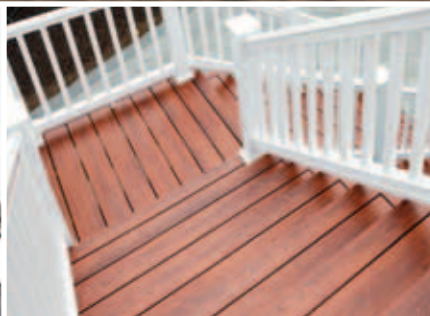
CHBA Saskatoon Parade of Homes  
Saskatoon, SK  
saskatoonhomebuilders.com

### September 24-26

OHBA annual conference  
Niagara Falls, ON  
www.wrhba.com

## ADVERTISERS IN THIS ISSUE

Advertiser	Page	Phone	Website
Altus Group Limited	30	877-953-9948	www.altusgroup.com
CertainTeed Saint-Gobain	7	800-235-9814	www.certainTeed.com/wallsmatter
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CHBA - Survey	25	613-230-3060	www.chba.ca/buyersurvey
Efficiency Nova Scotia	23	877-999-6035	www.energycns.ca
IKO Industries Ltd.	3	855-456-7663	www.iko.com
LOGIX Insulated Concrete Forms	19	888-415-6449	www.logixicf.com
Owens Corning Canada LP	IFC	800-438-7465	www.owenscorning.ca
Roxul Insulation Inc.	11	905-864-8364	www.roxul.com
Royal Building PRODUCTS	BC	614-754-3463	www.royalbuildingproducts.com
Simpson Strong-Tie Canada	4	800-999-5099	go.strongtie.com/outdooraccents
TYPAR / Fiberweb Inc.	21	800-284-2780	www.typar.com



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