



Kent Trusses Limited

presents

Understanding the Government of Ontario's Bill 124

Peninsula Room
Deerhurst Resort

April 18, 2006

Visit our website at www.kenttrusses.com for a summary of this seminar



Agenda

8:30 - 9:30

Registration

9:30 - 9:45

Mike Kent, President Kent Trusses Limited

Welcome!

John Oszczep, Sales Manager—Southern Region

Introduction Michael de Lint

9:45 - 10:30

Michael de Lint, Government of Ontario Senior Policy Advisor—Municipal Affairs & Housing

10:30 - 10:50

Coffee Break

10:50 - 11:00

Welcome Back—Draw \$124 "Bills"

11:00 - 11:30

Peter Pugliese P.Eng., Engineering Services Manager, Mitek Industries

11:30 - 12:00

Geordie Secord—Sales Manager Central & Northern Regions, Kent Trusses Limited

Dale Robinson—Design Manager, Kent Trusses Limited

12:00 - 1:00

Buffet Lunch

1:00 - 1:10

Welcome Back—Draw \$124 "Bills"

1:10 - 1:35

Rick Ward C.E.T.—Technical Sales Representative, Simpson Strong-Tie

1:35 - 1:55

Bob Savage P.Eng.—Engineering Supervisor, Jager Building Systems

2:00 - 3:00

Panel Discussion/Question & Answer—Rick Brouckxon, Moderator

Michael de Lint, Peter Pugliese, Geordie Secord, Dale Robinson, Rick Ward, Bob Savage,
OBOA Member, John Oszczep, Mike Kent

3:00

Adjourn—Geordie Secord

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About the Speakers

Michael de Lint

Senior Policy Advisor

Ministry of Municipal Affairs and Housing

"Michael de Lint has been involved in the policy development and implementation of Bill 124. Prior to joining the Ministry he was an Economist with the Ministry of Treasury and Economics."

Peter Pugliese, P.Eng

Engineering Services Manager

MiTek Canada Inc.

"Peter is a Professional Engineer with the official title of "Engineering Service Manager" for MiTek Canada Inc., and has been doing so for the past seven years. Peter is the chief engineer responsible for the entire engineering department of engineers and designers who prepare truss drawings for their customers (such as Kent Trusses Limited).

In 1999 he transferred to MiTek's head office in Bradford, Ontario from their Montreal Office and has been with the company for almost thirteen years."

Rick Ward, C.E.T.

Technical Sales Representative

Simpson Strong-Tie Limited

"Rick is a Certified Engineering Technician, and is a Graduate of the Architectural Technician program at Humber College. He has been a Technical Sales Representative for Simpson Strong-Tie for the past 4 1/2 years.

Rick has been involved in technical and sales roles for the past 20+ years, with two Engineered Wood Manufacturers, two Plated Truss Manufacturers, and a Structural Steel Manufacturer."

Bob Savage, P.Eng.

Engineering Supervisor

Jager Building Systems

"Bob Savage Graduated from the University of Waterloo in 1968 in Mechanical Engineering, and Graduated from York University in 1970 in Business, and the Canadian Securities Course in 1995. Bob has worked for 35 years in the truss/woodI/LVL business. His career experience has been with, Hydro-Air, TTS, Jager Industries, Jager Building systems aka TEMBEC. His present title is Engineering Supervisor, Jager Eastern Division. P.Eng. in Ontario, New Brunswick, Newfoundland, PEI and Nova Scotia. Bob was BCIN approved in 2005. "

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About the Speakers

Rick Brouckxon

*Senior Technical Sales Representative
Jager Building Systems*

"Rick Brouckxon is a Senior Technical Sales Representative with Jager Building Systems. Rick Graduated from U of T with a Bachelor of Science in Forestry, Wood Science Major. He has over 20 years of experience in the treated wood, composite board (OSB), truss and engineered wood industries in various capacities—operations, management and sales. Currently Rick is an Associate Director on the OWTFa (Ontario Wood Truss Fabricator Association) Board of Directors."

Geordie Secord

*Sales Manager—Central and Northern Regions
Kent Trusses Limited*

"Geordie has been involved in the Wood truss and engineered wood products industry for over 20 years, including truss and engineered wood design, technical sales and marketing and truss designer training. Of those 20 years a little more than half has been with Kent Trusses Limited. Geordie's experience in working with other truss companies across North America, has provided a broad base of experiences. This has enabled us to continuously seek improved and enhanced methods, to benefit our customers."

John Oszczep, C.E.T.

*Sales Manager—Southern Region
Kent Trusses Limited*

"John graduated from the Civil Engineering Technologist Program at Cambrian College in 1985. Since then, he has worked in the construction industry as an Estimator, Project Manager and with Sales for Kent Trusses Limited for over 12 years. His diverse experiences in residential and commercial construction has helped him to contribute many valuable and innovative ideas for Kent Trusses to take advantage of!"

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About the Speakers

Dale Robinson
Design Manager
Kent Trusses Limited

"Dale Robinson has worked extensively in the building construction industry building homes etc. prior to 1996. In 1996 he enrolled into the Architectural/Mechanical Engineering program in North Bay. While attending school he worked part-time with Kent Trusses Ltd., and upon graduation assumed a full time position as a designer. In 2000, Dale accepted the position of Design Manager and has been responsible for all the designers, the structural integrity of the designs and the technical information that is prepared for our customers and building departments. In addition to these responsibilities, Dale is accountable for all designs that are submitted to the plant for fabrication."

Mike Kent
President
Kent Trusses Limited

"Mike Kent is President of Kent Trusses Limited. Mike graduated University with a degree in Forestry and in 1975, along with his wife Jan, established Kent Trusses Limited. Kent Trusses sponsored their very first seminar in 1975 at the Caswell Hotel in Sundridge, and has continued them throughout the years.

Mike would like to take this opportunity to thank you for attending today."



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About Kent Trusses Ltd.

Kent Trusses is a tightly knit team consisting of over 150 employees and 200 building supply dealers. We offer professional customer service that is second to none. Our sales force works closely with building supply dealers, building officials, architects, engineers, and contractors to ensure that all our customers' needs are fully satisfied.



We operate a dedicated fleet of delivery vehicles which includes numerous heavy tractors hauling specialized flat bed, drop deck and roll off equipment. The fleet also includes 4x4 tractors, pulling roll off trailers. All delivery equipment is designed to provide the greatest possible access to job sites. We typically make deliveries using our own equipment, but also utilize independent brokers for projects where unloading services are provided on site.

What exactly is the Kent Trusses difference

The simple answer is that we have the most experienced staff in the industry, with a track record of customer satisfaction that speaks for itself. Quality and service are not just slogans for us; they are a way of operating our business. Our continued growth is a reflection of our customers demand for a more consistent and dependable supplier to carry out a successful project every time.

Having served the construction industry for **over thirty years**, we take pride in considering no job too large or too small to tackle. Although we have focused our business on custom residential, commercial, institutional, and multi-family construction we will always see any project through from beginning to end. Customer satisfaction is our goal, and our large number of repeat customers is a testament to our success in reaching that goal.

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Thank you

Government of Ontario Michael de Lint
Senior Policy Advisor

Jager Building Systems Bob Savage, P.Eng.
Engineering Supervisor

Mitek Canada Inc. Peter Pugliese, P.Eng.
Engineering Services Manager

Simpson Strong Tie Rick Ward CET
Technical Sales Representative

Kent Trusses Limited Geordie Secord, Sales Manager Northern &
Central Regions

Kent Trusses Limited Dale Robinson, Design Manager

Panel Moderator
Rick Brouckxon,
Senior Sales Representative, Jager Building Systems
Member OWTFA

Special Thanks



Jager Building Systems

Mitek Industries



Simpson Strong Tie

Alpa Floor Systems



Kent Trusses thanks you for your generous contributions in helping to make this seminar a success!

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