



# Built Without Sound

**This Canadian crew proves ICFs are easy to build with. Despite being deaf, they've built a number of exceptional homes.**

**Perrier's Concrete Homes, headquartered in Dartmouth, Nova Scotia, Canada, is a typical ICF installation company in many ways.** For almost a decade, owner Michael Perrier and his crew have traveled the province creating beautiful, high-end, energy-efficient ICF homes. Homes that easily stand up to the long, harsh winters and howling winds common on the Atlantic seaboard.

In other respects, though, Perrier's company is anything but typical. Mike and his entire crew are hard of hearing. Some are completely deaf. And despite their handicaps, they have not only survived, but thrived.

A few years back, they built a series of ten duplexes for

developer Norm Ganong. He was impressed. "They're the most experienced ICF builder in the Maritimes," Ganong says.

Kelvin McPhee, the local IntegraSpec dealer that provides most of the formwork for Perrier, calls him "the best installer this side of Vancouver Island."

Using primarily word-of-mouth advertising, he and his seven-man crew—all deaf or hard-of-hearing—have worked continuously through the last two winters in order to keep up. This year will be just as busy.

In recognition of his accomplishments, the Entrepreneurs with Disabilities Network named Perrier their "Entrepreneur of the Year" this spring.



Despite the economic downturn, Perrier's crews are booked months in advance building exclusive high-end homes. They've worked through the last two winters in order to keep up with the demand.

Photo courtesy Kelvin McPhee