



TIAA's mission is to improve and elevate the technical and general knowledge of the mechanical insulation industry in Alberta, promoting excellence in manufacture, application and installation of all insulation products and materials, with just and honorable practice in the conduct of business.

Thermal Insulation Association of Alberta
Suppliers Break-out Session
Thursday, June 6, 2019
Holiday Inn and Suites, Gasoline Alley, Red Deer

Started just after 3:30pm

Attendees:

Andrew Fenwick. (All Therm)
Ryan McRae-Gibson (Nu West)
Andrew Beliveau (Edmonton Valve and Fittings)
John Kerr (Brock White)
Matt Barlow (SPI)
Dave Reburn (Brock White)
Murray Wedhorn (Crossroads)
Adam Miller (Crossroads)
John Woodman (Crossroads) 1st / Andrew was the second
Troy Devison (Crossroads)
Emilio Suarez (SPI)
Kelly Archuleta (All Therm)

John made a motion to accept the minutes from our previous meeting on Nov. 9, 2018 / and Dave Marshall seconded the motion

For the 19th year in a row there is agreement that the east list is the best list

Formatting better on the east list with more uniform pricing and margin throughout the sizes (small through the larger sizes)

Social events: what is the preferred way to go

Dave Reburn started the conversation around what locations would be preferred for the winter ski trip
And it seems like for next year that Canmore or Banff would be preferred and then perhaps back to Jasper the following year as that seemed to resonate with folks with the great turnout we have earlier this year in March 2019.

We also had a longer conversation around what value we as supplier group can bring to the membership:

At TIACC they have tried guest speakers and specialty training for contractors
There was an idea to design and/or put together a Business acumen 101 type of course with like 6 meetings and/or training sessions for contractors (that has a certificate or something along those lines at the end.



TIAA's mission is to improve and elevate the technical and general knowledge of the mechanical insulation industry in Alberta, promoting excellence in manufacture, application and installation of all insulation products and materials, with just and honorable practice in the conduct of business.

A lot of conversation around how to add more technical education training and offerings and there was strong support for more of the training to keep happening at our chapter meetings.

There was an idea to send out a survey to the contractors... to find out what they want the most out of TIAA: ie. networking, financial support, training, specification changes... if we could improve something at TIAA what would it be?

There was some conversation around the new developments on the TIAA website with some more technical documents being stored there... which could become a better resource and drive some traffic

- How can we drive traffic to the website (CUI content, etc.)
- What about winter giveaway through the website
- Is there a way to provide safety training discount.
- What about changing the prices for contractors to lower the cost of our event and raise them for distributors
- What about sponsoring contractors to come out where a distributor could buy a package for an event that could/would pay the way for a contractor to go.

The meeting wrapped up just after 4pm