



# NEWSLETTER

Vol. 11 No. 3 June 2001

## IMPORTANT DATES

- **MHA of BC BOARD of DIRECTORS**  
Tuesday, June 26<sup>th</sup>, 2001  
Penticton, B.C.
- **2001 I.P.E. - INTERIOR PROVINCIAL EXHIBITION**  
Wednesday-Sunday, Aug. 29<sup>th</sup> - Sept. 3<sup>rd</sup>  
Fairgrounds, Armstrong, B.C.
- **UBCM 'Municipal Marketplace'**  
Wednesday-Thursday, Sept. 26<sup>th</sup>-27<sup>th</sup>, 2001  
Vancouver Trade & Convention Centre,  
Vancouver, B.C.

## MHABC OFFICES MOVED

Effective June 1, 2001, the Association's offices were relocated. The new contacts are:

**Manufactured Housing Assoc. of B.C.**  
P.O. Box 31661,  
Pitt Meadows, B.C. Canada V3Y 2B0  
Phone: 604-465-5119,  
Fax: 604-465-8655  
1-800-667-8533  
E-mail: mhabc@telus.net

## DALE BALL RE-ELECTED MHABC PRESIDENT

The 2001 AGM re-elected DALE BALL to serve as President. Dale is the principal in Brookwood Homes of Langley. STEVE PATERSON of Bob Paterson Homes in Williams Lake was elected as Vice-President, and JEFF WRIGHT of Britco Structures was re-elected Secretary-Treasurer.

In contested votes, Dale Ball and Mark Ellis were elected Dealer Directors, and Lloyde DeHart and Jim Stevenson were elected Manufacturer Directors. (See complete listing inside)

## LANDSLIDE

**Liberals - 77**

**N.D.P. - 2**

## New Era for B.C. Promised by Campbell

The May 16<sup>th</sup> electoral landslide saw the Liberals led by GORDON CAMPBELL win all but 2 seats in the B.C. Legislature, taking more than 50% of the popular vote.

Campbell's new Cabinet was sworn in on June 5<sup>th</sup> with 21 full Ministers and 7 Ministers of State. Former opposition housing critic RICH COLEMAN (MLA Langley-Aldergrove) was appointed Minister of Public Safety and Solicitor General. The new Ministry includes: *landlord-tenant matters.*

GEORGE ABBOTT (MLA Shuswap) was appointed Minister of Community, Aboriginal and Women's Services. Abbott's Ministry includes: *municipal affairs, building regulations, the fire commissioners' office, and safety inspections.*

STAY TUNED... for a summer legislative session, budget, action on promises....

## **B.C. INCOME TAX RATE CUT 25% ON DAY 2**

Campbell's new team worked with lightening efficiency to trim the B.C. Income Tax rates by some 25% in two steps. The first step is retroactive to January 1, 2001. The early announce-ment was made so the cut could be implemented from July 1<sup>st</sup>. The second step takes effect on January 1, 2002.

## **2001-2002 BOARD OF DIRECTORS**

**President:Dale Ball**

[Brookwood Homes Ltd.]

**Vice-president:**

**Steve Paterson**

[Bob Paterson Homes Inc.]

**Secretary-Treasurer:**

**Jeff Wright**

[Britco Structures]

**Directors: Ken Bayntun**

[Harbour Manufactured  
Homes (Penticton) Inc.]

**Ron Bell**

[Columbia River Homes]

**Gerry Brown**

[Gerry Jack Holdings Ltd.]

**Lloyde DeHart**

[Moduline Industries (Canada)  
Ltd.]

**Mark Ellis**

[Eagle Homes]

**Jim Stevenson**

[SRI Homes Inc.]

## **BALL THANKS RETIRING DIRECTORS FOR MEMBERS**

President Ball spoke for all Members at the Annual Meeting in thanking GRANT McDOWELL, GRAHAM HOWIE, ROBERT TRUDEAU and FRANK AMBLER, who retired after service on the 2000/01 Board of Directors. All Officers and Directors volunteer to work for the benefit of all Members.

Grant McDowell of Moduline Industries in Penticton served as both Vice-President, as well as a Manufacturer Director, as did Robert Trudeau of Triple M Housing in Lethbridge, Alberta. Graham Howie of South Country Homes in Courtenay served as a Dealer Director, as did Frank Ambler, with Village West/Countryside Homes, who stepped down last Fall.

## **2001/02 NEW HOME SHIPMENTS UP...JUST**

New home shipments by MHABC Member Manufacturers in March and April 2001 crept upwards slightly to 85 versus 82 in 2001. B.C. shipments were down 3, while shipments into B.C. were up 6. Shipments included 47 single and 38 multiple-section homes.

## **MHR STATISTICS RISE FOR B.C. BUILT HOMES**

The statistics from the Manufactured Home Registry in Victoria show a month over month increase in new B.C.-built homes that have been registered in 2001. However, the total for January-April is down 17 homes from last year.

New homes built out-of-province are down 54% in the first 4 months, since none were sited in January 2001. In fact, the registration of new homes in December-January was off for all homes versus the previous year.

## **CONSERVATIVE MHABC BUDGET FOR 2001/02**

The Annual Meeting adopted a budget that assumes a small increase in shipments, maintains key promotional items and looks at cost savings, such as the nearly 50% to be saved annually with the change in office location. Up coming decisions include the 2001 IPE.

## **MAJOR DEVELOPMENT FOR SRI HOMES INC.**

In early May, the Board of Directors of Nelson Lumber Company Ltd. approved the acquisition of SRI Homes Inc., a member of the NorTerra group of companies. The new corporate relationship took effect on May 23<sup>rd</sup>.

Nelson Lumber has been operating building material stores for more than 50 years and been a panelized home manufacturer since 1958. In over 43 years, Nelson Lumber has served 34,000 satisfied home customers. The combined output makes Nelson-SRI the largest homebuilder in Canada.

SRI will retain all employees and the same executive team. The new order of business will allow both companies to share expertise, develop new technologies, and explore new markets, while operating independently. They anticipate a positive impact on the buying power of both companies.

The addition of SRI Homes to the Nelson group of companies will also allow Nelson to offer modular homes in complete product ranges to its customers.

Ray Nelson, co-founder and Chairman Emeritus of Nelson Lumber said:

*"We are delighted with this acquisition. It represents tremendous growth opportunities for us and is, most importantly, the right fit. We are companies that share a common vision of providing shelter and we do business in the same way. We believe in relationships, exemplary service, and integrity in all that we do."*

SRI Homes will report to Nelson's Co-Chief Executive Officer and CFO, Brian Holterhus, who was formerly on the SRI Homes team.

## **WINALTA SHELTERS HURT BY FIRE AT PLANT**

In a devastating fire, which destroyed its plant and a number of homes in the adjacent yard, Winalta Shelters lost its productive capacity, at least short-term.

The fire may have started because of an electrical problem in the truss section of the factory. Strong wind caused the fire spread to completed homes in the yard.

## **GRAYSON SCHWEPFINGER SALES SEMINAR**

Fifteen people attended the two-day sales seminar in Penticton, B.C. Grayson Schwepfinger, the USA's Number One sales trainer, led the seminar. In a class, with both well established and relatively new sales personnel, the following students benefited from (and no doubt enjoyed) Mr. Schwepfinger's enthusiastic leadership:

Jamie Bayntun, Ron Case, Lloyd DeHart, Cindy Drew, James Ellis, Larry Erickson, Dean Johnstone, Dave Loudoun, Kim Loudoun, Fred Litke, Gary Robertson, Mike Scott, Peggy Smith, Myrna Taylor and Peter Young.

## **INCREASED WIDTH OF LOADS AT EAVES TO BE DISCUSSED**

The Directors are going to be discussing the possibilities of increasing the width of manufactured home loads *at the eaves* (or above the mirrors of the transport tractor).

Since 1992, the industry and government alike have known that the most significant design related aspect of manufactured homes is roof

architecture. The addition of width at the eaves would offer design improvements at more reasonable cost than with hinged roofs, hinged eaves and so on.

## **INCREASED HEIGHT STILL UP IN THE AIR**

The Newsletter reported in March that ICBC had approached the Association to see if the Members and their customers might benefit from an increase in the permitted height of home movement.

After the Board of Directors unanimously agreed in principle to pursue the matter, ICBC initiated height checks on fixed overhead structures on principal highways that can not be avoided by alternate routing, and restrictions with regard to B.C. Ferry service to Vancouver Island. ICBC has not yet reported its findings.

## **DAVID INGRAM'S CABLE TV ON MANUFACTURED HOMES**

On Friday, April 20<sup>th</sup>, President Dale Ball and Executive Director Rick Higgs went on-air live with DAVID INGRAM on his Cable Television program, which is broadcast from Lions Bay to Agassiz, excepting Delta.

The program covered many aspects of manufactured housing. All of the phone-in calls were either complimentary or asked interesting questions about factory-built homes. The program was rebroadcast.

## **STRONG INTEREST IN I.P.E.**

Two manufacturers have already expressed interest in being at the 2001 Interior Provincial Exhibition at Armstrong, B.C. One is interested in displaying a three-section home.

## **MEDICINE HAT WELCOMES MANUFACTURED HOMES**

With Moduline Industries and MHICanada leading the way, supported by the MHA Alberta/Saskatchewan, the City of Medicine Hat, Alberta has passed a new land-use bylaw that permits the placement of manufactured homes where site-built homes can be constructed.

The new bylaw recognizes and accepts both longitudinal-framed manufactured homes and frameless modular homes as the full equivalent of site-built homes. Moreover, manufactured homes may be placed on surface foundations on all city lots that accept site-built homes. This is a precedent setting model that may be promoted elsewhere, especially in urban centres across the country.

"Hats off" to Moduline, MHICanada and MHA Alta./Sask.!

## **B.C. BUILDING OFFICIALS MET IN NELSON**

Executive Director Rick Higgs staffed the association's booth at the BOABC annual convention in Nelson, B.C. The meeting brings together the senior building officials from B.C.'s 179 local governments. The MHABC presence is part of the ongoing communication with those whose decisions impact manufactured homes.

Members will be pleased to know that not one concern about the quality of factory-built homes or their sale and siting was voiced during Rick's two days in the booth.

Moreover, officials were very interested in picking up the bylaw reference Regulating Manufactured Housing Today and copies of the video 'Creating Communities'.

## **COMPETITIVENESS OF B.C. WOOD BASED VALUE-ADDED MANUFACTURING**

The Association welcomed John Talbot, Executive Director of the Value-Added Business Unit, Forest Renewal B.C. to the Annual Meeting. John spoke about the need to identify the competitive position of B.C. firms.

FRBC released the Peter Woodbridge & Associates Ltd. report in January to provide an expansion strategy for B.C.'s wood products industry.

MHABC has joined in a second study to be conducted by Peter Woodbridge & Associates Ltd. and funded by FRBC. This study, which is getting underway, will look specifically at the competitiveness of B.C. industry. It will look at all input costs, technologies used and both public and corporate policies...to separate myths from realities.

Robert Adria, SRI Homes, Rick McClymont, Britco Structures, and Grant McDowell, Moduline Industries, will participate on the Study Steering Committee.

## **RENT INFLATION FACTOR**

Doug Hallat has expressed concern about a draft regulation addressing the rent inflation factor and capital expenditure adjustment rate for 2002. The new government has been asked to discuss these subjects with owners of manufactured home parks.

Separately, the Manufactured Home Park Owners Association prepared a brief policy paper for distribution by members to provincial election candidates. A copy is enclosed with this Newsletter.

## **DRAFT MODEL STANDARDS OF MAINTENANCE BYLAW**

The B.C. government's Housing Policy Branch has just released a Draft copy of a proposed Model Standards of Maintenance Bylaw for Manufactured Home Parks. The branch is soliciting comments. Members interested in reviewing the 12-page document may phone, fax or e-mail the MHABC office for a copy.

The draft model bylaw was developed by Kennedy Consulting, which prepared the Manufactured Housing Study (1992).

## **2001 UBCM CONVENTION**

The association will be present at the first UBCM convention following the first Legislative Session of B.C.'s new government led by Premier Gordon Campbell. The dates are September 23-27 at the Vancouver Trade and Convention Centre. This will be the 10<sup>th</sup> UBCM meeting in which the association has participated since 1991.

The UBCM convention brings together both elected and appointed officials from B.C.'s local governments. The UBCM convention will be alive with reactions to B.C.'s new government.

## **CSA TECHNICAL COMMITTEE**

The CSA Technical Committee is receiving nominations from Members for the position of Committee Chair to replace Cliff Youdale, who is stepping down from that position.

## **NATIONAL SHIPMENTS OFF**

Industry shipments of new homes are down Canada-wide, except in Manitoba, for the period January-

**April. New single-home shipments are down 18.6% to 779 homes, while multiple-section shipments are down 19% to 286 homes.**

**Shipments of new single-section homes to the United States are also down, 38.5% to 16, however, multiple-section shipments are up 17.4% to 101.**

## **HISTORIC FIRST AT 2001 GOLF TOURNAMENT**

**Gerry and June Brown organized the 10<sup>th</sup> Annual MHABC Golf Tournament at Twin Lakes Golf and RV Resort near Keremeos.**



**The tournament recorded an historic first... the Hole-in-One by MICKEY McMILLAN (on left). Mickey's achievement was the first in more than 400 rounds of tournament play by MHABC Members and guests since 1992.**

***Mickey was also the first Member to register for the recent AGM and Golf Tournament!***

**The winners of the Gerry Jack Trophy (Low Gross Score) were: Don Purdie, Mike Garritty, Micheal Craigen, and Gordon Garritty.**



**The winners of the Deutsche Financial Trophy (Low Net Score) were: Robert Adria, Ron Case, Dave Loudoun and Ron Bell.**



**Contributions to the Tournament were gratefully received from: Moduline Industries, Harbour Homes, Deutsche Financial, Residential Warranty Company, CMHC, Shaw Industries and the Twin Lakes Resort.**

## **MHABC WEB SITE IS YOURS**

**The new MHABC web site at - [www.mhabc.com](http://www.mhabc.com) - will be as good as the submissions of Members. Please send prompt updates and new photos.**

## **DAN FORNIER RECOVERING**

**The industry sector has been rooting for the recovery of Dan Fornier, from multiple injuries suffered in a single vehicle accident as he was heading to work at SRI's Winfield Plant. Dan is one of the most active industry pioneers, with experience spanning the modern development of the factory-built mobile, modular and panelized home.**

