

CONTACTOR



Electrical Contractors Association of Alberta Newsletter

Issue 4, 2006

ECAA Board of Directors



*Wishes You
A Happy & Prosperous New Year*

"The Voice of the Electrical Industry in the Province of Alberta"

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President's Message

Another year has gone by. It seems as it was only yesterday that we were all at Kananaskis and making plans to handle the workload that we could all see coming our way. I wonder how many of those plans worked out.

Speaking for myself, it has been a busy year and I look at what has been accomplished or is underway with our Association and know that everyone is working at full capacity. Good progress is being made with the enhanced master's program. We need to keep up our efforts so our voice is not lost as the political changes take place in Edmonton.



Mike Brunner

The biggest challenge for us in the coming year is how so much can ever get done by so few of us. A lot has been said regarding bringing in foreign workers; this option is just a drop in the bucket. And even if it were possible to bring in enough people, who would train them and where would they live. The problem is ours and we need to find a solution. If any one thing is going to cause a slowdown in our industry, it will be the lack of skilled labour. We need to work together with the schools, colleges and government and do all we can to encourage more people to take up our trade. Enough from my soapbox, Christmas is upon us, we all need a break and a bit of a rest so from myself, your Board and your staff at the ECAA, "Merry Christmas and a very Happy New Year!"

Chapter Reports

Calgary

Brian Phelps, PEC

Approximately forty people attended the November 9th meeting at the Danish Canadian Club. Bar sponsor for the evening was Darren Tecklenburg with Westburne Electric. Winner of the evaluation draw was Doug Fraser, Douglas Electric; door prize winner of a complimentary PEC course, Rick Prestegard; and the 50/50 winner Kevin Wentz, BDW Electric. Congratulations to new Associate member Bow Valley Insurance Services.



and Kelly Morris, PEC presented updates on "What's new in the 20th Edition" of the Canadian Electrical Code.

On Thursday, December 14, 2006, over 60 members celebrated the holiday season at the Chapter Christmas social. Special thanks to Chris Medori, Lumacell Thomas/Betts for inviting Santa! You helped make this event a memorable one!

On behalf of the Calgary Chapter Executive wishing you and yours a very merry holiday season and a prosperous New Year!

ECAA recently hosted a Code Seminar at the Hilton Garden Inn, Calgary Airport. Due to an overwhelming response two sessions were held on Saturday, October 28, 2006, totaling well over 100 registrants. Bill Somogyvari, PEC; Perry Schmaltz, PEC

Chapter Reports

Edmonton

Terry Milot, President

Edmonton Chapter held a general membership meeting on November 20, 2006, with approximately 40 people in attendance. The guest speaker for the evening was Max Pragnell, Corning Cable Systems and the bar sponsor was Chris Lavalee from Anixter. Max Pragnell introduced members to a presentation on Fibre Optics. Congratulations to Adrian Bridge, TIC Canada, who recently joined the Association as a contractor member. Winner of the evaluation draw was Bruno Nekich, Noramco Wire & Cable; door prize winner of a complimentary PEC course, Richard Webb, Stantec Consulting; and the 50/50 winner Ken Speers, Siemens Canada Limited.



of the Canadian Electrical Code to a sold out session. Due to the success of the seminar ECAA will look at holding another session in spring of 2007.

ECAA's Christmas Open House, held on Thursday, December 7, 2006, was a warm and joyous success where members mingled and spread holiday cheer with our Provincial Board of Directors.

Upcoming events: Edmonton Chapter Annual President's Ball Saturday, January 27, 2007, Fairmont Hotel MacDonald, Edmonton, AB. Limited tickets available through ECAA Provincial Office.

On behalf of the Edmonton Chapter Executive and staff wishing you and yours a very merry holiday season and a prosperous New Year!

ECAA held a very successful Code Seminar on Saturday, October 21st, 2006, at the Ramada Hotel & Conference Center. Bill Somogyvari, PEC; Perry Schmaltz, PEC and Kelly Morris, PEC presented updates on "What's New in the 20th Edition"

North East

Jonny Nielsen, PEC

A general membership meeting was held on Monday, October 23, 2006, at the Lakeland College in Vermillion. North East Chapter welcomed and thanked Lawrence Pirnak, Alberta Municipal Affairs for attending the meetings to help clarify concerns contractors have regarding permits and inspections.



in attendance. Bill Somogyvari, PEC; and Kelly Morris, PEC presented updates on "What's New in the 20th Edition" of the Canadian Electrical Code. An additional seminar is scheduled for Saturday, January 20, 2007, Lakeside Inn, Cold Lake.

Next Chapter meeting is scheduled for Monday, January 8, 2007. Associate members will be invited to showcase their products and supplies from 2:00 - 5:00 with a Chapter meeting to follow.

On behalf of the North East Chapter Merry Christmas and Happy New Year!

A Code Seminar was held on Friday, December 1, 2006, at the Best Western Wayside Inn, Lloydminster, with 45 registrants

Congratulations to the 2006 Apprenticeship & Industry Training Scholarship Recipients

Mr. Timothy McLachlan, Lethbridge (ECAA Alberta Apprenticeship Scholarship)
Mr. Tim Pinset, Red Deer (ECAA & NW Chapter Alberta Apprenticeship Scholarship)
Mr. Geoffrey Millar, Medicine Hat (ECAA & IBEW Alberta Apprenticeship Scholarship)
Philip Conley, Lamont (ECAA RAP Scholarship)
Tyler Duncan, Calgary (ECAA RAP Scholarship)

It's New Year's Resolution Time!

by George Hedley

Could you imagine a professional football coach starting the season without a target or goal to win more games than they did last year? Of course not! A great coach always takes a look at their strengths and weaknesses after the season's end to determine what it will take to do better next year. As a business owner, manager or contractor, this process of assessment and improvement is a necessary factor in building a great business and achieving the goals you want. A year end review and goal setting session will get your company started off towards new targets with a renewed spirit of excitement.

If you're like most people, you don't make new years resolutions. You figure, why waste your time committing to something you'll never do. But, I bet you really want to change something in your business or personal life for the better. Maybe you want to get more organized, spend more time with your loved ones, get started living more healthy, take more time off from work, delegate more tasks to your employees, find someone to help you at the office, get rid of a bad customer or troublesome employee, seek new business opportunities, or start looking for ways to build some wealth. Whatever you want, you'll never get it without taking the first step.

The majority of people tend to postpone going for what they want their entire life. They let circumstances keep them stuck in the same place. Ask yourself:

What do I want?

What do I want to change?

What do I want to do different?

What can I do now to make a difference?

People who write down their goals and desires achieve them. Those who don't take the time to write down and identify what they want, never make their dreams a priority and go through life searching for success. What you see yourself achieving is what you will achieve. Every time I have a target or goal written down, I stay focused on doing what it takes to make it become a reality.

The uncomfortable zone

Remember the old line: 'Stay alive until 1995!' Well, 1995 came and went over ten years ago and nothing changed. What did you fix in 2006? What will you do to make 2007 just like heaven? Or perhaps you'll wait until 2008 to try and make it great. Because in 2009, it should be fine! People who don't have written goals, continue doing things the same way and get trapped in what I call the "un-comfortable" zone. They know they want to break out of their situation by doing something different, but don't. They live with continuous dull pain, stress, and discomfort rather than do something new, exciting, or different. People get used to their situation and stop trying to better themselves. They make excuses like: 'I don't have time right now to make changes,' 'I'll start in a few months,' 'I'll wait until after the elections,' 'I'd better not do anything different now until the economy gets better,' or 'I don't have enough resources to try new things.' You can find the time if you really want to achieve your goals. What do you want, dull pain or positive results? What do you want, dull pain or positive results?

As another new year approaches, look at your business goals for the next 12 months. Think about your future and imagine what you want to be different or better one year from now. Consider these following areas you may want to improve:

- | | | | |
|---|--|--|---|
| <input type="checkbox"/> Customers | <input type="checkbox"/> Management Team | <input type="checkbox"/> Quality workmanship | <input type="checkbox"/> Scheduling |
| <input type="checkbox"/> Marketing | <input type="checkbox"/> Engineering | <input type="checkbox"/> Subcontracting | <input type="checkbox"/> Job Profit |
| <input type="checkbox"/> Company Profit | <input type="checkbox"/> Reduce Debt | <input type="checkbox"/> Operational Systems | <input type="checkbox"/> Project Management |
| <input type="checkbox"/> Banking | <input type="checkbox"/> Insurance | <input type="checkbox"/> Investments | <input type="checkbox"/> Fun |
| <input type="checkbox"/> Personnel | <input type="checkbox"/> Training | <input type="checkbox"/> Service | <input type="checkbox"/> Sales |
| <input type="checkbox"/> Estimating | <input type="checkbox"/> Technology | <input type="checkbox"/> Suppliers | <input type="checkbox"/> Productivity |
| <input type="checkbox"/> Company equity | <input type="checkbox"/> Financial systems | <input type="checkbox"/> Field systems | <input type="checkbox"/> Equipment |
| <input type="checkbox"/> Bonding | <input type="checkbox"/> Your paycheck | <input type="checkbox"/> Time off | <input type="checkbox"/> Other |

As you consider each area above, think about what is working well and what might need improvement. For example:

- Do you have a customer you want to fire?
- Where are you wasting money?
- How can you be more efficient?
- What improvement areas are needed with your staff?
- Do you have a void in your management team?
- Do you need to develop a better banking relationship?
- Is there a faster way to complete your projects?
- What can you delegate and let go of?
- How many hours do you want to work?
- How much money do you want to make?
- Do you want to seek investment opportunities?
- What should you stop doing?
- What should you start doing differently?

Next, rate each area you identified on a priority scale. Rank the top priorities an “A”, the next level priorities a “B” and the least priority items a “C”. Now rank each category from the most important priority to the least important in descending order. Your ultimate challenge is to identify four areas you want to focus your energy on over the next year to build a great construction business. I personally can only work on three or four things at once. Any more targets or goals are what I call “goal overload!”

Write it now!

Now for the fun part. Write down your new years resolutions for the next year. First, write down the one HUGE thing you want to accomplish this coming year. Next, write down 3 goals you want to achieve in the next 12 months and how to achieve them. Be sure to be specific and make your targets measurable. For example: a target to add more customers is not a goal. A goal to add 5 new customers averaging \$100,000 per year each in construction contracts is a clear target to aim at. Next give each goal a deadline. For example: we will add one new customer every 2 months for the next 10 months starting January.

My Huge Target: _____

Goal #1: _____

Goal #2: _____

Goal #3: _____

Keep your goals in front of you so you can refer to them often. Post them on your office wall for all to see. Also put them in your day-timer and another copy in your wallet where you can look at them everyday. When you see targets in writing, you stay focused and constantly think of action plans and steps to achieve what you want. When you don't have written targets, you tend to go with the flow and let non-important activities become your priority and fill your day. By using the year end as a trigger to sit down and write out your goals and identify new years resolutions, your future will become what you want it to be. Don't wait another year to identify what you want. The clock is ticking!

George Hedley owns Hedley Construction and Hardhat Presentations and will be the keynote speaker at ECAA's Convention in Lake Louise in May.

Committee Reports

Alberta Construction Safety Association

Dave Hagen

2005 was a busy year for the Alberta Construction Safety Association (ACSA) with the training numbers up by 25% across the Province. This training is helping Alberta in achieving the lowest WCB rates in Canada. The WCB rates for the Electrical Industry have been reduced from \$2.50 to \$2.22 per hundred dollars of payroll.

In 2005 employers received Special Dividends from WCB and 2006 is looking like employers will again see the Special Dividends.

The construction on the new building in Calgary has begun and we are looking to move in the fourth quarter with the Manufacturers' Health and Safety Association. This will help meet the needs of employers in the Calgary area.

The ACSA has worked with the Canadian Construction Association to develop the Gold Seal Construction Safety Coordinator Program. Construction Safety Officers (CSO) will be able to write the exam in 2006.

The ACSA's CSO Conference will be held in Calgary on March 23, 2007 and the Annual General Meeting is in Calgary on March 24, 2007.



The ACSA is working with other Safety Associations and Workplace Health & Safety to develop a web based Safety Training Data Base. This will help employers identify additional training employees may require and reduce unnecessary retraining.

February 2006 the changes to the Occupational Health & Safety Code and Regulation will come into effect. Other changes that we will be seeing in the Electrical industry is the introduction of Arc Flash requirements as identified in NFPA 70E with the CSA Z462 standard following in 2008. In 2007 the COAA will be removing the requirement for recertifying CSTS on a three year basis.

We need to continue to work together to meet the needs of the industry to improve the safety for our employees and the public. This collaborative approach will assist all electrical contractors in injury prevention and cost savings in all areas.

I would like to thank you for allowing me to continue to represent the ECAA at the Alberta Construction Safety Association.

Have a safe and productive 2007.

Associate Member Report

Terry Sawatzky, Chair

2006 was a very busy year for most Associate members, along with the electrical industry as a whole. Throughout the Province of Alberta this year we have experienced numerous mid-size and large projects with many more to come in the years ahead.

Negotiated jobs seem to be the wave of the future as owners, developers and general contractors try to secure the labour pool through negotiations rather than the bid market. This is seen as a strength of our industry as a whole as electrical contractors, wholesalers, agents and manufacturers bring to the fore their expertise and experience to new heights. Our members within the ECAA find themselves working alongside the owners and engineering community to provide solutions to



an end product that best fits the practical and visionary scope of the projects, sharing both industry knowledge and expertise that only experience can lend.

This past year was not that active for the Associates Committee but we did manage to table a session at the Annual General meetings in Kananaskis this past spring. Discussion topics included Membership value (both contractor and Associate), Associates participation, networking within the industry and Partnering to name but a few.

Associate feedback is one of our mandates for the committee. In 2007 we plan to expand our focus of Associate discussion topics to all Chapters within the Province – looking to improve total membership value.

Wishing you all the best in 2007!

Committee Reports

Labour Relations

Brian Halina, Chair

Work in the Industrial Sector continues to be relatively slow for Unionized Contractors with an anticipation that it will ramp up throughout 2007 and reach full capacity in 2008.

The Commercial/Institutional contractors are reported to be very busy at this time with no slowdown predicted in the immediate future.

2007 is a bargaining year for Unionized Contractors and the IBEW. The contractors have met to begin preparing a proposal. It is expected that the parties will exchange proposals early in January and bargaining will begin in earnest in February and hopefully conclude before April 30th, 2007.

The Boards of Trustees for the Pension and Health & Welfare Funds have expanded these boards from 4 to 6 trustees. To facilitate this change the Labour Committee has appointed Bob



Lynn as an employer trustee and Kelly Morris as a trustee in training. The trustee in training position is being created as a part of a succession plan for the Board of Trustees of these funds. Shabbir Hakim resigned his position on the Labour Committee. Blair Bannerholt from Laird Electric in Fort McMurray was nominated and elected to fill that position.

The Education Trustees have hired a training coordinator in Fort McMurray. His name is Abbas Abbas. He is available on a full time basis to meet with contractors in the Wood Buffalo area to discuss training requirements. George Smith continues to hold that position in the Calgary area. Abbas Abbas and George Smith can be contacted through the Training Centre telephone number (462-5729)

The Labour Chairman and his committee wish Season's Greetings to all ECAA staff and members.

Master's Update

Kelly Morris, PEC

Since the last Board of Directors meeting, draft PEC Regulations have been created and proposed ECAA ByLaw changes drafted to accommodate "Registered" and "Certified" Master Electricians. A meeting was held with Lyn Johnson from POARA to move this process forward by having the Regulations formally drafted. These Regulations will be presented to the Professional Electrical Contractors at their meetings on January 11th (Calgary) and 18th (Edmonton), and then distributed to stakeholders.



A meeting of the ECAA portion of the Master's Committee was held December 18th to discuss the required bylaw changes. Mr. Art Thorman attended as a guest. Future tasks for this are consultation with the Past Presidents Council, then formal presentation to the Board, then presentation to the Membership for approval at the Annual General Meeting in Lake Louise.

The winds of political change are blowing pretty briskly right now, and represent a considerable risk to process. I trust our investment of time with the Government officials charged with delivering Public Safety will pay dividends as a new Cabinet and Ministers are assigned their portfolios.

Open Shop

DJ Coppens, Chair

The new Code required the installation of a disconnecting means that was not available. How do we proceed with our work and comply with the Code when the fixture manufacturers cannot provide fixtures that comply and retrofits are not available?



The Authorities Having Jurisdiction across Alberta are split in how they should enforce this. Some are basically ignoring the requirement until there is product available to comply and some are enforcing the new Code.

There are two issues that require attention from our industry. We need to ensure that the "fix" is available before new Codes are introduced and we need to work with the Authorities Having Jurisdiction and the Chief Electrical Inspector to ensure that the CEC is enforced and interpreted the same no matter where we hang our hat.

Board of Directors

Electrical Contractors Association of Alberta

Executive:

President:	Mike Brunner
Vice President:	DJ Coppens
Treasurer:	Todd McKay
Secretary:	Ron MacKenzie
Past President:	Terry Milot

Chapter Presidents & ECAA Directors:

Edmonton	Terry Milot
Calgary	Brian Phelps, PEC
Central	Darcy Teichroeb, PEC
North East	Jonny Nielsen, PEC
North West	Les Dzwonkiewicz, PEC
Lethbridge	Todd McKay
Medicine Hat	Glenn Pocsik
Fort McMurray	Gord Stuve

Directors-at-Large:

North	Terry Emmerson
South	Ken Rickbeil, PEC

Committees:

ACSA	Dave Hagen
ACA (South)	Al Miller
ACA (North)	Peter Rasmussen, PEC
Apprenticeship	Dean Gjertsen
Associate Liaison	Terry Sawatzky
CECA	Willard Kondro
Code	Clem Gratton, PEC/Perry Schmaltz, PEC
Communications	Kelly Wilde
Convention '07	Mike Brunner
Convention '08	DJ Coppens
Labour Relations - Union	Brian Halina
Labour Relations – Non-Union	DJ Coppens
Legislation	Dick Ducholke, PEC
Master's	Kelly Morris, PEC
Membership & Public member	Carmen Nickolson
Nominations	Terry Milot
	Willard Kondro
	Roger Richard
PEC	Lou Hiemer, PEC
Safety Codes Council:	
Fire	Keven Lefebvre, PEC
Electrical	Perry Schmaltz, PEC
Ways & Means	Todd McKay

WELCOME NEW MEMBERS

Contractor:

Aspen Electrical Ltd., Calgary
Balzac Electric Ltd., Calgary
KLM Electrical, Calgary
Prelim Electric (AB) Ltd., Fort McMurray
TIC Canada, Edmonton

Associate:

Demers Maier Metfab Inc., Calgary
Southern Alberta Truck Locators Ltd., Calgary

WELCOME NEW PEC

Kelly Kiegler, #127

The Contactor

The Contactor is the official publication of the Electrical Contractors Association of Alberta.

We welcome articles and paid advertisements.

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