



Fall 2011 QUARTERLY News Letter

Manufactured Housing Assn. of BC

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- [Jeff Monty, Manager, CYSE Commercial Transport, Glenn Taylor, CYSE District Manager and Dennis Prynyko, CYSE Commercial Transport Inspector discussing "Transporting Homes in BC"](#)
- [Luncheon speaker Cameron Muir, Chief Economist, Real Estate Association of BC on the "BC Economy and Housing"](#)
- [Doug Panton, Mortgage Specialist, Bank of Montreal on "Financing Home Sales and"](#)
- [Michael Gibson, General Manager of Shell Busey's Referral Network on "Marketing with Shell Busey"](#)

In addition, the golf tournament attracted over 35 golfers who initially had to deal with rain but in true Kamloops fashion, the sun came out later in the morning.

Overall the format for the meeting was well supported with the Monday business meetings and AGM followed by the golf tournament on Tuesday. Attendees felt being able to travel over the weekend to attend the Monday events and the golfers able to attend the tournament and be back on the road by Tuesday afternoon worked well.

The Board intends to continue with the same format for next year's AGM. The community and venue for the 2012 Annual General Meeting will be announced early in 2012.

HIGHLIGHTS

Annual General Meeting and Golf Tournament a Success

The Annual General Meeting and golf tournament held in Kamloops during May were very successful events.

In excess of 50 participants attended the morning and afternoon business sessions with the Annual General Meeting held later in the day. Presenters included:



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Thanks to everyone who came to Kamloops and participated in the 2011 meetings and golf tournament.

Annual General Meeting

Photo Gallery



BILL BALL receiving the Pioneer Award from MHA BC
Director **AL LUTZ**



2011 Low Gross Champions Walter Fontana,
Chris Wood, Tom Wood and Dave Emerick



2011 Low Net Champions Larry Erickson, Allan
Bayliss, Bernie Pearson and Don Purdie.



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MHA BC BOARD OF DIRECTORS

Executive:

President Terry Weicker
Ray's Towne

Vice-President Walter Fomina
Moduline Industries Canada - Penikese

Treasurer Cathy Corbin
Gordon's Homes Sales

Directors:

Frank Ambler
Countryside Manufactured Homes

James Ellis
Eagle Homes Cranbrook

Doug Fisher
D. Fisher Contracting

Dean Johnstone
SRI Homes Winfield

Al Lutz
Amco Modular Homes

Jim Puskor
Sparrral Industries

BOARD MATTERS

Board Views: E/D Gord Rattray

It has now been three months since assuming the role of Executive Director from former E/D Rick Higgs. The time has flown by as I have taken the opportunity to travel the province and meet with many of the dealers, manufacturers and transporters. The

reception I have received from all those I have met with, without exception, has been great. Through these meetings, I have gained a greater insight into the business of manufactured housing and have come to realize the opportunities that exist for this industry. Thanks to all those who have provided the time to meet with me and I look forward to meeting with additional members over the next few months.

Shipments Update

The 2011/12 YTD shipments as at July 31st are down 8% over the same period in 2010/11. While many members anticipated 2011 would be a challenging year, indications are that sales are strengthening and hopefully shipments will see improvement over the balance of the year.

Home Protection Office Discussions

With the evolution of the modular home sector and the move to more complex installations, BC's Home Protection Office has requested the opportunity to meet with the MHA BC Board to talk over warranty issues. A discussion in late September is scheduled with HPO official Doug Cox during a regular Board meeting. Members interested in joining the HPO discussion are requested to contact the E/D for more information.

BC Building Code Update Coming in 2012

The BC Building Code is due to be updated in 2012 with proposed changes to be published during Spring 2012 and implemented in the fall. The MHA BC has been invited to submit a position paper. This paper is currently under development at the Board level. Member input will be solicited.



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Upgrading the Website

In the member meetings held over the last few months, a common theme has been the member's wishes to have the website upgraded towards making it a stronger marketing tool. Currently, the Board is preparing a Request for Proposals which is to be distributed to interested website development firms. A decision on awarding a contract will be made this fall with a target of having an upgraded website in place by year end.

Insurance for Older Homes

The Board is currently investigating challenges by some owners of older manufactured homes in reinsuring their properties. During the summer, a note was circulated to the membership identifying one particular insurance company that specializes in reinsurance of these homes. Additional work is underway involving meetings with insurance underwriters to address the concerns and determine means to resolve these problems for current owners of these older homes.

Public Enquiries and Community By-laws

An important role of the MXABC is to respond to enquiries from the general public and deal with various questions, concerns and service complaints. While comments and service complaints have been minimal, many of the questions received have focused on important topics including locating certification labels as well as the transferability of homes into other communities and jurisdictions. As a result of the diversity of by-laws across BC, the MXABC will continue to utilize the information gained in a poll of community by-laws governing manufactured housing.

The goal is to work with those communities having by-laws not conducive to manufactured and modular housing. Ideally, talking with community leaders and providing better information will result in the implementation of supportive by-laws.

HST decision will require amending the MXABC sales agreement

Now that the decision has been made to terminate the HST in BC and return to a PST/GST regime, the MXABC sales agreement will need to be amended. These changes will be made in line with province's proposed spring 2013 implementation schedule.

WHAT'S NEW?

MXABC's New Executive Director



Gord Rattray joined the MXABC in May and assumed the role of Executive Director upon the retirement of Rick Higgs on May 31st. Gord is a registered professional forester and he has worked extensively in the forest industry evolving to the position of General Manager /Executive Director of the Cariboo Lumber Manufacturers' Association.



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Since 2004, he has managed his consulting business providing services to a diverse range of clients. When the MHAABC e/D position was offered to him, he was pleased to be able to take on the role and apply the experience gained in previous association management roles. He is looking forward to working with the members in expanding business opportunities and in promoting new home ownership opportunities for people across the province.

- **5 meter wide route map update**

The Commercial Vehicle Safety and Enforcement Division of the BC Ministry of Transportation and Infrastructure is continuing to expand existing and potential 5 meter wide load routes. A copy of the most recent 5 meter route map was circulated to members earlier this summer.

Tests to expand routes are being applied for and more existing routes will be added over the next year. For more information, please contact the MHAABC office.

- **Pilot Car Flexibility**

Pilot car requirements for the transport of manufactured housing are outlined in the CYSE directives which, in some cases, require the use of three pilot cars. Recently, the CYSE has indicated a willingness to provide flexibility in these requirements in some situations. Applications can be made to the CYSE. For more information, please contact the local CYSE offices or the MHAABC.

- **Australia Driving Trip for Former e/D Rick Higgs**

For many years, former Executive Director Rick Higgs has been an "aficionado" of Mini Cooper cars. He has owned a number of Minis and has driven these cars extensively across North America. Following his decision to retire, Rick organized a driving trip in Australia, of course travelling in a Mini. In early August, Rick left with his wife for Brisbane where he picked up a recently purchased Mini Cooper which he has had refurbished to ensure problem free travel as he drives a circuitous route around Australia.

Best wishes are expressed to Rick for a happy retirement as well as happy motoring!



Rick Higgs's Mini Cooper wagon in Brisbane



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MEMBER PROFILES

BRITCO STRUCTURE'S 2011 PNE Home



Most recently, Britco founders David Taft and Rick McClymont handed over the reins of this flourishing company to WesternOne Equity Income Fund and several members of their management team are taking over day-to-day operations.

The Britco name has been the long standing builder of the PNE homes and now for the 10th year in a row, this company that specializes in modular construction was selected to build the 2011 prize home. This time, the prize home is destined for Trumpeter Ridge, another subdivision overlooking the Okanagan Lake. The features in this year's 3100 square foot craftsman style prize home include central air conditioning as well as energy efficient gas fireplaces (yes plural) and appliances. It boasts a spacious, kitchen and dining room complete with wine storage. A luxurious master suite with an oversized ensuite is equally appealing.

With thanks to the Langley Advance