



Exterior for British Columbia
Government Employees Union
head office, Langley, BC.

WALES MCLELLAND CONSTRUCTION

Design-build methodology steers past 15 years of success for built-to-suit specialist

AT A GLANCE

LOCATION:
BURNABY, BC

AREAS OF SPECIALTY:
DESIGN-BUILD AND
BUILD-TO-SUIT
CONSTRUCTION,
SPECIALIZING IN
FOOD STORAGE/
DISTRIBUTION,
HOSPITAL, AND LEED-
CERTIFIED STRUCTURES

**AVERAGE
ANNUAL SALES:**
\$100 MILLION

EMPLOYEES
30 STAFF, 40 FIELD

BY CHRISTOPHER CUSSAT

FOUNDED IN 1971 BY STAN WALES AND Brian McLelland, Wales McLelland Construction (WMC) has a lengthy reputation of great client service. The company's general superintendent, Sonny Wong, joined the firm in 1973, and another current principal, owner Doug Scott, joined in 1990 as senior project manager. When Wales and McLelland retired in 1994, Scott and Wong seized the opportunity to steer the company in a different direction. Ever since, WMC's specialty has been design-build and build-to-suit construction.

The company has focused much of its

attention on certain industry segments that have so far been immune to the recession. For example, in the food storage and distribution sector, Wales McLelland recently completed the construction and expansion of several freezer warehouses for various retailers. Scott theorizes, "No matter how bad the economy gets, people still eat—and as people continue migrating to Vancouver, more storage and distribution facilities will be required."

In addition to the food industry, hospitals also appear to be somewhat recession-proof. In fact, WMC has

been instrumental in expanding Ridge Meadows Hospital in Maple Ridge through the creation of a new Emergency Department/Ambulatory Care facility. Says Scott, "Again, it's a sector that's somewhat impervious to the economy—the older our population gets, the more healthcare facilities we'll need." This project has been a very positive event for the company, and Scott is looking forward to doing more like it.

The company's engineers, BCTT graduates, quantity surveyors, and field supervisors hold hundreds of years of combined construction experience. These professionals are aided by the latest technologies such as AutoCAD, computerized estimating, and scheduling systems. As a result, the company is quickly becoming highly skilled in sustainable development.

This capacity for sustainability is also due in large part to WMC building a new, 12,000-square-foot, LEED Gold-



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Doug Scott, Owner

designated BC Government and Service Employees' Union (BCGEU) headquarters in Langley. Scott notes, "The processes required for LEED designation are exacting and time-consuming, but I fully support energy savings, recycling, and other environmental initiatives. We'll be pursuing more LEED projects in the future, especially since we've developed an expertise for green construction."

WMC also distinguishes itself from competitors by pursuing an aggressive program of diversification. This emphasis has proved to be especially beneficial in today's struggling economy. Scott explains, "We're extremely busy with a variety of projects that we lined up last

year, and we're optimistic that we can endure the economic downturn thanks to the experience we've gained and the people we know." This, in addition to the company's focus on maintaining strong client relationships, has also acted as a buttress against near-future financial storms that may affect the construction industry.

The company is also renowned for providing all-inclusive services. Generally, WMC engages projects during the pre-construction phase and later works closely with consultants and field staff to ensure that its customers' needs are completely satisfied. By overseeing the preparation of designs and drawings, efficient construction methods can be

summarily identified and discussed with designers, engineers, and clients. Thus projects usually are completed faster, at a lower cost, and at a level of excellence that meets or exceeds expectations.

Wales McLelland handles all phases of construction and also deals with project management and estimating. By incorporating this unique design-build methodology into its business, the company provides numerous advantages for its clients. Because of this, Scott is confident that WMC can effectively face any future challenges. "I'm fairly optimistic by nature, and it helps that we have a long track record of providing the best possible service to our clients," he says. "We'll just keep doing what we do best, and we'll keep our eyes and ears open for new opportunities."

Although growth can be a general indication of success, Wales McLelland is determined to never grow arbitrarily or randomly. Scott explains, "We have always preferred to preserve and further develop our reputation as a quality builder. We will not do anything to spread ourselves too thin or compromise our services." CBQ

Left: Exterior of Sinclar Dental head office and warehouse, North Vancouver, BC.

Right: Conference Room for British Columbia Government Employees Union head office, Langley, BC.