

# INFORMER

Message from EVP Dana Taylor

## Be vigilant: If you're not, someone else is going to be

Last summer I wrote an article about the value of association membership. My point was that associations support you, your business and its bottom line. The main example I gave was the Risky Clauses program, a joint endeavor of MCABC and ECABC (Electrical Contractors Association of BC). I wrote of the program's purpose: To provide members with an inventory of legally reviewed risky contract language that the trades often encounter these days. I highlighted the fact that resources like this program become the reason our

members support the association with their membership dues.

Today I direct some praise to a sister association – BCCA (BC Construction Association) – and its efforts to combat the same issues through project alert notices recently issued on BC Housing projects tendered in Prince George. We keep BC Housing contracts in the Risky Clauses library for the very same reason BCCA felt it necessary to issue these alerts: BC Housing seems to have strayed from its guiding principles and founding

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## Get cracking! Early bird pricing ends March 31

2019 MCA WESTERN REGION CONFERENCE MAY 30-JUNE 2



Jointly hosted by the MCAs of BC, Alberta, Saskatchewan and Manitoba, this conference in Banff, Alberta promises to be one for the history books. Save \$100 per person if registered by March 31.

Wondering if there will be a Children's Program at the 2019 MCA Western Regional Conference? Yes there will, so make it a family event!

[Online Registration](#)

[Children's Program](#)

[Conference Schedule](#)

[Sponsorship Opportunities](#)

Mechanical Contractors Association of British Columbia

mcabc.org 223-3989 Henning Drive, Burnaby Ph: 604-205-5058 Fax: 604-205-5075 staff@mcabc.org

# GET SCHOOLED



## Estimating 201

This course is the follow-up course of estimating 101. At the end of the course you will have been exposed to the full scope of estimating.

- **March 9 & 10**
- MCABC Burnaby classroom
- Two Gold Seal credits
- [More information and registration](#)

## Planning and Managing Your Contracting Business

This course will teach you how to stay ahead of your bank and bonding company by understanding your financial ratios

- **March 13**
- MCABC Burnaby classroom
- One Gold Seal credit
- [More information and registration](#)

## Optimizing Your Productivity

This course will help you finish your project on budget, on time and to quoted standards.

- **April 3**
- MCABC Burnaby classroom
- One Gold Seal credit
- [More information and registration](#)

## Management Best Practices

Become a more effective manager and leader by exploring such issues as successful delegation, time management, negotiation, and buy/sell agreements.

- **April 11**
- MCABC Burnaby classroom
- One Gold Seal credit
- [More information and registration](#)

## MCABC Proactive Workshop for Field Service Technicians

Presented by MCABC and CEC, this course will help field service technicians build and leverage stronger, more durable business relationships, and identify and close more business opportunities.

- **April 17**
- Venue: TBA
- One Gold Seal credit
- [More information and registration](#)

**Respectful and Inclusive Workplace Assessment Tool** available free from BuildForce Canada

Successful construction employers know that to meet future workforce challenges, they need to recruit from traditionally underrepresented groups (women, Indigenous, newcomers), which means establishing a respectful and inclusive workplace culture that is welcoming to all.

The Respectful and Inclusive Workplace Toolkit was developed with input from industry and offers the support needed to assist the construction and maintenance industry in creating a respectful and welcoming workplace for everyone.

[Learn More and Access Tool](#)**A•GEORGE**  
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## Improve your sales game at the MCABC Profitable Selling Workshop



Join industry veteran speaker, consultant and trainer Ron Coleman for a three-hour sales workshop on **Thursday, March 14**. With topics such as pricing sensitivity and break-even sales, the lifetime value of a customer, and mark-ups and mark-downs, this workshop will help increase the profitability of your sales efforts.

Participants will engage in activities to develop their own strategies for success and will have the option of sending their scripts to the instructor for review and comment.

**Date:** Thursday, March 14, 8 a.m. to 11:30

**Venue:** MCABC Classroom

#123 – 3989 Henning Drive, Burnaby

**Cost:**

Member Prices: One or two people on registration\*: \$250 each + gst.

\*Group Rate: if 3 or more register together, all registrants pay only \$200 + gst (20% off).

Future-member Prices: One or two people on registration\*: \$350 each + gst.

\*Group Rate: if 3 or more register together, all registrants pay only \$315 + gst (10% off).

**Registration**

## Have you seen the new contracts in MCABC's online *Risky Clauses* Library?

See new and updated contracts: **Bird, Ledcor, Ellis Don, Omicrom, Marcon, Kindred, BC Housing, Graham, Kinetic, and Centra**. The accompanying appendices for these contracts contain substitute clauses written by a construction lawyer that you can use to lower risk on your contracts.

Don't have access to the password-protected Risky Clauses library yet? Every voting MCABC member can get access; all you have to do is [ask](#) and we'll set you up with your own unique username and password.

**Go to Risky Clauses Program**



## The Tandem Team offers MCABC members 30%-discount on Anonymous Whistleblower System

A corporate whistleblower policy guarantees the protection of an employee who reports on an employer's activities that are deemed to be illegal, unethical or dishonest. They also protect the employer through early detection of wrongdoing, and increase employee engagement and satisfaction.

**Learn More about Tandem Team's Offer**



## MCA Canada launches Women in Mechanical Construction group

*New initiative to promote the mechanical contracting industry and workplace inclusiveness for women*

The Mechanical Contractors Association of Canada (MCAC) has launched a new program called Women in Mechanical Construction (WiMC). The program will promote inclusiveness in the mechanical contracting industry, while inviting women to share experiences, explore new opportunities, and learn new skills to assist in career advancement.

“Across Canada, women are providing tremendous contributions to the mechanical contracting industry and we look forward to showcasing that through WiMC,” explained Julie Zulich, Chairperson of the Women in Mechanical Construction steering committee.



**Sign Up for WiMC Here!**

WiMC be holding its first webinar on March 17 when Jane Gowing will provide her own experiences in the industry as president of Gowing Contractors.

### *Message from EVP Dana Taylor — continued from page 1*

policy requirements provided by BC Capital Asset Management Framework (CAMF), and produced tendering terms that place severe conditions on bidders. BCCA issued alerts on two BC Housing projects in February which include details of variations to accepted policy and practice.

Part of the role of associations is to hold government and its agencies to account and to provide them with guidance to set and adhere to generally accepted practices. The fundamental principle at stake is fairness. Whether it is BCCA challenging tendering terms or the Risky Clauses oversight committee vetting sub-contract agreements between general contractors and trades, the objective is the same: to create a place where risk and responsibility are fairly distributed, in order that the client – the purchaser – can take delivery of a structure built to specified standards at a fair market price without overburdening any of the contracting partners with unfair risk.

Regarding the BC Housing projects in Prince George, BCCA met with the key procurement folks at BC Housing about these alerts. Apparently, BC Housing resisted a suggestion to engage an independent third-party expert to work on their procurement conditions. However, the

parties have begun a review and hope to meet soon to discuss their findings. The reaction of local general contractors to the alerts has been to NOT bid on BC Housing projects given the conditions of the bid documents. Needless to say, contractors were pleased with the alerts.



With such similar objectives, there is an opportunity here for BCCA, MCABC, ECA, and others impacted by BC Housing projects to leverage their collective strength and collaborate in order to solve an industry problem.

Meanwhile, our Risky Clauses program continues to collect, review and provide legal interpretations of contracts to help our trades contractors administer their contract documents. Use of the program is increasing as demonstrated by some recent statistics below:

- Last 90 days – Total page views: 171
- January 2019 page views: 145
- Total downloads of contracts and appendices since documents were made available: 295

Stay vigilant – the contracts you sign depend on it.

Access the Risky Clauses Program [HERE](#). Need login credentials? Voting contractor members can request their personal password [HERE](#).

## Canature is offering free webinar series on the business of water conditioning

Canature is offering two series that cover similar content over ten sessions. While one series covers the Novo line of products on **Tuesdays, March 19 to May 21**, the second covers their WaterGroup products on **Thursdays, March 21 to May 23**. Choose the series that fits with your schedule.

The ten sessions cover topics like step-by-step instructions for installing point-of-entry equipment including softeners and filters, how to remove odours and gases, and reverse osmosis and UV systems.

**Information and Registration for the  
Novo Webinar Series**

**Information and Registration for the  
WaterGroup Webinar Series**

## MCABC CALENDAR OF EVENTS

March 9 & 10	Estimating 201	MCABC Classroom, Burnaby
March 13	Planning & Managing Your Contracting Business (BM <sub>2</sub> )	MCABC Classroom, Burnaby
March 14	MCABC Profitable Selling Workshop	MCABC Classroom, Burnaby
March 27	MCABC Board Meeting	MCABC Boardroom, Burnaby
April 3	Optimizing Your Productivity (BM <sub>3</sub> )	MCABC Classroom, Burnaby
April 11	Management Best Practices (BM <sub>4</sub> )	MCABC Classroom, Burnaby
April 17	Proactive Workshop for Field Service Technicians	Venue: TBA
April 24	MCABC Board Meeting	MCABC Boardroom, Burnaby
April 27	Blueprint Reading	MCABC Classroom, Burnaby
May 8 & 9	Dispatcher Training	MCABC Classroom, Burnaby
May 24	Fraser Valley Golf Tournament	Morgan Creek Golf Course, Surrey
May 30—June 2	Western Region MCA Conference	Fairmont Banff Springs, Banff
May 30	MCABC Board Meeting	Fairmont Banff Springs, Banff
May 31	MCABC Annual General Meeting	Fairmont Banff Springs, Banff
June 12	MCABC & BCEA Okanagan Golf	Sunset Ranch Golf Club, Kelowna
June 14	MCABC Vancouver Golf Tournament	Northview Golf Club, Surrey

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