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**2010 INDUSTRY CONFERENCE & PRODUCT EXPOSITION AROUND THE CORNER**

ECAO's 2010 Industry Conference & Product Exposition will be held in the beautiful Limestone city of **Kingston**, Ontario, June 23-27 at the **Four Points by Sheraton**. The conference also includes events held aboard the **1000 Island Dinner Cruise** and the historic **Fort Henry** and incorporates many local attractions and activities.

This year's theme is "Winning the Battle!" 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. Keynote Speaker is **Dave Williams**, record-breaking **Astronaut and Aquanaut**, who speaks on peak performance, environmental stewardship, our futures and risk management. **Ken Wong**, Business Professor at Queen's University will be presenting ways to help you **Market your Business** more efficiently. As a teacher, Ken has received numerous awards for his courses in strategic planning, marketing and business strategy. Other speakers include: **Lori Kieswetter**, Ogilvy & Ogilvy Inc., who will bring delegates up to date on trends in **Contract Bonding**, **Dan Leduc**, Ogilvy Renault LLP, who will advise the delegates in a question and answer period on **Strategies for Getting Paid**, and **Andrew Wilkins**, Matrix Energy Inc., who will help delegates **Increase Sales with Solar Installations** under the OPA's MicroFIT/FIT Programs. In addition, the **Product Exposition** will provide an excellent opportunity to preview the offerings of 21 of the industry's premier product and service providers, all under one roof! Don't miss out.

Excursions have been organized that are both scenic and educational like the **Prince Edward County Wine Tour**, the **Confederation Trolley Tour**, the **Kingston Penitentiary Museum** and the **Wolfe Island Wind Turbine Tour**. If you just want to relax, an **Afternoon at the Spa** can be

arranged at the **Bella Dolce Spa** or if you're looking for an afternoon of physical exercise and adventure, sign up for **Rock Climbing at the Boiler Room**. And last but not least, the conference kicks off with a **Golf Tournament** at the **Loyalist Golf and Country Club**, an 18-hole course that is nestled just a half hour away.

The Four Points by Sheraton online registration is live and accepting reservations – so please visit the ECAO website to obtain the link and reserve your booking now.

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 conference coordinator, Lyndsy Miceli at [lmiceli@ecao.org](mailto:lmiceli@ecao.org) or 416.675.3226 X300.

## **EARLY BIRD DRAW – COUPLE REGISTRATION**

Don't miss the deadline of **February 15, 2010** to qualify for the **Early Bird Draw** that will give two lucky registrants a chance to win themselves and their spouse registration fee valued at \$775.00. Registration forms, hotel information, program updates and sponsorship opportunities are available now on the ECAO website at [www.ecao.org](http://www.ecao.org). For additional information, please contact Lyndsy Miceli at [lmiceli@ecao.org](mailto:lmiceli@ecao.org) or 416.675.3226 ext. 300.



## **2nd ANNUAL FIRE ALARM CONFERENCE**

The Joint Electrical Promotion Plan (JEPP) is holding their 2<sup>nd</sup> Annual Fire Alarm Conference, October 15-17, 2010 at the Crowne Plaza Toronto Airport Hotel. This is another opportunity for CFAE instructors and shop assistants to network and participant in the educational seminars that will be organized.

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 more information contact Lyndsy Miceli at [lmiceli@ecao.org](mailto:lmiceli@ecao.org) or Susan Boorman at [sboorman@ecao.org](mailto:sboorman@ecao.org).

## **DEADLINES FOR MEMBER RECOGNITION AWARDS**

The R.H. (Hugh) Carroll Safety Awards and the Douglas J. B Wright Award applications are now being accepted. The winners will be presented at the Annual General Meeting held Saturday, June 27, 2010 in Kingston, Ontario during the 2010 Industry Conference. Winning recipients will be featured on the ECAO website and in ECAO's industry magazine *The Ontario Electrical Contractor*. The deadline for applications this year is **April 24, 2010**.

Application procedures and forms are available on the "Member Recognition" page of the 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.

## **ETBA & IBEW AGREE TO RENEW NO STRIKE ACCORD**

On December 7, 2009, the Electrical Trade Bargaining Agency of ECAO (ETBA) and the IBEW-CCO reached a tentative agreement to renew the No Strike/No Lockout bargaining system for the 2010-2013 bargaining round. The talks were stalled for over three weeks as the parties grappled with the details of the contentious wage adjustment clause. The adjustment clause resulted in a \$2.15

additional wage increase in the 2007 negotiations and its reform was the main issue for ETBA in the recent talks. The adjustment process was amended in the new agreement as follows:

In the event that comparison trades settle higher than the ETBA/IBEW, the electrical settlement will be increased to the average of the two highest comparison trades, but the wage adjustment is capped at a maximum of 50 cents and is applied equally in year two and three of the agreement. The comparison trades are:

- UA Plumbers/Fitters
- UA Refrigeration Workers
- UA Sprinkler Workers
- Sheet Metal Workers
- Millwrights
- Operating Engineers
- Boilermakers
- Ironworkers

The tentative deal must still be ratified by the IBEW membership and the area ECAs. Ballots will be counted February 4, 2010.

If ratified, the deal commits the ETBA and IBEW-CCO to reach an agreement by March 11, 2010. If no agreement is reached, monetary issues will be submitted to a final offer selector who will choose the most reasonable final offer. The selector's decision will be released April 15, 2010.

### ***IBEW 353 & LOCAL UNIONS 894 AND 1739 AMALGAMATION***

The International Office of the IBEW has directed the merger of Local Unions 894 (Oshawa) and 1739 (Barrie) into Local Union 353 (Toronto). The merger was to be effective February 1, 2010. An implementation committee of the three locals under the direction of the Canadian Office of the IBEW was established to reach a "voluntary resolution" of the terms and conditions of the merger. The results were to be reported to Washington no later than January 22, 2010.

ECAO has learned that a voluntary settlement was not reached and that the locals will take the matter to the OLRB for resolution. In these circumstances, the jurisdiction of the locals and their collective agreements remain unchanged until the OLRB decision.

If you have any questions, please do not hesitate to contact Eryl Roberts at [eroberts@ecao.org](mailto:eroberts@ecao.org) or 416.675.3226 X311.

### ***ECAO ANNOUNCES NEW UPCOMING CLASSIFIED SECTION***

In the upcoming months, ECAO will announce the launch of the new classified section that is currently in the works. The new platform, developed exclusively for ECAO members will offer free classifieds and social linkage opportunities for its member across Ontario.

It is the first online self-administrated platform directly linking its members to connect with one another and to allow the buying and selling of new or used products, services and/or equipment. The feature will be displayed on the memberS only site of the ECAO website. ECAO will continue to update its members with the developments. To obtain your username and password, please contact Lyndsy Miceli at [lmiceli@ecao.org](mailto:lmiceli@ecao.org) or call 416.675.3226 X300

### ***ECAO WSIB GUIDE 2ND EDITION***

ECAO Members should have already received the WSIB Guide 2<sup>nd</sup> Edition. The WSIB Guide is also now available on the members' only section of the ECAO website under publications.

In the works will be seminars scheduled to discuss the changes in the 2<sup>nd</sup> Edition. For more information contact Susan Boorman at [sboorman@ecao.org](mailto:sboorman@ecao.org) or 416.675.3226 X316. Those who would like to request extra copies, please contact Lyndsy Miceli at [lmiceli@ecao.org](mailto:lmiceli@ecao.org) or 416.675.3226 X300.

## ***NEW DISCOUNT PROGRAM FOR MEMBERS***

ECAO is pleased to announce the following new program for members only. ECAO members will receive 20% off services provided by **Park 'n' Fly**. Enclosed is the **CorpRate Discount Program**. Remove the sticker which contains your code which will identify your company and the related discount rate. Place the sticker on the back of your credit card or I.D. Card and once you return from your travels present the sticker and you will receive your ECAO discount.

## ***ECAO WELCOMES NEW MEMBERS***

**Hazmasters** ~ Associate Member ~ Accredited Representative: Rob Jones.

**Lubek Electric Inc.** ~ Hamilton Member ~ Accredited Representative: Edward Lubek.

**RJL Electric Inc.** ~ Ottawa Member ~ Accredited Representative: Robert Laderoute.

**Sky Cast Inc.** ~ Associate Member ~ Accredited Representative: Mark Eaton.

**Viana Electric Ltd.** ~ Greater Toronto Member ~ Accredited Representative: Ed Viana.