



WSCA

Newsletter
Winter 1987

Everything is on the Table



Historic Meeting December 6, 1986

Western Silvicultural Contractors Association

Newsletter Winter 1987

Departments

<i>News Briefs</i>	2
<i>Editorial</i>	3
<i>Regional Chapter Reports</i>	10
Kamloops	
Prince George	
Cariboo	
Nelson	
<i>Mail</i>	28

Articles

<i>Everything on the Table</i>	5
<i>MOFL Reorganization</i>	18
<i>PRWA Referral Service</i>	20
<i>Training Update</i>	23
<i>New Contract</i>	24
<i>Stewardship</i>	26

Please send correspondence and articles to:

W.S.C.A. Newsletter
310 —1070 W. Broadway
Vancouver, B.C.
V6H 1E7

W.S.C.A. Membership Form

Name _____
Company _____
Address _____

Post Code _____ Phone _____

Membership \$150 _____
(Includes Subscription)

Subscription \$25 _____

Donation \$? _____

Total Enclosed _____

Please send to:

W.S.C.A.
310 1070 W. Broadway
Vancouver, BC V6H 1E7

News Briefs...Brief News...News Briefs...Brief News

1988 Without Section 88!

Last issue, the WSCA Newsletter reported that Forests Minister Kempf was considering repealing Section 88. (The recent government White Paper recommended such a move.) The Newsletter incorrectly assumed that, as a result, all contracts would be administered through the Ministry. In fact, life after 88 will provide Licensees with more autonomy in Forest Management. Our apologies for suggesting that Jack Kempf might inflate the bureaucracy.

Yes, Virginia: There are Treeplanting Contracts

For anyone who has just returned from Tahiti and hasn't heard the news yet: Yes, there will be planting contracts in B.C. this spring. The contracts were all frozen in an icy blast before Christmas but a quick thaw followed and the run-off hasn't stopped since.

Provincial White Paper

The Minister of Forests and Lands has issued a White Paper on the forest industry. The public debate and policies that follow this paper will shape forest management to the end of this century. The WSCA plans to present a unified brief from the silviculture industry. This brief must be submitted to the Ministry by Feb 20. If you are interested in contributing contact your regional co-ordinator or the central executive.

Happy New Year

1986 ended with champagne corks popping in the silviculture industry. On Dec 31st, Premier Bill Vander Zalm announced that all the money from the 15% export tax on lumber would go into reforestation. This should amount to \$400 million a year, more than twice the current reforestation budget. The Premier said that more jobs will be created in Reforestation than are lost because of the tax (COFI estimates 10,000 jobs lost and the IWA 1,000).

AGM February 19 & 20

As announced last issue, the AGM will be on February 19th & 20th. The first day is an industry convention open to members and non-members and includes several ground breaking presentations. The second day is for Association business and is open to members only. Several important resolutions will be put to a vote. *(See back cover for the Agenda.)*

The cost is \$50 to non-members for one day and \$50 to members for both days. On the first day lunch and dinner will be supplied. Complete texts of proposed resolutions and Regional Chapter reports will be available at the AGM.

But...

Despite the commitment of a million dollars a day for reforestation from the export tax, the Treasury Board seems unwilling to find the \$30 million needed (and promised during the last election) to seed the nurseries for an expanded planting program in 1988. Write your MLA or newspaper to revitalize this commitment. *(See the editorial on next page)*

Editorial

In the last week of 1986 Bill Vander Zalm promised to put the \$400 million a year from the 15% export tax into reforestation.

Bill began 1987 planting words, not more trees: we can't put all the money into reforestation right away — it will take few years to grow the trees and develop the industry — this money will be spent in the best interest of the public — etc.

Anyone who has watched politicians plant their way through political slash can see where Bill is headed on this run. The 1986 billion dollar deficit makes it hard to resist creaming a few politically popular landings with the lumber tax money. Bill can probably convince himself that it's a waste of time politically to climb into the back-log with his tree-bags loaded with dollars. Who cares? Who notices?

We do. It's our responsibility to do plots on the government of the day. We have seen the condition of our forests and have no tolerance for insufficient stocking. In general, what's good for the silviculture industry is good for the future forest.

It's our responsibility to tell the public about neglect that threatens our future forests (e.g. 4 million hectares of back-log and brushed in areas). Let the voter decide.

A New Table in Motion?

The industry roundtable meeting on Dec 8th was indeed historic. More progress was made on silviculture issues in a few hours than in the previous twenty years. The decisions go a long way to making the industry more professional and responsible. Recent developments on the export tax and the 1988 budget make those negotiations look like a picnic. To really put **Everything on the Table**, we need to sit down with the Premier and the export tax money.

W.S.C.A. Cuts Wisdom Teeth

By designating the W.S.C.A. as the only voice of silviculture contractors in Victoria, Deputy Minister Fillion has put teeth into the Association. It's time for us to put some bite in enforcing the code of ethics.

Stewardship

One of the problems with introducing the stewardship contracting concept is that it challenges the competence of the players in the existing bureaucracy to manage the forest. It is not the players that are incompetent, it is the bureaucracy.

The present government is committed to cutting red tape. It is an opportunity for silviculture contractors to become managers of their own destiny.

As we go to print, Forest Minister Jack Kempf has announced the cancellation of the promised increase to 240,000,000 trees for 1988.

Kempf also announced that NONE of the \$400 million from the Lumber Export Tax will go into reforestation.

We have another government that will not back promises with dollars.

Everything is on the Table

Dirk Brinkman

Historic Meeting

This was the first combined industry-contractor-Ministry meeting to which all parties sent fully authorized representatives.

Represented at the meeting were:

Ministry of Forests and Lands,

Silviculture Branch,

MOFL Vancouver Region,

WSCA,

Council of Forest Industries,

Northern Interior Lumber Manufacturers,

Cariboo Interior Lumber Manufacturers,

Southern Interior Lumber Manufacturers.

Bob Flitton opened the meeting by saying he had been charged by Bill Vander Zalm to identify the problems, solve them and get on with the business of reforestation. At past meetings I've felt that government representatives had been told "Don't let those guys get away with anything." The meeting had an open agenda: many problems were discussed and the positive solutions made it a historic meeting.

Continued next page...

Background

Renegotiate the Low Bid

On Nov. 26th, as the last contracts were being let in the Vancouver Region, the Regional Manager sent a memo authorizing contract administrators to renegotiate bids for reduced costs. Contractors who had already been awarded contracts were advised to lower their bids.

Vancouver Chapter Emergency Meeting

Coastal cost increases were discussed in an emergency meeting of the WSCA Vancouver Chapter. Michael Sawyer crafted an eight page letter detailing the reasons for cost increases and requesting that renegotiation option be withdrawn.

A terse NO was received two weeks later from Rich Scarrow, the new acting Regional Manager. The Vancouver Chapter called a second emergency meeting on Dec. 4, 86.

Deputy Minister Contractor

WSCA President, Dirk Brinkman requested a meeting with Deputy Minister of Forests & Lands, Bob Flitton. On the phone Flitton said he understood the WSCA position that the integrity of the award process not be altered after the fact. He had been a construction contractor for twenty years. We agreed to meet in Vancouver on Dec 8th to sort things out.

Green speaks

Dave White of Greenpeaks and his lawyer Peter Kendall, attended the Vancouver Chapter meeting. The next day they had a meeting with Flitton on an unrelated topic. Flitton said that contract prices over budget and asked David how to lower costs. David suggested changing the 'abusive' contract. Flitton decided to freeze all contracts province-wide while he considered the possibility of changing contract terms to lower prices.

WSCA Membership Doubles

During the next three days WSCA membership doubled and there was a flurry of Association activity that set the scene for the Dec 8th meeting.

Historic meeting continued from last page....

Security Deposits

WSCA proposed performance bonds and irrevocable letters of credit be accepted as contract security deposits. MOFL agreed to review any problems with their legal council and implement this by Jan 30th. It only applies to contracts not yet tendered. (See Nelson Chapter Report p17.)

The WSCA was asked to recommend ways of making the A-class contractors a more exclusive group.

[This will be an AGM topic.]

Selective Invitation

WSCA proposed that preferred contracting be restored. Bob Flitton suggested increasing the \$25,000 maximum for selective invitation (of at least three contractors) to \$100,000 for licencees only. This means that licencee contracts under \$100,000 will not have to be advertised.

Silviculture Branch agreed to present this to Treasury Board in early Feb. The presentation was also to include increases in direct award levels and a different maximum for licencee and MOFL.

Professional Forester's Authority

WSCA advised that the risk of MOFL disapproval after licencee approval creates problems. Flitton suggested that a professional forester's signature should be good enough for Section 88 approval. This was proposed as an option for licencees.

The WSCA proposed that contract quality disputes (formerly ruled on by MOFL) be resolved by a certified professional forester's inspection. Loser pays.

RPF Authority Update:

Since this meeting MOFL has advised licencees that section 88 cost approval depends on full responsibility for the contract being assumed under a professional foresters' signature. No direct involvement by MOFL is required. MOFL may do periodic audits with licencees as on the TFLs, though possibly not until months later. Revisions to the Section 88 manual are still being formulated.

Double Jeopardy

Some companies are still putting the "subject to forest service approval" clause in their contracts. WSCA requested that this double jeopardy situation stop. Bob Flitton instructed Silviculture Branch to ensure it was removed from all the licencee contracts.

Double Jeopardy Update:

Recently Silviculture Branch advised that such a clause in the contract would disqualify the licencee from section 88 credits.

MOFL public campgrounds

WSCA requested the right to use forest service public camp grounds. Silviculture Branch agreed to instruct the District offices to approve use of the MOFL public camp grounds by crews renewing forests.

This has been done.

Silviculture campsites

WSCA requested that silviculture camp sites be established in areas where there will be silviculture work for many years.

Bob Flitton instructed Silviculture Branch to work this out. (See Cariboo Chapter Report page 15)

Campsite Update:

Silviculture Branch has set up meetings with MOFL parks. There is some concern that public misuse of Silviculture Camp facilities during the rest of the year will result in high maintenance costs for District offices.

Decentralization

WSCA requested that field personnel have adequate authority to solve problems and make decisions.

Bob Flitton recommended changing all references in the MOFL planting contract from 'Regional Manager' to 'District Manager.' This means start-up dates, contract changes, and other field problems can all be negotiated directly with the District. The Regional Manager is the highest level of appeal so every disagreement will not end up on the Deputy Ministers desk.

(See MOFL Reorganization, page 19)

Continued on next page....

Historic meeting continued from last page....

Fire Fighting Insurance

WSCA recommended that planting contractors be required to carry \$500,000 fire fighting insurance in addition to \$1,000,000 liability insurance. MOFL said they would 'look into it'. (See "Fires" article, last newsletter.)

This is being put into the next contract.

Contractor Quality Checking

MOFL asked the contractors if they would consider providing the quality check plots as a part of the contract service. WSCA recommended it be an option.

(Also See PG Chapter Report, Page 12)

Contract Checking Update:

MOFL is now considering auditing the contractors recorded quality check plots on the same basis as licencees and TFLs. MOFL would only check 10% of the contractors quality plots sometime after the completion of a unit. The instructions to inspect currently would be removed from the manual. With self-inspection, density and mapping audits would become more important. This is scheduled to be implemented by the summer '87 contracts.

Variable Plot Size

WSCA requested that a variable plot size be allowed since the quality checking system is not statistically accurate on low density plantations.

This was agreed.

It has since been implemented.

Larger, More Area-Based

WSCA requested larger contracts, more long term contracts, multiphase contracts and an acceleration of shifting the program to area base.

This was supported by everyone.

Planting Cost Blip

Budget panic over bull prices had precipitated this meeting. Flitton wanted to know why 87 is a blip in the normal year to year increase of tree prices (ave. increase 10% a year since 1970). Silviculture Branch feared prices had increased as much as 40% (they had budgeted for 25%). The WSCA estimated the increase at about 27.5%.

Flitton rejected annual factors such as: the consumer price index, increasing backlog and fill planting, larger stock, higher quality & stock handling standards, or contractors awareness of true costs. We agreed that the blip this year was due to:

1. Camp standards
2. Increase in the number of trees = increased % of green planters = increased training cost and reduced production.
3. Supply and demand: more trees, shortage of contractors and experienced planters = increased market price.

(See Kamloops Chapter Report Page 10)

Blip Update:

It appears that the current average price for 1987 is 28.2% higher than the 1986. This is 3.2% higher than budgeted. The total number of trees coming out of the nurseries for 1987 is 205 million. The additional 5 million trees create an additional cost over budget of about 2.5%. (In past years the contract planting costs have been coming in well under budget.)

Pesticide Notification

Silviculture Branch requested that the pesticide notification procedures be dropped since they are very time consuming and expensive. The WSCA agreed to negotiate an alternate notification procedure.

Pesticide Update:

Since then MOFL requested that contractors are only notified about the pesticides applied within the last 30 days. Because there are one month periods without rain, the WSCA counterproposed notification for all pesticides used on the seedlings within 60 days of lifting. WSCA further requested that this requirement be enforced in the private nursery contracts. Private nurseries have not always cooperated with notification requirements.

Continued on next page....

Historic meeting continued from last page....

Subcontracting

The WSCA asked how strictly the subcontracting clause will be upheld.

Bob Flitton requested that all WSCA members be advised that a signator of consent would not unreasonably be withheld for requests for exceptions from the "no subcontracting" clause.

85% Clause

Flitton said he didn't like the "no payment for quality below 85%" clause because its unprofessional. He asked how many of us had observed major differences between two different checkers percentage quality on the same planting. (Few of us have ever seen two the same.) He replied "thats why 85% clause will be dropped." The WSCA proposed that for quality below 85% payment be for well planted trees less the cost of the wasting the poorly planted trees and less the cost of fill-planting to bring the stocking up to the original target.

85% Update:

In further discussions MOFL saw problems with the proposal. Current contract charges for a wasted seedling are 20¢ . On a 20¢ bid, an 80% quality payment would mean a final payment of 20%; while on a 40¢ contract, 80% quality would hgive a final payment of 50%.

The WSCA is recommending that the costs of growing the seedlings and administering must be included in the penalty. Seedling costs are generally higher for brush prone backlog sites where bid prices are also higher. That way in both examples the contractor would only be paid 20%-30% for 80% quality.

Vancouver Region Memo Recinded

Bob Flitton asked if there is an attitude problem in the forest service.

The WSCA replied: Yes. The Vancouver Regional memo revoking the agreed tendering process is evidence of a serious attitude problem.

Bob immediately instructed Rich Scarrow , acting Vancouver Region Manager, to withdraw the letter and advised that all contracts presently tendered were to be accepted.

He advised the contractors that approvals for further contracts, especially the summer program and 1988 was not sure.

Update:

After the meeting the WSCA chapter co-ordinators were asked to prepare detailed reports on various topics that were covered at the meeting. Some of the reports are included in this newsletter on the following pages.

WSCA Rides Again

The WSCA thanked Bob Flitton for his successful membership drive.

Bob emphasised to all present that all future industry problem solving or changes to the contract must be handled through the WSCA.

Regional Chapter Reports

Kamloops Chapter

Chapter Coordinator: Ross Styles

Crown Projects
Crow Point Enterprises Ltd.
Southern Okanagan Silviculture Co. Ltd.
Grandy Reforestation Services
Golden Raven Co-op
Rainbow Resources (Non-Voting)
Nu Growth (Non-Voting)

Kamloops Resolutions

Ross Styles

At a December 20 meeting, the Kamloops Chapter drafted four resolutions for the WSCA Annual General Meeting in February. More information will be supplied on a handout at the AGM.

Resolution #1:

The Ministry of Health annually certify tree planting contractors' camps with an on-site inspection early in the spring planting season.

Supporting Statement:

There has been confusion over who would inspect camps to see that the new camp standards are being met, how camps will be inspected, and when. If a conscientious effort is not made—and maintained—to see that all camps meet the new standards, abuses are likely to occur to the detriment of planter, conscientious contractors, and the industry's image.

Resolution #2:

The MOF allow a \$500 regional deposit instead of individual deposits accompanying each bid.

Supporting Statement:

Often a similar group contractors bids all contracts in a particular region, so much unproductive effort is being spent processing per-contract bid deposits. A few Licensees still do not require them and this occasionally leads to confusion and they may be misplaced.

Resolution #3:

Licensees stop collecting non-refundable deposits for viewing.

Supporting Statement:

If this practice were allowed to become widespread, it would present the contracting industry with a significant up front cost. Licensees are simply trying to recover photocopying and other costs, but the contractors should not have to pay. We already pay a disproportionate part of viewing costs.

Resolution #4:

re: Clause 1B, Schedule A of the Ministry contract (and parallel clauses in Licensee contracts)

Change to state a specific work start-up date and lead time, if the actual start-up varies from the specified date by more than the lead time there will be no loss to the contractor.

Supporting Statement:

Lead times stated in contract have been shortening "... commence work within 2 calendar days of notification ..." (Vernon District 1987 contract). If personnel do a poor job of estimating the start time and notification to commence work is clearly out of whack with the indicated start time, there is no good reason for the contractor's deposit being forfeited or their reputation being harmed.

For example, the start-up date is May 20 and the specified lead time is 5 days. If the call to commence work falls outside the May 15 and May 25 range then the contractor would not be deemed at fault. What is now an open-ended obligation would become a fixed period of obligation.

Bus: (604) 253-2685
Res: (604) 926-6184

ROSS DEAKIN

Deakin Equipment Ltd.

920 East Cordova Street, Vancouver, B.C. V6A 1M6

Kamloops Committee Reports

Ross Styles—Crown Projects

Preferred Contracting

The following points were generally agreed upon: Some sort of allowance for preferred contractor status would help solve several problems by allowing reasonable assurance of future work, familiarity with quality checking personnel expectations and worksite conditions. A desire to maintain a preferred relationship would provide incentive to work co-operatively and perform well.

Increased Planting Costs

There was general agreement that higher prices are the result of a number of factors coming together this season. During the past several years the preferred contractor relationship was terminated and the low bid award system strictly enforced. Contractors have had to scramble to get a full season's work for their crew(s). The result was fiercely competitive bidding. Prices spiralled downward instead of moving upward to reflect increased operating costs and lower production (due to stricter planting standards).

Some contractors tried to compensate by increasing their volume, thus adding further restraint to bid prices. They were able to do so because capital requirements were low (camps generally not required and security deposits low or not required at all). The result was a serious decline in planters' wages, a deterioration or disappearance of camps, and a decline in contractors' profitability that was beginning to threaten the viability of the industry.

Experienced planters left the industry causing contractors to work with less experienced planters with lower production. The less experienced, less productive planters incur higher supervision and operating costs further reducing profits and planter earnings.

Our recommendation is that competitive bidding remain, with roughly half the available work left through invitational bidding (minimum of three bidders) and half left for open bidding. Such an arrangement allows market forces to remain in play. New contractors with attractive performance records can be invited into a preferred bidder situation and established preferred bidders can leave the fold when disenchanted and gain entry as a preferred bidder elsewhere.

Meanwhile, the Ministry increased standards (last year the bonus tree was removed, this year a low density clause) and increased security deposits to discourage non-performance. Also, more backlog (i.e. difficult-to-plant) land was beginning to appear, and then... the new camp standards.

It may be difficult to determine how much of the 1987 price increases is due to each factor, but it's clear that contractors were determined to address them in their bidding.

Following are estimated costs of various factors:

Bid Price: 1985 (cents)	26.8
Add:	
1. Increase in planters wage of 15% (Assume 1985 pay rate of 15 cents/tree)	2.2500
2. Increase in cost of benefits	.3375
3. Increase in operating/supervision costs (5%) (Assume production falls from 800/d to 700 l/d)	1.3400
4. Increase due to unrecovered camp costs	2.1931 *
5. Increase in viewing costs (1.5%)	.4020
6. Increase due to Low Density clause (2%)	.5360
7. Increase in profit (3%)	.8040
TOTAL:	7.8626
	34.6626

Estimated percentage Increase is 29.3% (7.8626/26.8 x 100%)

* This figure is based on the costs of supplying a camp where none was required before. A detailed analysis of increased camp costs was prepared and is available from the Regional officers of the WSCA.

Reports from the Regional Chapters Continued...

Prince George Chapter

Chapter Coordinator: Karl Lowland

Tawa Reforestation Enterprises Ltd.
Nechako Reforestation Services Ltd.
Nomadic Silviculture Ltd.
Mudslide Contracting Ltd.
Summit Reforestation Ltd.
Roots Reforestation Ltd.
Mountain Top Reforestation Ltd.
Shannon Silviculture Ltd.

Contractor Quality Checking

Karl Lowland/Hugh Jarvis — Tawa

Since the Spring of 1986, the contractor has had to take full responsibility for quality checking of the planting because the Ministry of Forests hasn't had the manpower or time to spend on daily quality control.

At present contractors check quality on an informal basis. Full plots and partial plots are taken as well as spot tree checks. This system ensures the quality is up to the contractor's standards but does not define payment percentage. We propose the option of a more formal quality checking service be offered by the contractor, reducing the load of the Ministry field staff.

We have discussed two possible plans for implementing contractor checking: In the first plan the contractor would do formal quality plots and turn the results over to the Ministry at periodic intervals, enabling Ministry staff to monitor the quality throughout the contract. At the end of the contract, payment plots would be put in by the Ministry assuming the contractor did a competent job. One disadvantage of this plan is that the contractor has no incentive to check accurately: payment is always based on the Ministry plots. The only reason for doing plots is to placate the Ministry: they could be done in the tent.

Under a second plan the contractor also does formal quality plots throughout. At the end of the contract, the Ministry does a 10 - 20% payment plot sample.

- If the sample is within 5% of the contractors quality figures then the contractors quality control plots become the payment plots.
- If the difference is greater than 5% then the full amount of payment plots must be put in by the Ministry.
- If the difference is greater than 10%, the contractor is penalised by disallowing the 5% tolerance on the Ministry's payment plots.
- A positive incentive of forgiving fines up to \$250 could be given for being within 5%.

Variations of the above could be used, but without incentives and strong penalties some contractors will cook the figures for their formal plots.

Regardless of the system, one important aspect cannot be over emphasized. The Ministry representative responsible for the final payment plots must be onsite for the first day of production planting to explain the contract requirements. The greatest source of quality problems is different understandings of quality requirements.

GREAT BUYS ON FOOD
THE ORIGINAL NATURAL FOOD STORE...

- Herbs & Spices
- Assorted Teas
- Baking Supplies
- Nuts & Grains

\$\$\$ ASK FOR THE TREEPLANTER DISCOUNT

High quality at a price you can afford

Map showing location: KINGSWAY, E. 22ND AVE, KNIGHT, COMMERCIAL, VICTORIA, E. 18TH AVENUE

3839 Commercial Hours: 9 - 5 Mon. - Sat.
FAMOUS FOODS
872-3019

Reports from the Prince George Chapter Continued...

The Benefits of Preferred Contracting

Harold Stevens—Nechako

Preferred contractors consistently assist clients in accomplishing their goals so they deserve and are rewarded with contract renewal. Preferred contracting is a relationship, formal or informal, between contractor and client that provides a measure of security in exchange for a job well done.

The preferred relationship is founded on the universal principal of **trust**. It's human nature to want to do business with those you trust. The relationship is very fragile because the underlying premise is **mutual satisfaction**. If one of the parties is not satisfied then the relationship may be terminated. Mutual satisfaction, on the other hand usually leads to renewal. This contracting relationship develops slowly, and must be nurtured and cultivated by **both** parties in order to survive.

Preferred contracting flourishes in B.C.'s logging industry, but in the silviculture industry amendments to Section 88 effectively killed it in the name of cost-savings. Licensees were required to accept the lowest qualified bidder. The Licensee-contractor relationships that took years to develop were scuttled and organized chaos was substituted.

What were the savings?

Stability was traded for instability. Trust was traded for distrust. Silviculture contractors were forced to pack up their bags and search the province for work. In many cases they were forced to watch from the sidelines while other contractors with a lower bid replaced them in their own backyards.

The Ministry and Licensees saw many more failed and dropped contracts with high administrative and fill-plant costs. To compensate, the penalties were increased and the written contracts grew more complex. Disputes over the interpretation of contract language became common-place. Confrontation replaced dialogue. Confusion and frustration were being echoed from all sides.

The underlying question is: can trust be reintroduced or legislated in through contract language? The answer is clearly **NO**.

Opponents of preferred contracting often ask how new contractors can enter into preferred contractor relationships. They don't like the notion of a "closed shop". Preferred contracting is not a closed shop. As stated before, the relationship is very fragile. If the Licensee is dissatisfied with a contractor's performance then the contract is not renewed. The Licensee either helps establish a new contractor or invites competent outside contractors to bid for the contract. Thus, the preferred contractor has a strong incentive to perform at the highest level at all times. Service and customer satisfaction are requirement, just like any other service industry.

In evaluating the merits of preferred contracting it is useful to examine the traditional avenues by which new contractors enter into preferred relationships. First, ambitious supervisors will sometimes approach Licensees seeking their own contracts. At that time their past performance can be assessed by the Licensee. Second, Licensees have been known to approach competent supervisors to discuss the possibility of them taking out their own contract with the Licensee.

The main advantage of these methods is that experience and competence are obtained **before** taking on full responsibility as a contractor. The result is in fewer problems with (and for) new contractors. With the low bid system, however, competence is not a prerequisite for contracting and experience is often obtained **after** getting a contract through much trial and error. The Ministry ends up paying more for this on-the-job training than for.

Not only should preferred contracting be allowed to continue in silviculture, but it should be encouraged by the Ministry as a means of stabilizing this vital industry. Furthermore, we suggest contracts of three years duration subject to renewal for another three years if performance warrants it. This would provide the foundation upon which contractors could plan and invest in their businesses for the long term. Licensees could once again do business with those they trust. There would be a real incentive for the new and inexperienced contractors to achieve high standards.

Reports from the Regional Chapters Continued...

Cariboo Chapter

Chapter Coordinator: Doug Potkins

Likely Reforestation Ltd.
Loxton Treeplanting Co. Ltd.

Cariboo Chapter Reports

Doug Potkins — Likely Reforestation

The Caribou Chapter, in consultation with the Executive of the WSCA, sent a letter to the Silviculture Branch requesting they make MOF campsites available to silvicultural workers. The following report is a summary of the letter:

In some areas of the province permission to occupy M.O.F. recreational sites is denied to silvicultural contractors ostensibly out of fear of inconveniencing the public. Other sites, however, have been successfully shared by these groups by following a few simple rules:

- advise district recreation officer of intended occupancy dates
- where possible do not occupy entire area but leave a portion of the site open and available to public camping
- leave water and boat launching access open to the public
- clean up the camp and remove all garbage

Bearing in mind that silviculture contracts are generally short term (one to three weeks) and require the use of these facilities for only a small percentage of the recreational season, we believe these sites should and can be shared responsibly.

In areas where M.O.F. recreations sites are unavailable, too small, or otherwise physically impractical for silvicultural contracts to utilize, we request that simple commercial camp sites be planned and constructed. With co-operation between M.O.F. and licensee staff, this can be done at minimal cost while logging equipment is in the vicinity.

Although occasional pumping out of the refuse facilities would be necessary, these largely user maintained camp sites would be of great benefit to silvicultural workers and the general public.

Proposed minimum silviculture campsite standards

- .5 hectares in a single flat area or in two to three terraces where necessary
- gravel/sand soil consistency
- ditched at extremities to insure dryness
- grass seeded
- year round water supply within reasonable pumping distance e.g. 80 metres
- some standing trees at perimeter to provide shade for cooking facility
- two pumpable outhouse facilities
- one pumpable grey water facility
- one pumpable waste shower water facility
- centrally located or within 1/2 hour maximum driving time of major areas anticipated to require silvicultural attention

TENTS

SHOVELS

FLAGGING TAPE

PLANTING BAGS

ALUMINUM TAGS

SAFETY HATS

COMPASSES

DIBBLES



NEVILLE CROSBY INC.

325 W 6th AVENUE, VANCOUVER, B.C. V5Y 1L1
TELEPHONE USE-4343 TELEX 04-507762

MINING & FORESTRY SUPPLIES

VESTS

RAIN GEAR

SOIL THERMOMETERS

SILVER TARPES

FIRST AID KITS

HIP CHAINS

MACHETES

Reports from the Regional Chapters Continued...

Nelson Chapter

Chapter Coordinator: John Betts

Forest Cover Resources Ltd.
Mart Resources Ltd.
Rothkop Contracting Ltd.
Siltech Reforestation Ltd.
Talking Tree Forestry Contracting
Jansma Reforestation Ltd.
Wildhorse Valley Treeplanting Co-op
Fieldstone Resources Ltd.
Skyline Contracting Ltd.
Greenpeaks Holdings Ltd.
Evergreen Treeplanting Co-op

Nelson Chapter Report

John Betts

Last December when the Deputy Minister of Forests put the 1987 treeplanting program on hold, almost every active contractor in the Nelson area joined the WSCA. The local chapter of the WSCA has been active in the area for years but most contractors have been reluctant to support the centralized portion of the WSCA. However not all the credit for revitalizing the WSCA needs to go to Mr. Flitton. Judging by the number of issues discussed and acted upon at the Nelson Region meetings there were lots of reasons for contractors to come out of the woodwork locally as well as across the province.

One reoccurring theme that runs through the meetings held in the last few months (we met about once every three weeks) is the advantage of pooling our resources in some areas. A committee is investigating volume buying and group purchases from various suppliers. Establishing a treeplanting training program sponsored by local WSCA contractors is being investigated by members. A trainee applicant pool is being shared by a number of contractors and is expected to expand into a placement and hiring centre for participating local contractors. A committee is examining the advantages of establishing a common dental plan shared by local contractors and their planters.

Another group is working on a pilot advertisement in the hopes of interesting all contractors in the Province in advertising the industry on television. Another committee is working on publicizing the local impact of reforestation in terms of jobs and money contributed to the community. The chapter plans to lobby the Nelson MLAs and MPs in regard to lagging support for reforestation in the province.

A review of the minutes of the meetings shows that they are most successful when the members address issues that affect the general future and state of the silviculture industry. Discussions that centre around intramural activities and competition tend to bog down and become inconclusive. However procedures for handling complaints regarding unethical activities of contractors and clients has been established and last year some contractors did pursue violation of health and WCB regulations by registering complaints with the agencies involved.

The Nelson Chapter continues to keep in close contact with the Nelson Region Office of the Ministry of Forests and has set a precedent by participating in local meetings involving Ministry officers, logging companies and contractors. Nelson Chapter representatives went to Vancouver and met with Vancouver Chapter members and also with the Deputy Minister, to discuss the apparent budget shortfall for this year's program.

Current issues before our Chapter are Treasury Board's lack of commitment to the expansion of trees promised for 1988 and the apparent lack of funds for training planters in the face of a major increase in trees to be planted this spring. Both of these problems are being dealt in co-ordination with the central WSCA.

The most encouraging news regarding the WSCA is not the activities of this Chapter but reports we read in the Newsletter of other areas becoming much more active and working together to develop industry strategies that extend beyond the regions they work in.

Reports from the Nelson Chapter Continued...

Deposit Alternatives

Denis Nardi

Security and Bid Deposits are two limitations on contractors' ability to expand and meet projected increases in the planting program. Security Deposits are a big drain on cash flow, while the huge number of Bid Deposits makes them a bookkeeping nightmare. Here are two alternatives the Nelson chapter recommends the WSCA consider:

Performance Bonds

Performance bonds should be allowed as an alternative to security deposits. An article on bonding in *Small Business* (Dec 86) claimed any business with a \$500,000 annual gross that can withstand an intensive credit search is bondable. Although there are no bonding companies in Nelson, local insurance brokers agree with the above figures.

Letter of Undertaking

Implement "letter of undertaking" as an alternative to bid deposits. Under this scheme, a fixed sum of money is held as a term deposit by the contractor's bank. A letter of undertaking would be filed in Victoria and put on computer in all districts so logging companies can easily verify bids backed by this option. The MOF or a logging company can put a claim in for a portion (\$100 deposit) of the total sum. Since it's impossible to calculate the exact number of bids each contractor puts in, a fairly high figure (e.g. \$5,000) would be used.

I propose a fixed term from October 1 - February 1, as this covers the majority of the bids and still frees the cash for spring use. All bids outside of this window (and bids from contractors not using this option) would still use a money order or certified cheque. I've presented this idea to a number of the Kootenay contractors and all have enthusiastically supported it.

RENTALS

REPAIRS

SALES

4 WHEEL DRIVES



Since 1963, REDHAWK has been providing specialized 4 wheel drive services with a personal touch. No matter what the problem, you can count on our friendly staff to service your needs.

rentals

Rentals of our reliable 4 wheel drive vehicles are available by the day, week or month. We have a good selection of pick-ups and station wagons with the additional accessories that you may require—winches, canopies, hitches and ski racks. For business or for a holiday trip with a difference, call REDHAWK.

repairs

REDHAWK offers expert 4 wheel drive repairs and maintenance by qualified, licensed mechanics. We are B.C.A.A. approved and because we specialize in four wheel drive repairs, we can put your vehicle back on the road quickly.

sales

If you are looking for a quality used 4 wheel drive, come to REDHAWK first. We offer a selection of reasonably priced vehicles and knowledgeable sales staff to answer your questions.



4 WHEEL DRIVE SPECIALISTS FOR OVER TWENTY YEARS

REDHAWK 4 WHEEL DRIVE CENTRE

830 Clarke Drive, Vancouver, British Columbia V5L-3J7
Telephone: (604) 251-1095

Ministry Reorganization

Christopher Akehurst—Oliver Giltrap

Minister of Forests and Lands Jack Kempf has initiated major changes in policy and operating procedures. These changes will have a significant effect on the whole forest industry including silvicultural contractors. Among the least publicized changes is the reorganization currently underway of the Ministry itself.

The Forests and Lands Ministries were combined last summer by Premier Bill Vander Zalm when he appointed Mr. Kempf as Minister. The eight Land Regions and six Forest Regions have been combined into six Ministry of Forests & Lands Regional offices. The new Regional areas are basically the same as the old MOF Regions but the Bella Coola, Queen Charlotte Forest Districts will be transferred to the Vancouver Region from the Prince Rupert Region.

There will be a shake-up in the hierarchy: six new Regional Managers will be chosen from the current fourteen managers (in both departments). Deputy Minister Bob Flitton, played down the upheaval because 3 of the managers plan to retire and another 3 are so new in their jobs that they won't protest demotions; so "we're really only choosing 6 candidates out of 7 or 8 people". But the chances of a new Regional Manager in your area are quite high.

The most important aspect of the reorganization plan is decentralization. Both the Regions and the Districts will have much more autonomy. Flitton wants to turn the pyramid of authority upside down and let people in the field make more decisions. Victoria will act as a service rather than as an authority for the Regions.

The Ministry will try to reduce the bureaucracy and paperwork that contractors have to deal with, and to change the attitudes of the Forest Offices. Apparently, District Field Offices were told by Flitton to treat contractors more like clients.

I phoned several foresters to get their views, but they declined to comment because the changes and procedures are still in the planning stage. At the moment there are internal committees looking at 3 levels of the Ministry and their functions. One under Tom Lee (AAM Branch) is examining the Branch level, another under Mike Wilkins (R.M. Prince George) the Region level, and the third under Ken Arnett (Yarrow) the District level. The committees are due to present their findings in late February.

How will the proposed changes affect us? Firstly, we should be treated with more respect and our dealings with Ministry officials should be easier. Secondly, the increase in local authority, should make requirements more relevant to local ecosystems. For example, coastal and interior regions could have different checking systems. The differences between the Regions and Districts could become more marked, more dependent on the personalities and preferences of the individual Forest officers.

The planned reorganization is so sweeping that there certainly will be unforeseen consequences that affect the way we operate.

Cook Trailer for Sale

- 5th Wheel
- Plumbed
- Wired
- Mobile

Write:

Trailer
1925 Chambers St.
Victoria, B.C.
V8T 3S6

or Call:

382-4671

PRWA Referral Service

Henry Brownrigg

In a meeting held October 8, 1986, the Silviculture Branch of the Ministry of Forests began the process of seeking industry input towards solving their problem of providing an additional 6500 tree planters in order to complete the Province's 1987 Silviculture Program. The Provincial Ministry of Labour and the Ministry of Social Services and Housing held subsequent meetings to develop plans to integrate 500 social assistance recipients into the tree planting work force. Though proposals made to date have merit, the PRWA executive feels strongly that the spectrum of available employment services is incapable of delivering 6500 additional qualified tree planters and providing the needed stability to successfully complete the 1987 planting program.

The PRWA therefore recommends the rapid establishment of additional employment services to deal with recruitment, screening, referral, employer and employee assessment, job placement as well as training program development. The PRWA has prepared a "Silvicultural Recruitment, Referral, Training and Placement Proposal" which has been sent to PRWA members, silviculture contractors, pertinent government agencies, training agency personnel and others. *(Copies of the proposal are available from the Regional Co-ordinators — Ed.)*

An important difference between the PRWA proposal and Canada Employment (or other) referral services is the emphasis on evaluation of both contractors and silviculture workers. We feel that the forests and the silviculture industry will benefit if the best contractors and the best workers are matched up.

Discussion of the PRWA proposal with the provincial government is already underway. We recommend the immediate establishment of a Silviculture Employment Committee to find solutions for the 1987 season that will be in full swing in only a few months.

Please send any comments to the PRWA office at the following address:

Pacific Reforestation Workers Association
Box 65361, Station F
Vancouver, B.C.
V5N 5P3
681-5295

**It took GE to put
the future of mobile
communications in
the palm of your hand.**



PHOENIX-SX



GE-STAR

Phone for the Road.™

Combine your need for telephone channels, logging channel, and private two way channels all in one affordable, flexible unit.

Communications means Production!



BUS. (604) 255 9311
CAR (604) 290 5191
RES (604) 684 3911

GORDON CLAY
Cellular Sales



MOBILE RADIO COMMUNICATIONS
CANADIAN GENERAL ELECTRIC COMPANY LIMITED
3030 EAST BROADWAY, VANCOUVER, B.C. V5M 1Z4

Planter Training Update

Dirk Brinkman

2500 or 6500 New planters?

In the last issue of the newsletter, the article on training showed the Ministry's calculation 6500 new planters (10500 total) needed in 1987. These numbers seem very high compared to contractors' experience. If we assume that an average planter works 45 days and plants 1000 trees per day, then the total number of planters needed in 1987 for 200 million trees is 4500 (i.e. 200 million trees / 1000 trees per day / 45 days). Using the same formula for 1986, the 155 million tree program involved 3500 planters. If we assume a slightly higher than 50% return because of the well publicized increases in prices, then 2000 planters will return for 1987. Thus, 2500 new planters must be found and trained, not 6500.

Both my figures and the Ministry's (based on past WSCA & PRWA comments) are guesstimates. In order to budget and direct government support of training, an accurate profile of the industry labour force is needed.

\$164 million question

From June 1982 to December 1986, CEIC spent \$164,000,000 on various forestry training and job creation programs in BC. All this money was spent in silviculture without consulting anyone in the silviculture industry. Where are the \$164,000,000 worth of trained forestry workers now that we need them. An active WSCA and PRWA are needed to direct expenditures for the future.

Social Assistance Pilot Project

There is a small pilot training project on the coast for some contractors to train people on social assistance. If the graduates of this pilot project do enter the work force and the program is generally a success then there may be a larger project in the new fiscal year (April 1st). Contractors applying for the pilot will be screened thoroughly for possible infractions of the labour code, WCB or any other regulation.

Silviculture Industry Adjustment Committee

During a series of meetings to address the planter training problem, it was recommended that the Silviculture Industry might qualify for federal-provincial Industrial Adjustment funding.

To qualify the industry must be represented by a legitimate employers and employee association (the WSCA and PRWA will probably qualify).

This industrial adjustment committee would be made up of two representatives each from the WSCA, and the PRWA, and a mutually agreed upon chairman.

The committee would study the Silviculture industry and issue a report focusing on:

1. Present and future job activity in the Silviculture Industry
2. Developing an effective adjustment program to meet the human resource requirements of the Industry

Silviculture Training Standards

PRWA planters, WSCA contractors, private school instructors, community colleges instructors and Silviculture Branch representatives are going through a DAYCOM process. This is a one day workshop to develop a basic industry curriculum; in this case for a treeplanting course. The result will be the course criteria for all courses receiving government support. If a Silviculture Training Standards Committee is needed and how it would certify training programs, schools, courses and instructors will be worked out at this meeting on Feb 4, 1987.

Changing the contract

David White — Greenpeaks

At the Annual General Meeting this February, you will be asked to vote on a resolution to establish a committee empowered to negotiate with the Ministry for a new contract. The Ministry is concerned with escalating tree prices and seems to believe that a more reasonable contract would reduce costs.

This opportunity must not be wasted. The contract is the outstanding problem in our industry. It is one-sidedly unfair and has been formulated by and for the Ministry, with little involvement from the contractors. As the stakes have risen in the past years, so has the contract become more one-sided. Many contractors feel that the contract is abusive to their interests and, more importantly, to the future of the forests. Lets work to make the contract more equitable.

To state the obvious, a contract is an agreement between two parties. Furthermore, most contracts are the fruit of negotiations between the two parties. This is not the situation with our industry: we naively accept the contract the Ministry hands us each year.

Nevertheless, at recent meetings of WSCA contractors, there was resistance to the idea of negotiating changes in the contract. The main argument in favour of the status quo seems to be that the current contract has resulted in substantially higher prices this year. The reasoning is that we learned our lesson: we reacted to the abusive nature of the contract by raising our prices this year. These same meetings saw the rejection of free legal support offered for crucial negotiations with the Ministry.

This audacious approach is, no doubt, representative of our whole industry. We're rough and tough, and sure as hell don't need no lawyers. Likewise, while we are suspicious of the contract, we have learned to live with it. But to a less superficial analysis, it is obvious that the reason for the higher prices this year has little to do with our adjusting to the contract and a lot to do with supply and demand.

The Ministry has expressed a willingness to negotiate the contract. We should not waste the opportunity for these reasons:

1. While stashing is becoming less of a problem in the industry, a growing number of respected companies are being fined for "trees not accounted for". The Ministry's formula is not accurate in highly variable terrain.
2. The 85% no-payment cut off is arbitrary and unfair. It is probably illegal anyway. Dirk Brinkman suggested an alternative in the last issue of the WSCA Newsletter. Others have objected to Dirk's proposal because it could easily result in even higher penalties.
3. The plot system is completely open to subjective interpretation on quality matters.
4. The Ministry's fetish with spacing (the density clause, the elimination of the bonus tree, etc.) is unrealistic, and has little to do with the growth of a successful forest.
5. There should be more co-operation and co-ordination between the two contract signers built into the contract.
6. Other abusive clauses (and there are many) should be eliminated

I am confident that if a less abusive and more co-operative approach is embodied into a contract, the result will be a better forest. Our work will also become less stressful with less risk. I imagine that this might result in somewhat lower prices.

The committee that the WSCA establishes should be given adequate resources to get the job done (including travel and legal expenses). It should be composed of four members: one from each of the Forest Regions of the province. This will enable successful communication between the Regional contracting communities and the Ministry during the negotiations. The four representatives would report back regularly to the WSCA regional chapters for advice, and when necessary, to ratify the new contract. Such a major undertaking will no doubt take time, but it should be complete by the Fall 1987 viewing season.

Stewardship Contracting

Dirk Brinkman

The following is a summary of a presentation made to Deputy Minister Bob Flitton on the benefits of Stewardship. The text has been included in a letter both to Flitton and to Forests and Lands Minister Jack Kempf.

Leadership

B.C. has excellent administrators, foresters, contractors and planters. They are lost in a paper forest, so they can seldom all co-operate efficiently to produce excellent silviculture.

Like a fresh breeze, you can blow all these forms off our desks and get us back into the bush.

We need committed leadership with bold clear goals.

Goals

1. 100% reforestation

Plant all denuded lands that do not regenerate naturally (that is: 70% of 200,000 hectares per year— ie. 200,000,000 trees per year plus 20,000,000 for replants).

2. Eliminate good to medium NSR by 2000

Presently there is 750,000 hectares of good to medium NSR. Challenge the federal government to match the Export Tax with a FRDA agreement to plant 75,000 hectares per year from 1990 to 1999 (ie. 75,000,000 trees per year plus 7,500,000 for replants).

3. Grow 10% more than current harvest

World demand for our wood fiber will grow. Practice intensive silviculture on good and medium sites so that our forests grow fiber 10% faster than it is being harvested.

These goals can best be reached with stewardship contracting.

Current Contract Silviculture

Lack of Accountability

The process of renewing our forests has been subdivided into so many independent stages. When a plantation doesn't survive everyone can blame someone else. No one is accountable for the final product—a free growing plantation.

No Performance Incentive

Until recently there weren't even any performance surveys to see how plantations are growing.

Previous governments have only asked MOFL to quantify the effort (the number of trees planted that we hope will grow) and ignore the results (the performance of these plantations).

No Cost/Benefit Measurement

Enormous improvements have been made over the past ten years in the quality of the stock, the planting quality, the stock handling and the extent of brushing and weeding, seedling protection, fertilization etc.. The end product value of these improvements has never been measured. Many cost benefit studies have been done for individual treatments. These have all ignored social and other public benefits. A study to clearly identify the benefits of the current silviculture program will give you a foundation from which to improve and direct it.

Results

Up to 1982, 70% of the 1.1 billion seedlings planted in B.C. survived. As much as 50% of the surviving trees are not healthy and vigorous. Thus, as few as one out of every three trees planted become healthy and vigorous.

Cost

In 1983 the Ministry calculated that the average cost of all the phases of reforestation was .83¢ per seedling. In 1987, the cost will be well over \$1.00 per seedling planted or up to \$3.00 per healthy, vigorous, free growing seedling. This \$3.00 figure is the present true cost of the end product.

Beyond the cost of seedlings and effort wasted, there are the economic, social and environmental costs of fallow forest lands and a lower allowable cut.

Continued next page.....

Stewardship Continued from last page...

Stewardship Benefits

This is an opportunity: give the silviculture industry and professional foresters an incentive to produce better results.

Increased Accountability

Stewardship contracts would integrate all these phases into one contractual responsibility. In stewardship contracts you would pay only for results.

Lower Costs

Multi-phase combinations offer volume discounts. Multi-year contracts offer gross-revenue security to the contractor and make long term planning feasible.

Long term year round multi-phase contracts offer continuous employment. End-results clauses place the cost of failures on the contractor. Interim payments as each stage is completed protect the worker.

After an initial price increase, the U.S. end-results contracts are now being tendered at lower prices than for the equivalent independent contracts. These contracts produce 10 to 15% higher survival and even greater improvements in growth.

Reduced Administration

Reducing government involvement to end-result audits will reduce the overall administration requirement. Integrating the management of the phases under one contractor will reduce the number of people who have to coordinate activities.

This provides an opportunity to expand the reforestation program without increasing MOFL staffing.

Encourage Innovation

The Canadian Forest Service is generally regarded as the agency responsible for research in the forests. Presently available research data is poorly developed and not implemented in the field. End-results contracts will encourage the initiative necessary to turn research results into field practice.

Open Books

The total cost of delivering the end-product to the public will be declared in the contract price. All silviculture monies will be going directly to the contractor. This provides clear budget projections plus publicly accountable reforestation costs. This is important to our suspicious American cousin.

Action Plan

In order to implement multi-phase end results contracts we must:

Gather Performance Data

How are the 1,700,000,000 trees planted to date doing?

What is the current growth rates and cost per healthy vigorous free growing tree in the various Regions? Districts? Licencee? site type?

Negotiate a Stewardship Contract For B.C.

As with the per tree planting contract and the per hectare contract, U.S. models can form a basis for negotiating a B.C. end-results contract between the MOFL and WSCA.

Improve Bank Confidence

The confidence of the banking community has never been good for industries dependent on government policy. A cabinet commitment protecting reforestation funds from future pilfering would encourage the banks. Also, negotiate a ten year federal-provincial agreement that matches the export tax to reforest all crown lands.

Upgrade the Present Silviculture Industry

Most of the silviculture contracting community are street wise enough to hire the right expertise, and have enough practical training to handle more risk management factors—given the opportunity.

Lets Go

Northwest U.S. Forest Districts are all shifting some of their silviculture to stewardship contracts. Begin with a few trials and then increase the percentage of stewardship contracts as soon as possible.

It will not take long to snap foresters and contractors out of their bureaucracy conditioned cynicism and wake them up to the new circumstance where the only mistakes they have to live with are their own.

Letters In

re: Meeting on Silviculture Contracts, Dec 13 /86

I wish to thank you for a very positive meeting on silviculture contracting issues. My Silviculture Branch has drawn up an action plan for implementing the issues that were identified.

I would also like to once more emphasize that the District Manager is responsible for making decisions on silviculture contracts and that the regional manager will be the last point of appeal over any contract problems. If all parties follow this principal, we shall then have decisions made at the operational level where they should be made. As I mentioned at the meeting, I intend to refer contractors back to the WSCA if they continue to appeal to us.

Again, many thanks for a positive meeting.

Sincerely

R. Flitton

Deputy Minister of Forests and Lands

I would like to congratulate you on the Fall Newsletter of the WSCA which is very well laid out and produced and provides some positive aspects to the reforestation program in B.C.

However, one article in particular, is a little misleading and that is the suggestion that withholding payment for planting quality less than eight-five (85%) percent is somehow illegal. This is certainly not the position taken by our legal council. Indeed it is perfectly clear that standards can be set in a contract and a contractor must maintain the required standards for payment to be made. While this has not been challenged in a higher court, a small claims court ruling in 1984 upheld the 85% cut-off as a basis for non-payment and, furthermore, pointed out that the contractor was perfectly aware of this requirement before entering into the contract. It is the Ministry's position that 85% represents the minimum standard by which the work is considered of acceptable value to the province. An analogy might be that, if a tire has four holes in it and three are repaired satisfactorily, the tire is still flat. No value has been received and no payment is made to the repairman!

However, the Newsletter, on the whole, does an excellent job of emphasizing the important changes currently being promoted to improve the silviculture industry in British Columbia.

Yours truly,

C. M. Johnson

Director Silviculture Branch, MOFL

WORKER OWNED AND CONTROLLED



1239 Odium Drive
Vancouver, B.C.
251-1585

In BC/Alta: Call 800-663-1838 Toll Free

We carry a full line of bulk and packaged natural foods, including cheeses, for tree-planting groups, food co-ops and others throughout western Canada.

Ask for our current price list!

Camp and Cooks for Hire:

We will have a trailer-kitchen available for 1987 that will conform to Ministry regulations. We will also supply a double-head shower, an eating tent and an experienced cook and helper (with IFA ticket). Our menu (meat and/or vegetarian) and references available at:

Sol Enterprises

E. Lloyd

Box 20,

SS1 Granisle, BC V0J 1W0

Radio Telephone:

H42 3346 Houston YR Channel

Letters Out

Jan 27th, 1987

The Right Honorable Bill Vander Zalm

I am inviting you, on behalf of the reforestation contractors of B.C., to speak at our convention in the Vancouver Biltmore Hotel, on the evening of Feb. 19th.

The silviculture industry applauds your commitment of the 15% export tax to reforestation.

You are the chief steward of our natural resources. In 1987 the WSCA convention theme is *Stewardship*. You have already made strides towards stewardship (in our industry that is defined as "accountability for results") with your reorganization of lands and forests.

We are proposing "end-results" or stewardship contracts: the contractor will be accountable for the quality of the final plantation.

Complete stewardship of the forests has not been practiced by any province since confederation.

I invite you to lead Canada with three initiatives:

- 1) **Commit provincial funds to "Steady State" reforestation, annually reforesting all land taken out of production by logging, fire, and pests.**
- 2) **Challenge the Federal government to upgrade the FRDA agreement and match the Province to eliminate the unstocked back-log by the year 2000.**
- 3) **Commit to intensive silviculture on the better growing sites to accelerate the provinces forest growth so that it exceeds the annual harvest.**

I would be pleased to meet with you and Jack Kempf regarding provincial stewardship of the forests.

It will be an honor to have you speak at our Convention.

Dirk Brinkman
President WSCA

Jan 2, 1987

TELEX to:

Pat Carney

Minister of International Trade & Commerce

re: Letter from Balridge/Yeuter to Stanley Dennison

Please be advised that the Silviculture Industry is concerned that conditions in the softwood lumber settlement may have a deleterious effect on Canadian reforestation programs. I request that an official from your department contact me immediately and that the Silviculture Industry be included in further discussions of these issues.

Dirk Brinkman
President, WSCA
Director, OSCA

Forestworld 1987 Open House

Join us for refreshments at

Forestworld

304 East 1st Ave., Vancouver, B.C.

Saturday, February 20th, 1987

7PM to 10 PM.

See our new products and improved designs for 1987 including our all-new **Fabricamp™** portable shelters.