

**Ancient Origins**

Halloween’s origins date back to the ancient Celtic festival of Samhain (pronounced sow-in).

The Celts, who lived 2,000 years ago in the area that is now Ireland, the United Kingdom, and northern France, celebrated their new year on November 1. This day marked the end of summer and the harvest and the beginning of the dark, cold winter, a time of year that was often associated with human death. Celts believed that on the night before the new year, the boundary between the worlds of the living and the dead became blurred. On the night of October 31, they celebrated Samhain, when it was believed that the ghosts of the dead returned to earth. In addition to causing trouble and damaging crops, Celts thought that the presence of the otherworldly spirits made it easier for the Druids, or Celtic priests, to make predictions about the future. For a people entirely dependent on the volatile natural world, these prophecies were an important source of comfort and direction during the long, dark winter.

To commemorate the event, Druids built huge sacred bonfires, where the people gathered to burn crops and animals as sacrifices to the Celtic deities.

During the celebration, the Celts wore costumes, typically consisting of animal heads and skins, and attempted to tell each other’s fortunes. When the celebration was over, they re-lit their hearth fires, which they had extinguished earlier that evening, from the sacred bonfire to help protect them during the coming winter.

By A.D. 43, Romans had conquered the majority of Celtic territory. In the course of the four hundred years that they ruled the Celtic lands, two festivals of Roman origin were combined with the traditional Celtic celebration of Samhain.

The first was Feralia, a day in late October when the Romans traditionally commemorated the passing of the dead. The second was a day to honor Pomona, the Roman goddess of fruit and trees. The symbol of Pomona is the apple and the incorporation of this celebration into Samhain probably explains the tradition of “bobbing” for apples that is practiced today on Halloween.

By the 800s, the influence of Christianity had spread into Celtic lands. In the seventh century, Pope Boniface IV designated November 1 All Saints’ Day, a time to honor saints and martyrs. It is widely believed today that the pope was attempting to replace the Celtic festival of the dead with a related, but church-sanctioned holiday. The celebration was also called All-hallows or All-hallowmas (from Middle English Alholowmesse meaning All Saints’ Day) and the night before it, the night of Samhain, began to be called All-hallows Eve and, eventually, Halloween. Even later, in A.D. 1000, the church would make November 2 All Souls’ Day, a day to honor the dead. It was celebrated similarly to Samhain, with big bonfires, parades, and dressing up in costumes as saints, angels, and devils. Together, the three celebrations, the eve of All Saints’, All Saints’, and All Souls’, were called Hallowmas.

**Western Pacific Enterprises First to Complete COR**

Cathy Campbell, Project Coordinator, CSABC, presented the first Certificate of Recognition (COR) to Wayne Fettback of Western Pacific Enterprises at a ceremony today.

The COR certificate is provided when a construction company completes a course of training and meets other requirements which demonstrate its commitment to occupational health and safety.

WPE was established in 1973 by Ernie Moore and Dieter Fettback, after decades in the building of many major projects in B.C. The company is now managed by the second generation, David, Ron, Mark and Wayne Fettback along with Hal Moore. WPE provides electrical technology and installations.

WPE serves a wide variety of the industry providing budgeting, design build, or tendered services with WPE’s experienced team of project managers, estimators and tradesman.

In accepting the COR certificate, Wayne Fettback stated: “I am really pleased with how far the company has come in the last few years with our safety program. The COR program has helped us to reinforce many of the best work practices that our company has in place. Completing the program



has definitely been a benefit to Western Pacific Enterprises GP.”

Grant McMillan, Chair of CSABC, said that “We are very pleased with the excellent quality of the safety program at WPE. It shows what can be achieved with dedicated, trained people.”

Information on CSABC courses and the COR program can be found at the CSABC website, below. The COR program, which operates in partnership with WorkSafeBC, provides a 5% rebate on the base WCB assessments rate.

**The Construction Safety Association of BC: Building Safety in British Columbia**

For more information about the STAR COR Program go to [www.csabc.ca](http://www.csabc.ca), or email [courses@csabc.ca](mailto:courses@csabc.ca), or call CSABC at 604-241-7667.

**Editor’s Note:** ECABC would like to congratulate Wayne Fettback and Western Pacific Enterprises for being “first out of the gate” in achieving a STAR – COR designation. For those who aren’t quite there yet, you have until December 31st to qualify for a 5% WCB rebate on this year’s assessments and course fee reimbursements.



**“Who Wants to be an Electrician”**

Hi Everyone, We are assisting the BCEA in setting up a “Who Wants To Be An Electrician” contest for the upcoming Electrical Showcase 2005, which will take place on November 2nd at the Pacific Coliseum. The contest is, of course, fashioned after the “Who Wants To be A Millionaire” show and will involve each contestant answering a number of questions related to electrical theory, code, and the electrical industry in general. The show will run from 10:00 AM to 7:00 PM and we are looking for people to volunteer ap-

proximately 30 to 45 minutes of their time to act as hosts to question the contestants. If you or someone you know is attending the show and would like to assist us with this worthwhile endeavour, please let me know. It should be a lot of fun!

Best regards, Ted  
PS: You are also welcome to participate as contestants.

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Electrical Trades Programs  
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## Denial of Insurance Coverage to General Contractor Upheld by BC Supreme Court

Courtesy: Jenkins Marzban Logan LLP lawyers

On September 9, 2005, the Supreme Court of British Columbia delivered Reasons for Judgment in *Swagger Construction Ltd. v. ING Insurance Company*. The decision could significantly limit liability insurance coverage to general contractors.

Swagger acted as the general contractor for UBC, on a project known as the Forest Sciences Centre. In 1999 Swagger commenced an action against UBC for construction delays and extras under the contract. UBC counter-claimed for construction defects.

Swagger tendered defence of the counterclaim to its insurers. Swagger's insurers denied coverage and refused to defend the claim. Swagger commenced a petition seeking a declaration from the Court that one or more of its insurers had a duty to defend the counterclaim.

The Court held that there was no duty on the part of Swagger's insurers to defend the action. The Court made two important findings in reaching its decision. First, it held that there was no "property damage", as that term was defined within the insurance policy.

Second, even if there was property damage, it was not caused by an "occurrence" or "accident".

On the first point, the Court noted that property damage was defined as "physical injury to tangible property". The Court reasoned that because of the limiting words within the definition, economic loss claims (claims to recover the costs of correcting a defect before the defect results in personal injury or property damage) were not covered. The Court held that UBC's counterclaim was in the nature of a claim for economic loss.

Further, in the Court's view, if coverage was granted, Swagger's liability policy would be elevated to that of a performance bond given that the claim related solely to Swagger's alleged defective work. Swagger argued that it was open to the Court to view the project as a divisible collection of components. The concern around elevating the liability policy to a performance bond could be addressed by denying coverage for defective components but allowing coverage for damage to non-defective components. The Court disagreed. It held that a notional division of Swagger's work into separate parts was unhelpful and in any event, discouraged by the Supreme Court of Canada.

On the second point, that is whether an "occurrence" or "accident" caused the damage (a requirement under the policy) the

Court distinguished the leading Supreme Court of Canada case called *Canadian Indemnity Co. v. Walkem Machinery & Equipment Ltd.* In *Walkem*, the Court was asked to consider whether the collapse of a defective crane installed on a barge was an "accident" within the meaning of the policy. The Court ruled that it was. However, the Court in *Swagger*, was of the view that *Walkem* was distinguishable because, in that case, there was actual third party property damage (to the barge), whereas all allegations against *Swagger* related to damage in the project itself.

The fallout from the *Swagger* decision is difficult to gauge at this stage. The decision could be appealed, but there are no guarantees that the judgment will be overturned. Because of the competing authorities respecting liability coverage for general contractors, insurers will no doubt begin taking a harder line on coverage issues.

Indeed, some insurers are already speculating that the *Swagger* decision will result in limited coverage for sub-contractors. We do not share that view. The decision in *Swagger* flowed from the Court's determination that the whole project was the indivisible work product of *Swagger*. Allowing coverage for losses suffered because of construction deficiencies anywhere in the project would

have been akin to converting the insurance into a performance bond. The same could not have been said for losses caused by *Swagger's* sub-contractors.

Their work product is that particular part of the project to which they supplied material and

services. If it is alleged that their defective work caused damage to another part of the project, the concerns around elevating the liability policy to a performance bond are addressed by restricting coverage to the "other damage", and excluding coverage for the sub-contractors' work itself (whether defective or not).

The Court in *Swagger* was careful to note that coverage cannot be considered in a vacuum.

Policy wording changes from policy to policy, as does the nature of claims against contractors.

Contractors should be slow to accept a denial of coverage by their liability insurers. When in doubt, consult a lawyer specializing in insurance coverage issues.

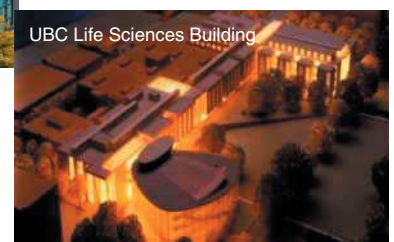
We would be pleased to answer contractors' enquiries about the *Swagger* case. Contact Bob Jenkins QC, Tim Peters, or William McLean in Vancouver at 604 681.6564 or by e-mail to [tpeters@jml.ca](mailto:tpeters@jml.ca). Our website is [www.jml.ca](http://www.jml.ca).

## VRCA Announces Silver Awards of Excellence Winners

The following ECABC member electrical contractors have been selected by VRCA judges as winners of the Silver Award of Excellence. One of the three will be selected for the Gold Award of Excellence at the VRCA Awards of Excellence dinner coming up on November 2, 2005 at the Hyatt Regency hotel.

- Bridge Electric for the BC Cancer Research Centre project
- Houle Electric for the UBC Life Sciences Building project
- Status Electric for the UBC ICICS/CS project

ECABC would like to congratulate each of the winners for their outstanding accomplishments. Not surprisingly, all three contractors are members of ECABC.



## BC Electrical Association Announces Scholarship Winners



**A**nne Brounstein won the Tommy Haddock Memorial Scholarship. She is the daughter of Howard and Ingrid Brounstein, HB Electric. She is an Electrical Engineering student at UBC. BCEA Scholarships went to:

1. **Jessica Bemister**, daughter of Paul Bemister, Bemister Electric. She is in the Global Stewardship Program at Capilano College.
2. **Meghan Jensen**, daughter of Alex Jensen, Arrow Installations. She is a Medical student at the University of Alberta.
3. **Matthew Paone**, son of Mike Paone, Paone Electric. He is a Me-

chanical Engineering student at UBC

4. **Brian Smith**, son of Donald Smith, Schneider Electric is a Business Administration student at Thompson Rivers University
5. **Leah Stewart**, daughter of Garry Stewart, Gescan is an International Business student at Concordia University.
6. **Jason Wynja**, son of Frank Wynja, EB Horsman & Son is a student of software engineering at the University of Victoria.

As a proud supporter of the BCEA scholarship program, ECABC would like to congratulate all of the winners and wish them every success in their chosen field. Anne Brounstein is the first winner of the Tommy Haddock Memorial Scholarship; intended for those seeking a career in the electrical field.

## Researchers Explore Mystery of Hurricane Formation

Alan Buis/JPL  
Jet Propulsion Laboratory, Pasadena, Calif.  
Written by Rosemary Sullivant

**A**ll Atlantic hurricanes, no matter how grand they may become, begin the same. Each starts as a small disturbance in the atmosphere above equatorial Africa. These disturbances, called tropical waves, head west and, if conditions are just right, they increase in size and start spinning. Some develop into tropical depressions, grow into tropical storms and finally evolve into full-blown hurricanes.

"The mystery is why does it happen," says JPL researcher Bjorn Lambrigtsen, "There is a constant stream of these tropical waves coming off the coast of Africa, but most don't turn into hurricanes." Lambrigtsen is the microwave instrument scientist on the Atmospheric Infrared Sounder on NASA's Aqua satellite. "Understanding how hurricanes form will help us be able to predict how they evolve and where they may go."

This past summer Lambrigtsen headed off to Costa Rica with a group of NASA researchers to learn more about the birth of hurricanes and to test some of the latest weather technology. He took along a special instrument designed and built at JPL with hurricanes in mind. The High Altitude Monolithic Microwave Integrated Circuit Sounding Radiometer uses the latest microwave technology to make three-dimensional measurements of temperature, water vapor and liquid water in the atmosphere. Because it uses microwaves, it can see through clouds to the inside of a storm. It is a prototype for instruments that will fly on the next generation of weather satellites.

"For a tropical wave to turn into a hurricane, it needs something to give it a twist and it needs convection," says Lambrigtsen. A hurricane is a giant heat engine like a boiler, he explains, taking moisture from the surface and shooting

it skyward. As water vapor condenses into rain, evaporates and condenses again, it releases energy that helps drive the engine. "Our microwave atmospheric profiler measures how temperature and water vapor are distributed inside the hurricane," says Lambrigtsen, "so we get a picture of the storm's internal processes and how energetic it is."

Researchers picked Costa Rica for this latest hurricane field experiment, called the Tropical Cloud Systems and Processes mission, because of its geography. "There was an idea that tropical waves coming across the Atlantic might just get that little twist they need to turn into hurricanes by coming across land," says Lambrigtsen. "We thought that this might be where Eastern Pacific hurricanes get their start."

"Atlantic hurricanes typically evolve into tropical storms while still over open water far out in the Atlantic - often so far that it is difficult to reach them," he explains. "Eastern Pacific hurricanes also often have their origin in Africa, but in their case they do not evolve into tropical storms until they pass over Central America into the Pacific -- the cyclogenesis takes place during the crossing or soon afterward. We realized that we stood a greater chance of being able to fly over an early-stage system in the vicinity of Central America, and we'd be able to reach both Atlantic hurricanes that formed in the Gulf of Mexico, as some of them do, and Eastern Pacific hurricanes that formed not too far out in the Pacific."

For their experiment, they brought together six specialized weather instruments, including the microwave atmospheric profiler, to fly on NASA's ER-2 aircraft, a research version of the famous U-2 spy plane. They planned their flights to coincide with overflights of NASA and National Oceanic and Atmospheric Administration satellites to get the maximum amount of information possible. Comparing data from the airborne instruments with that from the satellites helps validate the satellite measurements, another of the field campaign's goals.

Data from the JPL profiler are especially useful for validating satellite observations by the Atmospheric Infrared Sounder's suite of instruments, which includes microwave sensors.

In early July, Lambrigtsen and his colleagues mounted the 50-kilogram (100-pound) instrument on the wing of the ER-2 aircraft, and hoped for the best. This was only the second outing for the microwave profiler; its first was in a similar field experiment in 2001. The researchers didn't have long to wait. Hurricane Dennis, the first major storm of the 2005 Atlantic hurricane season, was taking shape unusually early in the nearby Caribbean. "We flew over Dennis three times in five days," says Lambrigtsen. "We were able to catch its evolution from a tropical storm into a hurricane."

"Hurricanes are such severe storms that it is hard to fly through them," Lambrigtsen says. "The Air Force flies just twice a day through hurricanes to measure wind speed. Most satellites can see only the tops of the storms, only a few can look through the clouds and they mostly get only a fleeting glance as they pass overhead. Having our instruments on the ER-2 flying above the storm, we were able to look down and into the hurricane. It's like having our own little satellite that we can dedicate to that one storm."

In addition to being able to view Dennis' growth, the researchers also caught a glimpse of their primary target -- the moment when a tropical wave starts spinning. "We were able to catch cyclogenesis near Central America," says Lambrigtsen. "We observed one wave that developed cyclonic winds and started to become an organized storm but later fizzled out and several tropical waves that didn't evolve very far. Once we have had a chance to study our data, we may be able to answer some of the questions about when this happens and when it doesn't. This is tricky stuff, we're not normally aware of what is happening with a hurricane until it has been named and well on its way to becoming a big monster."

## VRCA Awards of Excellence 2005

Courtesy: Journal of Commerce

Vancouver contractors are ready to shine for the seventeenth time.

The winners have been announced in the Vancouver Regional Construction Association's seventeenth annual series of awards for contractors in the Lower Mainland.

Twenty different awards were given out to eighteen different projects.

But contest judge Al Webster said this year's crop of nominations was one of the most diverse he'd ever seen.

"Every year has been different, but this is the largest spread in projects we've had. One project was \$200,000, all the way to a \$100 million project," Webster said.

Eight judges covered 77 different nominees, all of who pitched themselves to the review committee. Webster said many of this year's entries boasted sophisticated multimedia presentations, a marked departure from the simple presentations of previous contests. The number of entries was also a record, up from 60 entries last year.

Brian Martin, the chair of the 2005 Awards Committee, said this year's entries were "outstanding."

"We were gob-smacked by not only the volume of entries, but also by the high quality of the projects submitted. There is no doubt that the members of the VRCA take great pride in their work, and this only serves to provide clear evidence of their commitment to quality and excellence," Martin said.

Webster agreed, and said contractors didn't nominate themselves unless they felt they

were working on an exceptional project.

"The contractors feel they have contributed, and feel they have something special to show when they nominate themselves," he said.

Webster added the judging process took about a month, spread out from July to August. In addition to meeting with as many contractors as possible, the judges toured many of the sites personally. He said they would often split into groups based on specializations such as mechanical/electrical work and knowledge of general contracting.

"We're all volunteers, mostly retirees, and we come from a variety of backgrounds in the industry," he said.

The University of British Columbia's Life Sciences building earned multiple awards, including electrical contracting for Houle Electric, a trade contractor award for Celtic Drywall, and a mechanical contracting award for Fred Welsh Ltd's mechanical work. UBC was also recognized in the \$10 to \$40 million category for general contractors. PCL was awarded in that category for their work on UBC's Michael Smith Biotechnology Building. Under the trade contractor category, JSV Millwork was lauded for its work on the Macleod II building, also at UBC.

The B.C. Cancer Research Center also won across several categories. Ledcor Construction took one of two prizes in the "project worth more than \$40 million" category, as well as earning Artec Glazing Contractors an award in the trade category, and garnering plaudits for Bridge Electric Corp in the electrical category. Trade contractors Enegrated Systems Consultants were also recognized for their work on the cancer centre.

The other winner in the category of projects worth over \$40 million was Scott Construction's work on The Callisto, a condominium tower in Vancouver's posh Coal Harbour neighbourhood. That area is also the location of Lift Restaurant, an upscale gathering place with an outside dining area constructed over the harbour itself. Flynn Canada was awarded for their work on Lift. And a little further to the east, Matcon Excavating and Shoring was recognized for their work on Phases 2a, 2b and 3a of the Electronic Arts building.

Institutional and other non-commercial buildings were also recognized. Lockerbie & Hole garnered awards both for their work on the Citrus Wynd Waste Water Treatment Plant at Lion's Bay and for the Jim Pattison Tower Fit-Out at Vancouver General Hospital. And heritage work also shone, with Scott Construction getting an award for their work on Vancouver's Christ's Church Cathedral.

A special achievement award was given to Durfield Log Construction, for their work at the Four Seasons Residences at Whistler. The award is given to a contractor who is not a VRCA member but whose work has impressed the judges regardless.

Webster said the format for the awards has changed somewhat this year. "For the first time, we're issuing a press release," He laughed, and explained that the VRCA will publicly announce all the silver award winners. But one of those silver winners will also be able to claim the gold award, which will be announced at the VRCA's awards dinner on November 2nd.

## Vancouver Chapter Christmas Party

Don't forget to register for the Vancouver Chapter Xmas party this year. Held at the Ramada/Park Hotel in Richmond and featuring Wally Tiemer as Elvis it is sure to be an evening of good food, good company and lots of dancing.

If you have not received your registration form you can get one on line at [www.eca.bc.ca/events.php](http://www.eca.bc.ca/events.php) or you can call Zana at 604.294.4123

## Canada Non-Home Building up 3.8 pct in 3rd Quarter

Non-residential construction across Canada jumped 3.8 percent in the third quarter from the second to reach a record C\$7.9 billion (\$6.7 billion), Statistics Canada said on Tuesday. Statscan said all provinces saw gains in the quarter, but growth was particularly strong in British Columbia, where the value of projects rose 11.5 percent to a record C\$1 billion, and in Alberta, where it was up 8.1 percent at C\$1.2 billion. Policymakers at the Bank of Canada and Finance Department in

Ottawa have been grappling with oil-driven lopsided economic growth on the west and east coasts of Canada while the industrial heartland struggles to compete on world markets. Statscan said construction of office buildings increased for the eighth consecutive quarter thanks to low vacancy and interest rates and high corporate profits. Construction of factories in Alberta and Quebec surged 20.5 percent and 15.4 percent, respectively, while Toronto saw the most substantial decrease in investments in industrial building. British Columbia saw a 29.8 percent jump in institutional construction from schools to hospitals while investment in Quebec dropped 7 percent, Statscan said.



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## Fee Schedule Announced for 2006-2007

New Westminster, B.C. (September 30, 2005) - A restructured schedule of fees for the British Columbia Safety Authority for 2006 and 2007 has been approved by the Board of Directors, and is now available. It takes effect on January 1, 2006.

"The restructuring of fees was approved at the Board meeting held September 7, and was the culmination of many months of work," said Trevor Fedyna, Vice President, Corporate Services & Chief Financial Officer.

"Over the past year, the Safety Authority, in conjunction with KPMG, completed a review of fees with the goals of promoting fairness for fees charged, ensuring recovery of its costs, and encouraging safe behaviours by customers."

A substantial fee consultation program was undertaken with stakeholders, and completed in August. It was highlighted with meetings, presentations and in-

put from stakeholders. As a result of the initiative, more than 40 changes were made to proposed fee schedules ranging from minor to significant.

"Although some of the BCSA's fees have been increased, they are reasonable in comparison to other jurisdictions in B.C. and Canada," concluded Fedyna. "Our safety services provide excellent value for our customers."

"As a not-for-profit corporation, we are accountable for recovering our costs through revenues generated by fees charged to customers in the industry sectors we serve."

The new fee schedule may be obtained from the Safety Authority's offices throughout the province, and is posted on the BCSA website at: [www.safetyauthority.ca](http://www.safetyauthority.ca)

## New Funding Helps Apprentices Access Training

The Province will provide \$2.2 million in new funding to reduce waitlists for industry training courses throughout the province, helping more trainees advance to their next level of apprenticeship, Economic Development Minister Colin Hansen announced today.

"The Industry Training Authority has done an excellent job of increasing the number of apprentices active in this province and surpassing their original targets," Hansen said. "Now we're ensuring they have access to the training they need to complete their apprenticeships, so we can keep growing B.C.'s skilled labour workforce."

The funding announced today is in addition to the \$1.4 million provided to colleges last year to help reduce waitlists. The new funding will provide for 1,450 additional apprenticeship technical training

spaces between now and next April. Currently, there are 22,825 active trainees/apprentices pursuing industry training in BC.

The Province created the Industry Training Authority (ITA) in 2004 to develop and deliver industry training, and set an ambitious target of a 30 per cent increase in apprentices by 2007. The ITA exceeded that goal in 2004, and has set a new target of 30,000 registered apprentices by March 31, 2007.

"Training, along with the promotion of trades as positive career choices, is an important way of meeting the demand for a skilled workforce," said Brian Clewes, chief executive officer of the ITA.

"The growth we've accomplished to date and the funding we're announcing today is good news for employers, for trainees, and for the continued prosperity of BC's economy."

## Forecast Model Will Track Skills

by Warren Frey

Courtesy: Journal of Commerce

The model, presented through the Construction Sector Council (CSC) and called Construction Looking Forward, aims to pinpoint areas of the industry that will need skilled workers in the years to come.

The 16-page report and model is meant to facilitate on-time, on-budget projects, and to guide human resource planning and training needs.

Areas of need brought to light "We've got some challenges going forward, and the supply of labour is one of them. This forecast will allow us to anticipate need, and to know where to ramp up and ramp down training in particular areas," VRCA president Keith Sashaw said. He added the industry had essentially been guessing which trades needed to be focused on, and had spent billions of dollars without an accurate method of predicting future demand for spe-

cific trades.

Gerry Beltgens, director of skills training for the Canadian Home Builder's Association of B.C., (CHBA-BC) said the report is the first step in confirming what has until now been reported anecdotally: BC is suffering from a shortage of skilled workers. Using the forecasting method, the VRCA and other industry stakeholders hope to train "away from the peaks" and steer new apprentices into fields that are set to grow.

Highlights from the report include a gradual decline in residential building beginning after peaking at 35,000 units in 2005. Higher interest rates, as well as slowing economic and population growth were cited as reasons for the likely slowdown. Non-residential construction is expected to peak much later. Due to the Olympics, as well as commercial building construction and increased mining activity, non-residential should continue to do well until 2009, according to the report.

Peak predicted by 2009-2010 Employment is expected to reach a

peak during 2009 and 2010, then decline until 2013. Trades such as boilermakers, welders, ironworkers, industrial electricians, insulators and gasfitters are all expected to grow to higher than average levels. Trades such as carpenters, drywallers, painters and decorators are expected to follow residential housing patterns, continuing to grow throughout 2005 until 2008, and then declining. The existing level of training for bricklayers, plasterers and drywallers, roofers, painters and decorators, floor covering installers and refrigeration/air conditioning mechanics is estimated to be too low, and will not be able to match anticipated industry growth in the near future. Manley McLachlan, president of the British Columbia Construction Association, (BCCA) said to fill the increasing need for skilled workers, non-traditional avenues will have to be explored.

"Over 50 per cent of the aboriginal population is youth. Our industry needs workers, and young people need training and direction," McLachlan said. He added the

industry should try to get more women involved in construction, as well as looking into finding positions in the industry for recent immigrants to Canada. He also stressed the importance of getting out to high schools and promoting construction to youth as a career choice.

George Griziotis, executive director of the CSC, said the industry has to be presented to young people not only as a way to make money but also as a viable, long-term career. "But without a tool like this forecasting model, there won't be enough youth," Griziotis said.

Wayne Peppard, the executive director of the British Columbia and Yukon Territory Building and Construction Trades Council, added with the retirement of many baby-boomer tradespeople, higher-level positions would also need to be filled. "You can't just load up the front end, but you have to have more people throughout the system," he said.

## Solve Dad's Problem First

Or you could start out like he did, flat broke!

by Gordon D. Wusyk

adapted from Beyond Survival by Léon A. Danco

Here are some thoughts for potential heirs of family businesses.

Perhaps you have lots of drive. You crave responsibility and a chance to put all of your bright new ideas into action. You want to prove yourself; you represent youth at its best; wanting to try something different, and pushing to get it done yesterday. But there's a possibility that you could also represent youth at its worst: insensitive, reckless, over confident and feeling entitled.

I've met heirs who were ready to wrestle their Dads for control. Be cautious, if you're itching to fight for control rather than earn it, you will lose. You may not understand your Dad's world. He still has all the chips.

I've seen many forms of these confrontations. It's almost impossible to enhance Dad's dream once you unleash the rebuttal (emotion.) The phrase "don't go there" comes to mind because the road back after disappears.

I know your fathers. They discuss problems and concerns with me that they've never told their priests, their rabbis or even your mothers. They certainly haven't told you. Yet many of you assume you understand what challenges they are wrestling with.

Your father's problems are caused in large part by his love for you. Usually he's conflicted between that love and his valid concern for his own future, the future of his loyal employees, and the future of the company he built.

Some of you are basically greedy kids. That's a statistical fact, as sure as the fact that some of you are hard working heirs who deserve the

legacy your Dad's work has built. The problem is, your Dad often can't tell which of you is which. You're as difficult to read as he is.

Most fathers want to be fair to all the kids because he loves you equally. But he's worried about how you will react to each other and what you will do to the business he has built. He has heard the statistics. Rags to riches to rags in three generations.

He's painfully aware that your actions can profoundly affect the business, his retirement his security, and his legacy. Think about your Dad's perspective. He is lonely, scared, tired and he's running out of time.

Too often, you complicate the problem because you don't take the time to really listen and understand his problems. Perhaps you're focused on your needs, your career and your entitlement. He too has needs.

Just try to sit on your expansion plans for a minute and take a hard look at your Dad's dilemma. Maybe he feels the growth is beyond his current energy levels. Maybe the exciting expansion makes him run like hell every quarter just to keep positive cash flow, or stay competitive. Maybe his accounts, the ones he has carefully cared for and serviced exclusively for 20 years, bring in 80% of the business and he's getting too tired or outdated to cover them all and afraid they could go elsewhere.

Maybe you and your siblings and spouses are always fighting or never really communicating. If he's concerned that you can't handle each other can he be confident that you can handle his multi-million dollar life's work?

Spend some quality time with your father and try to understand the troubles that preoccupy him. He can solve his own problems by simply selling, or by just running it into the ground. He has that right. You could start out the way he

did, flat broke, and unemployed. If you get focused on your needs, it could happen to you, and your best inflation protector could inadvertently disappear.

Attempt to help solve your father's problems. Not all of them. Just identify one, on your own and solve it. If you can do that, I'll wager a bottle of my best Cabernet that he'll give you more of them to work on. The more you solve, the more you'll get until some day your father will know he can leave the entire problem safely in your hands. In fact he will leave you an exciting opportunity. You won't get his shares until you can handle the issues and come up with real solutions.

Channel your drive and enthusiasm into areas of the business that need attention now. Ease your father's burdens and you'll likely gain his confidence, his respect, and his support for the plans you have for tomorrow.

A young officer once approached Confucius during a fierce battle. He and the other junior commanders did not like the way the general was conducting the defense of the city and wanted Confucius' advice on how to remove him.

The sage's advice was immediate and simple: First to repel enemy. Then, maybe, to reorganize army.

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This article is an excerpt adapted from "BEYOND SURVIVAL, A Guide for Business Owners and their Families," by Léon A. Danco, published by PREDICTABLE FUTURES, Inc. - The Business Family Centre, Edmonton AB, Gordon D. Wusyk, President.

Please don't hesitate to contact us at 780.702.2499; Toll free: 1.866.241.2221 or [solutions@predictablefutures.com](mailto:solutions@predictablefutures.com) for additional information about our resources for Canada's family business owners.

## CCA to Participate in Federal Pre-Budget Consultations

Courtesy: VRCA Jackhammer September Edition

The House of Commons Standing Committee on Finance, has announced that it will begin pre-budget consultations in late September in preparation for the Federal Budget or Mini-Budget in October. CCA will be appearing as a witness before that Committee. The House Committee has asked that witnesses identify specific tax and investment measures that will improve Canada's productivity.

CCA's Submission and message will concentrate on the following key themes:

1. The Federal Government must continue its resolve to eliminate the Nation's debt.
2. It must also continue to re-invest in and improve our essential physical infrastructure, particularly, our Nation's primary national and international highways.
3. It must continue to enhance the small business deduction to encourage and afford small Canadian businesses with the opportunity and capability to re-invest in their businesses as they see fit.
4. It must introduce a federal apprenticeship training tax credit similar to provincial measures, (e.g. Ontario).
5. It must continue to reduce the payroll burden and allow for meaningful input from employers and employees in the administration of the EI program.
6. It must continue to reform tax measures that are a disincentive to efficient business practices and encourage innovative practices through the tax system, e.g. tax treatment of employer-provided vehicles; small hand tools depreciation; enhance capital cost allowance for buildings; introduce tax incentives for upgrading diesel-powered equipment.

**Editor's Note:** CCA's efforts at the federal level dovetail neatly with the efforts of ECABC and the Council of Construction Trade Associations to launch a tax credit program similar to Ontario's.

Vancouver Chapter and Vancouver Island Chapter Golf Tournaments



On September 22, 2005 the Vancouver Chapter golf tournament had a turnout of 80 golfers primed and ready to take on the challenge of the Pitt Meadows Golf Course. The winners this year were Steve Pukanich (AE Concrete), Gord Corbould (AE Concrete), Brian Fruno (Bay Hill) and Todd Williams (Bay Hill). The winners of the ladies Closest to Pin was

Tracey Gallant (BCEA), and Longest Drive was Barbette Cejalvo (BCEA). This year the Bring 'Em Back Alive winner was the Elworthy Electric team with Rob Romaniuk, Nes Romaniuk, Paul Harris and Eric Lofstrom. The 50/50 draw was \$800 this year of which 50% went to Canuck Place Childrens Hospice.



Richard Campbell, Steve Pukanich, Gord Corbould, Brian Fruno and Todd Williams



Rob Romaniuk, Nes Romaniuk, Richard Campbell, Paul Harris and Eric Lofstrom



Richard Campbell & Barbette Cejalvo



Richard Campbell & Tracey Gallant

On September 30, 2005 the Vancouver Island Chapter golf tournament had a turnout of 59 golfers primed and ready to take on the challenge of the Cowichan Golf and Country Club. The winners this year were Neil Isbister (Thomis Electric), Paul Venturin (Wesco), Ron Stone (ECS Cable) and Dave Johns (Wesco). The winners of the ladies Closest to Pin was Longest Drive was Mary Buchanan (Raylec Power). The winners of the Men's Closest to Pin was Ron Stone (Wesco) and the Longest Drive was Malcolm Smith

(Malcolm's Electric). The winner of the Closest to Line was Scott Wilkins (Federated Insurance).

Hats off to Lew Williams for all the hard work in getting so many golfers to the course this year.



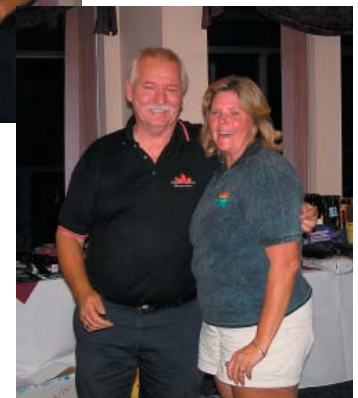
Richard Campbell, Neil Isbister, Paul Venturin, Ron Stone, Dave Johns & Bob Alger



Ron Stone and Bob Alger



Malcolm Smith & Bob Alger



Lew Williams and Mary Buchanan



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## Discovery of Copper Wire

Did you know that copper wire was discovered by two Scottish electricians who were fighting over a penny?

## Schedule of Events

October 25, 2005  
Vancouver Chapter Meeting  
Executive Hotel - Burnaby

November 2, 2005  
BCEA Trade Show  
Pacific Coliseum

November 5, 2005  
Lights of Hope  
St Pauls Hospital, Vancouver

November 10, 2005  
Vancouver Island Chapter Mtg  
TBA

November 15, 2005  
Central Chapter Meeting  
Coast Inn of The North - P. George

November 22, 2005  
Vancouver Chapter Meeting  
Executive Hotel - Burnaby

November 25, 2005  
Vancouver Chapter Xmas Party  
Ramada/Park Plaza - Richmond

## The Scot and the Dentist.....

A Scotsman goes to the dentist and asks how much it is for an extraction.

"\$85 for an extraction sir" was the dentist's reply.

"Och! huv ye nay got unythin cheaper", replies the Scotsman getting agitated.

"But that's the normal charge for an extraction sir", said the dentist.

"What about if ye didnae use uny anaesthetic?", asked the Scotsman hopefully.

"Well it's highly unusual sir, but if that's what you want, I suppose I can do it for \$70", said the dentist.

"HmMMM, what about if ye used one of ye dentist trainees and still

wi' oot anaesthetic", said the Scotsman.

"Well it's possible but they are only training and I can't guarantee their level of professionalism, and it'll be a lot more painful, but I suppose in that case we can bring the price down to say \$40", said the dentist.

"Och that's still a bit much, how about if ye make it a training session and have yon student do the extraction and the other students watchin and learnin", said the Scotsman hopefully.

"HmMMM, well OK, it'll be good for the students I suppose, I'll charge you only \$5 in that case", said the dentist.

"Wonderful, it's a deal" said the Scotsman ... "Can ye book me wife for next Tuesday?"

## Benefits of Membership

### Advocacy

- A strong united voice to government for expressing opinions and concerns regarding issues that directly affect the electrical industry
- Representation on other associations, committees and councils that deal with apprenticeship, safety, WCB and other issues

### Consulting

- Contract Interpretation Service

### Education

- Seminars or information sessions and speakers at chapter meetings
- Salaried Employees Training Trust Fund (recovers costs for some seminars/courses)
- Scholarship fund through our membership in the BC Electrical Association (BCEA)
- Seminars and courses offered from other associations

### Health Care

- BCCA Group Benefit Plan

### Insurance

- Industry specific insurance from Federated Insurance and a gasoline discount program

### Networking

- Regular networking opportunities at monthly chapter meetings, annual general meetings, an annual national conference and social events.

### News

- Safety alerts and the ECA newsletter The Conduit (monthly) and Relay (annually) to keep members current on industry events and issues

### Marketing

- Electrical engineers/contractors joint committee, the ECA website, the ECA logo for stationery and web page use, and membership stickers for industry recognition

### Publications

- Member only access to videos, publications and manuals such as the Seismic Restraint Standards Manual and Health & Safety Policy Manual.
- When your membership application has been accepted you receive a Seismic Restraint Standards Manual and Health & Safety Policy Manual free (2 x \$80 = \$160 value).
- Only ECA members can access CECA and NECA publications.

### Discounts and Preferred Rates

NEBS forms discounted rates

Esso gasoline discount program

Group benefit plan rates

Legal services

Accounting services

Imagewear - Marks WorkWearHouse

Courier rates

Protective clothing and uniforms

Accent Inn Corporate Rates

Coast Hotels and Resorts

PetroCan SuperPass

Fleet purchase/lease

Answering service

Cellular phone rates

Consulting rates

Webdesign and hosting (soon)

