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**OTTAWA INDUSTRY CONFERENCE & PRODUCT EXPOSITION AROUND THE CORNER**

The Canadian Electrical Contractors Association (CECA) 2007 National Industry Conference & Product Exposition will be held in Canada’s beautiful capital city of Ottawa, Ontario. The conference includes events held at the Westin Ottawa, the Ottawa Congress Centre and the National Gallery and incorporates many local attractions and activities.

This year’s theme is “Change is Good!” and an exciting array of speakers has been arranged to address the issues of change that affect all electrical contractors and the industry they work in. The program includes educational sessions and seminars on marketing your business, alternative energy, financial and business management, selling energy efficiency, safety regulations and more! Conferences are also an excellent way to develop lasting relationships and network with fellow contractors from across the country.

In addition, the Product Exposition will provide an excellent opportunity to preview the offerings of thirty-six of the industry’s premier product and service providers, all under one roof! Delegates can register for the optional events and excursions such as Whitewater Rafting on the Ottawa River, the historical Rickshaw Tour and High Tea at the Chateau Laurier, Golf at Stonebridge, a four-course gourmet dinner aboard the Hull-Chelsea-Wakefield Steam Train and gaming at the Casino du Lac Leamy. Delegates can also take advantage of the many cultural attractions in the city such as the Canadian Museum of Civilization, the Canadian War Museum or a boat tour on the Rideau Canal.

The Conference will kick things off with the a Mix & Meet Reception held at the National Gallery affording an opportunity for delegates to get reacquainted and also take in the only Canadian venue of the Renoir Landscapes. The Ottawa Welcome Party will entertain you with a live tribute to the ever so famous country music stars “The Dixie Chicks” and “Faith Hill & Tim McGraw”. Spouses will enjoy the Partner Program which includes a Coach Tour of the city’s highlights with stops at the beautifully landscaped grounds of Rideau Hall, the Rockcliffe Park Equestrian Centre (home to the RCMP horses of the Musical Ride) and Rideau Falls as well as a Demonstration and Tasting at Le Cordon Bleu Culinary Institute – informative and delicious!

The festivities wrap up at the traditional President’s Gala with a night of laughter and entertainment, dining and dancing – an impressive finale!

Registration forms, hotel information, sponsorship opportunities and program updates are available on the ECAO website at [www.ecao.org/events.asp](http://www.ecao.org/events.asp). For additional information, please contact Lucy Roberts at [lroberts@ecao.org](mailto:lroberts@ecao.org) or 416.675.3226 X 312.

### **ONE DAY SEMINAR – “MARKETING MADE EASY” FOR CONTRACTORS**

CECA and ECAO have arranged for a one day seminar which will be held just prior to this year’s conference in Ottawa, Ontario. **“Marketing Made Easy”** is a seminar presented by course instructors Rob Colgan, Executive Director of Marketing for NECA, and Meghan O’Connell, principal founder of Thought & Possibility, and a member of the faculty at the American University’s Kogood School of Business. Contractors who would like to register for this seminar will learn how to effectively communicate their plans and proposals and learn how to manage and deliver answers to tough questions from clients and competitors. Each participant will receive their own personal copy of the NECA Member Marketing toolkit as their text, which is their’s to keep. Participants will also receive a certificate of completion from NECA’s Management Education Institute.

**“Marketing Made Easy”** will be held on **Tuesday June 12, 2007** at the **Ottawa Congress Centre, Capital B – Hall 1 from 9:00 a.m. to 2:00 p.m.** Continental breakfast and lunch will be provided. Registration forms can be downloaded off the ECAO website at [www.ecao.org/events.asp](http://www.ecao.org/events.asp). Register now – only 40 spots available! For more information contact Lucy Roberts at [lroberts@ecao.org](mailto:lroberts@ecao.org) or 416.675.3226 X312.

### **DEADLINES FOR MEMBER RECOGNITION AWARDS FAST APPROACHING**

Both The R.H. (Hugh) Carroll Safety Awards and the Douglas J. B Wright Award will be presented at the Annual Meeting held Saturday, June 16, 2007, during the National Industry Conference in Ottawa, Ontario. Winning recipients will be featured on the ECAO website and in ECAO’s industry magazine – *“The Ontario Electrical Contractor.”*

Applications are still being accepted however **the deadline of April 27, 2007** is fast approaching. Application procedures and forms are available on the “Member Recognition” page of ECAO website at [www.ecao.org](http://www.ecao.org). For more information contact Lucy Roberts, at [lroberts@ecao.org](mailto:lroberts@ecao.org) or 416.675.3226 X312.

### **NEW THIS YEAR – 2 SCHOLARSHIP AWARDS**

ECAO firmly believes in the importance of higher education. It also strongly believes in individual excellence and supports those who have a desire to succeed in the Electrical Industry. This is why ECAO has made it a point each year to financially support a child or ward of salaried employees of

association member companies, since the scholarship program was established in 2004. However, there is great news, starting this year, ECAO will be announcing **TWO** winners and will provide both scholars with a \$2,000.00 financial head start in their quest to excel in their education at a recognized post secondary institution.

For more information on application procedures and forms, Visit the “Member Recognition” page of the ECAO website at [www.ecao.org](http://www.ecao.org) for application procedures and forms. The **deadline for all candidates is July 15, 2007**. Winners will be featured in ECAO’s industry magazine – *The Ontario Electrical Contractor* – and will be listed on the “Member Recognition” page of the ECAO website.

## **NEW DISCOUNT PROGRAMS FOR MEMBERS**

The Member Services Committee of ECAO has been working hard to provide the members with additional discount programs. ECAO is pleased to announce three new programs that will give the member contractors access to products and services at a discounted rate.

**Lumbermen's** has been providing credit reports since 1915 and is widely considered to be the most up to date and factual source for construction and project credit information. The ECAO program is \$895 plus GST annually and includes:

- Ontario Weekly Lien and Litigation Bulletin
- 10 On File or 5 fully updated Credit Reports Construction
- Project Credit reports
- Third Party Collection Services
- Five (5) free Legal Demand Letters
- Construction Lien Registrations, and
- Litigation Services.

**MERX** is the most complete source of public tenders, private tenders, U.S. tenders and private-sector construction news available in Canada. ECAO members receive a 10% discount on their Private Construction Service.

**Federated Insurance** has announced a new Association Advantage Program which is an exclusive member-only program that includes enhanced services and valuable discounts. To find out more, sign in to the Member’s Area with your username and password, click on “Services for Members” and simply click on the “Association Advantage” link provided.

Don’t forget about our existing programs which you can find on the Members Area of the ECAO website at [www.ecao.org](http://www.ecao.org). To obtain your username and password, contact Lucy Roberts at [lroberts@ecao.org](mailto:lroberts@ecao.org) or 416.675.3226 X312.

## **NEW ASSOCIATE MEMBERS**

ECAO would like to introduce two new Associate Member, TRG Insurance Brokers and ITM Instruments Inc.

“What sets **TRG Insurance Brokers** apart is our commitment to providing innovative solutions based on partnership and trust. We view ourselves as Risk Management Consultants, helping clients to identify risks and/or challenges associated with doing business, and providing creative solutions tailored to each customer’s needs.”

**TRG Insurance Brokers** is located at 5681 Thorold Stone Road in Niagara Falls. To gain more information on TRG and their services, check out their website at [www.trgins.com](http://www.trgins.com), contact them toll free at 1.800.565.8552 X278 or email Robert Hill at [rhill@trgins.com](mailto:rhill@trgins.com).

**ITM Instruments Inc.** is your key distributor in industrial electrical test & measurement equipment like Fluke, AEMC, Meterman, AMProbe & Reed. Our Product specialists are available to demonstrate to you the latest in thermography & power analysis.”

ITM Instruments Inc.’s Toronto office is located at 395 Cochrane Drive in Markham. For more information, visit them online at [www.itm.com](http://www.itm.com) or contact them at 905.947.1771 or 1.800.561.8187.

## ***YOU MUST DISPLAY YOUR LICENCE NUMBER***

Contractors should be aware of the requirements for displaying your new ECRA/ESA Registered Electrical Contractor License Number. Ontario Regulation 570/05 requires electrical contractors, at their cost, to display their Electrical Contractor License number when communicating with the public by referencing it on all:

- Correspondence
- Contracts, advertisements, and yellow pages
- Business vehicles
- Websites

Note: You must display your license number within 90 days from the date of issuance.

Guidelines for the placement of Electrical Contractors license numbers and logo options are available on the ESA website at [www.esaecra.info](http://www.esaecra.info).

## ***THE 2002 ONTARIO ELECTRICAL SAFETY CODE GETS UPDATED***

ESA is currently working with the Ministry of Government Services on amendments to the 2002 Ontario Electrical Safety Code (OESC). The tentative date for these amendments to be finalized is the end of June/early July 2007. There are five administrative rules and five technical rules under consideration:

### **Proposed administrative amendments:**

- Rules 2-000 – utilities aligning with the OEB licensing requirement.
- Rules 2-004 – requirement for filing application for inspection has been aligned with Contractor licensing.
- Rule 2-005 (new) – exemption of like-for-like replacement permit requirements for licensed contractors in owner-occupied single-dwelling units.
- Rule 2-008 – ESA has the right to refuse an Application for Inspection filed by a contractor who is not licensed to operate an electrical contracting business under Regulation 570/05.
- Rule 2-010 – changes for plan review submission requirements.

### **Proposed technical amendments:**

- Rule 2-306 – “Shock and Flash Warning” labels on panel boards, etc.
- Rule 24—116 – receptacles in hospitals to be GFCI- protected in areas subject to standing fluids on the floor or drenching.
- Rule 26-700 – GFCI’s can be used in older buildings where no bonding-to-ground means exists.
- Rule 26-710 – all dwelling units to have GFCI-protected outside receptacles.

- Rule 30-308 (new) – each florescent luminaire with voltages exceeding 150 volts-to-ground shall be provided with an integral disconnecting means.

Changes in the 2006 Canadian Electrical Code have not been incorporated into this edition of the OESC.

ESA will be notifying electricians, contractors, consultants and users as proposed changes are approved. These proposed changes will be reviewed during the “one on one” information meetings between licensed electrical contractors and inspectors.

### ***DOES YOUR BUSINESS HAVE MORE THAN ONE ESA ACCOUNT?***

In the event that your business has existing multiple ESA accounts for the **same business (owned & operate under the same name, in different locations)**, please complete and submit the attached form to request that your accounts are linked to your Electrical Contractors License.

Please be aware that the Director may refuse/revoke a license if the applicant has knowingly informed ESA of accounts that do not truly belong to the same business that was originally licensed. You may also be held liable if you knowingly link ESA accounts that are not owned/operated by the same business.

### ***CCA ESTABLISHES 2007- 08 FEDERAL GOVERNMENT LOBBY PRIORITIES***

During its Annual Conference in Puerto Rico, the Canadian Construction Association reported on many initiatives including the establishment of its federal government lobbying objectives for 2007-08.

#### **Human Resource Issues:**

- Promote and encourage federal and provincial governments to live up to their promise of unfettered labour mobility throughout Canada by April 2009.
- Continue to promote national apprenticeship standards throughout Canada.
- Seek broader application of the federal Apprenticeship Job Creation Tax Credit and Apprenticeship Incentive Grant beyond simply Red Seal trades to provincially-recognized apprenticeable trades.

#### **Environmental Issues:**

- Work with PWGSC and Environment Canada to develop strategies to increase waste diversion and increase recycling capacity within the industry.
- Work in partnership with the Canadian Trucking Alliance to obtain an accelerated capital cost allowance rate for new lower emitting diesel-powered engines.

#### **Long-Term Financing of Infrastructure:**

- Following the release of the 2007 Budget, monitor the implementation of the 2006 and 2007 allocations for infrastructure, and push for increased infrastructure investment during a possible election campaign leading up to the 2008 Budget.
- Comment on and monitor the “infrastructure fiscal imbalance” proposals.
- Press the federal government to make open, transparent procurement by provincial/municipal contracting authorities a pre-condition to federal infrastructure funding.
- Press for federal infrastructure investment objectives in municipal infrastructure, national highways and strategic infrastructure to stress the key principles of sustainability, transparency and accountability. With regard to the “fuel tax allocation”, seek some form of on-going dedication/designation.

- Work with the federal government and industry to better prepare the industry to participate in public-private partnership projects. Develop and promote industry recommended “best practices” regarding the use of P3s and other forms of alternate delivery to ensure transparency and accessibility in the procurement process.

#### **Tax Issues:**

- Continue to press for reforms to the tax treatment of employer-provided vehicles.
- Seek reforms and/or greater clarity with respect to the recognition of income for provincial corporate/business income tax purposes.
- Seek reforms to the Employment Insurance (EI) rate setting process that will ensure that premiums are set on a truly break-even basis, equalize employer-employee contributions, and provide refunds to employers for over-contributions, among others.

#### **Innovation:**

- Work with the federal research granting councils to encourage more funding for applied research in construction and construction-related projects and programs, including the possibility of creating a research Chair in construction management and/or technology.

#### **Federal Procurement:**

- Finalize and execute the MOU with PWGSC recognizing the critical importance of plansrooms operated by Member Associations to federal construction procurement and formalizing their unfettered access and use of PWGSC construction tender documents including both plans and specifications.

#### **Gold Seal:**

- Where possible, promote Gold Seal as the industry’s preferred standard for construction management excellence.

### ***EECN AIDS CONTRACTORS IN LINKING CUSTOMERS WITH ENERGY SAVINGS***

A new collaborative partnership called the Energy Efficiency Contractors’ Network (EECN) has recently established itself as a body that will assist contractors in Ontario to help small – medium enterprises (SMEs) save money while using less energy.

The Network was recently granted \$154,000 to build an education program. The money was awarded to the EECN by the Conservation Bureau of the Ontario Power Authority, as part of their mandate to promote energy conservation.

The Program will create a central database of local distribution carrier (LDC) incentive programs that are targeted to the SME sector. The database will allow contractors to search by both incentive type (i.e. lighting vs. heating, etc.) and by geographic location within the province. “The tool will be a powerful and easy method for contractors to pull all the information that will make them look like heroes to their clients,” shares the EECN President, Eryl Roberts. By building the contractor’s capacity to both save their clients money, as well as cross-promote energy incentives that exist outside the contractor’s primary trade, Roberts believes that the contractor’s credibility with the client and the sale of energy efficient product will both increase. The end result is a happy customer who is using less energy.

99% of all businesses in Ontario are classified as SMEs. Combined, they use 25% of the province’s electricity. After training the contractors on how to use the database and “up-sell” energy efficiency in

a confident manner, it is expected that the program will deliver energy savings comparable to the energy used in 125,000 homes.

The EECN currently comprises of six Canadian contractor associations: the Canadian Institute of Plumbing & Heating (CIPH); Canadian Urethane Foam Contractors Association (CUFCA); Electrical Contractors Association of Ontario (ECAO); Heating, Refrigeration and Air Conditioning Institute (HRAI); National Air Barrier Association (NABA); and the Ontario Electrical League (OEL). Only contractors who belong to one of these associations will be able to reap the benefits of the education program.

The first graduates of the one-day training are expected as early as August, 2007. As the program proves its success, the Network intends to expand nationally. For more information on the education program, please contact Eryl Roberts at 416.675.3226 X311.

## **ECAO WELCOMES NEW MEMBERS**

**AAstar Electrical Services Inc.** ~ Ottawa, ON ~ Ottawa Member ~ Accredited Representative: Mark Letouzel.

**B. Bailey Electric** ~ Brantford, ON ~ Georgian Bay Member ~ Accredited Representative: Brian Bailey.

**BC North** ~ Bracebridge, ON ~ Georgian Bay Member ~ Accredited Representative: Craig Clairmont.

**Division 16 Electric Ltd.** ~ Ottawa, ON ~ Ottawa Member ~ Accredited Representative: James McKellar.

**Dryden Electrix Inc.** ~ Thunder Bay, ON ~ Thunder Bay Member ~ Accredited Representative: Ray LeSage.

**Duplex Enterprises Limited** ~ Orleans, ON ~ Ottawa Member ~ Accredited Representative: Shane Sinclair.

**Ener-Tech** ~ Ottawa, ON ~ Ottawa Member ~ Accredited Representative: Pierre Diotte.

**Fencor Inc.** ~ Hamilton, ON ~ Hamilton Member ~ Accredited Representative: David Fenton.

**Ferguson Electric** ~ Ottawa, ON ~ Ottawa Member ~ Accredited Representative: Scott Ferguson.

**Full Service Electric Inc.** ~ Toronto, ON ~ Greater Toronto Member ~ Accredited Representative: Joel Hamilton.

**Garmack Electric ~ Ottawa, ON** ~ Ottawa Member ~ Accredited Representative: Gary Mackenzie.

**Jacobs Industrial Services Ltd.** ~ Sarnia, ON ~ Sarnia Member ~ Accredited Representative: Terry Brown.

**K2 Electrical Contracting Ltd.** ~ Burlington, ON ~ Hamilton Member ~ Accredited Representative: Jeff Kiernan.

**Lefebvre Electric Inc.** ~ Cumberland, ON ~ Ottawa Member ~ Accredited Representative: Andre Lefebvre.

**Milford Electric** ~ Orillia, ON ~ Georgian Bay Member ~ Accredited Representative: Nino Lauro.

**S & S Electrical Services Inc.** ~ Ancaster, ON ~ Hamilton Member ~ Accredited Representative: Steve Jones.

**York Power & Lighting Inc.** ~ Markham, ON ~ Georgian Bay Member ~ Accredited Representative: Robert Dudman.



**“Change is Good!”**  
**2007 National Industry Conference**  
**Canadian Electrical Contractors Association**  
Hosted by ECA Ontario  
The Westin Ottawa, Ottawa, ON, June 13-16, 2007  
[www.ceca.org](http://www.ceca.org)      [www.ecao.org](http://www.ecao.org)

