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November 4th, 2022 | Issue 141

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### President's Message

Well folks, winter seems to finally be upon us. It's been a busy month for the ECAA with a lot of things brewing. Chapter meetings are back in full swing including our North East and Lethbridge chapters getting together again. The Edmonton chapter held a casino night that went over really well by those in attendance; a lot of new faces, which was really encouraging to see. [PEC courses](#) are also back underway, so be sure to check out what options are available to you and your team members who might benefit from some continuing education.



Also, right around the corner is our 60<sup>th</sup> Anniversary Gala that will be held at the Calgary Westin on Saturday, December 10<sup>th</sup>. We have a great event shaping up for you to enjoy and celebrate the history of our Association, so be sure to purchase your tickets by clicking [HERE](#). We've secured a great room rate at the hotel of \$119/night, which you can take advantage of by clicking [HERE](#). The theme for this event is "Casino Royale", so put on your tuxedo and get ready to have some fun with your industry colleagues, James Bond-style!

This month, the board of directors is on the road with our meeting. On November 9, we are having our board meeting in Ft. McMurray and will be interacting with the members of that chapter directly. We are hoping to learn what the priorities of that chapter are, and what we can do to bring more value to their membership and to their businesses. This is an important initiative that will see representatives from the board travel to every chapter over the coming months so that the membership has the opportunity to engage directly with the board and share their thoughts, concerns and suggestions. Be sure to keep an eye out on this space for when we're coming to your area!

We continue to work on a variety of issues on your behalf, including the [new Prompt Payment legislation](#) and the [new apprenticeship system](#); as well as creating tools for you to become more competitive. As always, we are working to ensure that your businesses continue to grow and have the tools to become even more successful.

That's all for now. Stay safe and stay warm!

Neil Moffatt  
Provincial President

## Spotlight Event

*Sponsorships are available for this event*



**ECAA** Electrical Contractors  
Association of Alberta



DECEMBER

**10**

5:00 PM

**THE WESTIN | CALGARY, AB**

JOIN US FOR AN EVENING OF  
HIGH STAKES, HIGH STYLE  
AND HIGH ROLLING 'JAMES BOND' STYLE  
AS WE CELEBRATE SIXTY YEARS.

ENTERTAINMENT BY BARE 'N VON HAIR  
CASINO TABLES  
DINNER & DANCE TO FOLLOW

ATTIRE: BLACK TIE



**[Purchase Your Tickets Here](#)**

**Early bird rate for for table purchase ends November 18th.** Westin room rate for this evening is \$119/night, be sure to reference ECAA when calling or use the following [booking link to book your room.](#)

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*The ECAA office will be closed on Friday, November 11th  
as we remember the sacrifices of those who fought for our freedoms.*

## Chapter Events



[Register Here](#)



[Register Here](#)

**Thursday,  
November 17th**

*Meeting Sponsor*

Topic: Isolators  
101



STREAMLINE

- Why we use isolators
- Where we use isolators
- How we test them

Brewster's Brewing Company Unity Square

**Wednesday, November 9th**

*Meeting Sponsor*

Fort McMurray Chapter hosts  
ECAA Provincial Board.



John Mathews RotaFlow, Business  
Development opportunities in ITM in Fire  
Protection Technology



**NOVEMBER 21, 2022**  
10 pm - 12  
\$23/person

**REGISTER NOW!**





**\*SPACE LIMITED TO 30 PLAYERS  
18+ MEMBERS OF ALL SKILL LEVEL**

\*SPECIAL THANKS TO ERIC FADDEN FOR COORDINATING THIS EVENT

*Dust off your hockey equipment, sharpen your skates and come out for a fun filled game!*

**November 21st**

**Location:** Downtown Community Arena  
(North side doors of Rogers Place).

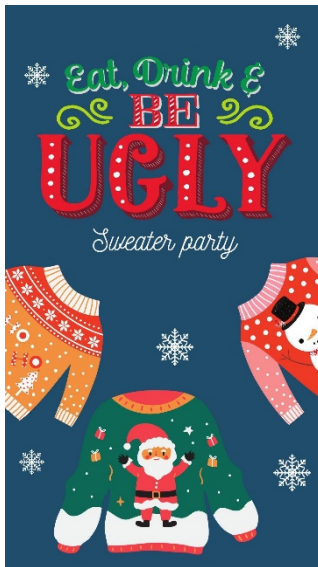
Spectators Welcome!

Players of all skill level welcome!

**Have you signed up yet?**

**[Register Here](#)**





## North West Chapter Christmas Social

Saturday, November 24th

Ugly Christmas Sweater Contest  
Chinese Gift Exchange  
Non Traditional Christmas Dinner

Better than Fred's 5:30 - 9:00 pm



[Register Here](#)



[Register Here](#)

# Training

## PEC Course Schedule 2023

For more course offerings visit <https://www.ecaa.ab.ca/pec-program-courses/>

**Exiting your business in the next 5 years?  
Here's what you need to know!**



*This is not  
the exit I'd  
hoped for...*

Only 1 in 10 business owners have great exits!

**Event Information:**  
DATE: **Wednesday**  
**November 23, 2022**  
TIME: **8:30am – 4:30pm MDT**  
PLACE: **ECAA 17725 103 Avenue**

Join us at this **Exit Planning 101 Full Day Workshop**, where you'll learn what you need to know & actually start building your exit plan:

1. An Exit Planning Overview & why planning is so critical
2. The Owner's Personal Legacy Plan
3. The Owner's Personal Financial Plan
4. The Business's Financial Plan & Gap Analysis
5. Deal Structuring & Tax Planning
6. Your Business Growth Transformation Plan (having the most options to sell for more)

**Guest Speakers:**  
Brad Gaudin, P.Eng., MBA & Rob Welke, B.Comm. CEPA are **Exit Planning & Execution** Business Coaches, ensuring business Owners have great exits. They have over 75 years experience as serial entrepreneurs, executives & business coaches. They've worked in industrial products/services, engineering, construction, financial services, innovation & technology.

This is a "Networkshop™", experiential event where people connect, & collaborate in small group discussions to transform these ideas into invaluable take-aways they can use immediately.

Hosted by:  
ECAA SMAGNA MCA  
ALBERTA

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



P: 780.451.2412  
TF: 800.252.9375

### Exit Planning 101 (EDMONTON)

Full Day Workshop (8 - 4:30 pm)  
ECAA Provincial Office

What you can expect?  
6 modules

3 Subject Matter Experts on hand to assist  
Attendee will receive a workbook to start their exit planning strategy

[Register Here](#)

**Exiting your business in the next 5 years?  
Here's what you need to know!**



*This is not  
the exit I'd  
hoped for...*

Only 1 in 10 business owners have great exits!

**Event Information:**  
DATE: **Wednesday**  
**November 30, 2022**  
TIME: **8:30am – 4:30pm MDT**  
PLACE: **MCA #204, 2725 12 Street NE**

Join us at this **Exit Planning 101 Full Day Workshop**, where you'll learn what you need to know & actually start building your exit plan:

1. An Exit Planning Overview & why planning is so critical
2. The Owner's Personal Legacy Plan
3. The Owner's Personal Financial Plan
4. The Business's Financial Plan & Gap Analysis
5. Deal Structuring & Tax Planning
6. Your Business Growth Transformation Plan (having the most options to sell for more)

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This is a "Networkshop™", experiential event where people connect, & collaborate in small group discussions to transform these ideas into invaluable take-aways they can use immediately.

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ALBERTA

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### Exit Planning 101 (CALGARY)

Full Day Workshop (8 - 4:30 pm)  
ECAA Provincial Office

What you can expect?  
6 modules

3 Subject Matter Experts on hand to assist  
Attendee will receive a workbook to start their exit planning strategy

[Register Here](#)

## What's available from your Associate Members



Jim Peplinski Leasing is dedicated to being a trusted consultant to the membership for any Commercial Fleet related issues, strategies or questions.

Please Review our services we offer members including exclusive access to a batch of Factory Ordered 2023 Promaster 2500 cargo vans. We ordered these with the ECAA membership in mind.

Please feel free to contact Travis Hume at [thume@jimpeplinski.ca](mailto:thume@jimpeplinski.ca) or 780 203 6080.

## OUR SERVICE

### Empower the Growth & Success of Your Business



#### Vehicle Leasing

We will always strive to understand your unique business needs and offer diverse leasing solutions, on time and ready to work.

#### Purchase Lease Back

We can refinance or purchase financially unencumbered vehicles or equipment at fair market value and put them on lease to your company.

#### Select Equipment Leasing

Streamline your assets with one provider. We provide the right tools for the job, on time and on budget, to get your team to work.

#### Exclusive Access to ECAA only inventory

JPLI has proactively ordered a batch of Ram Promaster 2500 vans tagged for the ECAA. This way members can enjoy the same benefits as "Big Fleets" simply by being a Member.

#### ONE GOAL. A THOUSAND ASSISTS.

780 203 6080 | [thume@jimpeplinski.ca](mailto:thume@jimpeplinski.ca) | [jimpeplinski.ca](http://jimpeplinski.ca)

#### Fleet Management

We help you save money and move quickly and efficiently, let us save you the stress of handling fleet strategy.

#### Vehicle Remarketing

As a nationally recognized preferred seller, we customize remarketing strategies for your business and provide high net return at the lowest possible cost.

#### Shell Fleet Navigator Card

Our Partnership with Shell allows you to track all fleet fuel and maintenance costs, while receiving discounts on fuel, car washes, roadside assistance and more.

#### Seasonal Billing

Seasonal payment plans give companies flexibility, lowering payments during the off season and increasing payments during the peak season.

## PEPLINSKI LEASING

- YOU'VE GOT OPTIONS.**  
 New and used vehicles of all makes and models. One leasing provider with flexible open-ended leases. Residual based or fully amortized leases, reducing your risk.
- INCREASE YOUR PRODUCTIVITY AND BOTTOM LINE.**  
 Fuel discounts, maximized rebates and concession negotiation. No wear and tear overages or excess kilometer charges. Nationwide vehicle remarketing to free up your time to work on your business.
- WE'VE GOT YOUR BACK.**  
 Our team of fleet leasing experts provide a reliable and highly responsive customer service approach to managing your fleet. Work ready vehicles delivered to your door.

## Cloudli Boost

### Commit to the cloud

Get the phone plan... with the phones. No risk, no contract, no equipment cost.

### \$25 Per User or Less

**Free Desk Phone**  
 No Contracts.  
 No Equipment Costs.  
 Set up in 10 minutes.

Unlimited Calling in CAN & USA<sup>1</sup>  
 Unlimited Business SMS in CAN & USA<sup>1</sup>  
 Auto-Attendant  
 Voicemail to Email  
 Cloudli App for Smartphone, Tablet & Computer — Remote Work Friendly

**6+ Extensions**  
**Free Desk Phone & Reception Phone**

<sup>1</sup>Subject to Cloudli Terms of Service and Fair Use Policy.

## Special Offer for Members of ECAA



**Contact Neil Brady**  
 Account Manager - Cloudli Communications  
 1-877-258-8647 ext 227 | [nbrady@cloudli.com](mailto:nbrady@cloudli.com) | [www.cloudli.com](http://www.cloudli.com)



## New Associate Member & Affinity Partner: Cloudli Communications

We help businesses of all sizes communicate better. Cloudli makes it easy to transition to an affordable, cloud-based solution that scales with you. Featuring member preferred pricing to run your business smoothly, digitize your communications — from voice to text to shared phone lines — and save money in the process.

For more information contact Neil Brady at 1-877-258-8647 x 227 or e-mail at [nbrady@cloudli.com](mailto:nbrady@cloudli.com)



# ECAA

Electrical Contractors  
 Association of Alberta



**Contact Us**

If you are an ECAA Contractor or Associate member and would like us to help promote and industry or company event please contact us directly [chryniw@ecaa.ab.ca](mailto:chryniw@ecaa.ab.ca)

We value your feedback and its important to us, send us your comments and feedback.

[Visit our website](#)

