

Paul Demeule, GSC, PMP**General Manager - BC****Trotter & Morton Building Technologies Inc.**

A proven project and business unit leader, Paul thrives on leading and supporting high performance teams and delivering superior results in challenging project environments. He works collaboratively to ensure project specific processes are in place that provide optimized project outcomes. Paul embraces technology and is always seeking ways to do more with less while striving for continuous improvement. As a lean practitioner, Paul seeks to maximize client value by focusing on reduction, efficiency, and first-time quality. Paul's experience as an owner's representative and as a general contractor gives him a unique and balanced perspective on complex project issues.

QUALIFICATIONS:

- Certificate in Strategic Leadership, UBC Sauder School of Business
- Lean Green Belt (pending), UBC Sauder School of Business
- Certified Project Manager, UBC Continuing Studies/ Sauder School of Business
- Gold Seal Certification (GSC), Project Manager, Canadian Construction Association
- Red Seal IP Trade Ticket - Plumbing
- Project Management Professional (PMP), Project Management Institute
- Certificate in Construction Law, Osgoode Hall Law School of York University

Dave M. Trace, Contract Sales/Account Manager**Total Energy Systems Ltd**

Dave brings to MCABC more than 35 years of service in various construction trades, including glazing, flooring, CCTV security systems and, since 2014, HVAC and mechanical systems for Total Energy Systems. Throughout his career, Dave has been an active industry contributor, as a member of Safety Committees, a designated First Aid Attendant, a union contract negotiator, Shop Steward and manager and supervisor of crews. He has 21 years as a union worker and 17 years experience in sales and management, including setting and achieving profitability goals and deadlines.

Dave hopes to share his strength in the customer service side of the business to bridge and balance service with the technical aspects of the mechanical contracting trades. Constantly striving to achieve and exceed customer expectations, Dave believes that superb customer service and site safety are what construction trade companies require to maintain credibility and accountability with their customers.

Sean Hamilton, Owner/President**First District Mechanical**

Sean is Owner and President of First District Mechanical, a company he established in 2020 that focuses on service, maintenance, and retrofits for the Lower Mainland and Fraser Valley Commercial, Industrial and Strata-Residential real estate market. Sean has led business development, sales, marketing, branding, customer retention, professional development, and all day-to-day service, in addition to his responsibility for the operations of a successful mechanical service contracting company.

Through continuous education of his teams, Sean is focused on raising the bar on developing the quality-of-service contractors in the sector. His leadership has been instrumental in helping employees be more customer-oriented, deliver higher value and help customers be more efficient. Sean is:

- currently on the Board of Directors for BOMA
- the past chair of BOMA's Quality Building Team and BOMA's New Professionals
- a member of BOMA's Education Committee
- Co-Chair of the BOMA Canada National Committee for Emerging Leaders

Previously, as a member of the Mechanical Service Contractors of America, Sean served on the Education and Marketing Committee and was a round table moderator at MSCA's annual conference. He also helped spearhead the Building Life Cycle Task Force for PAMA, which helps Strata Managers become more knowledgeable around the systems that make up their buildings.

Miles Murray**Business Development Manager****Equipco Ltd**

After graduating from Kelsey Institute of Applied Arts and Sciences in Saskatoon with a diploma in Mechanical Engineering Technology 1981, Miles worked briefly for a local manufacturer's representative in the HVAC industry. He realized this was the career path he wanted to pursue and opened his own business in 1982, specializing in hydronic equipment.

Miles spent his career constantly learning all aspects of the industry from technical equipment training to management skills.

- ASHRAE member since 1982.
- Registered with the Applied Science Technologists and Technicians of B.C. since 1988.
- Received a Special Purpose Gas Certificate from Technical Safety BC in 1994.
- MCABC member since 2008.
- Completed the Executive Management Program at SFU in 2008.
- TEC member from 2009 to 2014.
- Current MCABC board member.

After 38 years of owning and operating his own business, Murray Mechanical Sales Inc merged with Equipco Ltd. Miles continues to maintain his qualifications and is an active member of the HVAC industry.

Niall Duggan
Regional Sales Manager, BC
Wolseley Canada

Niall joined the plumbing industry in 2012, following senior roles with manufacturers in packaging. He worked for Universal Supply, a family-owned wholesaler with a long local legacy, where he acquired the history of the industry as well as the challenges and opportunities in the Mechanical Contracting trades. Following an acquisition, Niall spent time with Emco where he broadened his national perspective of the industry and now works for Wolseley with provincial sales responsibility – a role that has validated the industry’s impact in the province.

During Niall’s early years at Universal, he was privileged to be invited on to the BC board of CIPH, where he was elected President of the local chapter for two years. During Niall’s leadership and with the support of his industry peers, the local was able to significantly transform and develop into a more collective voice of the industry supply chain. Niall’s experience with CIPH also provided him opportunities to engage with representatives of provincial, municipal, and regulatory bodies.

Niall says he has “genuine respect for the accomplishments, skills and importance of the Mechanical Contracting industry and especially for the owners and leaders who create tremendous value.” He would like to contribute to a strengthened industry.

Meghan Murphy
Mechanical Account Manager
ESC Automation

Meghan began her career in the Mechanical Contracting industry at Honeywell Process Solutions, specifically being involved with the Fort Hills Project in Fort McMurray. After that she was hired with Honeywell Business Solutions, overseeing Southern Alberta and 15 HVAC Mechanics. Near the end of her contract, she was approached by Honeywell National Accounts for a permanent position overseeing the RBC Account which entailed over 2,000 contracts coast to coast, along with a handful of mechanics for each region of the country and over 29 Facilities Managers for the account.

Over the next 11 years, Meghan’s responsibilities grew based on her success managing a \$15 million contract. Her role then expanded into the Capital Replacement program for all locations of RBC across Canada, in which she was responsible for \$3 million in additional revenue, which led to her nomination and award to Honeywells Circle of Excellence. In 2017, she made the difficult decision to leave Honeywell to pursue and expand her knowledge of the HVAC industry. She then joined ESC Automation and was immediately recognized for her passion and knowledge of the HVAC industry along with her long-standing relations.

Since her arrival at ESC Automation, Meghan has focused her portfolio on multi-listing contracts locally and across BC and has grown her client base to include larger Educational Institutions and most Municipalities.