



Crossflow

The Magazine of the Ontario Sheet Metal and Air Handling Group

Contractor Default Insurance: A Subcontractor's Dilemma

Roof Coping & Flashing: Hard But Rewarding Work

Regional Meetings: Vital Links in Provincial Chain

Publisher
Mike Nosko

Editorial Advisor
Wayne Peterson

OSM Editor
Gail Vanstone

Sales Manager
Cathie Fedak

Art Director
Tanja Nowotny

Crossflow is the official magazine of the Ontario Sheet Metal and Air Handling Group and is published three times per year - January, July and November.

The editorial objective of **Crossflow** is to provide information of importance to buyers of construction with regards to the sheet metal industry. Editorial items contained herein do not necessarily reflect the view of OSM or Perks Publications Inc., but instead are for information purposes only. The circulation of **Crossflow** is 2,000 copies throughout Ontario.

Crossflow is owned and operated by Perks Publications Inc. Whitby, Ont. Copyright 2006. All rights reserved. Contents may be reproduced in whole or in part without the written consent of the publisher.

Canada Post Canadian Publication Sales Product Agreement No. 40038002.
Printed in Canada.



ONTARIO SHEET METAL AND AIR HANDLING GROUP

30 Wertheim Court, Unit 26
Richmond Hill, Ont. L4B 1B9
Tel: (905) 886-9627
Fax: (905) 886-9959
E-mail: shtmetal@bellnet.ca
Web: www.ontsm.org

ppi

PERKS PUBLICATIONS INC.

3 Kennett Drive
Whitby, Ont. L1P 1L5
Tel: (905) 430-7267
Toll Free: 1-877-880-4877
Fax: (905) 430-6418
E-mail: cathie@perkspub.com
Web Site: www.perkspub.com

Mail Returns To Perks Publications Inc.



Crossflow

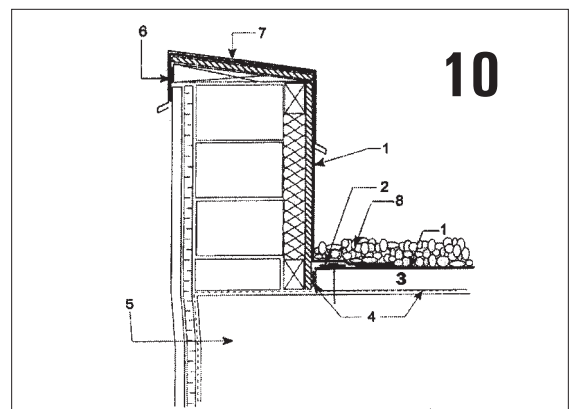
The Magazine of the Ontario Sheet Metal and Air Handling Group

contents

- 3** **LEGAL NOTES:**
The Construction Lien Act and the Proceeds of a Power of Sale.
- 5** **COMMUNICATION:**
Regional Meetings: Vital Links in Provincial Chain. *OSM relies on regular regional meetings as a time-tested method for staying connected with its local associations stretching across Ontario.*
- 6** **BUSINESS NOTES:**
Contractor Default Insurance: A Subcontractor's Dilemma.
- 8** **COMPANY PROFILE:**
Integrity and Service Most Fundamental Aspects at AIREX Inc., a Canadian-owned and operated distributor of heating, ventilation and air conditioning products since 1982.
- 10** **TECHNICAL NOTES:**
Roof Copings & Flashing: Hard But Rewarding Work.
- 12** **SPECIAL FEATURE:**
Tips for Handling Telemarketers - *Wisdom from Andy Rooney.*
- 13** **ASSOCIATION PROFILE:**
Hamilton Association: A Power House of Leadership.
- 14** **FOCUS ON SAFETY:**
Action Group Wants Input.



- 15** **CALENDAR OF EVENTS:**
Upcoming industry events.
- 15** **ADVERTISERS' INDEX**
- 16** **OSM DIRECTORY OF LOCAL ASSOCIATIONS**



Ontario Sheet Metal And Air Handling Group Board of Directors

Carmen Presti - Hamilton
Marc Coons - Niagara
Harold Brough - Kingston
George Gallant - London

Dan Dillon - Ottawa
Larry McDonald - Sarnia
Felix Lopes Jr. - Sudbury
Mike George - Thunder Bay

Peter Minialoff - Toronto
Terry Lawson - Peterborough
Harry Vogt - Waterloo / Wellington
Steve Koutsonicolas - Windsor

The Construction Lien Act and The Proceeds of a Power of Sale

By RICHARD OLIVER, Miller Thomson LLP

In *Veltri Metal Co. (Re)*, a 2005 decision, the Ontario Court of Appeal was asked to determine whether the trust provisions of the *Construction Lien Act*, R.S.O. 1990, c. C.30, (the “Act”) applied to the sale proceeds held by a bankrupt involved in creditor protection proceedings. The issue the Court faced was whether AC Metal Fabricating Limited (“AC Metal”) and De Angelis Construction Inc. (“De Angelis”) had valid trust claims against the sale proceeds of a leasehold interest held by Veltri Metal Products Company (“Veltri”), the bankrupt, and whether the sale proceeds constituted trust funds over which the lien claimants had a valid claim, under either s. 7 or s. 9 of the Act.

In its decision, the Court upheld Justice Farley’s decision that there were no monies of the nature contemplated by the trust provisions of the Act in Veltri’s hands as a result of the sale. The Court found that the Monitor held the net proceeds as a result of an independent mandate

In its decision, the Court upheld Justice Farley’s decision that there were no monies of the nature contemplated by the trust provisions of the Act in Veltri’s hands as a result of the sale. The Court found that the Monitor held the net proceeds as a result of an independent mandate given by the court, rather than as agent for Veltri.

given by the court, rather than as agent for Veltri.

On the facts, the appellants, AC Metal and De Angelis, were contracted to perform various construction projects for Veltri in May of 2003, including work for what was known as the Lakeshore Plant, in which Veltri held a leasehold interest. The work was completed in December of 2003, and De Angelis was informed by Veltri that payment for the work would be made in early January 2004. However, when no payment was received by Jan. 9, 2004, De Angelis reg-

istered a lien against Veltri’s leasehold interest. On Jan. 12, 2004, AC Metal registered its lien against the same leasehold interest.

In mid-January 2004, Veltri sought creditor protection under the *Companies’ Creditors Arrangement Act*, R.S.C. 1985, c. C-36. By court order under that act, a Monitor was appointed to oversee the sale of virtually all of Veltri’s assets, which were sold pursuant to a sale order in May 2004. Veltri’s leasehold interest in the Lakeshore Property was sold along with other assets, and the

proceeds were held in escrow by the Monitor pursuant to court order, pending the outcome of the litigation at issue.

While the sale of the assets was made by Veltri as owner, and not by a receiver, court officer or secured creditor, the sale agreement provided that Veltri would receive the proceeds, then turn them over to the Monitor.

THE TRUST SECTION PREREQUISITES MUST BE MET

In finding that the trust provisions did not apply to any of the funds from the sale of the leasehold, the Court held that the statutory prerequisites for establishing a trust under ss. 7(1), 7(2), 7(3) and 9(1) of the Act were not satisfied.

SECTION 7(1)

The Court of Appeal’s reasoning is easy to follow: as the proceeds of the sale were not received by Veltri, as owner, and were not to be used in financing the improvement of Veltri’s property, no trust under s. 7(1) of the Act existed. The wording

Continued On Page 4

TEK-MOR INCORPORATED

Our 5ft. and 6 ft. Coil Line will make the difference when you purchase our Ductwork.

We manufacture and supply HVAC Ductwork for various industries. Our fabri-duct machine is capable of providing custom length blanking from 14- to 26-gauge mild steel, galvanized or aluminized, and up to 20-gauge stainless steel. We also supply Turret-CNC finished products ready for assembly.

- HVAC Ductwork Supply
- Welded Exhaust Ductwork
- Stacks & Breeching Fabrication
- Insulated & Non-insulated Ductwork
- Mono Panels
- Plenum Panels
- Access Doors
- Perforated Panels
- Slotted Channel Flashing
- Light Panels
- Industrial Window Frames
- Clean Roof Ceiling & Wall Panels

To inquire about our services, call us at 1-905-857-6415 or visit our web site at www.tek-mor.com



News Flash

ARCHAMBAULT TO JOIN WSIB BOARD

The Ontario government has chosen Mike Archambault to fill a vacant seat on the WSIB Board of Directors.

Archambault is vice president of Safety and Insurance for the Aecon Group Inc. He is responsible for health and safety policies.

Prior to joining Aecon in 1996, he spent 20 years with the Ontario Ministry of Labour as a health and safety inspector, manager and mediator. He holds the professional designations CRSP

and CHRP.

“As a life-long safety professional, I can only say I’m looking forward to joining the board and working with all the stakeholders to meet the challenge of improved worker safety in Ontario,” Archambault said.

Archambault is involved with many industry associations and chairs the Workers’ Compensation Committee for the Council of Ontario Construction Associations (COCA).

THE CONSTRUCTION LIEN ACT AND THE PROCEEDS OF A POWER OF SALE

Continued From Page 3

of section 7(1) requires that the money be both received by the owner and used to finance an improvement.

It is worth noting that Justice Farley found as fact that there was no evidence that any of the monies advanced by Veltri’s secured creditors were used in the financing of the construction works carried out by the appellants. The Court of Appeal held there was no reason to interfere with this finding. Therefore, there is at least an argument to be made that had Veltri used money received from secured creditors to finance the Lakeshore Plant project, there may have been a valid s. 7(1) trust. However, this finding of fact was “fatal to AC Metal’s trust claim under s. 7(1) of the Act.”

SECTIONS 7(2) AND (3)

The Court of Appeal further held there was no trust created under either ss. 7(2) and 7(3) of the Act. Under these sections, a trust fund would have only been created if the sale proceeds were in Veltri’s hands, or received by him. Neither of those prerequisites was satisfied, as Veltri did not benefit from the sale and the proceeds were delivered to the Monitor for distribution amongst the creditors. The proceeds of the sale were paid to the Monitor, and thus Veltri had no interest or right in the proceeds.

The Court of Appeal emphasized that according to the Sale Order the proceeds were to stand in the place of Veltri’s assets and

that the appellants had no claim to the assets under the trust provisions. The strongest rights to the proceeds belonged to the secured creditors, and the asset sale could not have taken place without their consent. Since the outstanding claims of Veltri’s secured creditors exceeded the aggregate proceeds of the sale, the appellants’ trust claims could not be paid out.

SECTION 9(1)

With respect to s. 9(1) of the Act, the Court of Appeal held that the proceeds were not received by Veltri and, moreover, there was no evidence establishing a value, if any, in Veltri’s leasehold interest. Accordingly, the sale proceeds were not consideration received by the owner as a result of the sale, as required by this section of the Act.

While the sale of the assets was made by Veltri as owner... the sale agreement provided that Veltri would receive the proceeds, then turn them over to the Monitor.

CONCLUSION

To qualify for the Act’s trust provisions, a claimant must show that the proceeds of a sale were used for the benefit of the owner and were received by the owner. Where the proceeds belong to secured creditors or are otherwise not available for the benefit of the owner, the conditions of the trust provisions will not be met. As these conditions were not present, the Court of Appeal had no choice but to find that the proceeds of the sale of the leasehold were not the subject of a valid trust.

- reprinted from the Fall 2006 issue of Miller Thomson’s Construction Law Newsletter.



Sheet Metal Workers' & Roofers' Local Union 30

14 Cosentino Dr., Scarborough, ON M1P 3A2
Tel: (416) 299-7260 • Fax: (416) 299-7734
www.smwria-130.com

- Industrial, Commercial & Institutional
- Siding & Decking Expertise
- Roofing Industry



Skilled Craftmanship with Pride Since 1896

Regional Meetings: Vital Links in Provincial Chain

OSM relies on regular regional meetings as a time-tested method for staying connected with its local associations stretching across Ontario. As the official provincial association for unionized sheet metal member contractors around the province, OSM has a vested interest in staying in touch. To this end, OSM schedules three regional meetings per year. During these meetings the OSM Management Committee meets with local contractors to discuss issues of local interest, ranging from a wide variety of topics including such matters as market share and apprentice training development. Local contractors who may need to inform themselves about common practices amongst contractors in other areas have an opportunity to tap into OSM expertise for their answers.

Regular regional meetings give OSM an invaluable grass roots view at the same time providing local members with a direct opportunity to table their questions and opinions at the provincial level as they voice their own needs and proposed plans. Mike Dietrich president of the Waterloo-Wel-

Regional Meetings 2007

Thunder Bay

February 8

Ottawa

July 12

Sudbury

October 11

lington Association is anticipating a lively meeting when the Management Committee comes to Kitchener-Waterloo this fall. As he points out, "The main advantage of such meetings is that contractors who would not normally be involved with OSM directly or those who don't go to the annual convention, get a chance to meet OSM officials and to find out what the Association is all about."

Once in a while, the regional meetings put members in a position to partake of local history or even Canadian heritage. One such meeting took place this past spring in Hamilton. Management Committee members met with contractor members of the Hamilton and Dis-

trict Sheet Metal Contractors at the Warplane Heritage Mu-

seum, at the John C. Munro International Airport on the outskirts of Hamilton. The museum houses a large collection of military aircraft that have seen action in the Canadian military, including the only two Lancaster bombers still in operation. Management Committee and local contractor members convened at a dinner meeting arranged at tables set under the wings of the bombers. Not only were local matters aired, all were reminded of the role Canadian sheet metal contractors have played in our past.

AIREX^{INC.}

COMPLETE HVAC SUPPLIER

- **Zonex** - Quiet solutions for hi-rise ventilation including bathroom, in-line and dryer-booster fans
- **Carnes** - Spun Aluminum fans, Steam humidifiers, Diffusers, Grilles and Registers
 - **Indeeco** - Explosion-proof heaters, Finned tubular duct heaters
 - **Trox** - Underfloor air components, Displacement ventilation
 - **Powered Aire** - Heated and unheated Stainless Steel Air Doors
- **Tamco** - Thermally Insulated, Broken Blade and Low leakage dampers
- **USA Coil & Air** - Coils & Air Handlers, Standard or customized designs
- **Vulcain** - Gas detection, Refrigerant Gas Monitors, Explosion proof sensors
- **Blaschke** - Emission caputre systems, Under floor extraction systems
 - **Seiho** - Contemporary designed Nozzles, Grilles and Registers
- **Nailor Industries** - Air distribution and control products, including VAV boxes
 - **Security Chimney** - Stainless steel chimneys
 - **Belimo** - Direct coupled Damper actuators and Control valves
 - **American Fan/Flaktwoods** - Vane Axial, Tube Axial Fans

5 Sandhill Court, Unit C, Brampton, Ont. L6T 5J5 Tel: (905) 790-8667 • Fax: (905) 790-1133
1-888-8AIREX8 (824-7398) quotes@airex.ca

Contractor Default Insurance:

A Subcontractor's Dilemma

The first contractor default insurance policy was rolled out in late 1996 in the United States. The product was marketed to large general contractors who were seeking an alternative to the surety approach that would give them more control over the completion process upon the default of a subcontractor.

Since its inception, the product has had some success in penetrating the U.S. construction market and as of 2005, more than 90 policies were in force. Sellers claim that 25 of the top 100 North American general contractors have now purchased the product. The vast majority of policies are issued by one carrier which has virtually cornered the market and the policies in force almost exclusively cover large general contractors with more than \$100 million in subcontracted values. Indeed, this was the market for which the product was designed.

In Canada, while contractor default insurance (CDI) has been less successful, largely due to the

In Canada, while contractor default insurance (CDI) has been less successful, largely due to the smaller size of the marketplace, it has still made inroads and has been purchased and utilized by the country's two largest general contractors.

smaller size of the marketplace, it has still made inroads and has been purchased and utilized by the country's two largest general contractors.

The sellers of contractor default insurance are quick to point out the advantages that the product provides to general contractors. They strongly emphasize the greater measure of control that CDI affords generals over the construction process and suggest that by taking this approach, the general is now in a much stronger position when it comes to "managing" the performance of its subtrades.

From the perspective of the subcontractor being so managed, this control in the hands of a

general can be a double-edged sword at best and can lead to serious problems, particularly should disputes arise with respect to the execution of the work. A default insurance policy allows its "Insured" (the general contractor) to be the judge and jury in the issue of subtrade default. Thus, in the event of a protracted dispute, the trade contractor is at the mercy of the general and may find their contract unilaterally terminated with no leverage or recourse available beyond litigation.

Consider the same scenario with the subcontractor's performance guaranteed by a performance bond in lieu of a default insurance policy. When a

bonded subtrade is declared in default, the bonding company acts as an objective third party to assess merits of the claim. It investigates the circumstances to ascertain that a default actually exists before acting under its performance bond. This objectivity protects a subcontractor from frivolous and precipitous actions.

A more critical consideration, at least from the subcontractor's point of view, is payment assurance. A default insurance arrangement, by itself, provides no protection to subs or suppliers should the general contractor be unable or unwilling to extend payment for work done. Payment protection is available to the trades only if a labour and material payment bond is provided by the general contractor to the owner. The situation has become more complicated recently as a number of large contractors who carry default insurance have attempted to get around the payment bond requirement by approaching the owner with a cost saving proposal that involves adding the owner as an insured under its policy.

A default insurance arrangement, by itself, provides no protection to subs or suppliers should the general contractor be unable or unwilling to extend payment for work done. Payment protection is available to the trades only if a labour and material payment bond is provided by the general contractor to the owner.

Under the proposed arrangement, the general contractor would not be required to post a performance or payment bond for their contract, but only a "gap" bond which would respond only to a default of their project management/administration responsibilities. It's usually suggested to the owner that they are now protected by a combination of the insurance policy and gap bond while saving the premium a full performance security and the payment bond. In fact, an arrangement such as this can be problematic both for the owner and subcontractors. We suggest that the owner would not be fully protected should the general default on its contract. What's more, any savings are realized on the backs of the subs as no labour and material payment bond would be in place to protect them in the event that the general defaults on its payment obligations.

There are other reasons for subcontractors to be wary of default insurance arrangements. One of the conditions of the policy requires the general to prequalify subcontractors before

entering into a contract. As part of this prequalification process, subs are often asked to provide confidential information, including their financial statements, to the general contractor for review. Many subs are understandably reluctant to providing such sensitive information to a party with whom they may be involved in sensitive negotiations. Under the surety bond scenario, the trade contractor provides this information to the bonding company in the same manner as they would a bank with confidentiality being assured.

Establishing a relationship with a professional surety company can provide a contractor with a powerful competitive edge over less qualified competition. Yes, your surety will insist on being kept up-to-date with a steady flow of timely information sometimes to the point of being maddening. Such minor frustrations are well worth the effort as your bonding company is truly a business partner who can provide invaluable assistance in protecting your interests. Performance and payment bonds work for subcontractors.

Ontario Sheet Metal Workers' & Roofers' Conference

Employee Bargaining Agency

Tim Fenton, Bus. Mgr./Financial Secretary

1312 Hurontario Street, Mississauga, Ontario L5G 3H3

Tel: 905-278-2280 • Fax: 905-278-4109 • E-mail: osmwrc@sympatico.ca

James Jackson, Local Union 30 S.M.W.I.A.
14 Cosentino Dr., Scarborough, ON M1P 3A2
Tel: 416-299-7260 • Fax: 416-299-7734

Alan McQuillan, Local Union 473 S.M.W.I.A.
184 Wellington St., London, ON N6B 2L1
Tel: 519-439-7731 • Fax: 519-439-9622

Terry Belleville, Local Union 47 S.M.W.I.A.
267 Richmond Rd., Ottawa, ON K1Z 6X3
Tel: 613-724-6118 • Fax: 613-724-6119

Roger Michaud, Local Union 504 S.M.W.I.A.
30 Durham St. N., #309, Sudbury, ON P3C 5E4
Tel: 705-674-8604 • Fax: 705-674-7328

Robert Macintyre, Local Union 235 S.M.W.I.A.
1695 Gladstone Ave., Windsor, ON N8W 2N2
Tel: 519-945-0500 • Fax: 519-945-0810

Paul Leger, Local Union 537 S.M.W.I.A.
479 Main St. E., Hamilton, ON L8N 1K1
Tel: 905-528-8737 • Fax: 905-528-7241

Steve Cronkright, Local Union 269 S.M.W.I.A.
1724 Bath Rd., Suite 207, Kingston, ON K7M 4Y2
Tel: 613-384-2269 • Fax: 613-384-7682

James Bradshaw, Local Union 539 S.M.W.I.A.
1151 Confederation St., Sarnia, ON N7S 3Y5
Tel: 519-344-6725 • Fax: 519-344-3318

David Bradshaw, Local Union 397 S.M.W.I.A.
905 Tungsten St., Thunder Bay, ON P7B 5Z3
Tel: 807-622-2609 • Fax: 807-623-5329

Ralph Zuccala, Local Union 562 S.M.W.I.A.
3 Forwell Rd., Kitchener, ON N2B 1W3
Tel: 519-744-1311 • Fax: 519-744-4837

KNAUF INSULATION 100 University Ave., Suite 702, Box 128
Toronto, ON M5J 1V6
Tel: (416) 593-4322 • Fax: (416) 586-0481
Ontario Building Code Compliant

- **External Duct Insulation**
Knauf Duct Wrap • Knauf Insulation Board
- **Prefabricated Duct Systems**
Knauf Air Duct Board-AGM • Knauf Air Duct Board-M
- **Knauf KoolDuct (SMACNA Class 6)**
- **Internal Duct Insulation**
Knauf Duct Liner E-M • Knauf Rigid Plenum Liner • Knauf Textile Liner

Available from distributors in Sarnia, Sudbury, Thunder Bay, Toronto and Windsor
Web Site: www.KnaufUSA.com • E-mail: steve.clayman@knaufinsulation.com

MILLER THOMSON LLP
Barristers & Solicitors
Patent & Trade-Mark Agents

Providing responsive legal solutions in all areas of the law, including **Labour, Employment and Construction.**

In Toronto call: 416.595.8500 or visit: www.millerthomson.com

ALPHA INDUSTRIES LIMITED *Free-Flow*

MANUFACTURERS SPECIALIZING IN:

- Spiral Duct
- Flat Oval Duct
- Rectangular Duct
- PVS Duct
- All Related Fittings
- Custom Sheet Metal Work

Competitive Prices, Quality Products and Exceptional Service For Over
30 YEARS!

1080 Meyerside Drive, Mississauga, Ontario L5T 1J4
Fax: 905-670-7914 • Toll Free: 1-800-268-3873 • Tel: 905-670-1164
www.alphafreeflow.com

Integrity and Service Most Fundamental Aspects at

AIREX Inc.

AIREX Inc. is a Canadian-owned and operated distributor of heating, ventilation and air conditioning products. Since November 1982, the company has provided quality equipment to mechanical and sheet metal contractors in its resident Southern Ontario.

Over 23 years, Enzo and Mary Iantorno incorporated *Home Heating and Ventilation Supplies Ltd.*

“I had worked for another HVAC supplier for 11 years,

where I gained product knowledge and experience,” Enzo Iantorno said. “At the time, Mary was working for one of the chartered banks. Our company was started in the middle of the recession, but we both worked long and hard to develop good customer service. We strongly believe that integrity and service are the most fundamental aspects of our company. The majority of our top customers have been with use from the beginning. Many people think loyalty does not exist. For us, it has been the exact opposite.”

At its outset, AIREX Inc. was a wholesale distributor, catering to the heating, ventilation and air conditioning needs of the residential market under the Home Heating and Ventilation Supplies Ltd. banner. During the course of its second year however, the company began providing more commercial products to its customers.

“Our customers wanted to deal with us for *all* of their HVAC requirements, and we tried to accommodate them,” Iantorno said. “We acquired several major product lines in order to do so.

In 1983, we picked up the CARNES line and were able to supply larger products because of it.”

Their success moved the company from an initial 1800 sq. foot building to a 7000 sq. foot facility, both located in North York, Ont. Its present location, a 40,000 sq. foot facility in Brampton, Ont., has been the company’s central location since 1990. As the company made the move to focus on supplying more commercial products, a necessary name change occurred and “AIREX” was incorporated.

Iantorno attributes the growth of AIREX Inc. to several key factors, including:

- Exceptional customer service;
- Excellent quality products;
- Outstanding product availability;
- The development of long-term relationships with customers and suppliers.

“We carry some of the best products in the industry,” Iantorno said. “When you provide the best product, the best price and the best delivery, then you will remain competitive in a very competitive industry.”

AIREX now carries an extensive range of products such as spun aluminum fans; intake and





exhaust fans; commercial steam humidifiers; air diffusers, grills and registers; variable air volume terminals; air handling units and fan coils; heat recovery and ventilation units; gas detection systems; air doors and curtains; make-up air units; under floor swirl diffusers; thermally-powered diffusers; explosion-proof unit and duct heaters; thermally-insulated dampers; and, dryer-booster and washroom fans for high-rise condominiums.

AIREX Inc. is also the exclusive distributor for several major product lines, allowing the company to offer complete systems of the highest quality available. These include names such as Carnes, Powered Aire, Vulcain, Indeco, Tamco, Trox, Seiho and Zonex.

AIREX Inc. provides several

specialized services for its customers. These include everything from product and equipment

take-offs on mechanical plans, to delivery directly to a customer's shop or job site. The latter is made possible on time and on budget thanks to the AIREX in-house truck fleet.

"AIREX wants to supply everything that the customer needs to get the job done, from ventilation right down to duct tape," Iantorno said. "We are a one-stop shop for HVAC."

With customer service and integrity as the first priority, Iantorno said that "Our customers' requirements help us to determine which product lines to bring on board."

"One of the biggest challenges in ensuring that consulting mechanical engineers specify and accept our products," he said. "Many of our lines were basically unknown when we first acquired them. It's innovative ideas, such as having professional engineers on staff to deal specifically with engineering firms, which makes this possible."

AIREX pleases its customers by going that extra mile. The

company is complete with a commercial sales department, a wholesale division (including delivery services) and an in-house engineering division.

"Our entire staff consists of dedicated, knowledgeable, long-time employees who are very service-oriented," Iantorno said. "It may be easy to acquire new customers, but keeping customers is the challenge – one that we intend to live up to and exceed."

The AIREX Mission Statement is proudly displayed throughout its offices and corporate literature:

"To supply high-quality, innovative products to the HVAC industry. We will achieve this by cultivating long-lasting business relationships and by promoting ethical behaviour toward everyone – our staff, our vendors, our customers, our community and our environment."

AIREX Inc. continues to embrace this attitude in full.

For more information, contact AIREX Inc. at (905) 790-8667, Fax: (905) 790-1133 or e-mail: quotes@airex.ca.



Roof Coping & Flashing:

Hard But Rewarding Work

Robert (Bob) White, international representative for the roofing segment of the Sheet Metal Workers' International Association and a roofer by trade, tells a story that packs clout. Prospective sheet metal apprentices should take to heart when they consider how they might build a successful career.

"During the economic downturn of the 80s, when union locals established food banks for out-of-work journeymen (duct shops were hit the hardest), we had no roofers out of work," White said.

Traditionally, roofing had a reputation as hard and sometimes dirty work, although the new materials are changing that picture in some areas, White reports. Regardless of the nature of the profession, no one denies the work is utterly essential.

While construction starts are often an indication of local economic vitality, they are also vulnerable to such forces. Roofing, however, must always be done. As White points out, the entire city has to be capped every 15 to 20 years. In his experience, a natural marriage lies between

Traditionally, roofing had a reputation as hard and sometimes dirty work, although the new materials are changing that picture in some areas...

Regardless of the nature of the profession, no one denies the work is utterly essential.

roofing and sheet metal work. In Canada the two trades have been under the same banner since 1952.

"This only makes sense," he said. "The building and its internal climate are only as functional as the roof that covers the structure. When you invest in an expensive roofing system, you need to know that its life will span a couple of decades," he adds mentioning such Toronto landmarks as the Sky Dome and the new terminal at Pearson International Airport. "Sky Dome has a dizzying range of materials while more than \$30 million went into the new roof at Pearson." Both roofs have to work."

Since roofing entails exacting, precision crafting vital to the integrity of the whole, qualified journeymen are a must in White's view.

"Sheet metal is a compulsory certified trade," he said. "Journeymen must have proper certi-

fication when they pick up their tools. Everybody (understands) the need for certified electricians – think of the danger of fire due to improper work. The same principles hold for qualified roofers. No one wants sheets of metal to be blowing around at 40 stories up."

Responding to industry voices calling for more professional recognition of roofing within the trade, the federal government set up the Sheet Metal and Roofing Training and Human Resources National Committee (SMARTHINC) in 2000. The committee is currently implementing recommendations set out in the 1998 report "*Sheet Metal and Roofing Human Resources Analysis*." White represents the unionized roofing sector on SMARTHINC.

Appropriate training for young people entering the trade is going to keep roofers in the driver's seat, an important con-

cern for SMARTHINC, according to White.

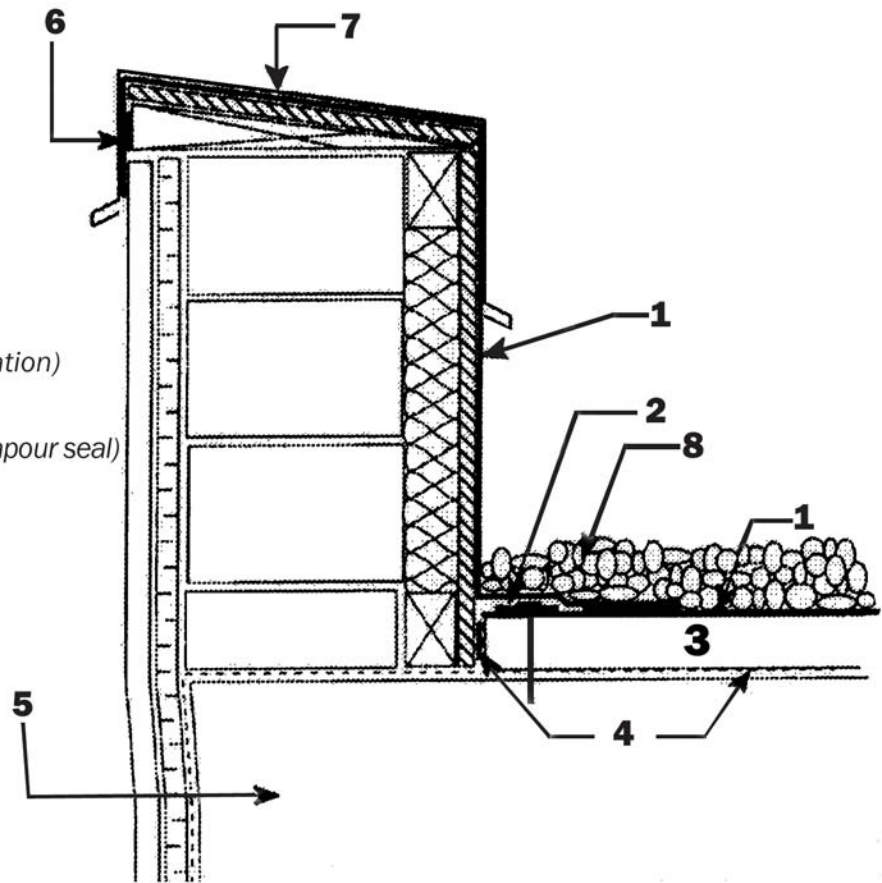
"We hold an annual national Sheet Metal Workers' and Roofing Competition to coincide with our Canadian Council of Sheet Metal Workers' and Roofers' convention to demonstrate the skills of our apprentices across Canada and to make them realize that they are part of a large and significant picture," he said. This year the competition, held in Saskatoon, Sask. (Jul. 21 and 22) tested apprentices on theory and three applications: four-ply Built-Up Roofing, PVC (Sarnafil) and EPDM (LEXCAN). Ottawa apprentice José Augusto Ferreira Pereria emerged as first place winner, a concrete reminder of the dividends that certified training brings. At this time, not every province in Canada offers certified training.

"Nova Scotia is lobbying its government to improve apprentice training programs and to make certification qualification mandatory," White said.

New materials over the past 25 years have revolutionized roofing, increasing flexibility in design and making the job much cleaner and environmentally friendly, in many cases. Copings

TYPICAL PARAPET Looselaid & Ballasted - SECTION

1. PVC Roof Membrane
2. Perimeter securement (*refer to specification*)
3. Roof Insulation
4. Vapour Retarder (*seal onto wall to form vapour seal*)
5. Roof Deck
6. Sealant Tape
7. Metal Flashing
8. Ballast



and membranes on walls not only protect against the ultra violet rays of the sun, they have a huge impact on the aesthetics and protection of the building. Vapour barriers and waterproofing membranes used in combination with new materials create innovative possibilities such as the roof on the new War Museum in Ottawa a marriage of copper and green roofing integrated into one structure. In fact, new materials and their innovative applications are changing Canada's architectural profile.

"The next time you take an airplane, pay attention to the roof designs you're looking down on," White said. "Green roofs are becoming a reality of the present more and more, he said. Yes, they are expensive – at the outset – but the costs they save over the long haul more than justify the initial layout."

According to studies, green roofs retain up to 53 per cent of

a rainfall of inestimable value if we consider the costs of purifying water and the environmental strain produced by access rain-water runoff.

"If we could realize a two per cent temperature reduction in the Toronto metropolitan area, the projected savings in hydro-electricity is staggering to contemplate," White said.

Public awareness of such benefits is growing and is directly responsible for at least one project in the downtown area of Toronto. A combination of parents, children, teachers, representatives from government and the roofing industry all joined forces to put a green roof on Jackman Public School. The project won one of the nine City of Toronto Green Awards in May 2006 and a \$5,000 prize.

Bob Collie happily retired after more than 50 years in the roofing industry looks with pride at his industry's achievements. A

remarkable career with a single employer Heather & Little gave Collie opportunities to work on heritage and contemporary structures.

"All the copper used in the coping and flashings at the Exhibition Grounds on Lake Ontario are the work of qualified sheet metal workers," he said. "Without our work, the beautiful carvings below would slowly erode to nothing"

Collie created some of the embellishments at the Elgin Theatre, an important heritage landmark.

"We made the fancy copper flashings and formed the housings for the gargoyles, in some cases carving the forms out plaster with our own hands," he said.

Both White and Collie agree that this dynamic industry needs the energy and imagination of a new generation of young roofing professionals.

"It's a great service industry that ensures continuous employment," White said, mentioning the absolute need of hospitals and any building containing sensitive technology (telephone equipment, computer networks) for competent roofers. Proud of their roles in a growing industry, White and Collie throw out a challenge to the new generation of young people entering the trades.

"The conditions are great: steady employment and a handsome salary – a roofing foreman can make upwards of \$100,000 a year plus you play a key role in building tomorrow," White said.

Only the fainted-hearted would deny this is a challenge worth taking. As White promises, a new generation will keep the roofing sector of the industry at the forefront organized under three principles: better trained, better qualified, a better roof.

Tips for Handling Telemarketers

Wisdom From Andy Rooney

Editor's Note: Andy Rooney is an American journalist and commentator. His "A Few Minutes with Andy Rooney" segment appears at the end of the weekly news program 60 Minutes.

Three little words that work!

1. *The three little words are: "Hold on, please..."*

Saying this, while putting down your phone and walking off (instead of hanging-up immediately) would make each

telemarketing call so much more time-consuming that boiler room sales would grind to a halt.

Then, when you eventually hear the phone company's "beep-beep-beep" tone, you know it's time to go back and hang up your handset, which has efficiently completed its task.

These three little words will definitely help eliminate telephone soliciting.

No one on the line.

2. *Do you ever get those annoying phone calls with no one on the other end?*

This is a telemarketing technique where a machine makes phone calls and records the time of day when a person answers the phone.

This technique is used to determine the best time of day for a 'real' sales person to call back and get someone at home.

What you can do after answering, if you notice there is no one there, is to immediately start hitting your # button on the phone, six or seven times, as quickly as possible. This confuses the machine that dialed the call and it kicks your number out of their system. Gosh, what a shame not to have your name in their system any longer!

Junk mail help

When you get "ads" enclosed with your phone or utility bill, return these "ads" with your payment. Let the sending companies throw their own junk mail away.

When you get those "pre-approved" letters in the mail for

everything from credit cards to second mortgages and similar type junk, do not throw away the return envelope.

Most of these come with postage-paid return envelopes, right? It costs them more than the regular 37 cents postage IF and when they receive them back.

It costs them nothing if you throw them away! The postage was around 50 cents before the last increase and it is according to the weight.

In that case, why not get rid of some of your other junk mail and put it in these cool little, postage-paid return envelopes.

One final great idea

Send an ad for your local chimney cleaner to American Express. Send a pizza coupon to Citibank. If you didn't get anything else that day, then just send them their blank application back!

If you want to remain anonymous, just make sure your name isn't on anything you send them.

I didn't get old on purpose, it just happened. If you're lucky, it could happen to you.



1890W Brampton Street, Hamilton, ON L8H 3S5
Tel: (905) 528-1500, Fax: (905) 528-1585

www.aggressivemetals.com

Safety, Quality and Service Since 1989

Commercial, Industrial & Institutional

- Built Up Roofing
- Roof & Wall Cladding
- Miscellaneous Steel Fabrication - and Installation
- Prefabricated Buildings
- Roof Vacuuming
- Sheet Metal Fabrication and Installation
- Roof Ventilators and Louvers
- Welding (CWB CERT. 2.1)

Available for Emergency Maintenance Work 24 hours a day / 7 days a week

Contractors For Heating, Ventilation & Air Conditioning



**John C. Rogers
Sheet Metal Ltd.**

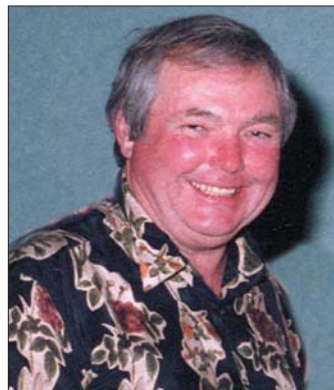
**ICI - HVAC Sheet Metal Contractors
Custom Sheet Metal Fabricators**

2300 Forbes St., Whitby, ON L1N 8M3
Phone: (905) 571-2422 • Fax: (905) 571-3680

Hamilton Association: A Power House of Leadership

While Toronto attracts a lot of press as a power centre – positive and negative - in sheet metal terms Hamilton holds its own. In terms of leadership, the Hamilton and District Sheet Metal Contractors Inc. the local association of OSM contractor members has produced an impressive number of leaders – locally and provincially. A number of its members have served as Directors on the OSM Board of Directors (Rick Guidolin, Carman Presti and Jim Taggart) one of them, Hubber, becoming OSM President. Wayne Peterson current OSM Executive Director hails from the Hamilton Association. For many years, Hamilton’s administrator was the redoubtable Dr. George Moller, Doctor of Jurisprudence, and a ferocious champion of the association’s its interests. As a consequence throughout the years, the Hamilton association has had its finger on the pulse of sheet metals concerns, contributing both energy and imagination. It also boasts the only female president of any of the provincial associations.

Lorne Hubber of Lancaster Sheet Metal Inc. described by one of his colleagues as “the historian of the group” has taken a leading role in association work



*Lorne Hubber,
Labour Relations Council Member,
Hamilton and District Sheet Metal Contractors Inc.*

for decades. He notes that when Construction House was build, mechanical, general and sheet metal contractors put financial resources into the building. Today, the Hamilton Association remains a “small owner” of the site. The Hamilton Association also plays a lead role in the Hamilton Bid Depository along with electrical, mechanical and sheet metal contractors, as Hubber points out, “We’re a one-third owner.” In fact, Hubber remembers that his association was one of the founding associations of OSM. “At the time, there were only about five areas in Ontario that formed OSM. Now, we cover the whole province.”

Ellen Anscombe president of the Hamilton Association describes herself a complete newcomer to the sheet metal industry. When she agreed to become



*Carman Presti
Member, Hamilton and District Sheet Metal
Contractors Inc.*

president a little over a year ago, Anscombe had only been in business for about the same length of time. As a new business

owner of Penney Flashing and Sheet Metal in partnership with her husband, the idea of joining an association of peers seemed the best way to connect. “I got involved because we are a small company looking to establish ourselves but I think it’s important to make a contribution at the same time,” Anscombe says. She points out that Hamilton’s boundaries are unique, “We’re caught between Lake Erie and Lake Ontario and sit on the American border. If we work on common concerns we will be able to make progress.”

Carman Presti president of Millprest Sheet Metal Co. Ltd.

Continued On Page 14

DUST COLLECTOR ACCESSORIES & FANS

N.R. Murphy Ltd. manufactures Dust Collectors, Industrial Exhaust Fans and carries a wide variety of Accessories including:

stamped and rolled angle rings, blast gates, flex hose, two way diverters, duct clean out doors, rotary air locks and more. Catalogues available.



N.R. MURPHY LTD.
DUST COLLECTORS

430 Franklin Blvd., Cambridge, Ontario N1R 8G6
(519) 621-6210 Fax: (519) 621-2841

www.nrmurphy.com E-mail: 4nodust@nrmurphyLtd.com



MECCHANICAL
CONTRACTORS
ASSOCIATION
TORONTO



Keep all your mechanical systems under one hat...

USE A MCAT CONTRACTOR

"working together to serve an industry since 1964"

50 Acadia Ave., Suite 302, Markham, Ont. L3R 0B3
Tel: 416-491-9004 • Fax: 416-491-9007 • E-mail: McCabe@mcato.on.ca
Web Site: www.mcat.on.ca



ONTARIO SHEET METAL AND AIR HANDLING GROUP
30 Wertheim Court, Unit 26,
Richmond Hill, ON L4B 1B9
Tel: (905) 886-9627
Fax: (905) 886-9959
E-mail: Shtmetal@pathcom.com
Web Site: www.ontsm.org

ADEL T MECHANICAL WORKS LTD.

PLUMBING HEATING VENTILATION REFRIGERATION

We are committed to excellence by meeting precise specifications and standards on time and on budget. We are a full service mechanical contractor and provide a 24 hour emergency live answering service.

FROM CONCEPTION TO COMPLETION OUR PEOPLE MAKE THE DIFFERENCE

5890 Shawson Drive, Mississauga, ON L4W 3W5 • Tel: (905) 564-7833 • Fax: (905) 564-9743
smunro@adelmechanical.com • www.adelmechanical.com



Sheet Metal Workers' & Roofers' International Association, Local #30

Tel: 416-299-7260

Partners in industry through...

- **Dedication** • **Training** •
- **Safety** • **Performance** •

Toronto Sheet Metal Contractors Association

Tel: 905-886-9627



focus on safety

Action Group Wants Input

An action group on young workers, formed earlier this year by the Minister of Labour, Steve Peters, is looking for input from the construction industry on ways to reduce workplace injuries and deaths among workers under the age of 25.

The panel, which is made up of young people and labour experts is working to:

- Identify gaps in communication, knowledge or skills that may be a cause of workplace injuries and deaths among post-secondary youth;
- Find best practices for a coordinated strategy that can make workplaces safer for new, young

and inexperienced workers;

- Suggest methods, strategies and processes to provide appropriate health and safety awareness, and education to workers under the age of 25 who are outside of the education system.

If you have any ideas or suggestions about how to reach workers under the age of 25 outside the school system, please send your comments to youngworkers@mol.gov.on.ca.

For more information on the Minister's Action Group, go to www.labour.gov.on.ca and click on "Young Workers" in the upper right side of the screen.

HAMILTON ASSOCIATION POWER HOUSE OF LEADERSHIP

Continued From Page 13

and member of the Hamilton Association has a vision that would see the local association grow in numbers. Currently a small cohort of active contractor members meets once a month to discuss local concerns. "I would welcome a larger membership base within our association," Presi says. "We certainly all share the same issues and if we spoke as a single voice, we would command greater authority." Presi deems the association the best advocate to raise issues – and get action – on several sensitive areas. "In my opinion, our two biggest road blocks are market share and the fact that we

have a strong influx of non-union contractors in the area."

Presi would like his association to explore solutions to problems that traditionally have placed unions and contractors on opposite sides of the table. "We get together as an association, we talk strategies, we hold joint meetings with the union and with respect to the non-union contractor we're all in the same boat. As a local member, I bring my wishes for a more flexible work week, for different models for paying overtime, for creating a larger free zone to the table. I know they will be discussed, I hope for workable solutions."

CALENDAR OF EVENTS

- January 18** – Labour Relations Council.
January 19 – OSM Board of Directors.
February 5 – Construction Specifiers Table Top Trade Show.
February 8 – Regional Meeting - Thunder Bay.
February 9 – Management Committee Meeting.
February 16 – TSM Annual Curling Bonspiel.
February 22 – TSM Business Chat.
March 9 – TSM Annual General Meeting (Blue Mountain).
March 16 – OSM Board of Directors.



**LANCASTER
SHEET METAL LTD.**

Est. 1955

Located in Hamilton, Ontario, Lancaster has been providing quality Construction Services to our ICI customers since 1955!

CONTRACTORS

INSTALLATION • MAINTENANCE • SERVICE • FABRICATION

*Sheet Metal - HVAC - Architectural Sheet Metal - Cladding
Refrigeration - Design Build*

To learn more about our services, please contact us!

TEL: 905-388-3800 • FAX: 905-575-7166

E-MAIL: info@lancastersheetmetal.com

Lancaster is a founding member of the Ontario Sheet Metal & Air Handling Group and the Hamilton & District Sheet Metal Contractors Inc., and a member of the Hamilton-Halton Construction Association, Canadian Construction Association and SMACNA.

ADVERTISERS' INDEX

ADELT MECHANICAL WORKS LTD.

Page 14
5890 Shawson Dr.
Mississauga, Ont. L4W 3W5
Tel: 905-564-7833
Fax: 905-564-9743
E-mail:
smunro@adeltmechanical.com

AGGRESSIVE METALS INC.

Page 12
208 Hillyard St., 2nd Flr., Unit 3
Hamilton, Ont. L8L 6B6
Tel: 905-528-1500
Fax: 905-528-2585
Web:
www.aggressivemetals.com

AIREX LTD.

Page 5
5 Sandhill Court, Unit C
Brampton, Ont. L6T 5J5
Tel: 905-790-8667
Fax: 905-790-1133
E-mail: quotes@airex.ca

ALPHA FREE-FLOW INDUSTRIES LIMITED

Page 7
1080 Meyerside Dr.
Mississauga, Ont. L5T 1J4
Tel: 905-670-1164
Fax: 905-670-7914

JOHN C. ROGERS SHEET METAL LTD.

Page 12
2300 Forbes St.
Whitby, Ont. L1N 8M3
Tel: 905-571-2422
Fax: 905-571-3680

KNAUF FIBER GLASS

Page 7
100 University Ave.,
Suite 702 (Box 128)
Toronto, Ont. M5J 1V6
Tel: 416-593-4322
Fax: 416-586-0481
E-mail:
steve.clayman@KnaufUSA.com
Web: www.KnaufUSA.com

LANCASTER SHEET METAL LTD.

Page 8
195 Hempstead Dr.
Hamilton, Ont. L8W 2E6
Tel: 905-388-3800
Fax: 905-575-7166

MECHANICAL CONTRACTORS ASSOCIATION - TORONTO (MCAT)

Page 14
50 Acadia Ave., Suite 302
Markham, Ont. L3R 0B3
Tel: 416-491-9004
Fax: 416-491-9007
E-mail: McCabe@mcato.on.ca
Web: www.mcat.on.ca

MILLER THOMSON

Page 7
20 Queen St. W., Suite 2500
Toronto, Ont. M5H 3S1
Tel: 416-595-8517
Fax: 416-595-8695
Web: www.millerthomson.com

N.R. MURPHY LTD.

Page 13
430 Franklin Blvd.
Cambridge, Ont. N1R 8G6
Tel: 519-621-6210
Fax: 519-621-2841
4nodust@nrmurphy.com
Web: www.nrmurphy.com

ONTARIO SHEET METAL WORKERS' & ROOFERS' CONFERENCE

Page 7
1312 Hurontario St.
Mississauga, Ont. L5G 3H3
Tel: 905-278-2280
Fax: 905-278-4109
E-mail: osmwrc@sympatico.ca

SHEET METAL WORKERS' & ROOFERS' LOCAL UNION 30

Page 4
14 Cosentino Dr.
Scarborough, Ont. M1P 3A2
Tel: 416-299-7260
Fax: 416-299-7734

SHEET METAL WORKERS' LOCAL 30- TORONTO SHEET METAL CONTRACTORS

Page 14
30 Wertheim Court, Unit 26
Richmond Hill, Ont. L4B 1B9
Tel: 905-886-9627
Fax: 905-886-9959

TEK-MOR INC.

Page 4
20 Simpson Rd.
Bolton, Ont. L7E 1G9
Tel: 905-857-6415
Fax: 905-857-5514
E-mail: tekmor@tek-mor.com
Web: www.tek-mor.com

By advertising in **CROSSFLOW**, you can get your company's message out to construction buyers! You can't afford to miss this opportunity. For more information, contact:

Cathie Fedak, Perks Publications Inc.
Tel: (905) 665-6071 or e-mail: cathie@perkspub.com



Ontario Sheet Metal and Air Handling Group

Wayne Peterson, Executive Director

30 Wertheim Court, Unit 26
Richmond Hill, Ont. L4B 1B9
Tel: 905-886-9627 • Fax: 905-886-9959

LOCAL ASSOCIATIONS

HAMILTON & DISTRICT SHEET METAL CONTRACTORS INC.

370 York Blvd., Suite 100
Hamilton, Ont. L8R 3L1
Tel: 905-522-5220
Fax: 905-572-9166

MCA KINGSTON SHEET METAL SECTION

Contact: Mr. Todd Gervais
1575 John Counter Blvd., Suite 2
Kingston, Ont. K7M 3L5
Tel: 613-541-0633
Fax: 613-541-0863

LONDON SHEET METAL CONTRACTORS ASSOCIATION

Contact: Mr. Robert Moore
1025 Elias St.
London, Ont. N5W 5L1
Tel: 519-680-7280
Fax: 519-680-7281

MCA OTTAWA SHEET METAL SECTION

Contact: Mr. Bob Martel
39 Robertson Rd., Suite 401
Ottawa, Ont. K2H 8R2
Tel: 613-237-1491
Fax: 613-567-3177

MCA PETERBOROUGH SHEET METAL SECTION

Contact: Mr. David Dobbin
c/o Adamson & Dobbin Ltd.
Box 1326
Peterborough, Ont. K9J 7H6
Tel: 705-745-5751
Fax: 705-742-4524

MCA NIAGARA SHEET METAL SECTION

Contact: Mrs. Sue Phillips
34 Scott St.
St. Catharines, Ont. L2R 1C9
Tel: 905-688-0376
Fax: 905-688-5723

SHEET METAL CONTRACTORS ASSOCIATION OF SARNIA

Contact: Mr. Andy Pilat
P.O. Box 545
Sarnia, Ont. N7T 7J4
Tel: 519-344-7441
Fax: 519-344-7501

SAULT STE. MARIE CONSTRUCTION ASSOCIATION SHEET METAL SECTION

Contact: Mr. J.R. (Rick) Thomas
117 White Oak Dr. E.
Sault Ste. Marie, Ont. P6B 4J7
Tel: 705-759-8830
Fax: 705-759-6783

MCA SUDBURY SHEET METAL SECTION

Contact: Ms. Teresa Deck
257 Beatty St.
Sudbury, Ont. P3C 4G1
Tel: 705-673-5619
Fax: 705-673-7910

LAKEHEAD SHEET METAL CONTRACTORS ASSOCIATION

Contact: Mr. Nick Kozak
47 Oak Ave.
Thunder Bay, Ont. P7B 4V8
Tel: 807-767-5598
Fax: 807-767-5598

TORONTO SHEET METAL CONTRACTORS ASSOCIATION

Contact: Mr. Wayne Peterson
30 Wertheim Court, Unit 26
Richmond Hill, Ont. L4B 1B9
Tel: 905-886-9627
Fax: 905-886-9959

WATERLOO-WELLINGTON SHEET METAL CONTRACTORS ASSOCIATION

Contact: Mr. Mike Dietrich
c/o Rozell Inc.
610 Bishop St. N.
Cambridge, Ont. N3H 4V6
Tel: 519-653-5010
Fax: 519-653-3681

WINDSOR SHEET METAL CONTRACTORS ASSOCIATION

2880 Temple Dr., Suite 202
Windsor, Ont. N8W 5J5
Tel: 519-974-3411
Fax: 519-974-9923

Your Assurance Of Quality ...