

**ELECTRICAL
CONTRACTORS
ASSOCIATION
OF SASKATCHEWAN INC.**

FACTS YOU SHOULD KNOW ABOUT THE

ECA



WHAT IT IS

The Electrical Contractors Association of Saskatchewan is the provincial voice of the electrical contracting industry and is a policy-making body and a co-ordinated force. It is well established, active, responsible and demonstrably effective.

The Electrical Contractors Association is what it is because of its province-wide membership. It represents and serves all electrical contractors.

The Electrical Contractors Association's widespread representation enables it to develop effective policies, to implement them and to speak authoritatively on electrical matters. It has long been recognized by governments, the architectural and engineering professions, labour and the general public as the provincial spokesman for the electrical contractor.

Similarly, its crest is also immediately recognized as the sign of a reputable firm. All members have the right to display it on their literature, premises, equipment and job-site signs. Membership is open to all electrical contractors of "Capacity, Skill and Integrity" - all those who wish to support constructive efforts to improve industry conditions, to keep abreast of industry trends and to benefit from the Association's valuable membership services.

WHAT IT DOES

The Association's activities may be divided into two main categories - (1) services to individual members and (2) projects carried out which are in the interest of the electrical contracting industry and the general public as a whole.

General E.C.A. activities usually fall into the fields of industry relations, government relations, relations with allied professions and public relations. Committee activities range from Trade Qualifications to Equipment, from Taxation and from Tendering Practices to Market Development.

Assists its members in employing better business practices in the way of job accounting, job return, overhead, determination and thereby increasing profits without increasing prices.

HOW IT WORKS

Since its establishment, the E.C.A. has adhered to the principle that all electrical contractors must be fairly and equally represented in the development and administration of its policies.

PUBLIC RELATIONS

Promotion of E.C.A. policies.

Press releases, articles, pamphlets, etc. concerning our industry and E.C.A. matters.

Liaison with daily and weekly press, trade press, wire services, radio and television.

Operation of speaker service.

INDUSTRY RELATIONS

Development of "Code of Practice" contract forms and recommended tendering procedures, etc., designed to improve relationships between electrical contractors and general contractors.

Facilities for exchange of opinions between electrical contractors, suppliers and manufacturers.

GOVERNMENT RELATIONS

Presentation of the electrical contractors view on proposed legislation or regulations.

Liaison with provincial government departments, boards, agencies, etc.

Annual interview with members of the provincial government.

QUALIFICATIONS

We are continually reviewing the Apprenticeship Program and Tradesmen Qualifications.

Representations to the Provincial Governments has been made advocating a legislated program for certification of master electricians.

Canadian Electrical Code is continually being reviewed.

SAFETY

The Association advocates strong support of educational programs designed to promote construction safety and that inspection authorities employ only competent personnel properly trained in the enforcement of safety regulations.

ORGANIZATIONAL STRUCTURE

The E.C.A. of Saskatchewan is an autonomous body of Electrical Contractors incorporated under the "Non-Profit Corporations" Act of Saskatchewan for the purpose of:

- 1) Dealing with matters of a local and provincial nature.
- 2) Serving as a strong line of communication with the entire membership.

- 3) Collectively representing the Contractors on matters arising between themselves and existing organized bodies thereby providing a stronger voice than they can raise as individuals.
- 4) Representing its members to the Government on such matters as apprenticeship, trade training, qualification, examination and licensing.
- 5) Guiding its membership in tendering practices and promoting the use of Standard Documents and Practices with Architects and Consulting Engineers.
- 6) Rendering services to individual members.
- 7) Dissemination of industry data by means of a regularly published Newsletter, through which the members are kept properly informed on matters of vital importance.
- 8) Promoting of educational programs such as Estimation, Business Management and Sales Training.

GOVERNING BODY

The affairs of the Association are managed by an Executive and Board of Directors, which are elected annually. The Executive consists of a President, First Vice-President, Second Vice-President, Treasurer and Immediate Past President. There are six to eight Directors who are representative of all areas of the Province. In addition, a permanent Executive Director is based in Regina.

COMMITTEES

Apprenticeship and Training.

Membership.

Code Revisions.

Standard Contract Practices.

Public Relations.

Annual Meeting and Convention.

The E.C.A. Annual Meeting held each spring, is the major source of Association policies. This meeting is open to all Electrical Contractors. Topics at this meeting are many and varied. Those most frequently arising are long-range objectives, provincial policies and inter-association relations.

MEMBERSHIP SERVICES

Representation on:

- Saskatchewan Construction Association - Board of Directors.
- Canadian Electrical Contractors Association - Board of Directors.
- Provincial Government Code Advisory Committee.
- Trade Advisory Board.
- Trade Examining Board.
- Creation and distribution of estimating and stationary forms.
- Creation and presentation of courses in estimating and Business Administration.
- Sponsorship through endorsation of insurance, both disability income and term insurance on a group basis with resulted savings on premiums.
- Sponsorship through endorsation of a R.R.S.P. plan on a group basis with resulted savings on premiums.
- Advertising through -
 - Truck Decals
 - Use of Association Crest for use on member's stationary.
- Creation of Standard Electrical Tender Form.
- Bulletin Services.
- Government Liaison.
- Promotion of Seminars.
- Consulting Services.
- Meeting facilities.
- Development of a charge out **rate** for Service Calls.

SPOKESMAN FOR THE ELECTRICAL CONTRACTING INDUSTRY IN SASKATCHEWAN

ELECTRICAL CONTRACTORS ASSOCIATION OF SASKATCHEWAN

CONSTRUCTION HOUSE, 1939 ELPHINSTONE STREET
REGINA, SASKATCHEWAN, S4T 3N3
AREA CODE 306/525-0171

REFER TO FILE

WHY BELONG TO AN ASSOCIATION?



In the course of developing and maintaining a viable electrical contracting business many decisions are made regarding incorporation, finance, purchasing, method of operation, staff, etc. To decide the proper direction to be taken for this operation to succeed, the acute businessman educates himself to be aware of all factors related to his decision making process.

It is our intention by means of this presentation to provide all appropriate data necessary to assist you in deciding whether membership in an Electrical Contractors Association is a sound business judgement and investment.



Before proceeding to a detailed description of Association affairs we ask you to consider a number of pertinent thoughts in response to our opening question. Many times the business asks what an association can do for him. An immediate reply might be, nothing; that is, nothing more than HIS business does for HIM without an investment WITH businessmen, nor FOR businessmen. It is the effort extended by its members that makes an association valuable. As a result it enhances the industry from which the members derive their livelihood.



Another important characteristic of an association is the day-to-day profitable "rub-off". There is no doubt that, via active membership, business prospects will be generated. Fellow members, public relations, association staff, and general industry awareness all contribute to place the business of an electrical association member in a clearly advantageous position.

Electrical association membership might be considered similar to an insurance policy. The electrical contracting industry is faced with numerous external pressures which at any given time could place electrical contractors in a jeopardized position. The collective efforts of electrical contractors ensure that a united front will be maintained to offset major confrontations with government, labour, or industry pressures detrimental to the trade.

Your membership in a local electrical association and your membership in the Electrical Contractors Association of Saskatchewan would give you in-put and knowledge into the following:

APPRENTICESHIP

Quality of training and electrical contractor input into training programs are vital to members. On both the local and provincial apprenticeship committees, members of E.C.A. of S. are well represented. In conjunction with government and labour, a continuous program of appraisal and improvement is utilized to ensure that the highest possible level of skills are maintained for the electrical workers in the Province of Saskatchewan.

BOARD

The Board Committee is shouldered with the task of ensuring that the administration of E.C.A. of S. affairs is accomplished according to policies set and in the interests of the members and Board of Directors.

BUSINESS AND PUBLIC RELATIONS

The image of the Association and its members is of prime importance to the electrical equipment supply industry, government agencies, and other construction industry groups and is the on-going responsibility of the Association. Direct representation to such agencies as Saskatchewan Bid Depository Inc., the Workers' Compensation Board and fellow industry associations keeps the members informed and places the concerns of electrical contractors before the responsible parties who are in a position to affect the member's livelihood.

EDUCATION

A changing industry requires continuous upgrading of contractor knowledge in order to remain effective and competitive. Via our Estimating Courses, member firms are able to provide their staff with means to enhance their abilities as part of an electrical contracting operation. Future developments anticipate a complete series of seminars dealing with basic management and administrative skills. Seminars dealing with changes to the Electrical Code, new equipment, and self-improvement are other examples of the continuous effort to educate electrical members.

LEGISLATION

The daily operations of electrical contractors is greatly affected by legislation created by all levels of government. The E.C.A. of S. attempts to keep abreast of what is happening thereby placing association members in a knowledgeable position. Specific problems dealing with government departments are also handled by the E.C.A. of S. when called upon by the members to do so.

Through your membership you will have in-put and knowledge also of Federal Government Regulations through the Canadian Electrical Contractors Association (C.E.C.A.).

You will have the opportunity to discuss the Code and License and Fees prior to their implementation.

We urge Electrical Contractors in Saskatchewan to join together for "better business".

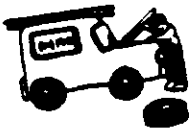
It costs an electrical contractor more than just time to make a service call ...



Time on the job



Travel time



Truck maintenance and operation



Tools



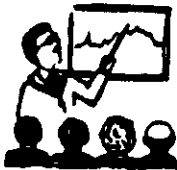
Employee benefits



Office supplies and stationery



Taxes - income, property, business, unemployment insurance, licences and permits



Refresher courses and lectures



Truck and equipment



Office rental



Testing apparatus



Insurance - trucks, liability, fire, theft, property, workers' Compensation



Warehouse and shop rent



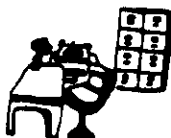
Spare parts



Office help



Replacement parts included in warranty



Office equipment

... There's much more to it than that

You've heard the old saying "You can't judge a book by its cover". Well, the same holds true for the cost of a service call. A contractor's rates reflect not only the amount of time spent on the job, but also many other aspects of his business.

For example, he must cover the cost of employees, good management, and top-notch equipment -- all part of making a company work.

Here are just some of the costs electrical contractors incur:



Specialized training up to four years



Light, heat, phone

So remember, time spent on a service call is only one aspect of the final bill. The cost of running a successful business makes up the rest.

And when you deal with a successful contractor, you receive the benefits through safe, dependable workmanship.

Members of the Electrical Contractors Association offer the very best in equipment, training and skill to their customers. We built our reputation on quality and we're looking to keep it that way.



Electrical Contractors Association
of Saskatchewan
1939 Elphinstone Street
REGINA, Saskatchewan S4T 3N3



Business and technical training

ELECTRICAL CONTRACTORS ASSOCIATION OF SASKATCHEWAN

APPLICATION FOR MEMBERSHIP



1939 Elphinstone Street
REGINA, Saskatchewan
S4T 3N3

Date: _____

The Executive Director:

_____ hereby apply for Membership in the Electrical
(I/We)

Contractors Association of Saskatchewan, with all the rights and privileges pertaining thereto, and if elected, agree to conform to the By-laws enacted or to be enacted, for the governance of its members, by the said Association.

Signed _____
Authorized Signature

FIRM NAME: _____

ADDRESS: _____

TOWN OR CITY: _____ PROVINCE: _____

POSTAL CODE: _____ TELEPHONE NO.: _____

REPRESENTATIVES: Names(s) and Address(s) of Individual(s) to whom the Association mail should be directed.

Proposed by: _____

Date Approved by the Board of Directors: _____

How many years have you been in business _____ Years

Name of Owner(s) _____

In Account With

ELECTRICAL CONTRACTORS ASSOCIATION OF SASKATCHEWAN INC.



1994 MEMBERSHIP RENEWAL

TO:

RETURN BOTTOM PORTION TO:
Electrical Contractors Association of Sask.
1939 Elphinstone Street
REGINA, Saskatchewan S4T 3N3

MEMBERSHIP CLASSIFICATION AND RATES:

Class 1	0 - 2 men	-	E.C.A. Membership	\$100.00	per year per firm
Class 2	3 - 7 men	-	E.C.A. Membership	\$200.00	per year per firm
Class 3	8 - 15 men	-	E.C.A. Membership	\$400.00	per year per firm
Class 4	16 men and over	-	E.C.A. Membership	\$800.00	per year per firm
Class 5	SPECIAL - Suppliers	-	E.C.A. Membership	\$250.00	per year per firm
	Manufacturers Agent	-	E.C.A. Membership	\$150.00	per year per firm

MEMBERSHIP RENEWAL:

The minimum yearly renewal fee (January 1, 1994 to December 31, 1994) is \$100.00.

1994 Membership Class ____	\$ _____
7% G.S.T.	\$ _____
TOTAL	\$ _____

E.C.A. Registration Number: R125741074

RETURN THIS PORTION TO:

Electrical Contractors Association of Saskatchewan Inc.
1939 Elphinstone Street
REGINA, Saskatchewan S4T 3N3

1994 MEMBERSHIP RENEWAL:

CLASS _____ MEMBERSHIP	\$ _____
7% G.S.T.	\$ _____
AMOUNT REMITTED HEREWITH	\$ _____