



PRESS RELEASE - For Immediate Release

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Using Humour To Help Contractors “Get Paid”

Toronto, Ontario – The ballroom in Toronto’s Park Hyatt Hotel was filled with laughter as renowned humourist Bill Carr performed for nearly 200 members of the National Trade Contractors Coalition of Canada on a subject most trade contractors find anything but funny.

Portraying a struggling subcontractor working for a very questionable contractor, Carr’s exaggerated character fumbled from one mistake to another keeping the audience laughing while at the same time illustrating a very serious point... trade contractors must take the tendering process seriously and do their homework.

Supporting this message were expert panelists who contributed throughout the three-part event. Micheal Atkinson, President of the Canadian Construction Association, urged the use of CCA and standard CCDC contracts then reminded everyone present to look for the seal on all documents. “If there’s no seal, don’t make the deal!” Mr. Atkinson also recommended the use of CCA’s “A Trade Contractor’s Guide & Checklist to Construction Documents.”

Morris & Mackenzie’s Vice-President of Surety, Brian Edmunds, told attendees that they should find out who the general contractor is, and who the bonding company is...at the beginning of the tendering process. He also added that trades should be aware of general contractors that hold “default insurance” as it may not protect the trades if things go “south”.

William McNamara, partner with law firm Ogilvy Renault told the audience that “if things get to the point of filing a lien, there are three important issues to remember; expiry, preservation and perfection of a lien within a given period.” He also reminded attendees that the Ontario Lien Act is a “very, very significant tool but the time period of 21 days is extremely limited. Lien work is highly technical so it’s a good idea to have your lawyer involved early on in the process.”

The highly entertaining and informative session had everyone talking. John Blair, host of the morning’s event and Executive Director of the Canadian Masonry Contractors Association, remarked in his opening address “We have an industry document that is consensus-built and is publicly endorsed by the general contracting community and yet, it often isn’t used or is *bastardized* in some fashion. To make matters worse, case law has made it clear that *paid when and if* clauses are legally binding. Trade contractors need to understand that if they sign one of these conditions and if the general doesn’t get paid, for whatever reason, neither will they”

NTCCC spokesperson and President of the Mechanical Contractors Association of Canada, Richard McKeagan stated, “The event was a complete success on all levels, and we look forward to presenting similar events in various cities across Canada in the very near future.” McKeagan said that the Coalition is looking at Vancouver, Ottawa and Halifax as potential locations for the next three events, early in 2007.



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The National Trade Contractors Coalition of Canada

The National Trade Contractors Coalition of Canada (NTCCC) was established in 2004 to provide an organized forum for Canada's national trade organizations to share information, resources, and to collaborate on issues that are of common interest to all. The founding members are comprised of the Canadian Roofing Contractors Association, Canadian Automatic Sprinkler Association, Canadian Masonry Contractors Association, Canadian Electrical Contractors Association and the Mechanical Contractors Association of Canada. For more information on the NTCCC visit the website at www.ntccc.ca or contact Mr. Richard McKeagan at ntccc@ntccc.ca.

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