





JASON EVANS

Building Loyalty

Thornebridge Gardens,
New Westminster.



SINCE ITS START
AS A FAMILY BUSINESS,
VANMAR CONSTRUCTORS
HAS STAYED TRUE
TO ITS TEAM APPROACH

ART VAN MAREN'S LIFELONG FASCINATION with construction, coupled with a career philosophy that eschews self-promotion in favour of keeping his nose to the grindstone, are two of the elements that have contributed to the success of VanMar Constructors Inc.

This formula may seem simple, but in an intensely competitive industry that has seen its share of crippling

downturns, maintaining a passion for the trade and letting the finished product speak for itself is, to say the least, a challenge. And although VanMar is currently riding a wave of prosperity with projects in health care, government and market-housing sectors, Van Maren is more inclined than ever to credit others for the company's five years of steady growth. >

VANMAR CONSTRUCTORS INC.

"I suppose I could beat my chest or pretend I had a crystal ball that told me what to do next, but frankly it's the solid relationships we enjoy with clients that have made us what we are today," he says. "We've undergone tremendous change since my two brothers started the firm back in 1973, and if it weren't for these enduring relationships I doubt I'd be here today."

These relationships were forged thanks to VanMar conducting business with the utmost integrity, trust and commitment, and consistently providing superior performance. VanMar is typically retained at a project's inception so that it can assist in developing building design, establish budgets and help keep every aspect of construction flowing smoothly.

"We believe that working with the owner and design group as a team from inception to completion is the best way to deliver a project," says Van Maren. "We've found that in today's complex construction environment successful projects are a result of collaboration, not conflict." This collaborative approach includes construction management, general contracting, design-build and design-assist.

VanMar crews are currently busy working on a mixed-use health-care project in New Westminster, a 150-unit care facility in Nanaimo, a 210-unit care facility in Duncan, an 87-unit SRO/mixed-use project in Vancouver, and a large mixed-use project and a 72-unit condo on the UBC campus. Typically, VanMar handles up to seven assignments at any one time, and although its focus is on residential and care facility projects, it's equally adept at other types of construction, such as mixed-use and industrial projects – the Surrey Solid Waste Transfer Station is one example.

"It wouldn't have been prudent for us to specialize in one field



VanMar won an award for its work on the Shannon Oaks senior care facility in Oak Bay.

**STARLINE
WINDOWS**
(2001) LTD.

19714 - 96th Avenue, Langley, B.C. V1M 3B9
Tel: 604-882-5100 Fax: 604-882-5102

Email: sales@starlinewindows.com
Web: www.starlinewindows.com



With over 30 years experience, Starline is the largest window manufacturer in British Columbia.

Starline Windows is dedicated to providing the highest quality of design, construction and service possible in the window manufacturing process.

PROUD SUPPLIER TO VANMAR CONSTRUCTORS INC



**CONNELLY MECHANICAL
SYSTEMS IS EXTREMELY
PROUD OF OUR
ASSOCIATION WITH
VANMAR CONSTRUCTORS**

*serving reputable builders & developers
in the Lower Mainland for 15 years*



TEL 604 543-3000 FAX 604 543-3001



exclusively,” says Van Maren. “By extending our range as broadly as possible, we’re prepared for the numerous and unforeseeable market fluctuations that affect our industry.”

Unlike many contractors whose interests lie more with the business side of the industry, Van Maren has maintained a lifelong fascination for how buildings are created.

“The various sequences of construction, how things are worked out so that large crews stay on schedule and on budget – all these factors have intrigued me as far back as I can remember,” he says. “Where I got this from is a mystery: certainly not from my dad, who was a farmer.”

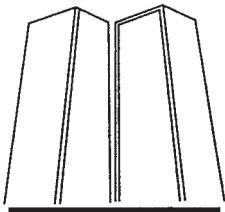
Van Maren found a practical outlet for his interests thanks to his older brothers Eric and Bernie, who grew up to be forming and framing contractors and launched Van Maren Construction in 1973. The duo quickly gained a reputation for their ability to build everything from non-profit social housing to luxury highrises, and during his summers as a youth, the younger Van Maren earned extra money doing odd jobs for them. After graduating from high school he lost no time gaining valuable field experience as a forming and framing contractor, and then joined the family firm in 1985 when he was just 20.

“I worked in the field, which I loved then and still do, and gradually I undertook supervisory roles,” Van Maren recalls, adding that from the outset he nurtured a career goal: “I ultimately wanted to become a partner in my brothers’ business.”

Just as Van Maren worked his way up the ranks (he spent five years perfecting his skills at the company’s Seattle office, which is now closed), Van Maren Construction attained a wealth of experience that enabled the brothers to better serve their clients



PEBO
STONES CORP.
 NATURAL GRANITE IMP. & MANUFACTURE



Quality Uncompromised

stones... beyond imagination...

We are proud to be associated with VanMar

11500 Eburne Way, Richmond, BC V6V 2G7

Tel: 604.322.9188 | Fax: 604.322.9189 | Email: info@pebostones.com

www.pebostones.com



SUPPORT



HERITAGE STEEL SALES LTD.

*Supporting your buildings
and community*

www.heritagesteel.com

**SPECIALIZING IN THE
FABRICATION OF REBAR, WIRE
MESH AND PLACING**

**TEAMING WITH VANMAR
CONSTRUCTORS INC. ON
BUILDING OUR FUTURE**

9718 197B
Langley, BC V1M 3G3
Phone: 604 888 1414
Fax: 604 888 5344



VANMAR CONSTRUCTORS INC.



**PACIFIC VALLEY
SIDING INC.**

- Proud to be working with VanMar for 15+ years
- Exterior Cladding and Envelope Specialists
- Reliable, Organized and Safety Oriented.
- Superior Workmanship for over 22 years
- Multi-Unit Residential and Commercial.

2115 - 12191 Hammersmith Way
Richmond, B.C. V7A 5H2
(604) 274-3464
www.pvsinc.com



VIKING DRYWALL LTD.

STEEL STUD
DRYWALL
ACOUSTIC CEILING

SUPPLY
INSTALLATION
FINISHING

AKSEL JENSEN
President
tel. 604.576.5047
www.vikingdrywall.com

“The economy was in a tailspin and there was not a lot of work out there. We gritted our teeth and rolled with the blows, but by the end of the decade we were focusing more on specific types of jobs with the biggest focus being on residences for low-income earners.”

– Art Van Maren



Congratulations to VanMar

We are honoured to be part of your team, building mutual success.

Architectural Hardware

Hinges • Locks • Exit Devices
Door Closers • General Hardware
Gasketing

Wood Doors

Architectural Series • Commercial Series
Residential Series

Hollow Metal

Frames • Doors

Specialties

Washroom Accessories • Toilet Partitions
Lockers • Chalk and Tack
Miscellaneous • Folding Doors and Grilles

www.allmar.com

and develop a first-class reputation among owners, government agencies and developers.

“When I joined the firm full-time in '85 we were going great guns, and back then our objective was to get as much volume as possible through a wide variety of clients,” he says. After completing his duties in Seattle, Van Maren returned to B.C., and after six more years as a site supervisor, he traded his hardhat for office duties as a project manager. “It was a tough transition because of my love for the field, but I needed to grow as much as possible in order to become an effective partner,” he says. That



Left: Clement's Green, UBC.
Above: Logan Lane, UBC.

goal was ultimately achieved in 1999, along with Van Maren's auxiliary designation as vice-president of construction.

VanMar's long-standing success allows the company to be selective; it doesn't strive to work for just anyone. Instead, it chooses clients who manage their work well and perform smoothly in a team atmosphere, and who, based on the finished product, tend to engage VanMar in further projects. This fundamentally different business philosophy was inspired during the 1990s when the industry was on the downturn and the Van Maren brothers were encountering their fair share of challenges.

"The economy was in a tailspin and there was not a lot of work out there," recalls Van Maren. "We gritted our teeth and rolled with the blows, but by the end of the decade we were focusing more on specific types of jobs, with the biggest focus being on residences for low-income earners, funded by BC Housing, as well as design-build institutional projects." With these assignments and other diverse jobs that were to follow, VanMar, in many instances, acted as its own developer by purchasing land, building the required facilities, and selling the property back to the client.

Van Maren's dream of partnership was short-lived: in 2002, his brothers decided to get out of the construction business and turn their energies towards



ELECTRICAL CONTRACTORS LTD.

Faraday Electrical Contractors Ltd.

Langley BC

Ph: 604-530-1751 • Fax: 604-530-7125

RESIDENTIAL, COMMERCIAL, INDUSTRIAL ELECTRICAL WORK & SERVICES

***Proud to provide electrical
services to
VanMar projects***



Country Lumber Ltd.

"Where service comes first"

22538 Fraser Hwy
Langley, BC
V2Z 2T8

Phone: 604-533-4447
Fax: 604-533-0451
Email: sales@countrylumber.ca

Engineered Wood, Framing Materials,
Plywood, Pressure Treated Lumber,
Rough Fir Timbers,
Paint, Doors, Mouldings
Power Tools and Accessories



Visit our **NEW Door and Moulding Division**

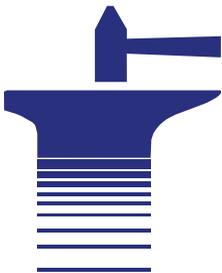


- Creating value from Energy
- Proven performance
- Delivering increased energy efficiency and reduced costs!

We're proud to support VanMar Constructors Inc. together with U.B.C. Properties Trust in creating sustainable communities and reducing Greenhouse gases 50 tonnes at a time.

Enerpro Systems Corp. 604-982-9155
www.enerprosystems.com

Making energy conservation **FIRST** nature.



Congratulations
VanMar Constructors
on your continued success

Railings - Misc. Metals - Structural Steel

CLEARBROOK IRON WORKS LTD.

Bonded

C.W.B. Approved



715 SUMAS WAY, ABBOTSFORD, B.C. V2S 7P4

C.I.R. Mechanical Ltd.

4638 Hastings Street
Burnaby, BC V5C 2K5

Phone: (604) 294-0038

Fax: (604) 294-0042

Contact: Daryle Anderson



"PROUD TO BE ASSOCIATED WITH
VANMAR CONSTRUCTORS INC.
AND THEIR SUCCESS"

VANMAR CONSTRUCTORS INC.



Loon Lake Lodge, Maple Ridge.

"In order to thrive,
I basically had to pound
on doors during a time
when fees were still
very low and competition
was ferocious."

– Art Van Maren



their financing and development activities.

"It was a shock, but we parted amicably," he says. "I stayed on and finished all the outstanding projects, and then I relaunched the company as VanMar."

The transition was easier said than done: the budding entrepreneur not only had to rebuild his talent pool, he also had to win over new clients.

"Fortunately, the industry viewed VanMar as a continuation of the old firm, and I retained some loyal clients, such as BC Housing. But in order to thrive, I basically had to pound on doors during a time when

Design Lighting

Design Lighting is proud to be the lighting supplier of choice for VanMar

#105-6360-202nd Street
Langley, B.C. V2Y 1M8

Phone: 604-539-8733

Fax: 604-539-8734

Website: www.designlighting.ca



Proud to be associated with **VanMar Constructors**, and to play a part in their continued success and growth.

Unit 1-8555 Greenall Avenue,
Burnaby, BC V5J 3M8

P: 604-254-3999

F: 604-254-5222

femoconstruction@telus.net

NATIONAL DOOR & HARDWARE LTD.

265 Schoolhouse Street,
Coquitlam, BC V3J 6Z9

Tel: 604-522-3310

Fax 604-522-7048

- Steel Doors & Frames
- Wood Doors & Frames
- Finish Hardware
- Washroom Accessories

**Wishing
VanMar
Continued
Success**



J.W. BUILDING CONSULTANTS LTD.

Proud to have been the floor covering supplier to VanMar Constructors.

#304 - 19292 - 60th Avenue, Surrey,
B.C., Canada V3S 3M2

Phone: (604) 530-8299

Fax: (604) 530-8329

Cell: (604) 290-6532



Proud to be involved with VanMar and their team for all their floor-topping needs.

Phone: 604.589.7154

Fax: 604.855.6168

www.floor-tech.net



CHRIS ATKINSON CONSTRUCTION

Congratulations to VanMar for your ongoing success.

213-1325 Bear Mountain Parkway
Victoria, BC V8P 4J1
250.858.7502



**BERT'S
ELECTRIC
LTD.**

**PROUD TO BE THE
ELECTRICAL CONTRACTOR
ASSOCIATED WITH
VANMAR CONSTRUCTORS.
CONGRATULATIONS ON
YOUR SUCCESS!**

2258 Peardonville Rd.,
Abbotsford, BC V2T 6J8
Ph: (604) 850-8731 or (604) 856-8681
Fax: (604) 852-8622



EMPIRE MASONRY LTD.
MULTI-RESIDENTIAL • COMMERCIAL
BUILDINGS

**Congratulations
VanMar**

ROBERT MARWOOD
PRESIDENT

19781 56th Ave,
Langley, BC V3A 3X8
Ph: (604) 539-9955
Fax: (604) 539-9956
Cell: (604) 968-6315



SPACE TO DREAM IN

**Congratulations to
VanMar Contractors**

4651 Vanguard Road,
Richmond, BC V6X 2P7
Tel: 604-278-3445
Fax: 604-278-0924
www.suncrestcabinets.com

H.I.L. HOLDINGS LTD.

Deck Coatings and Waterproofing
163-9080 198th
Langley BC

T: 604.351.2275
F: 604.881.4375

*Congratulations
VanMar for your
ongoing success*



Jonet
CONSTRUCTION LTD.

*Residential, Commercial &
Industrial Construction*

*Proud to be associated
with VanMar*

P.O. Box 2084, Clearbrook, B.C. V2T 3T8
Office: (604) 854-5700 Fax: (604) 854-5598



**Proud to be
associated with
VanMar**

1111-11871 HORSESHOE WAY
RICHMOND, BC V7A 5H5
604.275.0024
COASTALPAC@TELUS.NET

VANMAR CONSTRUCTORS INC.



Clarendon Court, Vancouver.

fees were still very low and competition was ferocious." In 2003, longtime employee Jeff Marin became a partner in the firm.

Since its launch in 2002, VanMar has completed over 25 projects, many for repeat clients: UBC Properties Trust (eight projects have either been completed or are under construction, including Wesbrook Village, a \$40-million residential/commercial development that will be finished in summer 2009), BC Housing (seven projects to date), the Baptist Housing Group (the most recent collaboration is the \$24-million Shannon Oaks senior care facility in Oak Bay, for which the Victoria Real Estate Board awarded VanMar its 16th Commercial Building Award) and many others.

"It's the people behind these projects who constantly inspire us to do our best, people like Matthew Carter of UBC Properties Trust, Craig Crawford of BC Housing, Howard Johnson of the Baptist Housing Ministries, and Doug Stickney of Good Samaritan Canada," says Van Mar-en. "Then there are individuals who have placed enormous faith in us over the years, such as David Beck of Wilson Beck Insurance Services who kept bonding us during our early years even though our growth compelled us to constantly push our bonding limit."

Upcoming VanMar projects include new housing in Prince George and Williams Lake, senior care facilities in Langley and Surrey, student housing at UBC, transitional housing in Surrey, and several Vancouver highrises. Combined, these



OLSON ELECTRIC LTD.

RESIDENTIAL • COMMERCIAL • INDUSTRIAL • MAINTENANCE

Unit E - 5588 Inlet Ave.
P.O. BOX 2271, SECHLT, B.C. V0N 3A0
Phone: (604) 885-0599 • Fax: (604) 885-6298
Email: dennison@olsonelectric.ca

*Congratulations
VanMar for your
continued success*

BURNIK DRYWALL

*Congratulations
VanMar for your
continued success!*

T: 604.272.3543
F: 604.272.4364



9342 194 Street,
Surrey, BC V4N 4E9
Ph: (604) 888-8484
Fax: (604) 888-1101

**Proud to be
a part of
VanMar
projects**

ADVANTAGE STEEL

FABRICATING & WELDING

STRUCTURAL/SEISMIC UPGRADING
FIELD WORK/CUSTOM RAILINGS & GATES
EQUIPMENT REPAIR

CWB CERTIFIED

1345 Fisher Road,
Cobble Hill, BC V0R 1L0

Tel: (250) 743-8981
Fax: (250) 743-8962

*Proud Partners of
VanMar*

European Custom Stone

*Proud to
contribute to
VanMar's success*

T 604.720.6586
F 604.685.7339
702-1723 Alberni St.
Vancouver, BC



Quality Craftmanship

18 - 34378 Manufacturers Way
Abbotsford, BC V2S 7M1
866-525-6868

*Congratulations to
VanMar Constructors,
we are proud to be
a part of your team
of professionals.*

jobs will likely enable VanMar to exceed its record 2007 construction volume of \$81 million. But again, instead of dwelling on his success, Van Maren prefers to divert the spotlight to others who have played a role in generating all the activity.

"We have enough work on the books right now to last until 2010, and I have to thank my project managers, coordinators and estimators as well as my site superintendents and field staff, all of whom have remained dedicated and loyal to the company," he says. The two-way loyalty extends to subcontractors, such as Bert's Electric, Femo Construction, Connelly Mechanical, Pacific Valley Siding, Clearbrook Ironworks, Heritage Steel and Empire Masonry, to name a few.

Van Maren ends the discussion about his company in a typically humble fashion. "Projects like government-funded housing and senior care facilities are all growth sectors, but it's not as if I predicted their growth," he says. "I was merely very fortunate in the selection of work we undertook. The goal now is to maintain the way we conduct business and our level of services, and to continue to grow in a reasonable, sustained fashion." ■

This promotional feature was prepared for VanMar Constructors Inc. by BCBusiness magazine's Special Advertising Features Dept. Writer: Robin Brunet. For information contact BCBusiness VP of corporate features John Cochran at 604-299-7311. Email: jcochrane@canadawide.com