



MEMBERSHIP APPLICATION

**The Canadian Concrete Masonry Producers Association:
Building strength.**

Mission Statement

To improve the quality of life for people, through the creation and development of timeless and environmentally friendly masonry structures.

Vision Statement

To become the construction material of choice for all building segments.

Our membership

The Canadian Concrete Masonry Producers Association (CCMPA), formerly the Ontario Concrete Block Association (OCBA), was established in the early 1960s as an industry-specific information and reference agency.

Today, CCMPA membership comprises traditional, family-owned businesses as well as corporate entities, both groups possessing reputations for quality and workmanship recognized across Canada and around the world. Many members, spanning multiple generations, have contributed to the Association for more than 30 years—reinforcing their commitment to the future of the concrete-products industry.

Encompassing producers and suppliers, CCMPA's members are acknowledged leaders in Canadian concrete masonry. Their dedication to manufacturing excellence and the supply of superior products is demonstrated by ongoing facility modernization, employee training, technological research, and new-product development. CCMPA is the information conduit for these areas of focus, and serves as a forum for sharing knowledge and ideas that benefit all members and the industry as a whole. CCMPA is the representative voice of the Canadian concrete block industry. Internationally, it is Region 6 of the National Concrete Masonry Association (NCMA).

Some members of CCMPA's executive committee sit on the executive of NCMA, as well as on MasonryWorx. They are also involved in industry boards such as the Canadian Masonry Contractors Association (CMCA) and the Ontario Masonry Contractors Association (OMCA). In addition, CCMPA is an active proponent of the current Canadian Standards Association (CSA) update; current CCMPA President Paul Hargest chairs the A165 Series 2004 on Masonry Units.

Finally, CCMPA is a significant contributor to the maintenance of a Chair of Masonry at McMaster University in Hamilton, Ontario, and is currently assisting in the funding of several research projects at 14 various Universities across Canada as well as Athabasca University's Collaborative Architecture Program.



Our challenge

Aggressive competitors with new products seek to capture a greater share of the Canadian concrete-masonry market, at the expense of traditional manufacturing and materials.

The future of our industry, and our considerable investment in it, depends on our ability to influence change and protect our share of the building-materials market. That ability comes from numbers; in numbers, we build strength.

For that reason, each and every member of the Association charges a five-cent levy on all blocks 10cm and above, while retaining half a cent for individual administration. The future holds great promise for our industry, with opportunities to expand our share of the market. Together as an Association, we can fully leverage the marketability of our product—its strength, durability, thermal properties, and resistance to mold. These are the qualities that we take as a given, yet which lend us a competitive edge. It is the goal of CCMPA to ensure we as an industry maintain it through the use of our levy funds. In Canada we currently generate between \$1.8 million and \$2 million annually.

Our goals

- Expand the market share for concrete products.
- Participate in drafting and revising codes and standards that influence the marketing and manufacturing activities of CCMPA members
- Collect and distribute information pertinent to members' business.
- Co-operate with other construction businesses and social organizations, at the direction of members, to enhance the reputation of concrete masonry products and manufacturers.
- Seek out and supply information and reference materials to facilitate the business of members and support the use of concrete masonry as a building material.
- Assist members in their efforts as both business executives and community leaders.
- To encourage and support research in masonry.

Our pledge

As a member of the Canadian Concrete Masonry Producers Association, I recognize and adhere to the highest possible code of conduct when doing business with my customers and fellow competitors.

I pledge to:

- *Establish and maintain, wherever possible, positive relationships with all people, and deal with customers and competitors on the basis of honesty, accountability and consistency. Support the legitimate objectives of the Association and provide leadership in all areas of its business.*
- *Ensure that all of my company's products comply with applicable standards.*
- *Protect and use only as permitted the Association's trademarks and items of identification.*
- *Positively promote and protect the reputation of the concrete manufacturing industry—both its products and people.*
- *Remit fees in a timely manner and as agreed by the majority of members at a scheduled Association meeting.*



Our industry involvement

Following are some of the ways in which we participate in and advocate the concrete manufacturing industry.

The Metric Technical Manual

The encyclopedia of the industry, this detailed yet user-friendly manual is continually updated. As well, technical inquiries are handled by NCMA staff available from 8:00am to 6:00pm EST. We also offer NCMA tech aids for you and your customer base; these are available directly through your own web page. For more information on this and other services, please contact our Managing Director or President (see page 6 for details) or any of our current listed members.

Building Codes, CSA, and Health and Safety

CCMPA President Paul Hargest as well as NCMA representative Gary Sturgeon represent the industry on these and other related issues, keeping members abreast of new developments. Members' views are also brought forward for review and discussion.

The CCMPA Student Research Program

It supports research and development efforts at McMaster University, University of Alberta, University of Manitoba, University of Calgary, McGill University, Dalhousie University, Concordia University and various Trade Schools.

National Concrete Masonry Association membership

CCMPA directors have established a membership agreement enabling all CCMPA producer-members to join NCMA. Fees are paid in whole by CCMPA.

Quarterly Business Reports & Knowing the Competition

These regularly-distributed documents serve as information tools and learning forums--equipping you with the knowledge and resources needed to face the competition on a level playing field. Understand important issues. Resolve a problem. Learn from the experience of peers--or help them learn from yours.

Quarterly Sales Report

This detailed, confidential sales report will enable you to effectively calculate your share of the market, in turn helping you measure the success of sales activities, modify them if needed, and adjust inventories where necessary. The report includes insight on the overall state of the industry, as well as a masonry calculator that provides masonry man hours worked, bag sales, and projections for upcoming quarters--information that will help in both week-to-week and long-term accounting firm planning and budgeting. Reports are made available upon full submission of members' reports to CCMPA's accounting firm Dixon & Gordon.

Finance



The CCMPA Executive drafts a budget each year that, pending approval by members, aims to balance the year's objectives with the Association's operating expenses.

The Association's Treasurer reports to the Board of Directors monthly on financial affairs, based on reports provided by our accounting firm, which controls day-to-day cash flow. In this way, the CCMPA Executive and staff are free to concentrate on member and marketing activities while being kept informed of the Association's financial well-being.

Fees

9.03 Classes of Membership. There shall be four (4) classes of membership in the Corporation, namely: (a) Producer Member; (b) Non-Voting Producer Member (c) Supplier Member (d) Industry Affiliate Association Member

9.04 Producer Member. Producer Members shall be those corporations and other business entities: (i) who are engaged, in Canada, in the business of producing concrete masonry products; (ii) who have filed an application for such membership with the Corporation; and (iii) who have been admitted as Producer Members by a resolution of the Board. All Producer Members, regardless of volume, will become voting members providing they have in fact implemented the Levy for all block sales. All voting Producer Members producing less than 500,000 block annually shall pay fifty percent (50%) of annual fees.

9.05 Non-Voting Producer Member. Non-Voting Producer members shall be those corporations and other business entities: (i) who are engaged, in Canada, in the business of producing concrete masonry products; (ii) who wish to join the association for the prescribed fees, however, they still require assistance in implementing the Levy; (iii) who have filed an application for such membership with the Corporation; and (iv) who have been admitted as Non-Voting Producer Members by a resolution of the Board.

9.06 Supplier Member. Supplier Members shall be those corporations and other business entities: (i) who are engaged, in Canada, in the business of supplying concrete masonry products or complementary items in Canada to wholesalers and retailers; (ii) who have filed an application for such membership with the Corporation; and (iii) who have been admitted as Supplier Members by a resolution of the Board; and (iv) who wish to join the association for the prescribed fees.

9.07 Industry Affiliate Association Member. Industry Affiliate Association Members shall be those associations: (i) who are engaged, in Canada, in the business of promoting/installing masonry units; (ii) who do not manufacture concrete block; (iii) who have filed an application for such membership with the Corporation; (iv) who have been admitted as an Industry Affiliate Association Member by a resolution of the Board; (v) who will have one vote; and (vi) who wish to join the association for the prescribed fees.

****Industry Affiliate Association Members will not exceed 30% of Voting Producer Members at any time.**



Like any active organization, the CCMPA requires funding to ensure successful operating results and a positive impact on the industry it serves.

Producer/Manufacturer Membership

In 2003, the Association's method of fee collection was revised to more fairly distribute costs associated with research and product development, building code issues, and marketing. To that end, Producer/Manufacturer fees are collected as follows:

- a. A base fee of \$9,000.00 (plus HST/GST) per block machine and a special \$4,500.00 (plus HST/GST) per machine for production of less than 500,000 blocks.
- b. A levy per block sold is collected by all members and submitted to the Association's accounting firm on a quarterly basis; this amount is determined annually by the Directors. The levy for 2012 will be five cents per block. Funds collected are remitted to CCMPA less the half cent retained by individual producer member in support of in-house initiatives.

Supplier/Affiliate Membership

This membership applies to companies and individuals who have a special interest in CCMPA activities and relationships. The annual membership fee is \$2,500.00 per year (plus HST/GST), payable in January or upon application. Suppliers/Affiliates may attend all general meetings but collectively have only one vote which is submitted by a single voting member selected annually to sit on the Board of Directors.

Why become a member?

Membership in CCMPA has measurable value and has proven an essential element in the success of our member organizations. Through CCMPA, members have a strong voice—technically, promotionally, legislatively—that enables them to harness the strength of the industry for their collective benefit, and support strategic, unified leadership.

In addition to the business advantages of membership, there is also the personal satisfaction that comes from knowing you have made a difference: Your investment of time and effort will contribute in a tangible and meaningful way both to your organization and to the shared success of your industry.

We look forward to welcoming you as a member.

Canadian Concrete Masonry
Producers Association
Region 6 of the National
Concrete Masonry
Association



For more information contact:

Paul Hargest
President

Marina de Souza
Managing Director

Canadian Concrete Masonry Producers Association
P.O. Box 1345
1500 Avenue Road
Toronto, Ontario
M5M 3X0
Phone: 416-495-7497
Toll Free: 1-888-495-7497
Fax: 416-495-8939
Email: info@ccmpa.ca



**Formal application for membership
Producer Members:**

Please submit your application to us via fax or mail.

Fax: 416-495-8939

Mail: P.O. Box 1345, 1500 Avenue Road, Toronto, Ontario M5M 3X0.

PRODUCER:

The undersigned hereby applies for Producer/Manufacturer membership in the Association and agrees to pay \$9,000.00 (plus HST/GST) per machine, which accompanies this application.

NAME OF FIRM: _____

ADDRESS: _____

TELEPHONE: _____ FAX _____

E-MAIL: _____ WEBSITE _____

OFFICIAL VOTING REPRESENTATIVE: _____

ALTERNATE VOTING REPRESENTATIVE: _____

SIGNED: _____ TITLE _____

DATE OF APPLICATION: _____

PRIVACY STATEMENT (please check box): I give my consent that the personal information collected on this form be used by the staff of the Association for the administration and processing of my membership application. I understand that the Association staff ensures that all reasonable measures to protect the privacy and security of personal information will be taken.



**Formal application for membership
Supplier/Affiliate:**

Please submit your application to us via fax or mail.

Fax: 416-495-8939

Mail: P.O. Box1345, 1500 Avenue Road, Toronto, Ontario M5M 3X0.

SUPPLIER/AFFILIATE:

The undersigned hereby applies for Supplier/Associate membership in the Association and agrees to pay \$2,500.00 (plus HST/GST) which accompanies this application. This amount is refundable if not approved.

NAME OF FIRM: _____

ADDRESS: _____

TELEPHONE: _____ FAX _____

E-MAIL: _____ WEBSITE _____

OFFICIAL VOTING REPRESENTATIVE: _____

ALTERNATE VOTING REPRESENTATIVE: _____

SIGNED: _____ TITLE _____

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