



Vancouver Regional Construction Association
 Manufacturers & Suppliers Division Meeting
 MINUTES

Date: 3:30 – 5pm, April 13, 2023

Location: Hybrid via VRCA Boardroom and Microsoft Teams

Attendee	Company	Div	In person	Virtual
Jeff Adams - Division Chair	Fuelex Energy Ltd.	M/S	●	
Brodie Muench	Gear Equipment Inc.	M/S	●	
Steve Bell-Irving	Brafasco	M/S	●	
Gurmit Jaswal	Crown Building Supplies	M/S		●
Harry Li	PNW HVAC Systems & Solutions Ltd.	M/S		●
Jill Eaden	CANNEPP Boiler Room Technologies	M/S		●
Rob Simpson	CANNEPP Boiler Room Technologies	M/S		●
Michael Pizzolato	CANNEPP Boiler Room Technologies	M/S		●
Leo Sullivan	Spider Staging Canada ULC a division of SafeWorks LLC	M/S		●
VRCA Staff				
Donna Grant, President	VRCA		●	
Erin Wormald, Member Experience Specialist	VRCA			●

Action Items

Item #	Owner	Action	Timeline
MS230413-1	DG	Provide Link to Coast Capital Road to Red Seal program.	2023/04/28
MS230413-2	DG	Provide Link to Building Builders program and BCCA Apprenticeship Services.	2023/04/28

Agenda:

1. Introductions
2. VRCA/BCCA/CCA Updates
3. Open Floor Discussion



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VRCA Update

Presenter	Topic	Updates
DG	Events	<ul style="list-style-type: none"> Construction Leaders Forum 2023 “Tools & Opportunities” – SOLD OUT Infrastructure BC Spring Brochure Launch – June 1, 2023
DG	BCCA	<ul style="list-style-type: none"> Prompt Payment Status
DG	CCA	<ul style="list-style-type: none"> Prompt Payment Status

Discussion Topics Open Floor

Topic	Discussion Points	Conclusions (if applicable)	Action Item
1. Overweight Road Regulations	<ul style="list-style-type: none"> Vehicle weight overage is a concern for public safety. Scales not being used; fewer scales available. CVSE maxed out on their ability to police the roads for those that bypass regulations. Drivers will bypass regulations at the expense of a safe vehicle to earn more money per haul. 	<ul style="list-style-type: none"> Dave Earle, President, BC Trucking Assoc. - discuss concerns. 	
2. Labour Shortages	<ul style="list-style-type: none"> Shortage of mechanical engineers. Not seeing level 3 & 4 applicants Employees resign after 2-3 years. Switching companies for \$1/hour. Coast Capital Road to Red Seal new program to assist apprentices in completing Red Seal exams. Expanding Immigration – recruiting skilled labourers. 	Coast Capital Road to Red Seal program	MS230413-1
3. Commercial Terms	<ul style="list-style-type: none"> CCDC Contracts: <ul style="list-style-type: none"> - Standardizing contracts - Supplementary conditions are practically re-writing the documents 	<ul style="list-style-type: none"> Katy Fairley, BCCA Standard Practices Consultant, is a great resource for any concerns regarding contracts. 	
4. Net Payment Terms	<ul style="list-style-type: none"> Term variances in the industry. Rebate percentage if paid on time. Interest percentage if payment overdue. Proactive collection. 	<ul style="list-style-type: none"> Customer job sheet – Project information, contacts, accounting dept. contact information. 	



	<ul style="list-style-type: none"> • Extension of terms – Build relationships. • Prompt payment. • ERP Systems & Portal Apps. 		
5. Freight Costs	<ul style="list-style-type: none"> • Increased freight costs. • Long delays on supply arrivals. • Increased container costs and availability. 	<ul style="list-style-type: none"> • Have suppliers handling freight cost vs. the purchasers. • Buy in bulk when you can. • Ensure you are provided with a physical quote and not a quote over the phone. • Consider weather conditions that may cause delays. • Challenge the freight carrier on price. • Use LTL when feasible. 	
6. Current Market Trends & Labour Requirements	<p>President: Are you seeing any signs the market is slowing?</p> <p>Responses:</p> <ul style="list-style-type: none"> • Not currently feeling that way. Feels like it's getting busier. • There are enough capital projects in place to keep going. • Maintaining with the potential to get busy. • The service industry has done well. • Lots of interior retro fits over new brick & mortar. 	<ul style="list-style-type: none"> • BCCA Apprenticeship Services – 1st Year Apprentices. <ul style="list-style-type: none"> - Register first for grant before apprentice is registered for their first year. • Building Builders Mentorship Program 	MS230413-2