E ISLAND BUILDER

An Information Source for Slegg Professional Customers

SUMMER 2018







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An Information Source for Slegg Professional Customers | SUMMER 2018

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WORKING TOGETHER



Tim Urquhart **PRESIDENT**

Slegg Building Materials

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¹¹One of our aims here at Slegg is to provide value to our professional customers over and above the normal course of supplying material. "

Welcome to the 2nd edition of our magazine. We hope you find the information inside of benefit to you and your business. One of our aims here at Slegg is to provide value to our professional customers over and above the normal course of supplying material. Recognizing that this is our primary purpose, what else can we bring to the builders on Vancouver Island that will enhance how we all do business together, us with you, and you with your customer?

One way is through our Annual Pro Show, where we invite you to come and spend one-on-one time with the leading suppliers/ manufacturers in the construction industry. This annual event showcases new products (many of them labour saving or safety enhanced) through to tried-and-true "best in class" installation methods that could be a help to you or someone on your team.

Another program we began last fall, in answer to governmental changes for Residential Builder Licensing, is the CPD credit courses we organize and host. To date, we have held eight different courses in Nanaimo and Langford and credits have been granted to over 200 participants. We are building a full calendar of courses for this fall, so if you are interested, talk to your Slegg Rep to make sure you get signed up. Another benefit from these courses is the plan to donate 50% of all registration fees as annual scholarships at each of the three Island Trade Schools—Camosun College, Vancouver Island University and North Island College. We recognize the need for workers in the trades and want to do our part to help nurture the growth of young people being a part of the solution.

Many of you are aware of our Loyalty Programs where, by working together, we can help you save money with many of

our suppliers on items other than building materials. Customers can enjoy savings on fuel for their vehicles, office supplies or on uniform programs to help enhance their company's image (co-brand with the Slegg logo in addition to your own and save even more). We have a good mix of various ways to save now, and more will be coming on line over the next few months. Talk to your Slegg Rep to find out how you can qualify for these savings.

Some of you may have noticed some new Slegg trucks making deliveries to your jobsites. We are continuing to invest in equipment to help us get material to your jobsite when and how you need itattached to that new equipment you will see some Slegg drivers with big smiles!

Another thing we will continue to do is share information about what is happening in our industry and how it could affect you and your business. Things will happen inbetween our Pro Show or the publication of issues of Island Builder magazine, so our Sales Reps will be bringing word (or demonstrations) to you. You can also come into one of our branches and talk to the Contract Sales staff to hear about what's new, anything from the new dust control tools coming on the market to pneumatic fastening systems being designed to save labour on the job. We will endeavour to share what we hear and see with you.

In closing, thanks in advance for reading our magazine. Most importantly, thank you for your business. We do not take it lightly and appreciate being a part of this Island's construction community for the past 71 years.



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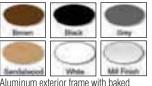
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INVESTING IN THE FUTURE



Doug Skrepnek

CEO

WSB Titan

905.669.1898

■ doug@wsbtitan.com

You have our absolute commitment the day will still begin and end with every action of every Slegg employee oriented towards giving our contractors the best customer experience on the Island.

Three and a half years have passed since Titan bought the **Slegg business,** and in that time we've accomplished many milestones geared towards increasing the value proposition for our customers, offering rewarding, sustainable and long-term opportunity for our employees and increasing the longterm viability of the business.

Significant investment has been made in inventory to ensure we are in a position to help our customers capitalize on the opportunities brought to our industry through a strengthened national and local economy. Larger inventories and the ability to continue to buy in high volume have been key to successfully riding the wave of shortages that have been the hallmark of the last year and a half for our industry. Stores are more organized, cleaner and brighter, and we believe better places to shop. We continue to make yards more shoppable and have invested in trucks that are newer and more efficient. We've made a large capital investment in the Slegg Door Shop with new equipment that will allow us to increase capacity with fewer errors in less time so our service capabilities can support the growth of our customers. Titan Direct is in its initial launch with a view to using today's technology to help customers make the best use of their increasingly valuable and scarce time.

Along the way we have created more and better-paying career opportunities for the many Slegg employees who go to work every day with a commitment to making Slegg the supplier of choice for the Island construction community. In striving to do all this we believe we

have built a more viable Slegg Building Materials so we can make sure Slegg is here to service the needs of Island contractors for another 70 years.

Most recently we sold our Canadian assets and invested heavily in a US firm that we believe is an incredible strategic fit. It is of the utmost importance that we position our employees and customers for the future, and with this move we believe we have accomplished both. We are steadfast in our commitment that with the transition to GMS, the only change our customers and employees will see is continued progress and improvement. While we are happy with the progress, the job is still not done, and quite honestly, never will be.

You have our absolute commitment the day will still begin and end with every action of every Slegg employee oriented towards giving our contractors the best customer experience on the Island. We will continue to invest in our buildings, our equipment, our people and most of all, our customers. We will be relentless in our support of you, our contractor customers, the people who look after you and the Island community we are privileged to be a part of, a community that provides us all with an opportunity to grow professionally, to nourish our families and create the next generation of Islanders to carry on where we leave off.

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The B.C. code is moving toward Net-Zero-Energy ready, and building product manufacturers are working hard to help home builders keep up.

Anyone involved in the construction industry in British Columbia is likely already aware—at least they should be that building codes are changing.

As part of the federal government's efforts to reduce energy consumption and the resulting carbon emissions that contribute to global warming, the Climate Leadership Plan has established the nationwide goal that all new residential construction in Canada should be Net-Zero Energy ready (NZE-r) by 2032. To achieve that goal, local building codes across the country will have to be amended in the coming years to reflect much higher energy efficiency standards.

Obviously, achieving the NZE-r standard is going to take some time, but the building code amendment process is already well underway. In April 2017, British Columbia introduced the BC Energy Step Code, a voluntary provincial standard that provides an incremental approach to achieving more energy-efficient buildings. This code goes beyond the minimum standards established by the current base building code, known as BCBC 2012. All municipalities in the province can choose to simply enforce BCBC 2012 or adopt one of the five levels spelled out in the BC Step Code, which will put them on the road to NZE-r.

Each of the "steps" in the BC Step Code require the builder to meet higher and higher levels of energy efficiency (as defined by mechanical systems and air leakage testing) in the building envelope relative to BCBC 2012. Step 1, for example, is the easiest standard to meet, calling for only "enhanced compliance" with the current base code. Step 2, which will become the base code by 2022, calls for 10% enhanced energy efficiency over BCBC 2012. Step 3, required by 2025, calls for a 20% improvement, and Step 4, required by 2028, improves efficiency by 40%. Step 5, which gets the code up to NZE-r. will become the new base code in the province by 2032.



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All BC builders and contractors need to be aware of the coming changes to their local building codes and how they will affect the methods, components and materials they use. For example, one of the biggest changes to the code as it steps up to NZE-r will be how R-value-or the ability of the building envelope to resist heat flow, out in winter and in summeris defined. Whereas the current base code prescribes the required nominal R-value of individual building materials based on the specific climate zone in the province, the stepped-up code focuses on the effective R-value of all assembled components. For a standard exterior wall, that would include drvwall and interior finishes, wall cavity insulation, vapour barriers and exterior cladding, as well as heat loss and gain via thermal bridging through structural members.

While the Step Code is certainly more

municipality may adopt up to Step 3 can be achieved now using conventional building practices and widely available materials, components and equipment. When it comes to cracking the code, the top building materials manufacturers are always one step ahead.

Insulation

Insulation is one of the most important aspects of the building envelope with respect to energy efficiency. For that reason the BC Step Code is of particular interest to Acheson, Alberta-based Beaver Plastics, which markets a range of insulation products and construction components on Vancouver Island through Slegg Building Materials.

"Net zero is where the code is going. Everyone involved in building and construction has to make themselves aware of the issues and learn more about components and materials that will get them there," said Lyle Hamilton, sales and marketing manager at Beaver Plastics. "A big part of our mandate now is to engage with contractors through





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Beaver Plastics' HALO brand rigid insulation was designed specifically to assist contractors in meeting the changing code demands easily while allowing the building envelope to function properly as a system.



seminars, in conjunction with dealers like Slegg, to introduce them to our products and educate them on how they work."

One of the primary reasons construction projects fail to meet code requirements is due to improperly installed materials and components. Hamilton believes the onus falls on both contractors and manufacturers to get it right. "Not everyone is a building envelope scientist," he said. "If a material is installed incorrectly, like insulation for example, it can become a moisture barrier and create problems down the road."

Hamilton said Beaver Plastics works hard to produce and source materials and components that not only meet code requirements but perform as expected for decades and beyond. He cites the new HALO brand rigid insulation as a perfect example. "HALO was designed specifically to assist contractors in meeting the changing code demands easily while allowing the





building envelope to function properly as a system."

The ever increasing requirements of the BC Step Code will also make both architects and contractors consider wellestablished materials that were once a luxury, adds Hamilton. One example is Beaver Plastic's Logix ICF brand insulated concrete forms, which can be used for both below and above-ground applications. Compared to standard block and stud-framed walls, Logix ICF delivers superior performance in every

respect: moisture resistance, sound insulation, thermal rating, fire rating and storm protection. ICF blocks are also more environmentally friendly.

"Products like Logix ICF, however, have seen limited use in the building market as it exceeded the previous minimum code requirements," Hamilton said. "The codes are now changing and all new construction is going to have to meet higher energy efficiency standards. That means products like Logix ICF are going to be considered more often."





One way to get more energy efficiency from windows is through the use of Low-E glass coatings that work to boost energy efficiency in winter and summer.



Windows

Windows are one of the most complex components of any building because they have to perform a number of functions. Not only do windows have to admit light into the structure while keeping heat, cold, wind and rain out, many have to allow air into the structure as well, and they have to do it while providing strength to the overall structure. With so many vital functions to perform, it's no wonder windows get plenty of attention in the building code.

"British Columbia has adopted the North American Fenestration Standard. or NAFS, rating system for windows,

and different areas of the province have different requirements in their code for windows depending on the climate zone," explains Don Anderson of Milgard Windows & Doors, a leading supplier for Slegg. "Windows have to be tested and rated according to their level of performance in terms of structural integrity, water penetration and air infiltration."

Figuring out windows in British Columbia is further complicated by the fact that local building codes must take into account what is known as the "Canadian Supplement" to NAFS, which contains additional test requirements. For example, the Canadian Supplement

has separate requirements for factors like Design Wind Pressure and Driving Rain Wind Pressure which are higher than the NAFS standard. This is especially important in rainy coastal regions like Vancouver Island.

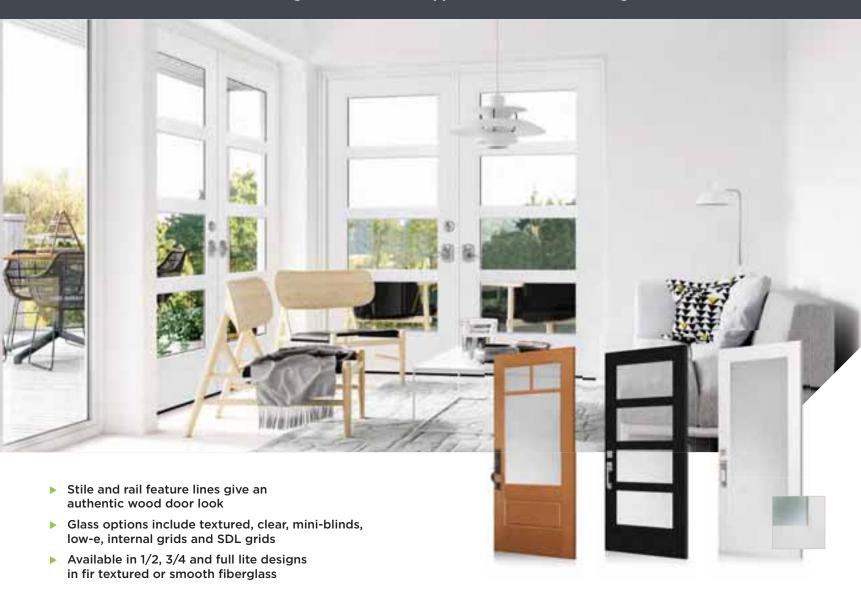
As an integral part of the building envelope, windows play a key role in energy efficiency as well. Unlike other building components, however, the energy efficiency of windows is expressed as U-value, rather than R-value. The rate at which heat passes through the entire window assembly glass, framing and spacers-determines the U-value, with a lower number representing a greater resistance to



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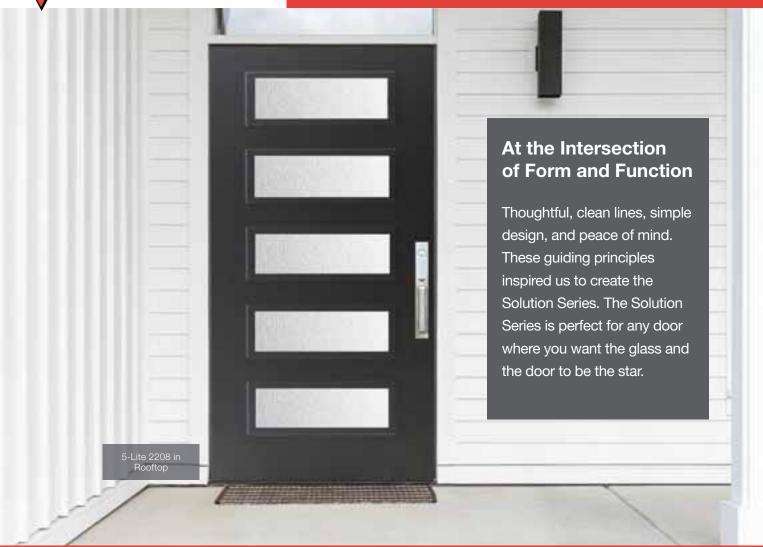


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heat flow. High performance windows can achieve U-values of 0.30 or lower.

"The current BC building code dictates the minimum U-value for windows depending on the climate area in the province, and for most of Vancouver Island that's 0.32," said Anderson. "You can get much lower than that with triplepane windows, but when you add a pane it increases weight, which can make the window or glass door harder to operate, and you lose 10% more light."

According to Anderson, one way to get more energy efficiency from windows without adding glass is through the use of Low-E glass coatings. Low-E coatings are microscopically thin layers of reflective material which act to minimize the amount of ultraviolet (the rays that cause fabrics and wallpaper to fade) and infrared (the rays that heat up the house on sunny days) light that can pass through the glass without blocking visible light rays. Adding a reflective coating to one or more of the window's glass surfaces reduces its ability to absorb and radiate heat, thus improving its insulating capabilities.

"Depending on how the coating is applied, Low-E windows can work to boost energy efficiency in winter and summer," Anderson says. "Usually you will see Low-E applied to the inside of the outer pane of a double-glaze window to keep the short-wave infrared heat energy of the sun out in summer to help keep the house cool. If you want better insulating properties in winter, or if the code calls for it, you could use windows with Low-E on the inside of the interior pane as well; this reflects the heat energy back inside the house and reduces radiant heat loss through the glass."

Doors

Like windows, exterior doors must undergo an extensive testing process in order to meet the building code requirements in various regions of the province. Exterior doors also fall under the same NAFS and Canadian





Supplement testing standards officially adopted by the 2012 BC Building Code. Due to the shortage of NAFSconforming door products, compliance was extended to July 2, 2013, then further extended to December 20th, 2013. Doors tested to these standards are required to carry a label stating their level of performance, which can be easily identified by both consumers and building code officials.

"Before a door can carry a NAFS certification label, it has to be tested on a range of factors-operability, air



Trimlite supplies Slegg with interior and exterior doors, doorlites and accessories.

leakage resistance, water penetration resistance, structural integrity and forced-entry resistance," explains Randy MacDonald of Trimlite, which supplies Slegg with interior and exterior doors, doorlites and accessories. "If a door system doesn't have that label, a building code inspector can reject it."





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Before a door can carry a NAFS certification label, it has to be tested on a range of factors—operability, air leakage resistance, water penetration resistance, structural integrity and forced-entry resistance

The responsibility for conducting this expensive testing and certification process falls to the door prehanger. And that process is complicated since testing must be conducted on the entire door system as a prehung unit that includes the door itself, the frame, the sill, weather stripping and hardware. "The individual prehanger is responsible for testing the whole unit, but the various components of any door system are usually sourced from multiple manufacturers," MacDonald points out. "The whole door system is put under extreme positive and negative pressure during testing that can cause any of the components to fail; but if that happens, the whole unit fails."

Each door unit configuration requires a separate test, adds MacDonald, and there are many different door makeups, such as single door, double door, inswing and outswing. "Now throw in various heights, widths and add sidelights and transoms as well as various door materials, such as steel, fiberglass and wood, and you can see how the testing can become quite onerous," he says. "Various types of door hardware affect the performance rating as well."

Of course, exterior doors play an integral role in achieving energy efficiency in the home. For that reason the various regions of the province have adopted minimum requirements for the thermal performance of exterior doors in their respective building codes, as measured by U-value. Once again, this value is determined by measuring the ability of the entire prehung door unit to resist heat transfer.

"To come up with a thermal performance number for a given door style you have to take all the components into account," notes MacDonald. "There is a U-value for the door slab, depending on if it is solid wood or has a foam core, and another for the doorlite components, depending on how much glass area there is, whether it has Low-E coating and air or Argon gas in the window cavities. The combination of these factors give you the U-value for the pre-hung unit."

Energy efficiency labelling is required for both windows and exterior doors by Canada's National Building Code, but provincial legislation takes precedent in this area. BC's relatively recent Energy Efficiency Act establishes minimum energy efficiency requirements for windows and glazed doors and requires all windows and doors sold in the province to display labels certifying their U-value. Even so, MacDonald said energy labelling is still a moving target in the province.

"Enforcement of this has been inconsistent so far, and some areas are standing back to see how it rolls out," he said. "It's difficult for manufacturers, especially smaller ones, because there are lots of glass options for each door and they all have to be tested to get an accurate value for each individual style. But the code is changing, so energy labelling is going to become more and more important as it moves toward net-zero."



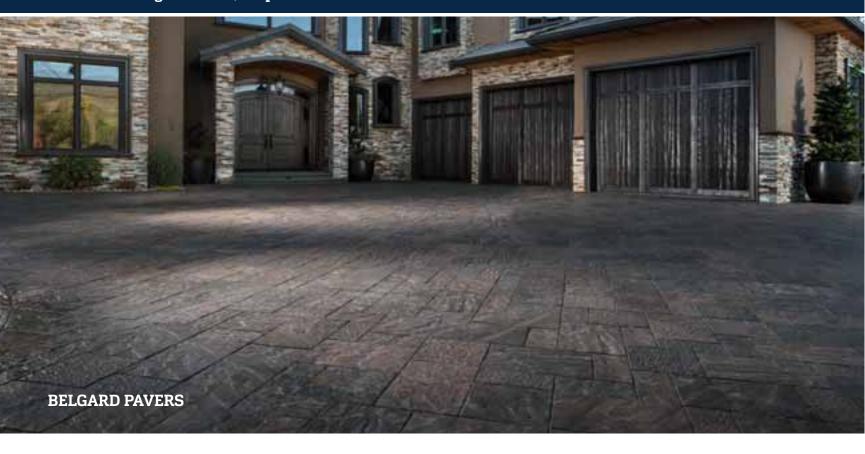




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Backyard Features

The deck or patio itself—or the pool if there was one-tended to be the focal point of the backyard in years past. Modern Outdoor Living designs now focus on large features, both decorative and functional. That can mean a built-in fireplace or fire pit, a stone grill or pizza oven, or even a water feature incorporating a sculpture. The goal is to create a comfortable gathering space in the backyard for people to talk, eat or even watch movies on warm summer nights.

In years past, adding large permanent features to a backyard design was a time-consuming process involving a number of skilled trades. Now, through the magic of modular design, elements



that once took days and even weeks to build can be dropped in place in an afternoon. Winnipeg-based Expocrete markets a number of landscaping products on Vancouver Island through Slegg Building Materials, including

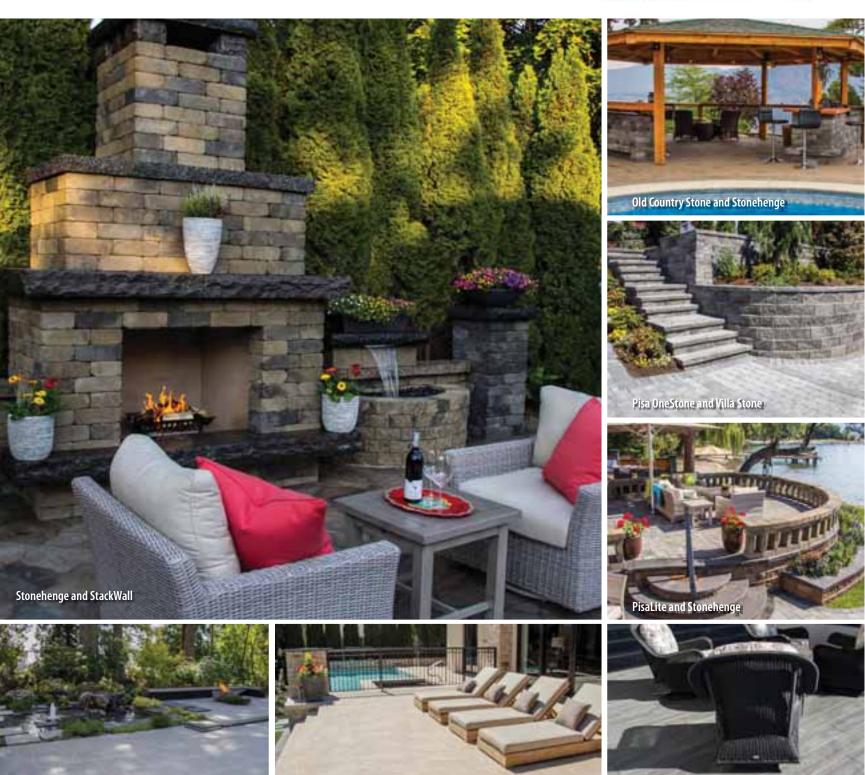
the Belgard line of modular masonry garden features.

"With the Outdoor Living trend, because people aren't spending hundreds of thousands of dollars on a vacation property, they don't mind

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Aristokrat® Series - Dover Grey

spending tens of thousands on a really elaborate backyard design that includes large masonry elements," said John Moroz, marketing manager at Expocrete. "The modular unit, whether it's a fireplace or a bar/grill island or a brick oven, is delivered pre-built on a pallet. Then it can be just dropped in place with a forklift or a crane. The hardest part is the prep work to get the spot ready before it goes in."

Prior to installation, homeowners can send the company photos of their backyard through Slegg and get back a 3-D virtual rendering of how the modular feature, or features, will look once they are in place. Depending on just how elaborate the homeowner wants to get, these modular backyard units can be set up in advance for gas, electrical and water service. But Moroz said most customers opt for units that are designed to accept self-contained gas grills or simply go with woodburners, making it a simple install for contractors. "We find most people like the sound and smell of real wood burning; it makes it feel like they're camping or at the cottage."

In addition to modular backyard features, Expocrete also manufactures a full range of patio brick and slab pavers

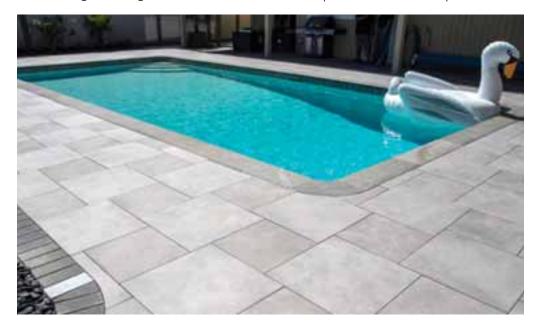
in both standard concrete and porcelain, as well as pillar and column kits, and stackable stone for planter boxes and retaining walls. All of these backyard products are available through Slegg.

"Because of the mountainous terrain, retaining walls are often a vital element in outdoor designs on Vancouver Island and around B.C. generally," adds Moroz. "The thing about retaining walls is they are not DIY projects; on sloping ground, drainage is a key consideration, so installing retaining walls can be a

very technical process that requires a professional contractor who has experience with the product."

Paving Stones

Interlocking stone patios and walkways are a staple of backyard renovations, and homeowners now have more options in this category than ever. Innovative new products and manufacturing methods have extended the range of choices well beyond just the shape and shade of the pavers.





Abbotsford Concrete Products

has been manufacturing interlocking pavers, retaining wall stones and related products for more than two decades, and Slegg is one of the company's main distributors on Vancouver Island. Abbotsford Concrete offers standard interlocking paving stones in 12 distinct styles ranging from tumbled pavers that give the appearance of hand-hewn stone to large format pavers designed to achieve a more contemporary look. All of Abbotsford's paver products are manufactured using its exclusive PermaFinish method.

"PermaFinish is a two-layer manufacturing process that helps the pavers maintain their texture, intense colour and a superior abrasion resistant

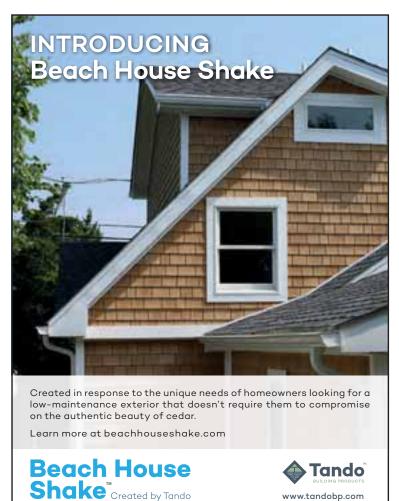






wearing surface than out-dated manufacturing processes," explains Anders Danielsson, technical sales representative for Abbotsford Concrete. "Pavers that are manufactured using a more traditional method tend to look dull and faded over time, which makes the patio, driveway or walkway look tired and dated."

Another innovative product offered by Abbotsford Concrete is the AquaPave interlocking paver line. Available in three distinct styles, AquaPave paving stones fit together using a special locking mechanism that allows for three-millimetre clear fill in the joints, which drains easily. These pavers also don't need to be sloped to drain effectively. "The AquaPave line



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is great for storm water management because water doesn't pool on the pavers; that makes it perfect for a rainy climate like Vancouver Island because there is no rain event this system can't handle," Danielsson explained.

Modern manufacturing methods have also moved paver options well beyond traditional concrete bricks. Abbotsford Concrete also offers six different styles of HydraPressed slabs. The slabs are manufactured using 400 tons of hydraulic pressure that produces incredible strength and durability. Meanwhile, the precise cut of the slabs allows them to fit together tightly, creating an elegant, uniform finish. The slabs are available in standard sizes ranging from 18- to 24-inches-square, and rectangular sizes of 18-by-9 and 24-by-12 inches.

The latest addition to Abbotsford's slab line is its Aristokrat Series, which is made of porcelain. While porcelain tiles are traditionally used in interior applications, advanced manufacturing methods can now produce porcelain tiles and slabs that are durable enough to stand up to extreme weather. Porcelain is thinner and lighter than traditional concrete and natural stone, and it comes in colour blends and textures that emulate limestone. granite, travertine, marble and quartz.

"Outdoor porcelain products are growing in popularity as an alternative to traditional masonry products," Danielsson said. "If the client is after a more dramatic look, it's perfect for terraces, roof decks and pool decks. Plus you can start porcelain slabs inside the house and continue them outside to tie the whole design together."

Synthetic Turf

There was a time when synthetic, or artificial, turf was a specialty material restricted to professional sports venues. However, you might be surprised to find you now have neighbours who have installed their





own backyard putting green, or have even decided to give up grass cutting altogether and covered their whole backyard in the stuff.

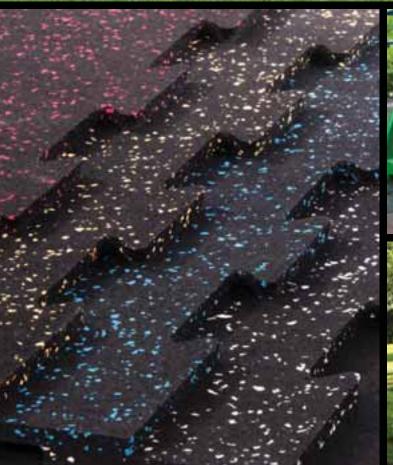
Artificial turf actually entered the public consciousness back in 1965. when it debuted as the state-of-theart playing surface at the brand new Houston Astrodome, the first domed stadium ever constructed. Much like the legendary flying car, many people at the time predicted that artificial turf would eventually supplant natural grass at homes, businesses and public



institutions, as well as athletic fields. Things didn't quite work out that way, of course, but synthetic turf is still here and better than ever. And while the Astrodome and the many other domed stadiums it inspired closed long ago, replaced with retro-look traditional stadiums, synthetic grass is actually growing in popularity.

"This product has come a long way in terms of development, especially in recent years," said Michael Bulva, area general manager for Rymar, a national company that markets several













LOCATIONS ACROSS THE ISLAND!

synthetic turf products on Vancouver Island through Slegg Building Materials. "There have been breakthroughs in both materials and manufacturing processes that have given the product the rich look of real grass and made it much more durable. Plus it's 100% lead free and environmentally friendly."

Whereas older versions of artificial turf tended to have an almost carpetlike appearance, with thin plastic hoops densely woven together, the modern synthetic version has actual flat blades like real grass. There are also now many more options available depending on the end use and the look the client is after. "We can build the product to match the existing lawn, or give the client something specific, like a putting area or a dog run," Bulva said.

For example, Rymar's synthetic turf product designed for putting features a close-cropped blade measuring just 0.5-inches, while its pet turf has a high drainage rate for easy cleaning and features a natural mineral infill that neutralizes the odor of pet urine. The company offers 12 different turf styles

with blade lengths ranging from putting green up to a fairly shaggy 2.5-inches, and the client can choose between several shades of green. Best of all, none of these synthetic turf products have to be cut, watered, aerated, seeded or fertilized.

"The biggest thing about this product is how much time it gives back to the homeowner," Bulva said. "If you just think how much time the average person spends maintaining their lawn, with this product they can now spend that time relaxing and enjoying their backyard space."

Bulva also points out that bugs don't find synthetic turf appetizing at all: "We have a big problem in B.C. with chafer beetles, or June bugs, destroying lawns year after year, but the combination of the prepared base and synthetic grass eliminates the environment that attracts the beetles."

Synthetic turf also solves another common problem encountered with natural turf lawns: dead spots. Bulva stresses that synthetic turf will always look green and full across the entire

lawn, regardless of how much sun or shade certain parts get or how much rainfall there is in a given year. "Another problem in B.C. is that we have lots of north facing lawns with big trees that don't get a lot of sun," he said. "If the owner doesn't pay attention to that, the lawn can brown up quickly in spots, and then it becomes unattractive and takes away from the whole property."

Bulva said synthetic turf and related products. like turf tiles and rubber mulch, are reaching a tipping point in terms of consumer awareness. The problem now is finding qualified installers to take on larger jobs that are beyond the reach of the typical DIYer. Rymar offers installation training for contractors interested in selling the product to their clients and can be contacted via Slegg. 🗉

















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With an ever-increasing boom in the Vancouver Island construction industry.

demand for skilled trades professionals is at an all-time high, often leaving contractors short-handed for manpower.

A recent labour market impact report by BuildForce Canada said British Columbia is facing a shortage of construction and trades-related workers due to an unprecedented demand for short-term non-residential construction as well as continuing demand for residential construction in the Lower Mainland.

BuildForce estimates more than 40.000 tradespeople are expected to retire over the next decade in British Columbia, while 33,000 workers in more than 30 different trades and occupations, including carpentry, will be required to replace the older generation of outgoing workers.

They also estimate that industrial commercial institutional building construction employment is anticipated to increase by eight per cent over the next 10 years, and also states that the non-residential sector will need to add at least 17,000 workers in the province between 2019 to 2021.

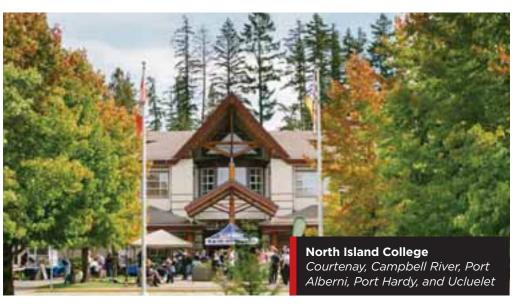
The need for young workers in trades hasn't gone unnoticed by the B.C. provincial government, who, in 2016, decided to invest \$561,000 for trades equipment on Vancouver Island, splitting the money between Vancouver Island University, North Island College and Camosun College, all offering world-class education in a wide variety of trades.

Vancouver Island University, (VIU) with its main campus in Nanaimo and smaller satellite campuses in Duncan, Parksville-Qualicum Beach and Powell River, offers more than 20 trades programs, including: carpentry, heavy equipment operator, electrician, welding and aboriginal construction.

VIU's carpentry program is a foundation program that was created with consultation from industry



















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professionals. It provides students with plenty of on-the-job training and allows them to construct actual projects in a classroom environment. The carpentry program at VIU ensures that students not only learn the fundamentals of carpentry, but that they are well-versed with the province's building code and safety regulations.

"We are lucky enough at VIU that we have a project house that we get to work on for a few months," said Travis Gow, a VIU first year carpentry student who is only a few weeks into the sevenmonth program. "We get to do a bit of the forming and a bit of the framing and get to see the project in a more complete form."

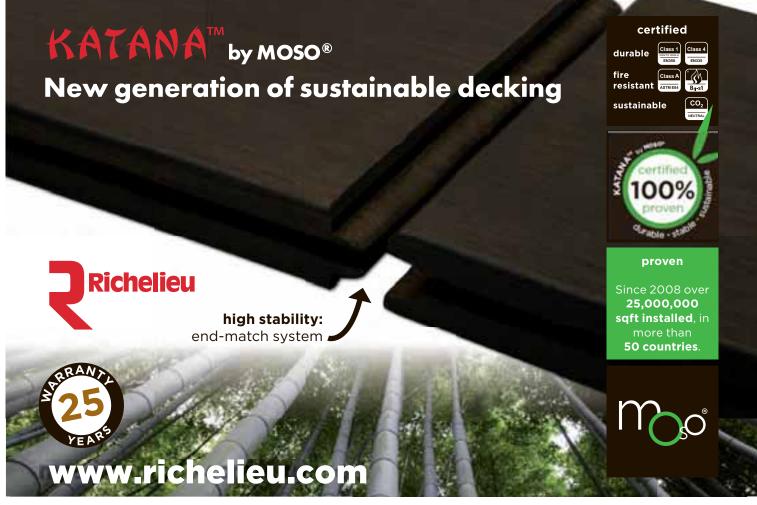
"You could be just on a crew for concrete forming, or you can be a finish carpenter and install cabinets

and fine mill work," he said. "No two job sites are the same. You're going to experience so many different things that you wouldn't in another career."

Camosun College was founded in 1971 and offers more than 20 foundation and pre-employment trades programs including electrical trades and sheet metal fabrication. The school offers continuing education classes in a variety of trades including carpentry, construction, drafting, electrical, plumbing, pipefitting, welding and woodworking.

The Victoria-based college, in partnership with local school districts, offers a full-time five-month program called Trades Awareness, Skills & Knowledge (or TASK) to high school students in grades 11 and 12. The program, which has rapidly gained **We are lucky** enough at VIU that we have a project house that we get to work on for a few months. We get to do a bit of the forming and a bit of the framing and get to see the project in a more complete form.





popularity with multiple South Island school districts, helps high school students (who are interested in a career in trades) to earn high school and college credits from Camosun at the same time. TASK's tuition fees are paid for entirely by the local school district.

Students enrolled in TASK spend time learning about shop work, safe work practices, and work readiness as well as how to use basic tools and materials. Graduates of TASK will receive three certificates. Workplace Hazardous Materials Information System (WHMIS), Fall Arrest Protection and Confined Space Entry, showing prospective employers and schools that they are wellversed in workplace safety.

North Island College (NIC) offers many of the same programs that VIU and Camosun offer, such as carpentry, electrical technician, plumbing, welding and pipefitting. NIC's Carpentry Foundation, which is completed at the college's Comox Valley and Port Alberni campuses, allows carpentry students to develop essential skills in residential framing, footing and wall forming, site layout and work site safety - all with the end goal of becoming apprentice carpenters.

The college has been recognized as an Industry Training Authority, a training provider for a





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number of the programs including metal fabrication foundations, a 23-week program designed to further advance students' skills and basic knowledge in metal fabrication. For more specialized trades, NIC offers courses in landscape horticulture and plumbing as well.

Whether it's North Island College, Camosun College or Vancouver Island University, there are plenty of choices for prospective students and employers alike. And with the trades industry expected to remain in high demand for years to come, the future is bright for the schools, their students and local contractors.

"Our professor was talking about the numbers needed in the construction industry in the long-term, and it's something like 20,000 jobs that will be needed in the long term in the construction industry," Gow said. "Knowing that there is that long-term job security is definitely a positive for me."

For more info:

Camosun College:

www.camosun.ca

North Island College:

www.nic.bc.ca

Vancouver Island University:

www.viu.ca

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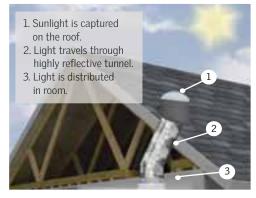
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- Engineered flashing for easy installation and primary water protection.
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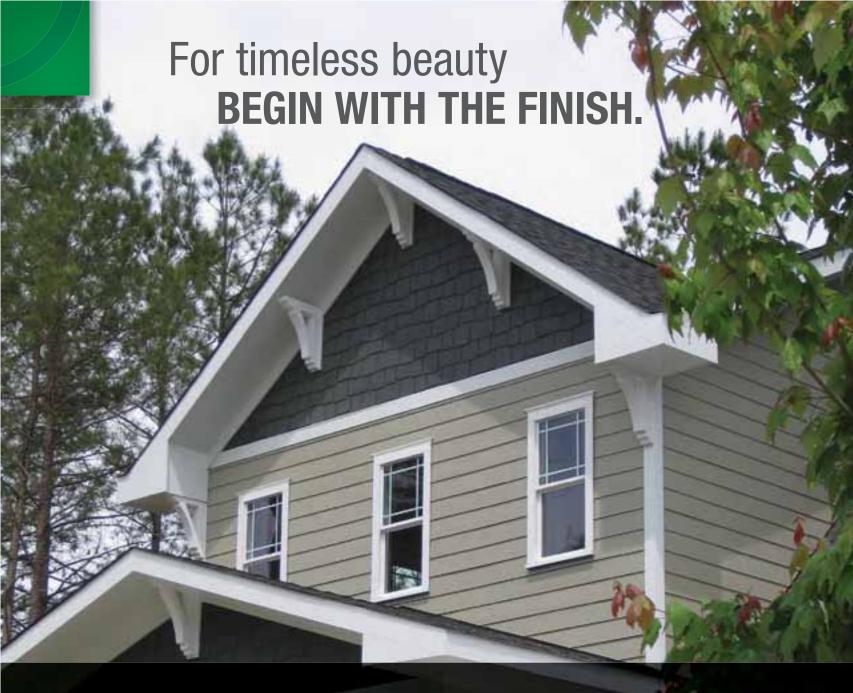








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SHOW

More than 1,200 came in from the rain and packed the aisles at the third annual Slegg contractor show Ask any contractor and they'll tell you they don't need much of an excuse to knock off early on a rainy Friday afternoon. That was

clearly the case this past April 13, when more than 1.200 attendees managed to drop their tools and make their way down to the Juan de Fuca Recreation Centre in Colwood, B.C. for the third annual Slegg Building Materials contractor show.

"We had 873 attendees pre-register, and we were expecting between 900 and 1,000," said Steve Conroy, Slegg Director of Merchandising. "The rain might have had something to do with it, but traffic at this year's show was way above our expectations and was even up over last year!"

Attendees at the Pro Show were greeted by more than 80 exhibitors demonstrating everything from new building materials and products designed to make their jobs easier, to the latest in power tools and accessories. They also got a chance to catch up with old friends and have some refreshments at the "Slegg Zone" hospitality booth and the upstairs lounge.

"The show floor was busy all day and I thought the mood was really upbeat," added Conroy. "That's probably a reflection of the construction market on Vancouver Island right now. We're on track for a record year this year, and that will likely continue right into 2019."

Island Builder walked the show and stopped in to ask vendors and some attendees why they came and what they hoped to take away.









Vendors

Brian Vandermark

METRIE

Metrie has been supplying Slegg with moulding and interior doors for more than 10 years now, but the last two have been our busiest because there is so much growth on the Island, especially in multi-family projects in and around Victoria. This year our primary focus is launching five new interior door designs into the market; they are based on work we've done with Google and Houzz to identify the most searched door styles in North America.

Mark Joedicke

OWENS CORNING

We are basically educating contractors about how they can use our insulation products, as well as mechanicals and air tightness, to meet the new codes and be ready for the net-zero building standard that will come into effect in 2032. We find there's a lot of confusion about the new energy efficiency codes and where they apply around B.C., so we're helping contractors and builders understand the cost-effective solutions that are available.

Fernie Ollinger

Bissett specializes in pneumatic fasteners. We don't really interact a lot one-onone with our end-users; we rely on Slegg for that. Shows like this give us an opportunity to speak with contractors and educate them about our products. We can also get feedback and identify challenges our customers are facing in the field so we can make improvements.

Ernie Bone

BASALITE

We have a mutually beneficial partnership with Slegg, so we like to come to the show to support that. Slegg connects contractors with our paving products and we, in turn, provide the Slegg sales team with leads for construction and renovation work through our customers that they can pass on to their contractor clients. It's good for everybody.

Chris Carroll

EXPOCRETE

We are very focused on training contractors to install our stone products properly. When it comes to things like retaining walls, which are quite a common thing in B.C., there is a lot of engineering that goes into it and code

requirements to consider. A lot of our installers come to us directly through Slegg and through this show.

Jim Goehringer

MILWAUKEE

Our focus at Milwaukee is letting contractors know that they can cut the cord in just about every power tool application now. Battery technology has advanced to the point where cordless tools now deliver the same or better performance than corded tools, and they make the jobsite a lot safer. The younger contractors are all cordless these days, but some of the older guys still need some convincing, so that's why we like to come to the show. It's about educating our end-user about what's available to make their jobs easier.

Gary Klassen

CGC

We're at the Pro Show to connect with contractors on Vancouver Island and introduce them to our ExoAir exterior vapour barrier product, which is brand new to this market. Once this barrier is up, the building is 90% dried-in; with the old technology, the building was only 50% dried-in. That makes a huge difference in a damp climate like this one.





Sean Flood

HILTI

Hilti is known for industrial-grade tools, so we like to partner with Slegg on events like the Pro Show because they have a level of outreach among contractors on Vancouver Island that is a lot greater than we could have. We also just launched a brand new tool rental program that will allow Slegg customers to rent whatever Hilti tools they might need to get their job done, and we are informing contractors about that as well.

Ben Good

WOODTONE

This is our second year at the Pro Show and we are amazed at the traffic. Lots of the attendees are qualified builders who know what they are talking about and know their business well. It's the perfect place to introduce our new pre-primed and treated trim and siding products to the Vancouver Island market.

Bob Lloyd

REGAL IDEAS

We feel it's important to support our dealers; you can't leave it all up to them to let people know about your product. We are the No.1 railing system provider in Canada, but there are still a lot of people

out there who may not be aware of our products. Also, contractors tend to be loyal to certain brands, so this show gives us a chance to meet with contractors and show them just how innovative our railing systems are.

Lyle Hamilton

BEAVER PLASTICS

We provide builders with structural products and they tend to require more support than other items contractors might purchase through Slegg. There is a lot of engineering behind our products, so if a contractor is not familiar with them, we want them to know we provide training, technical support, design support, whatever they need to have a successful project.

John Klovansky

We are introducing new colours to our line up of composite decking. Because of the Outdoor Living trend, we are seeing interior colours moving out into the backyard, like various earth tones, greys and weathered wood, and you can do all that with composites. You have to stay out in front of the trends now by a couple of years and we rely on customer feedback to do that.

James Woodford

AFA FOREST PRODUCTS

AFA is primarily a lumber commodity broker, along with things like vinyl siding and cladding products, and Slegg is one of our biggest customers on the Island. Of course, Slegg has lots of different products they have to promote and sell, so we act as an extra set of legs for them, talking to contractors and builders about the options they have. The Pro Show allows us to do that.

Jeremy Tymoshik

DEWALT

It's great to come to events like this where end-users can actually get their hands on our new products and try them out. We've been ripping through 3-ply all day with our circ saws and wormdrive saws: the contractors have been really eager to try them out. We pretty much sold all the stock we brought to the show.

Brett Parchenski

JAMES HARDIE

We're at the Slegg Pro Show primarily to promote our new Colour Plus Tech product, which is a pre-finished wood product with a durable coating that is baked on at the factory, so no painting is







required and it is very low maintenance. The trend among contractors is over to pre-finished wood products now, because it saves time and money for them and is a superior product for their client. You have to handle pre-finished materials differently, of course, but you also don't have to worry about painting it during the rainy season.

Leon Goldstein

NATURASEAL

We came to the Pro Show to officially launch our product, NaturaSeal, which is a spray-on roofing membrane product that is brand new to the Vancouver Island construction market. We will be working through Slegg to certify new applicators, so we have been talking to contractors about the product and signing them up for the in-house and on-site training program.

Kris Kowal

ALLIANCE DOORS

This is my first time at the Pro Show and I am very impressed by the foot traffic. I'm here to meet with contractors and introduce them to our new door products. We've been seeing a lot of interest in our new single-panel interior door with the built-in venting

system that allows air to flow through the door when it's closed while still dampening sound.

Contractors

Ryan Allman

GORDON AND GORDON INTERIORS Langford

We focus on residential construction, mainly drywall and steel studs. We've been to the Pro Show every year and it's great. We purchase quite a bit of stuff here [at Slegg], but the main reason we come is to learn about new tools and materials. Some vendors come directly to us, but most we know through Slegg and through the Pro Show.

Gary Richardson

EXCALIBUR CUSTOM HOMES

Nanaimo

It's always good to talk to the manufacturers face-to-face at shows like this and gain additional knowledge about the products we use on the job. You can find out the pros and cons of certain materials and get some tips on installing them right. You can also ask questions and find out what happens if the product isn't installed correctly. We can also get reps to come out to our jobsites and give our installers tips first-hand.

Guy Cunningham

AGIUS BUILDERS LTD.

Courtenay

Our work is focused on residential new builds, which is a very hot market on Vancouver Island at the moment. Everyone is really busy, so that means building trades are in short supply. We come to the Pro Show to connect with trades and network because we're always looking for skilled workers. This is a good place to find them.

Troy Birtwistle

TRB CONSTRUCTION

Victoria

I like to come to the Pro Show for the rapport - just connect with the construction community, check in with old bosses and co-workers, see what's new. It's also fun to check out the new tools and give them a go. If I see something that I think I'll use, I'll buy it through Slegg. I've been a customer for 27 years, so we have a good relationship; they have good people who treat you right.







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For contractors who specialize in the roofing business, innovations in the field can have a huge impact on both productivity and profitability.

Of course, the key for the roofing contractor is speed; but speed of application isn't much use if the finished product doesn't do the job, resulting in a failed roof and an unhappy client. Luckily some recent innovations in the area of commercial roofing products

take the combination of speed of application and durability to a new level.

Polyfresko

Deerfield Beach, Florida-based Polyglass, a MAPEI company, has been manufacturing industrial and commercial roofing products for more than 25 years, but the company is relatively new to the Vancouver Island construction market, having partnered with Slegg Building Materials for just over two years. This

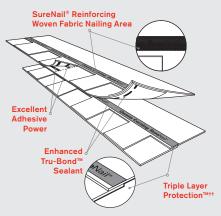
past January, Polyglass achieved a major milestone when one of its most innovative products, Polyfresko, received the stamp of approval from the Roofing Contractors Association of British Columbia (RCABC).

"Getting RCABC approval for Polyfresko meant a lot to our company, because the association's approval process is stringent and comprehensive," said Jim Perella, Canadian Sales Manager for Polyglass. "It takes months to get



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© 2017 Owens Corning. All Rights Reserved. 'The warranty can be transferred one (1) time. See actual warranty for complete details, limitations and requirements.
"This illustration depicts Triple Layer Protection" and the amount of Triple Layer Protection" may vary on a shingle-to-shingle basis.







approval while the RCABC's technical committee puts the product through a whole series of strength and durability tests and conducts roof surveys. It is one of the toughest approval processes in North America."

Polyfresko is a patented, premium modified bitumen roofing membrane invented by Polyglass. It can be applied using mop or cold adhesive methods, or using a standard torch application, depending on the backing. While Polyfresko installs like any typical SBS (styrene-butadiene-styrene) modified asphalt roofing membrane, the major innovation with this product, says Perella, is found in its highly reflective, granular surface. The Polyfresko membrane incorporates thin film technology that delivers exceptional granular retention. Granules play an essential role in reflecting UV rays away from the asphalt membrane, providing stabilization for long-term

durability and performance. As rain washes roof granules away over time, the heat reflective qualities of the membrane decrease.

"The highly reflective surface of Polyfresko meets or exceeds most standards for 'cool roofing'," added Rob Keathler, Western District Sales Manager for Polyglass. "The key quality of Polyfresko is its emissivity, or its ability to disperse sunlight. If the roof isn't dispersing UV rays, it is absorbing them, which makes the building less energy efficient."

The North American Cool Roof Rating Council (CRRC) is an independent, non-profit organization dedicated to developing accurate and credible methods for evaluating and labeling solar reflectance and thermal emittance of roofing products. The CRRC has established a testing and rating program that allows roofing product manufacturers to label various roof

surface products with radiative property values established under a strict program administered by the CRRC. Under the CRRC rating system, the roofing product receives a score between 0 and 100 for both solar reflectance and thermal emittance. Based on the CRRC's parameters, Polyfresko received a "cool roof" score of 90.

Polyfresko G SBS is constructed with a high performance polyester reinforcement which

creates a roofing membrane with exceptional tensile strength and dimensional stability, which means it's built to last. "Plus it's free of VOCs and very environmentally friendly, which is important for the roofing contractors who actually install it," adds Kaethler.

POLY FRESKE G

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NaturaSeal Sprayseal

Another recent innovative addition to Slegg's range of roofing products is Sprayseal, a spray-on elastomer modified bitumen product manufactured by Mississauga, Ont.-based NaturaSeal. Sprayseal is a cold-applied emulsion designed to produce a waterproof membrane on both new and retrofit roofs. The product is brand new to Slegg and to the Vancouver Island construction market.

"Because Sprayseal is a water-based product, it's well-suited to the climate in British Columbia," says Leon Goldstein, principle at NaturaSeal. "Obviously, water-based products are harder to work with when the temperature drops really low. But in a more temperate climate, like on Vancouver Island, you can apply this product virtually all year round, and rain will never slow you down."

The bitumen emulsion at the core of Sprayseal is derived from the waste stream from asphalt plants. NaturaSeal takes that waste product and adds polymers to it to achieve surperior bonding and water-resistant characteristics. The end result is a liquid that can be applied using a simple low-pressure sprayer. The original spray-on emulsion product that Sprayseal is based on was actually invented in the 1990s and is common on both commercial and residential roofs in Europe, South Africa and Australia. It only started to make inroads in North America several years ago.

Sprayseal is made up of two parts: the black emulsion and a combination of water and salt. The two parts are sprayed simultaneously and mix externally in the open air. Due to the chemical reaction created, the black emulsion adheres instantly to the substrate, forming the waterproof membrane, while the water beads on top.

"As the product cures, you can see the water 'sweating' out of the membrane," Goldstein explains. "The membrane dries to the touch in five to ten minutes. The real benefit to contractors is you can build it up to the desired thickness in one application because it dries so fast. The membrane is completely cured in 24 hours when all the water and salt has been pushed out to just evaporate off. What's left is a monolithic, seamless wrap of the roof, like the coating on a bathtub."

Sprayseal is applied using what Goldstein calls a "high-volume, lowpressure" spray system, which is also supplied by Slegg. He said the system is capable of covering 10,000 square feet per day per crew, and it is possible for two crews to work off one pump. For typical industrial and commercial metal roof applications, the only prep work required is a simple power wash to remove dust, dirt and loose paint.

Along with delivering speed of application, Goldstein points out that Sprayseal is also "100% environmentally friendly, non-toxic and considered food

safe." Unlike many roofing membranes and sealants, Sprayseal does not require solvents to cure the product once applied. The simple reaction of the emulsion with water and salt does the trick. Plus there are no VOCs for the spray crew to worry about.

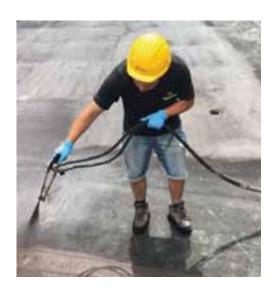
"Sprayseal has zero VOCs, and that's a big deal for roofing contractors," says Goldstein. "Lots of roofing products out there claim they are low-VOC, and they meet the code, but our product is waterbased and contains no added toxins. Plus it has a food-grade certification, so it can be used for food preparation plants.

"We're finding that roofing contractors are impressed by the environmental aspect of Sprayseal, because everyone is concerned about the health of their workers today," Goldstein adds. "With this the crews know they are working with a 'green' product; they don't even have to wear a mask when they apply it."

NaturaSeal Sprayseal

- ✓ Green Building Council
- ✓ LEED
- ✓ Free of flammable solvents
- ✓ Non-toxic
- ✓ Cool Roof certified
- ✓ Odourless
- ✓ Water-based
- ✓ Food safe







New products and materials are changing the old backyard standbys

For professional contractors, this is a really good time to be in the backyard renovation business.

Homeowners now routinely spend as much on large-scale backyard projects as they do on big projects inside the house. Modern backyard designs often include a range of elaborate features,

everything from pre-built fire pits to pergolas. That being said, there are two essential elements that can still be found at the core of most backyard renovation projects: a deck and a fence.

Building a deck and a fence used to be as simple as buying lumber and nails, but no more. The Outdoor Living trend has inspired plenty of product innovation in recent years; deck and fence products and materials are no exception. With advancements in things like treated wood, wood composites and accessories, today's decks and fences are designed to build easier, last longer and look better than ever before.





Until the relatively recent developments in the area of composite and engineered wood, there were always two traditional choices for homeowners when it came to choosing material for deck and fence projects — cedar and treated wood.

The early versions of treated deck and fence lumber came with a number of safety and environmental concerns attached. The original lumber preservatives were particularly nasty substances like tar and creosote, which were commonly used in railway ties. Those were replaced in the 1970s by other chemical preservatives such as

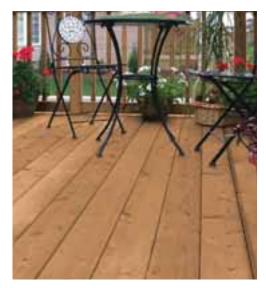


arsenic and chromated copper arsenate, or CCA. In 2003, in response to rising consumer safety and environmental concerns, the industry voluntarily moved away from arsenic- and chromiumbased preservatives to copper-based, water-borne wood treatments. With innovations progressing in this area all the time, the treated lumber of today is now worlds away from where it was even a decade ago.

One example of the latest generation of treated deck and fence lumber is a product called Micropro Sienna, which is manufactured by Ontario-based Timber Specialties. This product, which has been available through Slegg Building Materials for just over a year, utilizes finely ground microscopic particles of copper in a chemical solution to preserve the wood.

"The copper particles are forced into the cells of the wood under pressure where they form a barrier against fungal decay and insect attacks," explains Jana Proctor, senior marketing specialist for Timber Specialties. "This is the third generation of this product that we've developed since we started in 2012; it is a much better preservative now because it is more environmentally friendly and compatible with hardware."

In addition to the safety and environmental concerns that came with treated lumber in the past, the old chemical preservatives also tended to



have an adverse effect on metal deck and fence hardware. like nails, screws. brackets and hinges. Alkaline Copper Quaternary (ACQ) preservatives, which replaced the CCA treatments completely after 2003, rapidly accelerate the corrosion of fasteners relative to untreated wood. That forced installers to use fasteners and hardware made of copper or galvanized or stainless steel.

"The preservative we use in Micropro Sienna doesn't eat away at the fasteners and hardware," Proctor said. "With the advancements we've made through the generations of the product, the effect on the hardware is the same now as it would be with untreated wood."

ACQ treated lumber is also known for its distinctive green-tinted colour. This is a result of the copper component of the preservative being dissolved in chemicals before being forced into the cell structure of the wood. The micro-particulate process used to treat Micropro Sienna allows the wood to maintain a more natural look. Timber Specialties also adds colour pigments to its preservative to achieve different colours of treated lumber. "We have even perfected a brown cedar colour. Cedar is really expensive, so this allows homeowners to get the look of cedar in a treated wood alternative without having to pay more or worry about ongoing maintenance."



The MicroPro Sienna Difference

- · Fungal decay and termite protection
- In CSA standards for codes
- · Use above ground, ground contact and in fresh water

PLUS

- More natural wood appearance
- Certified low VOC
- Certified Environmentally Preferable Product
- NGBS Green Certified
- Better corrosion resistance
- · Aluminum contact above ground
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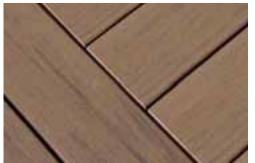












COMPOSITES

The ability to move away from traditional stained cedar and typical pressurized wood colours is one of the major factors driving the move toward composite wood construction, especially when it comes to decks. According to Alicia McArdle of Azek Building Products, which markets its AZEK and TimberTech composite wood lines through Slegg, homeowners now have more colour options than ever before when it comes to planning their deck project.

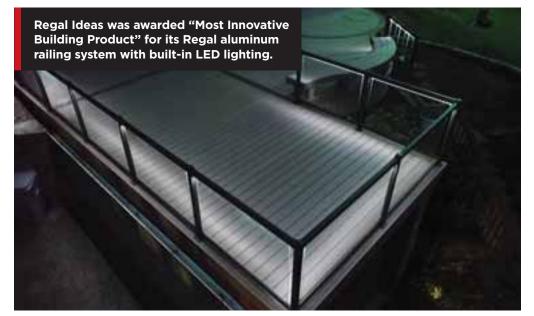
"Because we can do so much with the composite materials now, customers have a plethora of options," McArdle said. "Between our two lines we offer 33 different colour choices, including natural wood shades, reds and even whites and greys that mimic stone and weathered wood. Plus they can choose specific grain patterns that match certain wood species."

Azek's products represent the very latest in composite wood technology.



The Azek decking consists of a core made up of compressed wood and plastic fibres which is surrounded on all four sides by a composite cap. The TimberTech decking, meanwhile, consists of a composite core surrounded by a polymer PVC cap. Both products offer superior mold and moisture

resistance, and insects are never a problem. Composite decks are also growing in popularity because they require no maintenance in terms of annual sealing or staining and don't suffer the cupping and warping that moisture can cause with natural wood boards. They also offer improved safety.





"Because the boards are made of composite material, there are no splinters to worry about," McArdle said. "That's good for contractors who have to handle the material when they are installing it, and it's good for people walking on the deck once it's finished."

Contractors also like working with composite decking materials because of the ease of installation, McArdle adds. The composite boards cut just like wood and are held down with typical wood screws. Depending on the style of board selected, the fastening screws can be either concealed in a specially designed groove, or counter-sunk and concealed with a painted plug.

McArdle points out that while composite decking tends to be a premium product relative to other decking options, it ends up being a better choice over time because of its long-term durability and the fact the homeowner doesn't have to invest additional time maintaining their deck year after year. It's also the more environmentally friendly choice.

"Our products are made of 75% recycled material," McArdle said. "So you're not cutting down lots of trees to build your deck, which matters a lot to some customers these days, especially in a place like Vancouver Island."







RAILING SYSTEMS

In terms of decks, the Outdoor Living trend has inspired a great deal of innovation in recent years. This can really be seen in the movement away from traditional wood to designs incorporating different construction materials and decorative features.

Last year at the National Association of Home Builders' (NAHB) International Builder's Show (IBS), the world's largest annual light construction trade show, Delta, B.C.-based company, Regal Ideas, was awarded "Most Innovative Building Product" for its Regal aluminum railing system with built-in LED lighting. The system features snap-together construction and the LED accent lighting strip is hidden in a special channel built into the aluminum railing pieces. Once installed, the LED strip bathes the deck below in a pleasant glow that adds a dramatic element to the whole backyard. According to the IBS product judges, Regal's LED railings "up the cool factor."

"The LED strip is mounted in such a way that it's continuous, so it gives



off a constant beam of light all along the railing," explains Andrew Pantelidis, director of marketing and business development at Regal Ideas. "It lights up the deck just enough that it provides a really pleasant experience at night, but not so bright that it's blinding or bothers the neighbours."

Along with the decorative aspect of the LED lighting, the IBS judges were equally impressed by the simple installation of Regal Idea's railing system. With no fasteners to deal with, the system clicks together in minutes.

The modular construction of Regal's railing components also makes it easy to upgrade or switch out certain

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components at any time. By simply snapping railing sections in and out, homeowners can go from unlighted to lighted railings, from traditional pickets to tempered glass, or from aluminum to wood inserts. Regal also offers tempered glass panels for pool enclosures and sturdy secondary rail systems designed to provide added support for individuals with mobility issues.

Even more innovative is Regal Idea's Crystal Rail system, which features specially designed low-iron glass panels in place of traditional deck railings and pickets. The 10-millimeter glass panels in the Crystal Rail system are anchored to the deck using egg-shaped aluminum bases that are designed to distribute



weight and wind forces. Other than the bases, the system is completely frameless, incorporating no posts or rails like a traditional railing system. The glass panels are hurricane-rated and approved for use on balcony applications up to 12 stories. "The frameless design is amazing because the low-iron glass is so clear you can't even see it, so the view off the deck is completely uninterrupted," says Pantelidis.

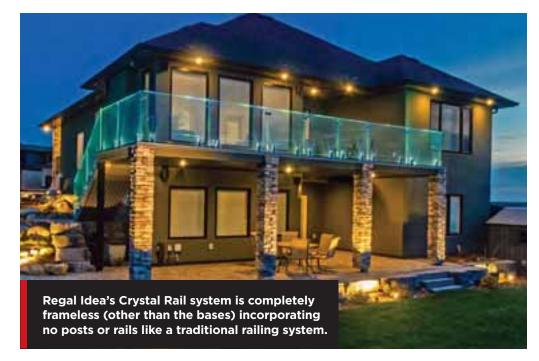
Regal Ideas also received attention at the IBS show for its Quickstep complete Outdoor Stair system, which was a finalist for "Best Outdoor Living Product". Quickstep is a complete deck stair system that includes stringers, treads and all connecting pieces

Quickstep complete Outdoor Stair System is a complete deck stair system that includes stringers, treads and all connecting pieces required to build one to nine steps.

required to build one to nine steps. Aluminum alloy construction means the system will never twist, shrink or rot, thus eliminating a typical backyard safety hazard, and Quickstep meets or exceeds building code specs throughout Canada and the U.S. Once installed, the Quickstep stair system is rated to 4,400 lbs capacity at 36-inch centres.

The beauty of the Quickstep system is ease of installation: "We wanted to come up with a turnkey solution for stair systems that goes in as easy as our railing systems. It usually takes lots of time to build stairs, but with the stringers and treads already put together, you can install a stair system in minutes that would normally take half a day to build."

The same principle guides the innovation behind all of Regal's deck components. "All of our deck systems are designed to be 1-2-3 installations; no cutting, no screwing, no staining," Pantelidis said. "You can buy and install the railing components on the same day. Contractors really like that because they can finish jobs faster, complete more jobs during the deck season and make more money."









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Modern materials and manufacturing methods are giving kitchen renovation customers more options than ever before

The kitchen is one of the most important rooms in the house for homeowners, and that goes for most contractors as well. While entire custom home projects and big additions are great when they can get them, most contractors tend to depend on a semi-regular diet of kitchen renovations, both big and small. That being the case, it's vital that pros keep up to date on kitchen design trends and familiar with the materials and products their customers are asking for today and tomorrow. If a contractor is on top of the latest in kitchen trends, they can better direct their renovation customers to choose materials and designs they are going to be proud to show off when the job is done.







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Goodfellow markets wood and wood-look products on Vancouver **Island through Slegg Building** Materials.

Engineered Wood Floors

In years past, kitchens tended to be separated from the rest of the home in a design sense, meaning homeowners tended to stick to particular materials when considering a kitchen upgrade. But modern home designs are trending strongly toward an open-concept look where the kitchen is not walled off from the living space and one room flows naturally into another. In terms of flooring, many designers now prefer not to have a hard break between one flooring material in the living room, like hardwood, and tile in the kitchen. That means in an open-concept design the hardwood look continues from the family and dining rooms right into the kitchen.

The idea of a hardwood floor in a messy, high-traffic area like the kitchen might seem counter-intuitive, but modern engineered woods have made it entirely possible, and even desirable. While solid hardwood floors will always have their charms, engineered wood



floors come with a range of advantages that are tough to beat.

"Engineered wood flooring is our biggest seller these days," said Ron Pelz, a sales representative for Goodfellow. which markets wood and wood-look products on Vancouver Island through Slegg Building Materials. "It just offers so much versatility: you can get boards of various widths and lengths; it's durable and water-resistant; you can use it on all floors of the house, including the basement; and it comes in an incredible range of colours."

"While traditional oak and maple colours are still common choices in engineered wood," Pelz said, "Hickory and exotic species like Java and Bamboo are gaining popularity." Lower lustre finishes are also preferred because they tend to show dust, dirt and marks less. "Contractors like engineered wood floors because they are pretty easy to install; they can either float or be glued down," Pelz adds.

For more cost-conscious clients, Pelz points out that advances in vinyl technology have opened up a whole new range of flooring choices. Unlike the sheet vinyl so common in kitchens years ago, modern wood-plastic composites come in planks or tiles that click together and don't require gluing or a membrane underlayment. These modern vinyl alternatives can be textured or embossed to mimic natural wood or stone.



"They also use direct register printing on the boards or tiles to match the higher ridges to the darker bands in the grain, just like natural wood," Pelz explains. "The decision to go with vinyl isn't always about money either; some clients just like the ease of maintenance and the range of colours and styles they can get."

Tiles

Tiles, both ceramic and natural stone. have always been a favourite material for floors, backsplashes, and even countertops in the kitchen. That's still the case when it comes to today's renovation trends, but the tiles themselves have changed quite a bit in recent years.

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"The real change we've seen is the move toward larger tiles; from 12-by-24 up to slabs as big as 60-by-120-inches," said Connie Barillari, product specialist for New Westminster-based Ames Tile and Stone, one of Slegg's main tile suppliers. "The larger tiles allow you to achieve more of a modern, seamless look that can be very dramatic."

Although natural stone materials, like marble and granite, are always available for clients who can afford them. Barillari said, "the most popular tiling materials on the market today are ceramic, with porcelain-rated products offering greater water and stain resistance and durability for high-traffic areas like kitchens." Using modern digital printing methods, ceramic and porcelain tiles and



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"We offer 35 different designs in ceramic tile that look like real stone or marble," explains Barillari. "We even have a tile line that looks like a classic terrazzo floor, with small marble chips throughout, and another line of ceramic tiles that has a distressed metallic design, like weathered steel. There really is a tile for every possible look the client is trying to achieve."

The trend toward seamlessness is also showing up in kitchen backsplashes, where the intricate glass tile mosaic of recent years is making way for the single slab backsplash. "There is a design trend now where the backsplash is just a

continuation of the countertop material, whether that's quartz, granite, marble or even metal," said Barillari. "The goal is to have very few visible joints, which is better for cleaning in the kitchen."

For more cost-conscious clients, Ames also offers a full range of vinyl tiles for the kitchen. Once again, advancements in digital printing have made vinyl tiles almost indistinguishable from stone, marble and other materials once installed. "Vinyl tiles are a very popular option for kitchen renovations both because of the cost factor and because they are easy to install." said Barillari

In terms of the colours clients are after these days. Barillari said the trend is moving away from dark colours in favour of lighter greys and even whites, as well

as lighter-veined marbles like calacatta. As for tile finishes, honed and polished for natural stone and matte for man-made materials are the most popular.

"We also see a trend toward warmer colours in the kitchen and away from a colder colour palette," adds Barillari. "In the next few years contractors might see clients moving towards beiges, tans, and even reds and golds."

Kitchen Cabinets

Along with choosing flooring and counter materials, another major decision a homeowner has to make with any kitchen renovation centers on the cabinets. The cabinets are usually the largest and most dominant feature in any kitchen, plus they have to do



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much more than simply look pretty. Good cabinets have to provide ample storage space and easy access to foodstuffs and cooking utensils while being durable enough to stand up to the daily kitchen grind.

According to Peter Kok of Westwood Cabinetry, a Kelownabased manufacturer that supplies Slegg with custom-built cabinets, there is a movement among renovation customers away from shaker-style doors to more modern flat-panel designs. People are also starting to mix and match styles.

"We are seeing a lot of flat-panel in combination with maybe a textured wood grain," Kok explains. "So they might do the solid colour cabinets up top, and do the melamine wood grain below."





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In terms of cabinet colours, Kok said white and grev are classic in both solid and shaker styles, but people are also combining cabinet colours and finishes. "There are almost too many colour options now; we came out with 15 new lacquer colours this year, and the same goes for stains. Plus the wood grain textured finishes are better than ever now."

Slegg customers can sit down in store with an associate and plan their finished cabinets using a custom design computer program. Once they choose their colours and finishes from the samples on display, the customer is able to see their virtual finished kitchen before placing their order. The completed cabinets take about six weeks to arrive at the store. Kok adds that Westwood cabinets come standard with BLUM hardware: "BLUM is a world leader in hinge and door hardware; they pioneered the 'soft-close' door system that catches the door or drawer and stops it from slamming shut."

For customers who don't have time to wait for their fully assembled kitchen cabinets to be made, Slegg offers several ready-to-assemble options.



Pitt Meadows-based Euro-Rite Cabinets supplies Slegg with both fully assembled and ready-to-assemble cabinet lines. According to Glenn Dobson of Euro-Rite, the fully assembled line features more than 50 different door styles and has a turnaround time of about four to five weeks, whereas the ready-to-assemble cabinets ship in about 48 hours. "There are fewer options with readyto-assemble, but it's a far quicker turnaround; that's the advantage."

In a place like Vancouver Island, where skilled contractors and tradesmen are in high demand, Dobson said the ability to get cabinets quickly makes a big difference for both customers and installers. "These days contractors want to avoid delays so they can finish the job and move on to the next one; in the right hands, ready-to-assemble cabinets can be installed in a few hours."

In terms of design trends in kitchen cabinets, Dobson sees a shift from darker to lighter colours and from gloss to matte finishes. He is also seeing homeowners combining various styles and colours in their kitchen designs,

"We are seeing lots of eclectic mixes now, darker lower cabinets and lighter

upper cabinets combined," explains Dobson. "You might also see a feature cabinet, say for wine bottles, in a different style or colour, or a sink base in a wood grain that really pops out from the other cabinets. Or they might combine a solid colour cabinet with wood grain floating shelves. Kitchen islands are getting bigger too, with people using them as a divider between the kitchen and the family room."

Regardless of what the customer might want in their kitchen cabinet design, Dobson said there are more than enough options to choose from these days. Due to advances in cabinet manufacturing technology, he said it is now possible to achieve amazing door finishes. "With digital printing and vacuum pressing that can match the wood grain up to ridges in the face of the door, we can get various types of wood grain that were impossible ten years ago."

"Keeping up with changing kitchen design styles is a full-time job," adds Dobson. "This year Euro-Rite launched four new door profiles in 10 new colours and discontinued some others. In this business, it's out with the old and in with the new."



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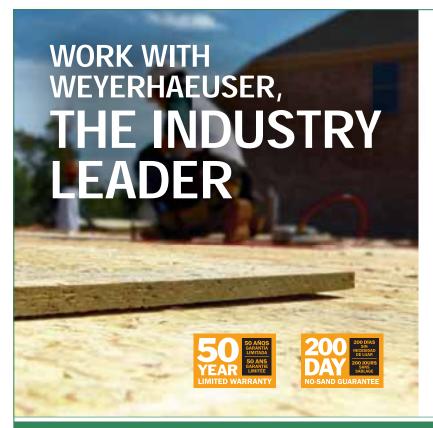








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Your cutting and drilling tools are often only as good as your accessories

Everyone knows the old axiom that says a tradesperson is only as good as their tools.

While there is a lot of truth to that statement, it is equally true that a tool is often only as good as its tool accessories. The best power saw on the market can't perform to its full potential with a dull blade, and contractors know they can waste a lot of time and money switching out and replacing substandard blades, drill bits and other tool accessories. Slegg Building Materials carries a wide range of accessories that can help your power tools be all they can be.

New Innovation in Accessories

DeWalt Breakaway Reciprocating Saw Blades

DeWalt's new Breakaway Reciprocating Saw Blades have an innovative 2-in-1 design that allows the user to switch out used blades faster and get twice as many cuts out of the same blade. Once one section of the blade is worn, that section can be easily snapped off and the unused section can then be quickly reinserted in the saw and put back to work. Breakaway blades come in 6-inch and 9-inch lengths. The 6-inch blades break into 4-inch blades ideal for cutting materials up to 1-inch in diameter, while the 9-inch blades break into 6-inch blades ideal for cutting materials up to 2-inches in diameter.

Milwaukee Torch Reciprocating Saw Blade with Carbide Teeth

The Torch blade with carbide teeth has been engineered to deliver extreme life and unmatched versatility in thick and extreme metal cutting applications. This blade delivers up to 50X life over standard blades. The Torch blade can tackle a wide variety of metals-including black pipe and angle iron, cast iron, stainless steel and high strength alloys—thanks to 25% more carbide per tooth than other carbide blades and optimized tooth design.

Milwaukee Ax Reciprocating Saw Blade with Carbide Teeth

The Ax blade with carbide teeth is the fastest carbide-tipped recip saw blade on the market, and it is engineered to deliver long life in the toughest applications. These new blades will deliver 30X longer life over standard bi-metal blades and 2X faster cutting speed than other carbide blades. The Ax blade features optimized carbide-tipping technology that delivers extreme life, and an aggressive 5 TPI blade design allows for fast cutting in nail-embedded wood and a wide range of other residential materials.

Milwaukee Big Hawg Hole Saw

The Milwaukee Big Hawg hole saw with carbide teeth is first-to-market in providing extreme life and durability in both nailembedded wood and abrasive material applications. Utilizing advanced carbide technology, the Big Hawg hole saw gives users 50X life in demanding applications and has the ability to cut 1000-plus more nails than competing hole saws. Ten times larger carbide teeth rip through materials 5X faster, while deeper slots make for fast and easy plug removal. The Big Hawg allows users to cut through the toughest materials on the jobsite, including nails, cement board, shingles, plaster and stucco.

Bosch Daredevil Auger Bits

Bosch Daredevil auger bits feature leading-edge, wood-drilling technology designed to provide superior drilling performance when encountering embedded nails. A unique dual cutting edge delivers balanced drilling and easier nail cutting, while the open-faced flute provides improved chip removal. The reinforced tip and spine allows the Daredevil bit to withstand repeated nail hits in heavy duty applications while delivering three times the life versus standard augers. Daredevil auger bits are available in 5/8-, 3/4- and 1-inch sizes.

Bosch Glass & Tile Bits

If you're a contractor who regularly works with glass and tile, you know just how tricky it can be to drill through those materials easily and consistently without scratching or cracking the piece. Glass and tile bits from Bosch feature a precision machine tip designed to counter against bit wander and bit walking. The high-quality carbide tip and reinforced bit head allow the bit to bite quickly and smoothly, preventing bit cracking, and innovative geometry allows you to drill more holes faster.

DeWalt Breakaway Reciprocating Saw Blades



Milwaukee Torch Reciprocating Saw Blade with Carbide Teeth



Milwaukee Ax Reciprocating Saw Blade with Carbide Teeth





Milwaukee Big Hawg **Hole Saw**









Bosch Installer Bits

Electricians and cable installers have special requirements when it comes to drill accessories. Bosch offers a complete line of wood-boring installer bits designed specifically for heavy-duty and fine woodworking applications. Recommended for both wood and stacked lumber, each bit has a hole-influte design that allows users to easily pull wire through walls, ceilings and floors. The bits are extra-long for deep drilling and incorporate a three-flat shank for reduced slippage.

Bosch Hammer Drill Bits

Bosch's SDS-max line of hammer drill bits utilize a solid carbide head with a robust S-cutter design to produce added drilling speed and extended bit life. These bits fit Bosch SDS-max hammers and competitive SDS-mas drive hammers and Hilti hammers using TE-Y and TE-FY shanks. SDS-max hammer drill bits are suitable for use in concrete, reinforced concrete and masonry. The double-flute, U-shape design provides good dust removal and the 4-cutter design prevents jamming in rebar.

Bosch Daredevil Spade Bits

Professional users who regularly use spade bits to drill large-diameter holes need speed, ease of use and consistent hole quality. Bosch Daredevil spade bits feature a full-cone threaded tip that pulls the bit through the material with minimal effort and vibration for the user. The contoured paddle provides faster chip removal and cleaner holes, while the hexagonal shank with power groove reduces bit slippage.

Diablo Framing/ **Demolition Saw Blades**

The Diablo Demo Demon saw blades from Freud Canada are designed for framing and demolition as well as siding, decking, roofing and masonry applications. This 7-1/4-inch, 24-tooth blade incorporates Tracking Point Amped tooth geometry, which provides durability and effortless cuts, even when cutting abrasive materials such as shingles, bolts or nail-embedded wood. The enhanced anti-vibration design provides added stability and rigidity and extreme impact resistance.

Diablo Polished Finish Wood Saw Blades

For contractors who routinely work with fine trim and moulding, hardwoods, softwoods, veneered plywood and melamine, clean cuts are essential. Freud Canada's new Diablo Ultimate Polished Finish saw blades feature Axial Shear Face Grind technology and double-side grind tooth geometry

that delivers 200 additional grinds and produced polished cuts equal to 220-grit sandpaper. The laser-cut, ultra-thin kerf blade design makes cuts fast and effortless.

Diablo Metalworking Blades

Metalworking applications are especially hard on cutting tools and accessories. The Diablo 8-inch, 42-tooth Steel Demon cermet blade cuts both metal and stainless steel while providing five times the cutting performance of standard metal cutting blades. The cermet teeth feature triple-chip grind tooth design, laser-cut blade bodies, anti-vibration technology and Perma-Shield non-stick coating that achieves precise cuts with no sparks and cool, burr-free edges.

Diablo Carbide-Tipped Reciprocating Blades

Nail-embedded wood presents a real challenge for cutting tools and accessories. Diablo Demo Demon reciprocating blades with variable-tooth design are specifically designed for maximum performance in nail-embedded wood. The oversized blade body delivers straighter cuts with less vibration and increased impact resistance, while the high performance carbide blade tips provide 50 times longer cutting life than bi-metal blades in this application.

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Diablo Steel-Cutting Reciprocating Blades

Cutting through thick metal calls for special equipment, and Diablo Steel Demon reciprocating blades are the first carbide-tipped blades on the market designed specifically for extreme metal cutting applications. Steel Demon reciprocation blades deliver 50 times longer cutting life than standard bi-metal blades when cutting through high strength alloys, cast iron and stainless steel in thicknesses between 1/8-inch to 1/2-inch. The Perma-SHIELD non-stick blade coating generates less friction and heat during cutting.

Hilti Water Pump

Hilti's DSH-P water pump is designed to provide portable jobsite dust-control for the Hilti DSH 700-X and 900-X gas-powered saws. The integrated DSH-P pump can access water from either a bucket or a static water source using a 10-foot hose attachment linked directly to the saw. The pump uses pressurized water to reduce airborne dust generated by cutting. The DSH-P water pump comes with a one-year, no-questions-asked repair coverage period.

Hilti Pointed Chisel

For contractors who routinely break up concrete on the jobsite, a quality power chisel bit can speed up that process dramatically. Hilti's new TE-SPX SM pointed chisel is designed for use with the Hilti TE 2000-AVR demolition hammer. The high-alloy steel TE-SPX SM self-sharpening chisel features higher bending strength and improved dust control. The innovative X-polygon wave design and tube effect maximizes breaking power and reduces downtime due to sticking and jamming.

Hilti Compact Battery

Hilti's new advanced B22/3.0 compact battery packs are designed to deliver optimum power and big weight reduction for all 22-volt Hilti cordless tools. Weighing in at just 1.3 lbs., B22/3.0 battery packs can reduce user fatigue in a wide range of common jobsite applications, while the latest in lithium-ion battery technology provides longer run time and consistent power. A rubberized, glass-fibre reinforced casing protects against dust, humidity and water.

Hilti Hollow Drill Bits

Hilti's Ultimate SDS hollow drill bit provides drilling and optimum hole cleaning in one step for consistent anchor setting. The hollow point design removes dust efficiently while the hardened cutting head minimizes snagging and sticking when drilling into rebar. The SDS hollow drill bit is ideal for anchoring structural steel connections in steel columns and beams and secondary steel structures and for structural renovation or upgrading with post-installed rebar.

Hilti Dust Control System

The dust kicked up by drilling into concrete and masonry can create nasty working conditions that increase wear and tear on both tools and tool operators, especially when drilling overhead or in enclosed spaces. Hilti's lightweight TE-DRS-M on-board vacuum system can be easily attached with one hand to most Hilti hammer drills and power chisels without the use of tools. This self-contained vacuum system is powered by the tool's motor, so no external vacuum cleaner or additional hoses are required.

Hilti B22/3.0 compact battery



Hilti Ultimate SDS hollow drill bit



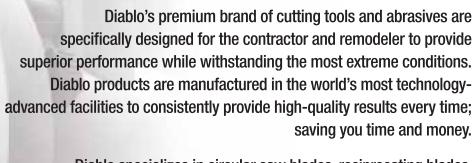
Hilti's TE-DRS-M on-board vacuum system





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Contractors know how important it is to have the right tool for the job when they need it. Unfortunately, it's just not economically feasible for most professionals to purchase every single tool they might need to use, especially if they only need a certain tool occasionally. This is especially true for heavy-duty power tools, the ones that tend to cost a lot to purchase and need

to be maintained. Luckily for contractors on Vancouver Island, Slegg recently launched an innovative new tool rental program in conjunction with Hilti, a leading manufacturer of heavy duty construction tools.

The Hilti rental program was launched in January. "Slegg is the only distributor of Hilti on the Island, and this rental program is a big expansion of our partnership," said T.J. McClure, Slegg's

category manager for hardware, tools and fasteners. "The program includes 13 tools, including things like heavy duty concrete saws, hammer drills and demolition breakers, as well as all the accessories needed to get the job done. There are also several dust removal tools that can help contractors stay within dust control and removal regulations."

Hilti is a well-respected global manufacturer of heavy duty tools made



As your authorized Hilti distributor, Slegg Building Materials offers a wide range of Hilti tools and consumables for sale and a full line available for rent — backed up by the Hilti service and support you need to get the job done right.

Need fast repair service or expert support for your Hilti products? Call or drop by today! As an authorized Hilti repair drop-off depot, Slegg Building Materials can help you get back up and running in almost no time.













specifically for professional end-users. Contractors who rent a Hilti tool through Slegg can be confident that tool will function as expected and get the job done. "Professionals know that Hilti manufactures very high quality tools," McClure explains. "And these aren't like typical, everyday drills or circular saws; these are powerful, effective

tools. Most contractors, however, don't want to purchase them because they don't use them all the time. Plus they get the added benefit of not having to store, carry and maintain the tool on an ongoing basis."

Slegg launched the Hilti tool rental program in January at its Langford and Nanaimo locations. The program was then expanded to include Sidney, Keating, Admirals, Cumberland and Saltspring locations during the first week of March. "The program is picking up momentum weekly as more and more of our contractor customers learn about it," he said. "As it becomes more popular, we will likely grow the assortment of available tools."

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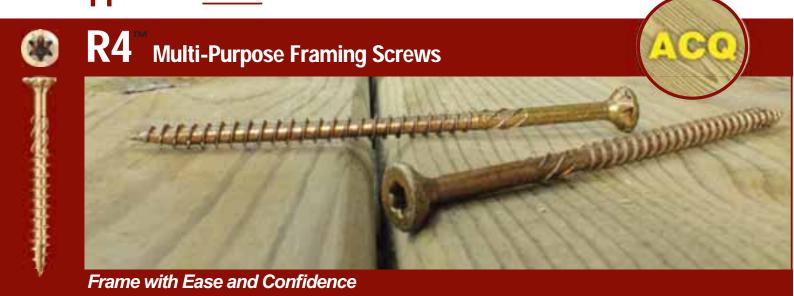
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Slegg has committed to provide contractors affordable access to **Group A CPD points** to help them achieve licence renewal and will continue offering quarterly sessions geared toward this goal.

Slegg views your success as paramount to our success, and

it is our duty to listen to our customer base. Some of the recurring issues I hear about are the Contractor Professional Development (CPD) points, skilled labour shortages, new building codes, and of course the question about "what's new" around innovative products.

Slegg has committed to provide contractors affordable access to Group A CPD points to help them achieve licence renewal and will continue offering quarterly sessions geared toward this goal. We have taken this pledge a step further and have committed to donating 50% of the fees collected at these courses to sponsor Slegg scholarships at some of the finest trade schools based here on Vancouver Island: Camosun College, Vancouver Island University and North Island College. Learn more about these schools in the Meeting Demand article (page 38) as we explore how Island-based trade schools are helping our industry tackle the skilled labour shortages. As for the codes, we have asked some of our key vendors how they are preparing for the future and staying ahead of the evolving building codes. Read about their efforts in the Cracking the Code article (page 13).

Speaking of innovation, our 3rd Annual Slegg Pro Show was a smashing success! We had over 1,200 contractors join more than 80 vendors to see their new products and get some amazing deals! For those who couldn't make it, we have included a special pull-out section so you can get a feel for what's rapidly becoming the Island's most important annual industry event. Mark your calendars—the 2019 Pro Show is booked for April 5, 2019!

Of course, tools and tool accessories are vital for every professional contractor and keeping up with the latest in tool technology can give you a competitive edge. The new cutting and drilling accessories featured in A Cut Above (page 80) can help you save time and money on the jobsite, and we have expanded your access to Hilti products and launched a new Hilti Rental Tools program in many of our stores!

Our roofing customers ask what's in it for them, in our What's New Up Top article (page 53) we responded! Polyglass and NaturaSeal are helping redefine Slegg as a destination for roofers with exclusive innovation, leading edge technology that can differentiate your project. Couple that with our extensive assortment of Owens Corning and Malarkey steep slope products and we have you covered!

From landscaping and decking to roofing and tools—Slegg's industry leading vendor community delivers innovation. It's summer, so check out *The Modern* Landscape (page 24) and All Hands on Decks and Fences (page 58) features for some fantastic ideas in modular concrete, the new synthetic grass programs as well as a closer look at technological developments in treated and composite wood and the newest railing systems on the market.

On behalf of Slegg Building Materials, we hope you enjoyed this magazine. We are always open to feedback and opportunity, so if you see products or have ideas for training session, or need access to a particular vendor, please feel free to reach out to me directly.







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