

SPRING 2025

# Sheet Metal Journal

[www.sheetmetaljournal.com](http://www.sheetmetaljournal.com)

British Columbia



*Also in this Issue:*



Dodging Contract Landmines



Tariffs and Construction



Official Journal of  
Record for SMACNA-BC





# PROMOTING GROWTH AND STABILITY IN OUR INDUSTRY

Formed in 1969, the British Columbia Sheet Metal Association (SMACNA-BC) was the first international chapter of the Sheet Metal & Air-conditioning Contractors National Association (SMACNA). Founded in 1934, SMACNA traces its history to the National Association of Sheet Metal Contractors established in 1910, and has 2,300 members worldwide.

**SMACNA-BC** is a member-driven association representing unionized sheet metal contractors in the Mainland of BC, and suppliers to our industry. It promotes the growth and stability of the members and industry.

## OUR MANDATE

- To improve the financial stability and business conditions of the sheet metal industry, and to develop and promote methods to improve managerial proficiency
- To improve quality, efficiency and productivity of this industry, and to implement high standards of work
- To establish and maintain high ethical standards of conduct between members of the Association, and between members and owners, architects, engineers, other contractors, and the public
- To promote harmony in labour relations
- To study and help in the development and enforcement of governmental codes and regulations, and such legislation as may be necessary for the best interest of the public and the sheet metal industry
- To exchange technical, professional, and educational information with other contractor associations in the sheet metal industry and its allied trades in Canada and other countries
- To affiliate as a Chapter with the Sheet Metal & Air-conditioning Contractors National Association, Inc.

BC Sheet Metal Association (SMACNA-BC) • Executive Director: Jeremy Hallman

705 - 9639 137A Street Surrey, BC V3T 0M1

Phone: (604) 585-4641 • E-mail: [smacnabc@smacna-bc.org](mailto:smacnabc@smacna-bc.org)

Learn more at

# [www.smacna-bc.org](http://www.smacna-bc.org)



## PUBLISHER / EDITOR

Jessica Kirby  
jessica.kirby@pointonemedia.com

## CONTRIBUTORS

Natalie Bruckner  
Robin Brunet  
Norm Grusnick  
Dave Halabourda  
Jeremy Hallman

## COVER PHOTO

Evergreen Sheet Metal

## ADVERTISING SALES / DESIGN

Lara Perraton  
877.755.2762  
lperraton@pointonemedia.com

## PUBLISHED QUARTERLY BY

Point One Media Inc.

Sheet Metal Journal  
P.O. Box 11, Station A Nanaimo, BC V9R 5K4  
Toll-free: 877.755.2762  
www.sheetmetaljournal.com

While information contained in this publication has been compiled from sources deemed to be reliable, the publisher may not be held liable for omissions or errors.

Contents ©2025 by Point One Media Inc. All rights reserved. No part of this publication may be reproduced or duplicated without prior written permission from the publisher.

Printed in Canada.  
Postage paid at Coquitlam, BC.

Return postage guaranteed. Canada Post  
Canadian Publications Mail Sales Product  
Agreement #40719512.

Return undeliverable Canadian addresses to:  
Circulation Department

Sheet Metal Journal  
P.O. Box 11, Station A Nanaimo, BC V9R 5K4  
email: circulations@pointonemedia.com

Official Journal of Record for  
SMACNA - BC

Find Sheet Metal Journal  
on Twitter and Facebook



With the participation of the Government of Canada.

Funded by the  
Government  
of Canada

Financé par le  
gouvernement  
du Canada

Canada



©StockPhoto/Nuttawan

13

SPRING 2025

## FEATURES

### 10 EVERGREEN SHEET METAL: GILMORE PLACE

Gilmore Place, a master-planned community in Burnaby, was a complex, landmark project for Evergreen Sheet Metal.

### 13 DODGING CONTRACT LANDMINES

SMACNA National provides a contract survival guide for HVAC and sheet metal professionals.

### 16 AMERICAN TARIFFS AND CANADIAN CONSTRUCTION

The tariff landscape might be changing by the minute, but Canadian construction professionals are preparing long-term for economic uncertainty.

## DEPARTMENTS

4 SMACNA-BC UPDATE  
6 INDUSTRY NEWS  
18 CONTRACTOR ADVICE  
19 ENGINEER'S DESK

19 SMACNA-BC HOLIDAY CALENDAR  
20 INDUSTRY SURVEY  
22 ADVERTISER INDEX  
OBC COVER SPONSORS



### NEGOTIATIONS, PROMPT PAYMENT, AND EVENTS THIS SPRING

As we move further into 2025, uncertainty continues to shape the Canadian business landscape. Shifting economic conditions, evolving tariffs and counter-tariffs, and industry-specific pressures continue to challenge companies to adapt quickly. At SMACNA-BC, we remain committed to supporting our members in any way that we can.

Negotiations have been ongoing with SMART Local Union No. 280. We met five times throughout February and March and have two more meetings scheduled for April. We know how important stability and clarity are for both contractors and workers, and we are working diligently toward an agreement that reflects the needs and priorities of all parties. Updates will be issued to contractor members once we have more information.

I'm also pleased to announce that we have been working with our industry partners on prompt payment in BC. There was a short hiatus just before and after the election, but it feels like we are closer than ever before. I would encourage every person interested in supporting this cause to complete the form at [promptpayment.ca](http://promptpayment.ca), which will mail a letter to your local MLA notifying them of your support. I completed one myself and can assure you that it took less than a minute to complete. If you have any questions on this or would like any updates, please feel free to reach out to me in the SMACNA-BC office.

Looking ahead, we're excited to be planning the 2025 SMACNA-BC AGM & Convention in beautiful Whistler, BC, taking place May 8–11. The Annual General Meeting will be held at 10:00 am on Saturday, May 10. Please make every effort to attend the meeting or send in your proxy vote to ensure your voice is heard.

Leanne has some great events planned for everyone on Friday including a variety of exciting activities designed to help you unwind, connect with fellow members, and enjoy the best of Whistler. Attendees can choose one of the following experiences:

#### **Zipline Tour**

Soar above the trees and take in stunning views on a high-adrenaline zipline tour through Whistler's breathtaking landscape. A perfect pick for thrill-seekers and nature lovers alike.

#### **Axe Throwing & Pizza Party**

Prefer something a little more grounded? Test your aim in a fun axe-throwing competition, then relax and refuel with hot



Jeremy Hallman,  
Executive Director, SMACNA-BC

pizza and great company. It's all about laughs, friendly rivalry, and good vibes.

#### **Golf at Big Sky in Pemberton**

Hit the fairway with fellow golf enthusiasts at one of BC's top courses. Big Sky Golf Club offers world-class play and unforgettable mountain views—ideal for a day of networking and friendly competition.

#### **Walking Lunch Tour**

Food lovers can indulge in a guided culinary tour through Whistler Village, sampling creative dishes and local BC wines at a series of top restaurants. A delicious way to explore the town on foot.

No matter which experience you choose, it's a great way to make memories and connect with fellow SMACNA-BC members in a laid-back, scenic setting.

### **Recent Events**

#### **SMACNA-BC Membership Dinner Meeting – March 20, 2025**

SMACNA-BC recently hosted an informative dinner session with Dal Dhatt and Benjamin Pearson from Skilled Trades BC. They provided valuable insights into the Skilled Trades Certification process and the Employer Workforce Submission, highlighting how these updates impact contractors, tradespeople, and employers.

The evening wrapped up with a lively Q&A session, giving attendees the opportunity to ask specific questions and raise concerns. If you were unable to attend and would like more info, please feel free to call me at the SMACNA-BC office.

#### **SMACNA-BC Membership Dinner Meeting – April 17, 2025**

In April, SMACNA-BC members attended an exclusive ChatGPT Workshop hosted by Emerson Academy on Thursday, April 17, 2025, from 5:00 pm to 9:00 pm at the Civic Hotel in Surrey, BC. This hands-on event explored how artificial intelligence—specifically ChatGPT—can enhance productivity across operations, project management, business development, and fieldwork.

**READING A BORROWED COPY OF SHEET  
METAL JOURNAL? GET YOUR OWN!**

**Sign up for your free subscription at  
[sheetmetajournal.com](http://sheetmetajournal.com)**

Highlights included:

- A 30- to 45-minute introductory session on ChatGPT basics, tailored to the sheet metal industry
- Live demos on project schedule optimization and spec and legal document summarization
- Open Q&A and personalized support for real business scenarios

Attendees also gained insights into AI-powered copywriting, email drafting, research assistance, image generation, and data analysis. This workshop was presented by Emerson Academy, a leader in AI education for business professionals.

#### **SMACNA-BC AGM & Convention – May 8-11, 2025, Westin Resort & Spa Whistler**

#### **SMACNA National Convention – October 26-29, 2025, Maui, HI**

Looking ahead, the SMACNA National Convention will be held in October in Maui at the Grand Wailea Hotel. Registration for the convention is set to open April 24 at 9:00 am Pacific time. This year, contractors will be registering themselves and not going through SMACNA-BC. That said, if you have any questions, or need any help from us, please contact us in the SMACNA-BC office at 604-585-4641.

Chapter night for this event will be held with the Western Washington and Southwest Washington chapters at the Four

Seasons Hotel. Based on past events with Julie and her team, this night should be sure to please.

#### **SMACNA-BC Membership Dinner Meeting – June 19, 2025**

Unfortunately, our June Dinner Meeting needed to be cancelled again this year due to scheduling conflicts.

#### **SMACNA-BC Membership Dinner Meeting – September 18, 2025**

SMACNA-BC is pleased to welcome Vincent Belokopytov and the technical team from E.H. Price, who will be presenting on life safety damper systems—with a focus on fire dampers, smoke dampers, and combination fire/smoke dampers. This presentation will cover application-specific guidance, code compliance (NFPA, UL, ULC), installation best practices, and emerging innovations in damper technology.

These sessions are highly interactive and designed to help contractors, engineers, and estimators stay current with life safety damper requirements. Attendees are encouraged to bring technical questions and field challenges to discuss with the E.H. Price experts.

For a full list of upcoming SMACNA-BC events please visit our website at [business.smacna-bc.org/events](https://business.smacna-bc.org/events) ■



# GLOBAL REACH

# LOCAL SERVICE

## YOUR INSULATION PARTNER



**Specialty Products  
and Insulation**



[spi-co.com](https://spi-co.com)

Canada / Australia / Exports

**BURNABY, BC**  
604-430-3044

**CALGARY, AB**  
403-720-6255

**EDMONTON, AB**  
780-452-4966

**LANGLEY, BC**  
604-532-7230

**MISSISSAUGA, ON**  
416-675-1710

## CONSTRUCTION FOR CANADIANS: BUILT BY US, FOR YOU

Construction for Canadians, a national collective of 57 construction associations in Canada, has released the following invitation to participate in its inaugural, pre-election campaign as well as on-going advocacy efforts:

In this federal election, construction will no longer be ignored. That's why Canada's construction industry has launched the Construction for Canadians campaign, supported by 57 national, provincial, and regional construction associations from coast to coast.

"A strong construction industry is the key to a strong Canada," said Rodrigue Gilbert, president of the Canadian Construction Association (CCA). "To support long-term growth, the next federal government must make the necessary and overdue investments in trade-enabling infrastructure, workforce development, and modernized procurement."

Construction affects every Canadian. It shapes Canada's physical landscape, grows our economy, connects communities, and plays a critical role in building a prosperous and resilient country. But underinvestment, workforce challenges, and outdated policies, combined with Donald Trump's threats and tariffs,

are barriers to the growth Canadians need. To set Canada up for success, the next federal government must commit to supporting construction.

"The stakes are high—without strategic investment, Canada risks falling further behind," Gilbert added. "We need bold action to ensure our industry has the resources, talent, and opportunities to keep building a strong economy and communities where Canadians can thrive."

Canada's economy runs on construction. With over 1.6 million workers and \$151 billion in economic impact, this industry is the foundation of our future.

Learn more about Construction for Canadians at [construction4cdns.ca](http://construction4cdns.ca). Canadians can help spread the word by sharing #construction4cdns on social media and sending a letter to their riding candidates at [construction4cdns.ca/get-involved](http://construction4cdns.ca/get-involved) ■

## TRAINING AND NETWORKING OPPORTUNITIES AT BC CENTRE FOR WOMEN IN THE TRADES

BC Centre for Women in the Trades (BCCWITT) is working to create a diverse, equitable, and inclusive skilled trades industry, where all feel welcome, healthy, respected, and safe.

The organization is a partnership led by tradespeople and industry and labour representatives, all of whom are committed to removing barriers faced by equity priority people, including Indigenous people, racialized people, people with disabilities, 2SLGBTIAQ+ people, and women. The end game is to increase participation in the trades and promote healthier environments in workplaces and training institutions.

Operating under the umbrella of the BC Federation of Labour, BCCWITT works with people of all genders, union and non-union employers, all levels of government, and other trade organizations to provide connection, funding, resources, and supports. It also offers programs, tools, and resources to individuals and organizations that support the attraction, retention, and advancement of equity priority people in skilled trades careers.

Throughout the year, BCCWITT offers a number of training opportunities that are open to all tradespeople in BC.

- Free Occupational Health and Safety webinars, held in partnership with BC FED Health & Safety Centre, are virtual sessions that cover workers' rights, safety committees, and practical scenarios.



**Business Manager & F.S.T.**

**Steve Davis**

**Assistant Business Manager**

**Owin Baxter**

**Business Representative**

**Troy Clutchey**

**Business Representative**

**Jeff Lind**

**Organizer**

**Derek Robinson**



**6188 Kingsway, Burnaby, BC V5J 1H5**  
**Phone 604-430-3388 or 1-800-242-8645 Fax:**  
**604-431-1864**  
**Email: [agents@smw280.org](mailto:agents@smw280.org)**



- Try A Trade is a full-time, four-week session inviting women interested in starting a career in trades to try one out. It introduces successful applicants to several trades through no-cost training that includes PPE, transportation, and lunch.
- Be More Than a Bystander is a training and educational program to support organizational and cultural shifts towards more inclusive, safer, and respectful workplaces. Two-hour workshops equip participants with practical tools and strategies to prevent and intervene in gender-based and other forms of bullying, harassment, and violence in workplaces.
- On May 1, 2025, BCCWITT will host Taxes & Credits for Tradespeople, a free webinar held in partnership with Canada Revenue Agency. It will cover financial skills, taxes, and credits for tradespeople.

For information on these and other services BCCWITT provides, please visit [bccwitt.ca](http://bccwitt.ca) ■

## SHEET METAL E.R.T. PROJECT

SMWTCS received \$246,500 from the Canadian Apprenticeship Strategy (CAS) – federal funding to facilitate access to trades training using new technologies, particularly targeting green

initiatives. Our new Sheet Metal E.R.T. environmental training project will promote environmental stewardship by training apprentices to reduce, reuse, and recycle sheet metal.

Under the program, apprentices learn to optimize material usage, reduce waste generation and increase resource efficiency. Our training centres will foster a culture of sustainability where environmental responsibility becomes ingrained in everyday operations and decision-making processes.

To learn more, visit [smwtcs.ca/sheetmetal-ert](http://smwtcs.ca/sheetmetal-ert) ■

## BUILDING IT GREEN TRAINING

Building It Green provides free climate-focused training for Canada's skilled trades community, including apprentices, journeymen, instructors, union leaders, contractors, and employers. The 2½-hour online Foundations Course introduces essential skills for high-performance, green construction.

Download the program overview at [buildingtrades.ca/.../02/Program-Handout.pdf](http://buildingtrades.ca/.../02/Program-Handout.pdf) ■

### Get the Best in the Business Working for You. Reach out to SMACNA-BC Membership Today.



SMACNA-BC contractors demonstrate unmatched technical and managerial expertise enhanced by an exceptionally skilled and professional workforce. In fact, SMACNA-BC contractors employ only Red Seal certified sheet metal journeymen and registered apprentices, and they work exclusively with reputable suppliers to secure the highest quality materials and services. SMACNA-BC is also the ultimate source for standards-based products and services, including technical manuals, guidelines, and consultancy. That means when you hire a SMACNA-BC contractor or buy from an affiliated supplier, you are building your project's sheet metal scope to North America's highest professional standards.

**BC Sheet Metal Association (SMACNA-BC)**  
**Executive Director: Jeremy Hallman**  
 705 – 9639 137A Street  
 Surrey, BC V3T 0M1  
 Phone: (604) 585-4641  
 E-mail: [smacnabc@smacna-bc.org](mailto:smacnabc@smacna-bc.org)

#### CONTRACTOR MEMBERS

Alliance Metal Fabricators Ltd.  
 Allied Blower & Sheet Metal Ltd.  
 Ames Metal Fabricators 82 Ltd.  
 Apex Pneumatics Ltd.  
 Apollo Sheet Metal Ltd.  
 Austin Metal Fabricators L.P.  
 Boston Sheet Metal Ltd.  
 CC Industries (2021) Ltd.  
 Cascade Metal Design Ltd.  
 Century Plumbing & Heating Ltd.  
 City Sheet Metal (2022) Ltd.  
 CrimsonRidge Sheet Metal Inc.  
 Crosstown Metal Industries Ltd.  
 Downtown Custom Metal Works Ltd.  
 Duncan's Ltd.  
 ECCO Supply  
 Equity Plumbing & Heating Ltd.  
 Evergreen Sheet Metal (2018) Ltd.  
 Harbourview Sheet Metal Ltd.  
 Horizon Cladding Ltd.  
 Horizon Metal Systems Inc.  
 J Grunau Metal Works Ltd.  
 KD Engineering Co.  
 Keith Panel Systems Co. Ltd.  
 Kendall HVAC Ltd.  
 Modern Niagara  
 Northern Sheet Metal Ltd.  
 Novagreen  
 Pacific Rim Industrial Insulation Ltd.  
 Piedmont Sheet Metal (1997) Ltd.

Quest Metal Works a div. of Russell Food Equip. Ltd.  
 R.H. Jones & Son Mechanical Ltd.  
 Ridge Sheet Metal Co.  
 Rocky Point Commercial HVAC Inc.  
 Samson Metals Ltd.  
 Smith Sheet Metal Works Ltd.  
 Spectrum Sheet Metal Ltd.  
 Summit Sheet Metal Ltd.  
 Tin Tech Incorporated  
 Tri-Metal Fabricators  
 VETS Sheet Metal Ltd.  
 Viaduct Sheet Metal Ltd.  
 Walker Sheet Metal Ltd.  
 Western Mechanical Services (1977) Ltd.

Equipco Ltd.  
 Flo-Matrix Air Ventilation  
 Gripple Canada Inc.  
 HVAC Systems and Solutions Ltd.  
 Intercon Insurance Services Ltd.  
 Johns Manville  
 Manson Insulation  
 Master Group  
 Maxam Metal Products  
 Modern Tool B.C. Ltd.  
 Nu-West Construction Products  
 Olympic International  
 Pacaire HVAC Supplies Ltd.  
 Progressive Air Products Ltd.  
 Raider Hansen  
 Raven Hydronic Supply Ltd.  
 Riada Sales Inc.  
 Samuel, Son & Co., Ltd.  
 SPI – Burnaby Insulation  
 SPI Canada Distribution Inc.  
 Walker Sheet Metal Ltd.  
 Wm. P. Somerville

#### ASSOCIATE MEMBERS

Aarc West HVAC Solutions Inc.  
 Access Metal Products Ltd.  
 Air System Supplies  
 AIRPLUS Industrial Corp  
 Armacell Canada Inc  
 Crossroads C&I  
 EH Price Vancouver  
 EMCO (HVAC Division)  
 EMCO HVAC - Burnaby  
 Engineered Air  
 Envirotech Air Inc.

Scan the QR code below for a complete list of member contact information or visit [www.smacna-bc.org](http://www.smacna-bc.org)



## BC PUBLIC CONSTRUCTION HIRING PROGRAM HAS 'LARGELY SUCCEEDED': REPORT

*Community Benefit Agreements criticized for favouring unions, raising costs have boosted local hiring, improved conditions, SFU research finds*

By Wolf Depner, Nanaimo Daily News | [nanaimobulletin.com](http://nanaimobulletin.com)

A new report defends a program designed to improve training, retention, and and diversity in the construction industry.

Community Benefits Agreements supplying construction workers to major public infrastructure projects have received criticism from parts of the political opposition and the construction industry for raising costs and excluding non-union members since their creation in 2018.

The agreements currently apply to ten major public infrastructure projects, including the Broadway Subway Project, the Cowichan District Hospital Replacement Project, and several projects along Highway 1 in BC's Interior.

They prioritize local hiring as well as apprenticeships for and recruitment of Indigenous workers, women, racialized workers, and people with disabilities. The BC Infrastructure Benefits Crown Corporation handles all hiring and manages other labour relations such as payrolls.

The report titled *Building Better* and written by John Calvert of Simon Fraser University said BCIB is the only example of a government-created public employer to train, employ, and supply the trades' workforce on major construction projects.

Calvert said results so far show that the program has "largely succeeded" in meeting government goals.

"The tools the BCIB are using to provide better local jobs in the construction industry are working," Calvert said. "It's helping to counteract a toxic worksite culture that can be hostile to new workers who are women, Indigenous, or racialized. It's helping construction workers land better paying, unionized jobs. And that's helping local economies."

According to the study, BCIB hired 4,946 workers, who logged over 7.5 million paid hours between 2019 to 2024. More than nine out of ten hires are BC residents, with 76 percent of those coming from the communities where they work. BCIB has also reached a 20 percent hiring rate for trainees or apprentices with 21 percent of BCIB employees rehired for new jobs. BCIB has also reached a 14 percent hiring rate for Indigenous workers, more than double the provincial construction average.

Other benefits include addressing the frequently toxic environments of worksites and improved payment. Calvert's report notes that these agreements eliminate the common problem of non-payment through guarantees. They also provide consistent pay across worker categories because of their union requirements on BCIB worksites regardless of contractor.

But these agreements have not been without controversy. Former BC United Leader Kevin Falcon frequently referred to them as "community rip-off agreements" in arguing that they increase costs, a point also heard from parts of the construction industry.

Calvert said in his report that "considerable evidence from national and international studies" shows that CBAs "are not significantly more costly than traditional infrastructure procurement, largely because of the higher productivity of well-trained workers."

He added that governments increasingly include social, employment, and training requirements in their contract tenders to leverage additional benefits from construction purchases.

"Underlying business claims that the CBA raises costs is the assumption that unionized workers are overpaid and that much of the training associated with the apprenticeship system is not needed," Calvert said in his report. "This ignores the increased productivity of a skilled workforce. While critics are circumspect about arguing that workers should get less, low wages are how many contractors keep bid costs down."

BC Indigenous contractor Jon Coleman, who at one stage ran for BC United, also criticized the agreements in having argued for their repeal. He said the agreements prevented him and other Indigenous contractors from working on the Cowichan District Hospital Replacement Project because companies and workers are not members of unions accepted by BCIB. He also argued that the union requirements violated government's commitment to reconciliation, a charge government has rejected.

Calvert said arguments the union membership requirement denies choice ignores much of BC's current labour relations practice.

"Such agreements are normal throughout BC's public sector, including at other Crown corporations, such as BC Hydro and the Insurance Corporation of BC, as well as teachers, nurses, health professionals, care aides, government employees, and municipal workers."

*Originally posted at [nanaimobulletin.com/news/bc-public-construction-hiring-program-has-largely-succeeded-report-7939676](http://nanaimobulletin.com/news/bc-public-construction-hiring-program-has-largely-succeeded-report-7939676)*

*Continued on page 22*



# WE'VE GOT YOU COVERED

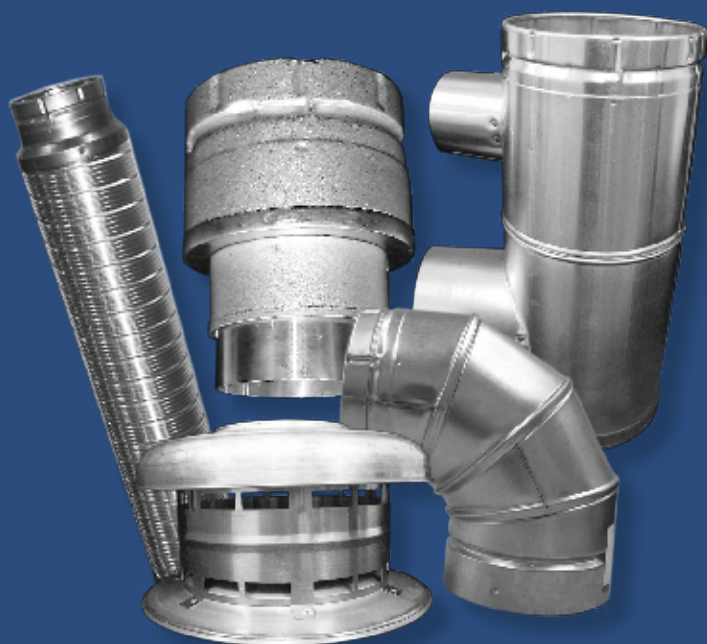


Visit [www.eccomfg.com](http://www.eccomfg.com) for more information

## ECCO™ TYPE B GAS VENT

Precision manufactured to ensure consistent quality and fit.  
All components meet the highest standards recommended by UL and ULC.

### Residential B Vent



### Commercial B Vent




**4,500 + SKUs**

ECCO Manufacturing is proud to carry over **4,500 SKUs** in our product catalog.

Contact us today for more product details at [www.eccomfg.com/contact-us/](http://www.eccomfg.com/contact-us/)





# EVERGREEN

## Sheet Metal:

# GILMORE PLACE

By Natalie Bruckner • Photos courtesy of Evergreen Sheet Metal

**The landscape of Burnaby is changing,** and nowhere is that more evident than at Gilmore Place. This master-planned community by Onni Group is redefining the city's western gateway with a bold vision of modern urban living. Featuring one of Canada's tallest residential towers, direct integration with the Gilmore SkyTrain Station, high-end shopping, entertainment, premium office spaces, and luxury residences, Gilmore Place exemplifies Burnaby's fast-changing skyline.

As one of the most complex developments ever to be integrated with a SkyTrain station, the mechanical systems required for such a high-density development were integral to its success. Evergreen Sheet Metal played a key role in this, tasked with installing and commissioning the HVAC system—critical for ensuring optimal air quality, ventilation, and climate control across all areas in the three mixed-use towers that comprise Phase One. Their scope covered everything from the parkade and amenities to the individual residential units in all three towers—a massive undertaking that demanded precision engineering and seamless coordination across trades.

“The complexity of Gilmore Place's HVAC system set it apart,” says Justin Nguyen, project manager at Evergreen Sheet Metal.

“The buildings' design required a deep understanding of HVAC systems and building codes to ensure seamless execution and functionality. Every component had to be meticulously planned to integrate with the structure, ensuring efficient operation for years to come.”

Nguyen explains that the centrepiece of the project is the luxurious, high-end amenities on levels four and five of each tower. “A high-efficiency central AHU provides ventilation for the pool area using aluminum ductwork and continuous linear diffusers, enhancing the space's elegance,” he explains. “The AHU is located in a restricted crawlspace, posing significant challenges for installation and logistics.”

Evergreen entered the bidding process in late 2020, securing the contract based on their reputation for quality, expertise and problem-solving capabilities. By mid-2021, their team was on-site, ready to tackle one of the most ambitious HVAC installations in Burnaby's history.

With a project of this scale, execution was far from straightforward. The HVAC system was designed to handle high occupancy while maintaining energy efficiency and regulatory compliance. The installation had to be carefully sequenced with



other trades to avoid conflicts and ensure seamless integration into each building's infrastructure.

"The biggest hurdle was aligning our work with other trades to prevent clashes during installation," Nguyen explains. "This is a massive project with a complex mechanical system, and a significant amount of planning took place during the design phase. With so many moving parts, even a minor misalignment could lead to costly rework."

To mitigate these challenges, Evergreen leveraged advanced building information modelling (BIM) software such as Revit and Revizto. These tools allowed the team to create highly detailed 3D models, simulating the entire mechanical system before any physical installation began. By identifying potential conflicts early, Evergreen could make necessary adjustments in the virtual space—long before materials arrived on-site.

"Our use of Revit and Revizto was critical in streamlining the coordination process," Nguyen explains. "By modelling everything digitally, we minimized the need for on-site modifications and improved overall efficiency."

Material management was another key factor in keeping the project on schedule and within budget. The COVID-19 pandemic had caused widespread disruptions in the global supply chain, leading to price fluctuations and material shortages. To stay ahead of these challenges, Evergreen implemented a preloading strategy, ensuring materials and equipment were secured well in advance.

"Preloading materials and equipment helped us stay on track, particularly with rising costs across various materials," says Nguyen. "By planning ahead, we minimized delays and prevented budget overruns."

Evergreen also leaned heavily on prefabrication techniques. Instead of relying solely on field measurements and manual fabrication, much of the metalwork was designed directly from BIM models and manufactured off-site. This approach not only reduced material waste but also significantly cut down on labour time, enhancing overall productivity.

Sustainability was a major focus at Gilmore Place, aligning with Burnaby's push toward energy-efficient building standards. The development's mechanical systems were initially designed to comply with ASHRAE 90.1 2010, a widely recognized standard for energy efficiency in buildings. However, as the City of Burnaby adopted the BC Energy Step Code, the project had to meet even stricter energy performance requirements.

"This was a significant challenge," says Nguyen. "We needed to source 'green' equipment with low energy consumption to align with LEED requirements while maintaining system performance."

One of the key sustainable features of the project is an ambient loop system powered by air-source heat pumps. "A central make-up air [MUA] unit, working in conjunction with the heat pump system, delivers heating and cooling to approximately 60,000 square feet of amenity spaces. This required an exceptional level of coordination to ensure every duct run was precisely accounted for and carefully measured. With limited pressure drop allowances, we meticulously designed the system to deliver optimal airflow while maintaining superior acoustic performance," Nguyen says.







Indeed, executing an HVAC installation at this scale requires not only technical expertise but also exceptional problem-solving skills. Every aspect of the system—from airflow optimization to integration with smart building controls—had to be carefully considered.

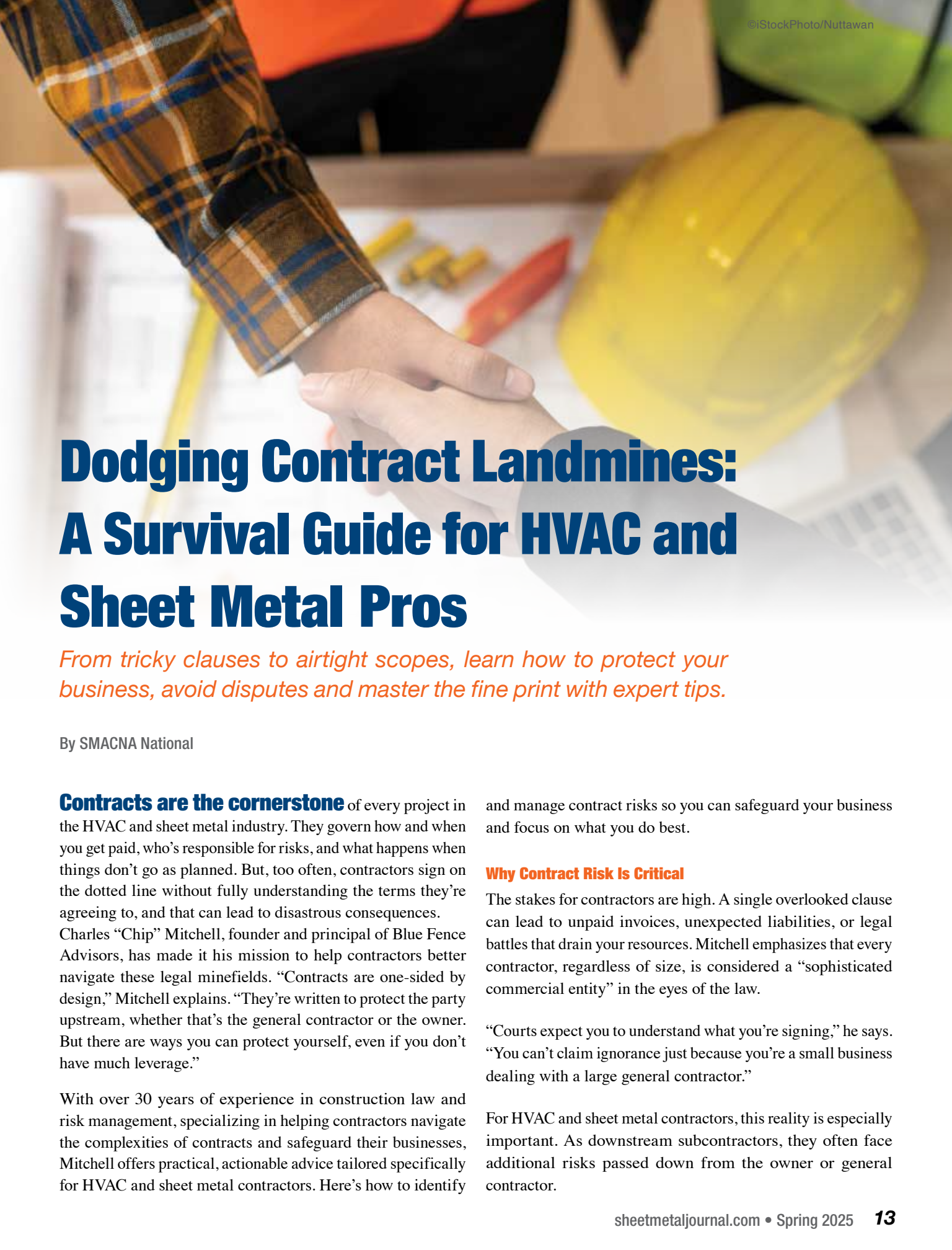
The sheer scale of the project meant that even small inefficiencies could have significant consequences. By employing high-efficiency air filtration and airflow management systems, Evergreen ensured that Gilmore Place residents would enjoy superior indoor air quality, enhancing both comfort and health.



At its core, Evergreen Sheet Metal thrives on growth—both as a company and as individuals. “Like the evergreens in our name, we believe in continuously learning and strengthening our trade,” Nguyen says. “Projects like Gilmore Place push us to evolve, from coordinating across multiple trades to optimizing designs for efficiency. It takes commitment and dependability from our team to ensure that every piece of ductwork and ventilation system meets the highest standard.”

Beyond technical execution, what sets Evergreen apart is the company’s team-oriented culture. Large-scale projects like this require close collaboration, trust, and a shared commitment to excellence. From apprentices to senior engineers, everyone played a crucial role in delivering a world-class HVAC system that will serve Gilmore Place for decades to come.

Being part of a landmark development like Gilmore Place is more than just another job—it’s a testament to how Evergreen Sheet Metal continues to innovate. With every project, they solidify their reputation as industry leaders, ensuring that buildings not only stand tall but breathe easy. ■



# Dodging Contract Landmines: A Survival Guide for HVAC and Sheet Metal Pros

*From tricky clauses to airtight scopes, learn how to protect your business, avoid disputes and master the fine print with expert tips.*

By SMACNA National

**Contracts are the cornerstone** of every project in the HVAC and sheet metal industry. They govern how and when you get paid, who's responsible for risks, and what happens when things don't go as planned. But, too often, contractors sign on the dotted line without fully understanding the terms they're agreeing to, and that can lead to disastrous consequences.

Charles "Chip" Mitchell, founder and principal of Blue Fence Advisors, has made it his mission to help contractors better navigate these legal minefields. "Contracts are one-sided by design," Mitchell explains. "They're written to protect the party upstream, whether that's the general contractor or the owner. But there are ways you can protect yourself, even if you don't have much leverage."

With over 30 years of experience in construction law and risk management, specializing in helping contractors navigate the complexities of contracts and safeguard their businesses, Mitchell offers practical, actionable advice tailored specifically for HVAC and sheet metal contractors. Here's how to identify

and manage contract risks so you can safeguard your business and focus on what you do best.

## **Why Contract Risk Is Critical**

The stakes for contractors are high. A single overlooked clause can lead to unpaid invoices, unexpected liabilities, or legal battles that drain your resources. Mitchell emphasizes that every contractor, regardless of size, is considered a "sophisticated commercial entity" in the eyes of the law.

"Courts expect you to understand what you're signing," he says. "You can't claim ignorance just because you're a small business dealing with a large general contractor."

For HVAC and sheet metal contractors, this reality is especially important. As downstream subcontractors, they often face additional risks passed down from the owner or general contractor.

***“Ambiguity is your enemy... If the scope isn’t detailed enough, you’ll end up doing extra work for free.”***

“You’re at the bottom of the food chain,” Mitchell says. “If you don’t protect yourself, you’ll be the first one left holding the bag when something goes wrong.”

### **Scope, Price and Time: The Foundation of Risk Management**

Mitchell identifies three pillars of contract success: scope, price, and time. “If you get these three elements right, you’re already ahead of the game,” he says.

#### **1. Scope**

The scope of work defines what you’re responsible for and what you’re not. Mitchell advises contractors to be crystal clear about exclusions. “Ambiguity is your enemy,” he says. “If the scope isn’t detailed enough, you’ll end up doing extra work for free.”

For example, if the contract specifies “install ductwork,” it should also clarify who provides the duct, whether insulation is included, and what happens if the design changes mid-project. “The more detailed your scope, the less room there is for disputes later,” Mitchell explains.

#### **2. Price**

Your pricing structure should align with the contract’s payment terms and expectations. Mitchell warns against underestimating the cost of complying with administrative requirements, like submitting detailed cost breakdowns or daily reports.

### **Caught you looking!**

Got news or a great idea for a column?  
Email your ideas to [jessica.kirby@pointonemedia.com](mailto:jessica.kirby@pointonemedia.com) and share your wow with your industry peers today.



“Contractors often focus on direct costs and forget about the hidden costs of compliance,” he says. “If the contract requires detailed documentation, build that into your price.”

#### **3. Time**

Unrealistic schedules are a recipe for disaster. “If the timeline is too tight, you’re setting yourself up for delays and penalties,” Mitchell says. He recommends pushing back during negotiations if the schedule doesn’t allow for reasonable contingencies.

### **Practical Strategies for Mitigating Risk**

Mitchell also offers tips for managing contract risk:

- 1. Read the Entire Contract and All Attachments.** “Think of a contract like an iceberg,” Mitchell says. “The main agreement is just the tip. The real risks are hidden in the attachments.” These include referenced documents like general conditions, specifications, and upstream contracts. Make sure you have a complete copy of the contract, including all exhibits and appendices. “If you don’t have everything, you can’t fully understand your obligations,” Mitchell warns.
- 2. Create a Risk Register.** Mitchell advises contractors to create a risk register for each project. This document summarizes key provisions, deadlines, and potential risks in one place. “It’s like a cheat sheet for your project team,” he says. “It ensures someone has read the contract and knows what to watch for.”
- 3. Document Everything.** Documentation isn’t just a good habit; it’s your best defense in a dispute. Mitchell stresses the importance of daily reports, photos, and written correspondence. “If it’s not in writing, it didn’t happen,” he says. Use technology to streamline documentation. Apps and software tools can make it easier to record daily activities, track changes, and maintain organized records.
- 4. Understand Notice Provisions.** Notice provisions are often overlooked but very important. They dictate how and when you must notify the other party of issues like delays, changes, or disputes. “Failing to comply with notice provisions can waive your rights to additional compensation or time extensions,” Mitchell warns. He recommends sending all notices in writing, preferably as PDFs on company letterhead.

### **Navigating Risk Allocation Clauses**

Contracts often include clauses that shift risk onto subcontractors. Mitchell highlights two common examples:

- **Pay-if-Paid Clauses:** These clauses state that you only get paid if the general contractor gets paid. “In some jurisdictions, these clauses aren’t enforceable,” Mitchell says. “But where they are, they put you in a precarious position.”
- **No-Damage-for-Delay Clauses:** These clauses prevent you from claiming compensation for delays caused by the owner or general contractor. Mitchell advises negotiating exceptions, such as delays caused by negligence. “You may not be able to



remove these clauses, but you can soften their impact through negotiation,” he says.

### Additional Tips for HVAC and Sheet Metal Contractors

The world of contracts can be complicated, Mitchell points out, offering additional suggestions for sheet metal and HVAC contractors when it comes to the following common things he’s seen that can be concerning in contracts.

- 1. Protect Yourself Against Scope Creep.** Requests for additional work without additional payment are common, Mitchell says. He recommends documenting all change requests and obtaining written approval before proceeding. “Don’t start extra work until you have a signed change order in place,” he emphasizes.
- 2. Manage Subcontractor Coordination.** If you’re working with lower-tier subcontractors, their performance can impact your liability. Mitchell advises including flowdown clauses in your contracts with subcontractors, ensuring they adhere to the same terms you’ve agreed to.
- 3. Use Technology to Your Advantage.** From contract analysis tools to project management software, technology can help contractors identify risks and stay organized. “AI tools are getting better at flagging problematic clauses,” Mitchell says. “While they’re not perfect, they can save you time and help you focus on the most critical issues.”

### Why Risk Management is About Communication

Mitchell emphasized the importance of clear communication in contract negotiations. “At its core, contract management is about setting expectations,” he says. “The more you communicate upfront, the fewer problems you’ll face down the line.”

He encourages contractors to involve their project teams in the risk management process. “Your project managers and forepersons are on the front lines,” he says. “They need to understand the contract and be empowered to act when issues arise.”

For HVAC and sheet metal contractors, managing contract risk is essential for survival in a competitive industry. By focusing on scope, price, and time; understanding key clauses; and leveraging practical tools, contractors can protect their businesses and improve project outcomes.

As Mitchell puts it, “You’ll never make a one-sided contract perfect, but you can make it manageable. And that’s often enough to ensure your success in the end.” ■

Read more at [smacna.org/news](http://smacna.org/news)



## Modern Tool (B.C.) Ltd.

Peter Baldry  
[peter@moderntoolbc.com](mailto:peter@moderntoolbc.com)  
cell: 604-250-3976

**Offering an extensive line-up of new and used machine tools and fabricating, sheet metal, and production machinery.**

### Feature Products:



Laser and Plasma Sheet Metal Cutting Solutions



1385 Kingsway Avenue Port Coquitlam, BC  
604-472-1444 • 1-800-717-1440

[www.moderntoolbc.com](http://www.moderntoolbc.com)



**We are 100% Owned and Operated in Canada**



INDOOR ENVIRONMENTAL SPECIALISTS

**Now NEBB  
certified for  
TAB services**

At Western Mechanical, we’ve spent over 60 years providing reliable Testing, Adjusting, and Balancing (TAB) services across Canada. Now, as a NEBB certified TAB firm, we’re taking that commitment even further—delivering precision, compliance, and verified results that meet the highest industry standards.



Certification No. 3931



604.324.1434



[info@westernmechanical.ca](mailto:info@westernmechanical.ca)



[westernmechanical.ca](http://westernmechanical.ca)





# American Tariffs and Canadian Construction

SMACNA-BC and the construction industry weigh in on the tariff landscape

By / Robin Brunet

**The only sure thing** in these tariff-driven times is that United States president Donald Trump is a master at fomenting uncertainty. His actions against Canada have caused speculation that everything from a more equitable realignment of free trade to an outright global depression is forthcoming.

Ever since Washington imposed a 25 percent tariff on imports from Canada and Mexico on March 4, the Canadian construction industry joined the angry chorus of voices to express what may lie in store for them. “These measures are likely to impact not only the ability of construction operators to meet their project requirements, but also the supply chains that the Canadian industries rely on,” stated the Canadian Construction Association. “This limits the industry’s ability to combat the housing crisis, it slows down its ability to build critical infrastructure, and so much more.”

Of equal concern is the prospect of retaliatory Canadian tariffs on American construction materials brought into this country (we import some \$3.5 billion in glass and glass products, for starters). Canadian Home Builders’ Association CEO Kevin Lee believes an emphasis should be placed “on avoiding tariffs on construction products and materials, unless other domestic or import solutions can be easily found for comparable prices.”

For its part, the Vancouver-based BTY Group examined six categories of construction materials at risk of the tariffs and concluded that construction costs could go up by between four and six percent. It also postulated that if potential retaliatory tariffs were taken into account and remained in effect for an extended period, a disinflationary trend would occur as demand falls and activity slows (in which case costs would go down).

As for BTY’s ranking of at-risk materials, lumber is considered a high risk, as are mechanical and electrical systems. In the medium risk category is rebar, due to some reinforcing steel production in Canada and the ability of bigger firms that buy supply from the United States to pivot to sources at home. BTY considers concrete to be steady and glazing to be a low risk.

But the degree to which the construction sector will suffer still remains a mystery, and Jeremy Hallman, executive director at SMACNA-BC, is unwilling to forecast anything with any degree of authority. “I’m tempted to say that the sheet metal sector will be less affected by the tariffs than other construction sectors, for the simple reason a lot of our members make their own products,” he says. “However, the price of everything from screws and bolts to insulation and sealers will likely go up, and I doubt any of us will truly grasp the impact until later this year.”

Hallman speculates that some Canadian companies may benefit, particularly if they specialize in specific sectors, such as the manufacture of commercial and industrial HVAC products.

But unfortunately, more common are the complaints Hallman is hearing from colleagues. “One SMACNA contract member who imports material from the United States to create a finished product up here that in turn is shipped back to America told me that 45 percent of his work goes stateside, and he’s extremely concerned about his bottom line,” he says.

At least one SMACNA associate member informed Hallman that the crunch has already begun. “He said he ordered a fan from the United States and that it came with a small premium, which he was able to absorb,” Hallman says. “But when that fan reached the Canadian border, customs slapped a 25 percent counter tariff on it. The member told me, ‘I can’t ask my customers to pay the extra, but I don’t think I can absorb the cost either, if this keeps up.’”

Consultancy CliftonLarsonAllen points out the catch-22 such people are faced with. “Absorbing the costs can squeeze profit margins and limit the ability to invest in new projects or hire additional workers,” it reports. “Passing the costs on to clients can make new construction projects less attractive, potentially reducing the demand for new buildings and infrastructure.”

One Vancouver-based supplier of condensing boilers and water heaters told *Sheet Metal Journal* on condition of anonymity, “In this environment, planning becomes extremely hard to do, and for many companies that have established set project prices from bidding that occurred prior to the tariffs being announced, it will be challenging to get the job done.”

Despite all the turmoil, Hallman is reluctant to panic. “As horrendous as the covid years were, they took online meetings to new levels and saved a lot of travel time and money, ditto for transactions such as electronic payment. So, I’m hoping we can look back on tariffs and say that they bolstered our self-sufficiency and resilience.”

Hallman is not alone in seeing a silver lining. Sean Strickland, executive director of Canada’s Building Trades Unions, says, “Canada is rich with talented workers and natural resources. Through strategic investments in infrastructure that opens new trade routes, enhances transportation networks, and enables access to international markets, Canada can diversify our trade partnerships and maximize the value derived from our goods and resources—while investing in economic growth that delivers high-paying jobs for Canadian workers.” ■

## Expanded to Meet Industry Needs

### VALLEY:

5514 275th Street Langley



### MAIN:

19077 95A Ave Surrey



**SHEET METAL INDUSTRY TRAINING BOARD**  
SHEET METAL WORKERS TRAINING CENTRE SOCIETY

www.smwtc.ca 604.882.7680



### AIR SYSTEM SUPPLIES

3610 E 1st Ave, Vancouver, BC, V5M 1C3  
604.294.8281

**airsystemsupplies.com**

Discover our product lines, get a quote, or speak to an expert today.

**Support Canadian quality with Air System Supplies. Our wide range of domestic products ensures reliability and long-term stability for your projects—now and in the future.**



Access Doors



Gas Detection



Grilles, Diffusers, Fire Dampers



Fans



Vibration Isolation



In-Slab Duct



Stay in the know! Email [info@airsystemsupplies.com](mailto:info@airsystemsupplies.com) to join our mailing list.



## THE ILLUSION OF EXPERIENCE: WHY YEARS ON THE JOB NO LONGER MATTER

For decades, experience was the ultimate qualifier. The more years on your resume, the more valuable you were perceived to be. Promotions were handed out based on tenure, and hiring managers prioritized candidates who had “been in the industry long enough.”

But does that still hold up?

The world of work has changed. AI, automation, and digital transformation are reshaping industries at a speed we have never seen before. The skills that took years to master can now be learned in months, or worse, replaced by software entirely.

The companies that still prioritize experience over adaptability are falling behind. The real question is not how long someone has been doing a job but how well they can keep up with what is next.

### Why Experience Used to Matter

Before technology accelerated change, experience was a clear indicator of expertise. If you had spent 20 years in an industry, it meant:

- ✓ You had seen enough to predict challenges before they happened.
- ✓ You had mastered industry-specific skills that took years to develop.
- ✓ You had built a deep professional network that made problem-solving easier.

Experience mattered because the fundamentals of industries stayed relatively stable for decades. A project manager from the 1990s could step into a job in 2010 and still apply 90% of what they already knew.

That is no longer the case.

### Why Experience Alone No Longer Cuts It

The shelf life of knowledge is shrinking. The tools and strategies that were cutting-edge five years ago are already being replaced.

- ✓ AI is automating specialized skills that once took years to develop.
- ✓ Digital workflows are replacing legacy processes, making old ways of working obsolete.
- ✓ New technology is redefining efficiency, and companies need leaders who can adapt, not just those who have been around the longest.

If experience was the best predictor of success, we would not see younger professionals outperforming industry veterans in AI adoption, digital strategy, and modern problem-solving.

The truth? The ability to learn and adapt is now more valuable than tenure.



By Dave Halabourda, Project Manager and Project Optimization Specialist at Apollo Sheet Metal

### The Pitfall of Overvaluing Experience

Companies that cling to experience as a hiring metric often overlook high-potential candidates who bring fresh, innovative thinking.

- Experience can lead to complacency. Many seasoned professionals rely on “the way we have always done it” instead of challenging outdated methods.
- Years on the job do not guarantee adaptability. Some of the most resistant-to-change employees are the ones with the most tenure.
- Younger professionals and career switchers often bring new perspectives and faster learning curves that are better suited to today’s business landscape.

Here is a hard truth: If experience was all that mattered, Blockbuster, Kodak, and Nokia would still be industry leaders.

### What Actually Makes Someone Valuable Today?

If “years on the job” is no longer the best indicator of success, what is?

- ✓ Adaptability: The ability to learn new technology and processes quickly.
- ✓ Critical Thinking: Knowing when to challenge outdated ideas and innovate.
- ✓ Collaboration: Leveraging cross-functional expertise and AI-driven insights to improve efficiency.
- ✓ Lifelong Learning: A commitment to continuous upskilling instead of relying on past knowledge.

The professionals who succeed in this new era are not the ones with the longest resumes, they are the ones who are constantly evolving.

### Is It Time to Rethink Experience?

Experience still matters, but only when paired with adaptability and a growth mindset. The workforce is changing, and companies need to prioritize learning over tenure if they want to stay ahead.

So, what do you think? Does experience still hold the same weight it once did, or is it time to rethink how we evaluate talent? Let’s discuss. ■

*David is a seasoned sheet metal worker with a dynamic background in drafting, BIM, project management, and operations. With extensive experience across multiple facets of the industry, he blends hands-on expertise with strategic insight, driving innovation and efficiency in every project he undertakes. David is passionate about optimizing processes and embracing new technologies.*

## DIFFUSER SOUND – NOISE CRITERIA (NC)

### *Making the Best Selection for Your Occupant Space*

The acoustical environment created by an HVAC system may or may not be a critical issue for the tenant or building owner, but understanding the sound data published by manufacturers is necessary to make an appropriate diffuser selection. The ultimate goal of an air distribution system is to uniformly deliver conditioned air into a room; thus, the system must be selected properly in order to produce suitable room sound levels and proper air distribution.

To select diffusers for a room, an engineer first calculates the required cooling and heating loads from requirements defined by ASHRAE 62.1.

The first thing to understand is the meaning of the NC numbers that manufacturers publish. NC stands for noise criteria. This is a single number that assigns an overall room sound level based on relative loudness and the speech interference level of a given sound spectrum. NC charts plot sound frequency (Hz) versus sound pressure level (dB). Sound pressure is the sound level measured in a space after some amount of sound power has been absorbed by the environment.

Here are some sound levels for common applications as found in the ASHRAE Handbook—HVAC Applications.

- NC 45 Gymnasiums
- NC 40 Open Plan Offices/Lobby Areas
- NC 35 Operating Rooms/Courtrooms
- NC 30 Conference Rooms/Meeting Rooms
- NC 25 Music Rooms/Places of Worship
- NC 20 Concert and Recital Halls

NC 15 is generally accepted to be total silence or the threshold of a hearing for healthy adults. You might wonder why some manufacturers publish data less than NC15. The purpose of doing so is to allow multiple products that may be individually inaudible to be added together to predict a combined sound level.

NC30 is typically the lowest sound level that can be achieved in most buildings without going to special lengths to soundproof the structure. NC30 is fairly easy to achieve in a suburban or rural setting, but much more difficult in urban or industrial environments. Spaces requiring sound levels less than NC30 include broadcast and recording studios as well as concert and opera halls.

A noisy diffuser is not a good thing. There are many issues that can cause diffuser noise to be audible, including inlet conditions, neck mounted dampers, and undersized or misapplied devices. A rule of thumb to keep noise low is to keep your neck velocity below 1000 fpm. Diffusers tend to make their highest sound



By Norm Grusnick, PEng  
Commercial Business Development  
Representative, ECCO Supply

levels at octave bands 4(500Hz), 5(1000Hz), and 6(2000Hz). These are known as the “speech interference bands” because they are the same frequencies we use when speaking. A noisy diffuser would therefore create a poor speaking environment and should be avoided.

The best way to avoid noisy diffusers is to select them from sound levels at least 10 NC points lower than the desired room level. This allows the diffusers to disappear into the background without contributing to the room sound level. As a general rule, diffusers should not be selected for sound levels greater than NC25 for any occupied spaces other than industrial applications ■



### Holiday Schedule

**May 8-10** – 56<sup>th</sup> SMACNA-BC Annual AGM & Convention

**May 19** – Victoria Day • SMACNA-BC office closed

**July 1** – Canada Day • SMACNA-BC office closed

**August 4** – BC Day • SMACNA-BC office closed

**September 1** – Labour Day • SMACNA-BC office closed

**September 12** – SMACNA-BC 40<sup>th</sup> Annual Golf Classic

**September 30** – Truth and Reconciliation Day

## BC CONSTRUCTION INDUSTRY SURVEY REVEALS SHOCKING DATA — 91% REPORTED LATE PAYMENTS, 69% EXPERIENCED NOT BEING PAID AT ALL

*The BC Construction Association's biannual Stat Pack and Annual Industry Survey reports spiking uncertainty and urgent concerns with payment delays amidst economic turbulence.*

By BC Construction Association

The BC Construction Association (BCCA) is raising red flags regarding new data on payment certainty. BCCA's newly released spring Stat Pack and Annual BC Construction Industry Survey report found the issue is a top concern, with 91% of employer respondents reporting being paid late at one time this past year for completed work and 69% having not being paid at least once at all for work completed in the past year. The provincial government's failure to pass Prompt Payment Legislation means critical construction projects carry additional risk and payments are not being made for completed work.

"From tariffs and lack of prompt payment to labour shortages and faltering public sector standards on permits, contracts, and procurement, hard-working British Columbians are struggling with excessive and unnecessary uncertainty," said Chris Atchison, BCCA President. "The provincial government must deliver on strategies and initiatives that better support construction in BC."

From small to large companies to individual employees, everyone is burdened by this unnecessary uncertainty. Overwhelmingly, people working in construction reported that the lack of payment certainty keeps them up at night, followed by concerns with workforce shortages and economic turbulence. These anxieties have sharpened since the beginning of 2025, as Canada grapples with the Trump administration's threats and tariffs. BC construction is not immune, given 35% of the province's international imports come from the United States.

"At a time when supporting domestic and local industries to strengthen our province and economy is more important than ever, payment certainty is absolutely critical," added Atchison. "Fixing the prompt payment problem will improve cash flow for British Columbians and support contractors in managing their staff, evolving supply chains, and onerous regulatory regimes without taking on extra debt and financial expenses amidst an ongoing cost-of-living crisis. The BC Government has the tools to solve this challenge but chooses not to."

Construction is critical to a strong BC. The industry contributes 10% of BC's GDP annually and will deliver \$331 billion in value via major projects to the province over the next few years. With the right support from the provincial government, this industry can build the critical infrastructure, essential and affordable housing, and contribute to the overall economic resilience of British Columbia.

### Key BC Construction Industry Statistics

- Construction is the no. 1 employer in BC's goods sector.
- BC's construction industry accounts for 10% of the province's GDP, a 12% increase over the past five years.
- 251,000 people rely directly on BC's construction industry for a paycheck.
- Number of workers in trades jobs: 191,200.
- The number of women in construction trades is 10,133 (5.3%), an increase of over 2,750 over the past year.
- Number of construction companies in BC: 28,096, an increase of over 200 companies over the past year.
- The average yearly wage of BC construction employees is \$81,555 an increase of 13% over the past year and 38% over the past five years.

### SMACNA-BC / SMART Local 280 Partnership



Left: Mark McLaren, Ridge Sheet Metal Co., SMACNA-BC President.  
Right: Jud Martell, Local Union No. 280 President.



### Labour & Management

*"Embracing the Challenge"*

- B. Flaherty, Cornell University, Syracuse, N.Y.



- Value of proposed construction projects in BC: \$172.5 billion, an increase of 4% since fall 2024.
- The estimated value of current major construction projects underway in BC: \$158 billion, a decrease of 7% since fall 2024, and a 41% increase over the past five years.
- Current job vacancies in BC construction are 11,555.
- Number of projected construction jobs in BC that will be unfilled due to labour shortages by 2034: 14,100.
- Multi-unit residential construction starts (six months rolling average): 35,346.
- Number of tower cranes currently erected in BC: 400

To check out the Spring 2025 BC Construction Industry Stat Pack visit [bccassn.com/2025SpringStatPack](http://bccassn.com/2025SpringStatPack).

The 2025 BC Construction Industry Survey Report is available at [bccassn.com/2025IndustrySurvey](http://bccassn.com/2025IndustrySurvey).

Details regarding data sources can be found at [bccassn.com/2025StatPackSources](http://bccassn.com/2025StatPackSources). ■

## Got news?

*Sheet Metal Journal* represents diverse voices in the sheet metal/HVAC industry, and we'd like to hear yours. We are actively seeking ideas and suggestions for upcoming stories, articles, and project highlights. If you have a significant project underway or recently completed, or the inside scoop on an industry issue, then you have something to contribute to *Sheet Metal Journal*.

We take your ideas and set our editorial team to work on developing high-quality, informative news stories and photography that fully explore your ideas.

It's easier than you think. We accept pre-written articles, or take five minutes to call in or email your idea and tell us why it's important, and we will do the rest. You will always have the opportunity to review the article for technical accuracy before it goes to press. So, what are you waiting for?

What's in it for you:

- Simple process: call or email your idea and we will follow up within 24 hours
- Low time commitment: interviews complete in 20 minutes
- Editorial accuracy: you will have the opportunity to review the article's technical accuracy
- Cost-free: contributing to news and project stories doesn't cost a dime.

Share your ideas with Jessica Kirby, editor, at 250.816.3671 or [jessica.kirby@pointonemedia.com](mailto:jessica.kirby@pointonemedia.com).



## INTRODUCING BLUEPRINT ORDERING



BuildCentrix's new Blue Print Ordering feature provides the ability to upload blueprints directly into BCX and order sheet metal and piping parts by simply tracing over the plans. Like any BCX order, Blueprint orders are integrated into CAM and piping equipment, and the platform calculates all of the material, fab time, cost, and price for up-to-the-minute project data at your fingertips.

### KEY FEATURES:

- Upload plans or blueprints into the BCX 3D Assembly-UI
- Trace over top of the plans the BCX 3D modelling tool
- Change views and orientation to see the 3D model over top of the plans



© Can Stock Photo / 3DMAVR



See it for yourself. For a free trial, call us toll-free at 1-855-932-3828 or email [support@buildcentrix.com](mailto:support@buildcentrix.com).

Visit [www.buildcentrix.com](http://www.buildcentrix.com) to schedule an online demo today.

## INDUSTRY NEWS

Continued from page 8

## BC CONSTRUCTION INDUSTRY SAYS BUDGET 2025 DOESN'T DO ENOUGH FOR ECONOMIC GROWTH AND RESILIENCE

When the provincial government presented its first budget of the new legislative session in March, the BC construction industry replied with mixed reviews.

While some commend the provincial government's commitment to enhancing BC's economic resilience in response to American tariffs, members of groups like the BC Construction Association (BCCA) remain concerned that support for the construction industry, a critical component of the BC economy, remains insufficient.

"The provincial government has made clear its commitment to defending our province and growing our economy—now, it's time to follow through," says Chris Atchison, president of BCCA. "The construction industry has identified straightforward strategies and solutions that will enhance resilience and drive productivity. We're ready and willing to work with the provincial government to get these done and build a stronger BC."

Eliminating barriers to interprovincial trade, implementing Prompt Payment legislation, and streamlining approval and contracting processes will all equip the construction industry with the tools needed to continue building BC's critical and community-enabling infrastructure efficiently, effectively, and with the certainty of payment they deserve. These would also offer immediate economic benefits by creating employment and

demand for local materials while contributing to the long-term resilience and sustainability of BC's economy.

"The majority of our members are concerned that economic uncertainty will reduce demand for projects in BC," adds Atchison. "We urge the provincial government to take immediate action by passing policies and investing in initiatives designed to protect, preserve, and power one of our province's strongest industries and economic contributors." ■

## TRAINING OPPORTUNITIES FROM SMACNA NATIONAL

**From Data Chaos to Clarity: A Practical Approach on Harnessing Data** | April 30 at 11:00 am

*During this interactive session designed for construction leaders in operations and technology, attendees will develop a customized and pragmatic data strategy and action plan that aligns with their business objectives and imperatives.*

**SMACNA Financial Bootcamp** | May 19-21 Westin Phoenix Downtown

*"Enlist" in this Boot Camp and march through the paces and engage in practical drills and exercises based on real-life scenarios. Learn how to use financial statements as a valuable tool to gain insights into their company's financial health and make informed decisions and navigate the complexities of financial management with confidence.*

**Using ChatGPT with Excel** | May 19

**Navigating Your Exit Strategy** | June 9

**Using AI to Draft RFIs and Other Forms** | June 24

Visit [smacna.org/education-events](https://smacna.org/education-events) for details and registration. ■

## advertiser index

advertiser	page	phone	website
Air System Supplies	17	604.294.8281	<a href="https://airsystemsupplies.com">airsystemsupplies.com</a>
Apollo Sheet Metal	OBC	604.525.8299	<a href="https://apollosheetmetal.com">apollosheetmetal.com</a>
BuildCentrix	21, OBC	855.932.3828	<a href="https://buildcentrix.com">buildcentrix.com</a>
Cascade Metal Design Ltd.	OBC	604.996.1148	<a href="https://cascademetaldesign.ca">cascademetaldesign.ca</a>
ECCO Manufacturing	9	604.530.9755	<a href="https://eccomfg.com">eccomfg.com</a>
Modern Tool	15	800.717.1440	<a href="https://moderntoolbc.com">moderntoolbc.com</a>
SMACNA-BC	IFC, 7, 20, OBC	604.585.4641	<a href="https://smacna-bc.org">smacna-bc.org</a>
SMART Union Local No. 280	6, 20	604.430.3388	<a href="https://smw280.org">smw280.org</a>
Sheet Metal Workers Training Centre Society	17	604.882.7680	<a href="https://smwtcs.ca">smwtcs.ca</a>
SPI	5, OBC	604.430.3044	<a href="https://spi-co.com">spi-co.com</a>
Western Mechanical	15	604.324.1434	<a href="https://westernmechanical.ca">westernmechanical.ca</a>

it's simple.

1. know where your audience is.

2. be where your audience is.

# Sheet Metal

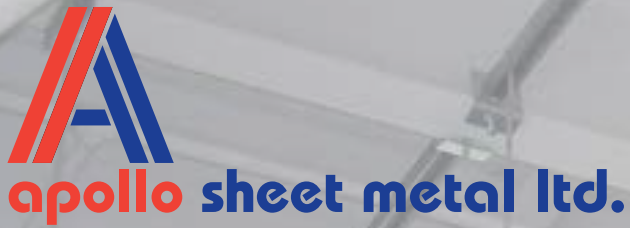
[www.sheetmetaltjournal.com](http://www.sheetmetaltjournal.com)

British Columbia

enough said.

**For details and to reserve your space today contact Lara Perraton  
at 877.755.2762 • [lperraton@pointonemedia.com](mailto:lperraton@pointonemedia.com)**





# Sheet Metal

[www.sheetmetajournal.com](http://www.sheetmetajournal.com)

British Columbia