



# THE SPARK

## ECAA E-Newsletter

June 27, 2011

Issue 6

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[www.ecaa.ab.ca](http://www.ecaa.ab.ca)

### Calendar of Events

**Sept. 8th**

Calgary Chapter Meeting  
*(The Blackfoot Inn)*

**Sept. 14th**

Annual Bob Carson Classic  
*(Highlands Golf Course)*

**Sept. 19th**

Edmonton Chapter Meeting  
*(Derrick Golf & Winter Club)*

**Oct. 29th**

"Building Magic in the Air" STARS Gala  
*(Crowne Plaza Chateau Lacombe)*

**Jan. 21st**

Edmonton Chapter President's Ball  
*(Crowne Plaza Chateau Lacombe)*

### Tradeshows

**Nov. 18th & 19th**

**JULY/2011**

### Welcome to ECAA's E-Newsletter, The Spark!

This e-newsletter was created to keep members informed on the Association's activities and upcoming events in a timely manner.

### President's Message

Well we have been busy since the AGM in Kananaskis. It ceases to amaze me how much goes on within the Association office. Our Executive Director Sheri keeps very busy with all of our goings on and add to that helping the Board of Directors take care of the business at hand. We held our first Board meeting coming back from the AGM and established some criteria that this Board of Directors would like to see accomplished this coming year, most of which are items that we have been hearing from you, our members. Some are noted in the rest of this Spark. I am very fortunate to be sitting with a very amazing group of volunteers who are very passionate about our industry. I am looking forward to this upcoming year as we have no shortage of things going on. Still plenty of new contractor members are joining up on a continuous basis, very nice to see along with lots of new PEC's. All kinds of courses and upgrade sessions going on, and lots of talk about developing some exciting new courses to expose and train us to some new technologies like "green" power. Keep any eye out for developments in this area. Details about the out of country Convention and the AGM are getting closer to being set, and let me tell you it is going to be very exciting. Make sure and keep your calendar clear for probably a March 12<sup>th</sup>, 2012, departure to beautiful Cabo San Lucas; and of course our AGM, May 24<sup>th</sup> to 27<sup>th</sup>, 2012 at the Marriott River Cree Resort in Edmonton. Details coming soon. Both will be celebrating the Association's 50<sup>th</sup> Anniversary year, very special indeed.



Clem  
Gratton,  
PEC

Have a great summer.

### Industry News

**Congratulations to Scott White, PEC** on his recent appointment as Manager, Calgary Operations, Western Electrical Management Ltd.

ECAA extends best wishes to Agnes Ferby, Edmonton CLR-a office administrator, on her upcoming retirement. Agnes has been with CLR since 1995 and we congratulate her on this well-deserved endeavour.

ECAA presents our thanks to Rick Brodhurst who has stepped down as CECA President. **Congratulations to the newly elected officers:** Colin Campbell - President; Dave Mason - Vice-president; Garry Fitzpatrick - Treasurer; Eryl Roberts - Executive Secretary; NECA Governor - Colin Campbell.

2011 Canada  
Career Week Fair  
(Edmonton Expo Centre)

<http://www.canadacareerfairedmonton.com/>

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For over 50 years **the Red Seal program** has established industry defined standards for the skilled trades. The Canadian Council of Directors of Apprenticeship (CCDA) is engaged in on-going consultations on specific ways to strengthen the Red Seal program. An on-line survey book provides the issues and opportunities CCDA is exploring. Your answers to questions will ensure that work moving forward reflects the needs and priorities of industry. Please click the link below and complete the 5 to 10 minute survey: <http://strengtheningtheredseal.ascentum.com/survey/>. **YOUR INPUT IS IMPORTANT - DEADLINE FOR COMMENTS JUNE 30<sup>TH</sup>, 2011.**

Shortage of Workers? The **Metis Apprenticeship Project** is a new program sponsored by the Government of Canada. The goal of the project is to assist Metis clients in finding opportunities to start an apprenticeship in the trade of their choice. Major challenge being faced in the Electrical trade is finding employers who are willing to take on starters. Employers' individual needs will be profiled, clients have the opportunity to meet all the requirements outlined in the profile and the employer will be given the opportunity to interview the individual. For further information please contact Marty Hennig at (780) 914-5457 or Mary Collins at (780) 886-7383.

**ACSA** has recently purchased land in Fort McMurray for a Training Center, and is looking for a consultant that is familiar with the Fort McMurray area who would contact clients and major contractors to identify their training needs. Hoping to have Training Center open in 2013.

Pragmatic Solutions looking for contractors to participate in a pilot project for **Risk based contractor management**. Cost of \$1500 for participating. For more information contact: [rob.stewart@pragmatic-solutions.com](mailto:rob.stewart@pragmatic-solutions.com).

**Workplace Health and Safety** introduces "ticketing" process allowing Occupational Health & Safety Officers to issue "tickets" to workers who are not in compliance. If an employer has not provided training, the employer may be issued a ticket. Workers ticket could be \$200 and the employer's ticket \$500. Ticketing program is not related to administrative fines.

**Safety Codes Council** engages Grant Thornton LLP to assist them in developing the framework that could be used by municipalities or corporations as a tool within the Quality Management Plan (QMP) to support a move toward risk-based policy setting for inspection and compliance.

**Kevan Jess, Chief Fire Technical Advisor** has asked us to remind our members that while compliance with ULC S561 is a requirement under Article 3.2.4.7 of the current Alberta Building Code 2006, those buildings constructed prior to September 2, 2007 were, and still are, required to meet the requirements of NFPA 72 for signal transmission and monitoring. Owners are telling him that they have been told by the company conducting their fire alarm system testing and maintenance under S536 that they need to comply with S561 before they can complete the annual maintenance report without deficiencies. This is incorrect and misleading.

**Need Help Collecting Outstanding Debts?** Contact Keith Carson, W.D. With & Associates Ltd., Credit and Collections Consultants 1-800-818-5012; Fax 403-215-3319 or by email: [keith.with@shawbiz.ca](mailto:keith.with@shawbiz.ca)

## Board of Directors Update

Highlights from June 23<sup>rd</sup> Board Meeting

**President Clem Gratton sets goals for 2011-2012** board consisting of: Maintaining/promoting PEC/CME/RME/ECAA membership; communication/current information on website/promoting ECAA; Provincial reps reporting to Chapter membership; Safety Codes Council/ECAA partnership in maintaining strong master's program; finding alternate revenue

sources.

**Labour** - ECAA and union accept there will be a need to use Internationally Trained Electricians (ITE's) to man projects where Albertans and Canadians are unavailable. Evaluation test booth has been developed to check the hands-on skills of electrical tradespersons who come from locations with no apprenticeship systems. Tools to assist individuals with a deficiency in English language skills being developed.

**Communications** - CKUA spot Saturday June 18<sup>th</sup> with Terry David Mulligan provided entertaining exposure for the association. ECAA website currently undergoing new face lift - launch should be early July. Contractors - get your employees to join ECAA Facebook page.

**Fire Technical Council** reviewing changes to Fire Alarm Code and Building Code.

ECAA joins ACSA in committing to Supervisor sponsorship in the first annual **Building Magic in the Air in support of STARS Gala, October 29<sup>th</sup>, 2011**. Additional information available through ECAA.

**Next Board meeting: September 21<sup>st</sup>, 2011.**

### Local Chapter Activity

**Calgary Chapter** - Thank you to Sophie and Perry Schmaltz and Angelo Rinaldi for participating in the "Career Learning Day" component of Alberta Employment and Immigration's "Discover Trades and Apprenticeship" career event. Four of the 15 companies that participated in the Job Fair the following day were looking for electricians.

**Next Meeting:** Thursday, September 8th (*Blackfoot Inn*)

**Guest Speaker:** Keith Carson, WD With & Associates **Topic of Discussion:** *Cash Flow Problems? Our business makes dollars and sense.*

**Edmonton Chapter** - Successful summer BBQ social was held at Gold Stick Park. Thank you to the ECAA staff for organizing the event; to Scott & Kimm Hutton, Warren Bidlock and Provincial President Clem Gratton, for flipping burgers; to Chemco Electrical for providing the BBQ; to Steve Smith for delivering it and to all the members who participated in the event!! Chapter Executive looking to enhance the value of upcoming meetings. Registration forms out for Bob Carson Classic Golf Tournament, September 14th at the Highlands Golf Course.

**Next Meeting:** Monday, September 19th (*Derrick Golf & Winter Club*)

**North East Chapter** - Chapter members sponsored a special hole at a recent RCMP charity golf tournament in Cold Lake with all proceeds going to Victim Services. Thank you from Victim Services and Cold Lake RCMP.

**North West Chapter** - Anticipating shortage of labour in the near future.

### Continuing Education

*Upcoming courses offered by ECAA.*

**September 10 & 11, 2011 - Design Build (ECAA Office, Edmonton).** Design-build has become a common place term in the engineering and construction industry in recent years and is prevalent for various building construction projects. The electrical contractor as a sub-trade is being asked to participate in the design build process. As a viable business opportunity, it is necessary for the electrical contractor to fully understand the concept of design build, organizational model, the laws and regulations pertaining to design build, design methods, estimating techniques and risk management. The course will help project managers, engineers, executive and owners of electrical contracting firms to address

opportunities in design build and expand their market profitability.

**September 22 & 23, 2011 - Safety Principals (ECAA Office, Edmonton).** A well-developed safety program can reduce costs resulting from injury and property damage and in the hallmark of a quality electrical contracting firms. Follow the steps to develop and implement an effective safety program for small to medium sized electrical contracting firms. Second day is designed to help managers ensure construction supervisors fine-tune their safety skills by clearly understanding roles and responsibilities; presenting and delivering effective training to workers and maintaining high worksite safety standards; conducting effective site inspections and developing appropriate recommendations; understanding the steps to follow and processes involved when investigating accidents or incidents; understanding WCB legal responsibilities.

**October 21 & 22, 2011 - Accounting Principles (Location TBA, Calgary).** This course will introduce you to the terms and concepts of accounting and show you how to use them to attain goals and controls for future growth. You will learn practical skills to help you develop, interpret and use financial data, pin-point problem and profit areas, and focus your resources toward a successful electrical contracting business.

**October 28 & 29, 2011 - Project Management (Carriage House Inn, Calgary).** Increased competition is eroding profit margins across the board. To be successful in today's marketplace, electrical contractors need to work smarter - not harder. The Project Management course will teach you practical, hands-on skills to:

- identify and recover all costs to which you are entitled
- avoid paying for others' errors or omissions
- reduce project costs through effective purchasing and administration
- identify cost overruns - and take corrective action
- use effective record keeping systems to enhance project profitability

**November 18 & 19, 2011 - Basic Electrical Estimating (BEE) (Carriage House, Calgary).** For small contractors who are not ready to make the investment in a computerized estimating system. Designed to teach new contractors the fundamentals of preparing an electrical estimate using the Elemental Format hands-on. The course will address material take-off, pricing of materials, labouring of materials using the NECA Manual of Labour Units, labour costs, special overheads, general overheads and profit/contingencies.

**November 24 & 25, 2011 - Business & Public Relations (ECAA Office, Edmonton).** A series of five modules designed to give you essential and proven management concepts in the areas of managing: Credit & Collections, Business Promotion, Sales Management, Business Management and Human Resource Management. Each module will teach you hands-on management strategies to immediately begin improving the performance and profitability of your electrical contracting business.

**December 1 & 2, 2011 - Assessing & Finalizing The Tender (ECAA Office, Edmonton).** is course for the Professional Electrical Contractor covers organizing the estimate, finalizing the tender, and computer aid in estimating and finalizing the tender. Since the course is aimed at Professional Electrical Contractors, very little time is spent on basic take-offs. The course addresses calculations of various overheads, mark-up theories, labor factors, evaluating risk factors, and the like, all concerns that the active business manager meets up with every day. These three parts of this course are designed to create an awareness in the Professional Electrical Contractor of the various business principles involved in preparing his or her tenders.

Registration on-line at [www.ecaa.ab.ca](http://www.ecaa.ab.ca) or through [ecaa@ecaa.ab.ca](mailto:ecaa@ecaa.ab.ca).

Available through ECAA. ESTS is a computer based, distance delivered program that recognizes Provincial & Federal Occupational Health & Safety Regulations. The program promotes a "Plan, Do, Check, Act" philosophy applying **CSA Z462**, based on **CSA Z1000 Occupational Health & Safety Management System Standard**. *Course is complimentary to all unionized electrical contractors and their employees that have a bargaining relationship with the IBEW Local 424.* Contact Christine [chryniw@ecaa.ab.ca](mailto:chryniw@ecaa.ab.ca) to sign up. ELECTRICAL SAFETY TRAINING SYSTEM (ESTS)

### Professional Electrical Contractor (PEC) News

**PEC's let your voice be heard!!** We need participation at all the committee levels (but especially Practice Review and Registration) Contact [smclean@ecaa.ab.ca](mailto:smclean@ecaa.ab.ca) if you are able to participate. Thank you.

### New Members & Professional Electrical Contractors (P.E.C.)

**Welcome New Members:** Go Green Electric (Sherwood Park); Whip's Electric (Coaldale); SBG Electric (Edmonton); T-Jo Electric (Red Deer); Leviton - Calgary branch; Bartle & Gibson - Calgary branch.

**Welcome new PEC's:** Scott Gibson, PEC; Marco Paulichen, PEC; Brad Quintilio, PEC and George Stanescu, PEC.

If you are an ECAA Contractor or Associate member and would like us to help promote an industry or company event please contact us directly at 1-800-252-9375.

We value your feedback and it is important to us. Please submit any comments to [ecaa@ecaa.ab.ca](mailto:ecaa@ecaa.ab.ca)



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