

JOHNSON MECHANICAL LTD.

Weekly Opportunity Brief | Alberta | Prepared 31 August 2026
Commercial HVAC - Boilers - Mechanical Service - Controls

YOUR OPPORTUNITY PROFILE	THIS WEEK	OUR RECOMMENDATION
Edmonton-based 15 employees Service radius: 250 km Target projects: \$50K-\$1M Commercial/institutional focus	23 records screened 4 surfaced 2 priority signals	Act on the live Peace River lead. Place Coutts on renewal watch. Investigate Bowden/Lacombe for downstream fit.

LIVE - OPPORTUNITY OPEN NOW

88	STRONG PRELIMINARY FIT Peace River School Division Plumbing / Mechanical RFP	CLOSES 11 SEP 2026 PRIORITY REVIEW NOW
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Why it surfaced: The opportunity is a current Alberta public-sector plumbing/mechanical services procurement. It matches Johnson Mechanical's fictional commercial/institutional service profile and target trade family. The score is intentionally preliminary because the complete solicitation has not yet been checked against Johnson's insurance, bonding, certifications, references and exact service territory.

FIT FACTOR	ASSESSMENT	WHAT JOHNSON SHOULD DO
Trade alignment	Strong	Review detailed scope and service requirements.
Geography	Possible	Confirm travel/service economics for Peace River area.
Project type	Strong	Check institutional experience requirements.
Mandatory requirements	Not yet verified	Confirm insurance, bonding, certifications, site visit and references.

Decision: **INVESTIGATE / POTENTIAL BID.** Do not commit estimating resources until mandatory requirements and travel economics are verified.

NEXT - CONTRACT RENEWAL WATCH

HVAC System Maintenance - Coutts, Alberta

Known contract	EV385-230602/001/EDM
Incumbent	Automatic Controls (Edmonton) Ltd.
Reported value	\$121,678
Known expiry	3 November 2026
Signal	Recurring HVAC/facility maintenance contract approaching its recorded end date.

Action: WATCH. This is not a promise of a new tender. Monitor for extension, amendment or replacement procurement and prepare relevant maintenance references/capability material in advance.

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Opportunity Pipeline - Awarded Projects & Downstream Sales Signals

WON - PROJECTS THAT MAY CREATE SALES OPPORTUNITIES

1. Bowden Institution Gym Boiler Replacement

Prime contractor	Cube Construction Ltd. (Cubecon), Edmonton
Award date	2 June 2026
Reported value	\$928,200
Known project end	17 November 2026
Prime size signal	CanadaBuys reports 10 employees
ProjectSignal	ACTIVE / HIGH RELEVANCE TO MECHANICAL ECOSYSTEM

Why Johnson should care: A boiler replacement project can create downstream demand for mechanical, controls, electrical, lifting/material handling, insulation, commissioning and related inputs. Those are hypotheses until the actual scope and prime's self-performed work are checked.

Recommended action: Investigate scope and determine whether Johnson has a legitimate subcontracting, service, commissioning or supplier angle before contacting the prime.

2. AAFC Crops Building HVAC / BMS Upgrade - Lacombe

Prime contractor	Chandos Construction LP
Award date	28 March 2025
Latest activity	Contract amendment dated 19 August 2026
Known project end	31 March 2027
Scope	HVAC and Building Management System upgrade
ProjectSignal	FRESH ACTIVITY / HIGH TRADE RELEVANCE

Why Johnson should care: The project is explicitly HVAC/BMS-related and remains active. The fresh August 2026 amendment makes it more commercially interesting than a stale historical award. We would next verify remaining scope, subcontracting status and whether any relevant work is still addressable.

YOUR PIPELINE AT A GLANCE

STAGE	SIGNAL	PRIORITY	NEXT ACTION
LIVE	Peace River plumbing/mechanical RFP	HIGH	Review solicitation now
NEXT	Coutts HVAC maintenance expiry watch	MEDIUM-HIGH	Monitor replacement/extension
WON	Bowden boiler replacement	MEDIUM	Validate downstream fit
WON	Lacombe HVAC/BMS upgrade	MEDIUM-HIGH	Check remaining addressable scope

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How Opportunity Radar Would Work for Your Company

ONE COMPANY PROFILE. THREE WAYS TO FIND REVENUE.

LIVE	NEXT	WON
Open contracts matched to your capabilities.	Existing contracts entering a renewal/reprocurement watch window.	Recently awarded projects that may create supplier or subcontracting opportunities.

YOUR FIT SCORE - V1

Each opportunity is scored against your company rather than generic keywords. The score is a decision aid, not a guarantee of eligibility or award.

FACTOR	WEIGHT	QUESTION
Capability	30%	Does the scope match work you actually perform?
Geography	15%	Can you economically serve the project location?
Project size	15%	Is the likely contract size inside your operating range?
Qualifications	20%	Do mandatory certifications, insurance, bonding and registrations fit?
Experience	10%	Can you demonstrate comparable work/references?
Timing / burden	10%	Is there enough time and is the bid effort commercially sensible?

IF THIS WERE YOUR REAL COMPANY...

We would replace the fictional Johnson Mechanical profile with your real capabilities, service area, project ceiling, certifications, insurance/bonding, preferred customers and past experience. You would then receive only the opportunities that survive that filter - with urgent signals surfaced first.

FOUNDING PILOT

Want us to build your company profile and send your first personalized opportunity brief?

Reply: SEND MY BRIEF

No obligation. We are validating the service with a small number of Alberta contractors before broader launch.

Source note: Public procurement facts in this prototype were verified against CanadaBuys records available on 31 August 2026. Procurement records can change through amendments. Johnson Mechanical Ltd. and its company profile are fictional and used solely to demonstrate the customer experience.