

Commentary-Dave Pasolli-Western Wood Truss Association of Alberta

**The Business of AI: Q&A With Cam Linke**

CEO Alberta Machine Intelligence Institute (Amii)

At our upcoming meeting on April 11 in Edmonton we will be having a presentation from Jay Summach from Amii.

Following is an interview with machine learning researcher, venture capitalist and Amii CEO, Cam Linke, to get his take on AI adoption in industry and his advice for executives in a rapidly changing AI landscape.



We know that AI is impacting virtually every industry.

Forward-thinking business leaders know that they need to get into the game or risk being left behind. But the vast majority of them don't know where to begin.

**Q: How would you describe the pace of change we are currently experiencing in the AI space and its impact on industry leaders?**

There's so much change right now. You reverse 15 months ago when ChatGPT suddenly popped on the scene and the amount of change that has happened in generative AI since then completely outpaces the growth of AI in the past.

This acceleration of new technologies and new model studies around AI have definitely made the job of executives more challenging, but I hope it's really interesting at the same time. There's new tools and new opportunities to be able to do something exciting every day. That's awesome. That's fun.

**Q: How are Canadian companies stacking up when it comes to AI advancement and adoption?**

Right now, if you look at AI adoption across North America, in the US about 14% of companies are actively using AI. In Canada, we are at 4%. Unfortunately, we are often laggards when it comes to the adoption of new technologies.

**Q: What does that mean for Canadian companies?**

The challenge right now is that when you're going through such a pace of change around technology that we're going through in AI, you end up in a position where the companies that invest early gain an almost insurmountable lead. Even when it's just little steps early on, those compound really quickly. We call this a K-shaped gap that ends up happening with companies that invest in AI versus companies that don't.

The companies that invest get those productivity gains, they get access to more data, they get access to more customers. Companies who don't make that investment fall behind quickly, to a point that it can seem impossible to catch up.

It's something we really need to think about in Canada - being the place that invests in AI and making sure that our companies are investing really heavily in that area so that we can close that gap as quickly as possible.

**Q: In your experience, what's holding them back from taking that leap?**

The thing we hear from business leaders all the time that's preventing them from investing is really that knowledge and fear gap of "I know this is going to affect my industry, I know this is something that we should be leveraging as an organization. But I don't know where to start."

Investing in AI is different from investing in engineering or IT. Many companies just don't have a framework for how to get going or how to make sure they're not just spending a whole bunch of money in a direction they don't understand.

**Q: So what's the answer? How do you bridge that gap?**

It's understandable why business leaders would struggle with this. There's something new every day on the front of the paper - and it's either doom and gloom or utopia. It's a lot.

At Amii, our goal is to leverage our decades-long expertise in AI research, of pushing the forefront of AI, as well as the years of work that we have in helping companies implement it to drive business value. We want to enable as many business leaders as possible to bring AI into their organizations and make it work for them.

**Q: What's the first step for business leaders who want to explore AI but don't know where to start?**

The biggest thing we've found is that many executives just need a base of AI literacy to be able to take the leap and make that investment. Understanding why, and demystifying the terms so that they have a basis of understanding to start making decisions.

At Amii we've done a lot of training, a lot of base-level AI literacy, to help people broadly get going. Recently, we've developed the Executive AI Summit - led by me and designed specifically for executives and corporate board members to help them navigate decisions around AI adoption. Tapping into the unique expertise we have here at Amii can really give executives a leg up and an opportunity to build momentum.

It's not scary once you actually start to dig in, and you can see very quickly the ingredients you need in order to drive value in your business. But that base AI literacy is really the most important part to help your teams get going.

**Q: What would you say to executives and corporate board members who are still hesitating when it comes to exploring opportunities in AI?**

It's probably the most exciting time in AI, because the number of tools and the real business value that's being driven by AI is greater than it's ever been before. Lots of change brings lots of opportunity, and we're at the point where that opportunity and that business value are both growing incredibly quickly. So really, there's no better time for leaders to be investing in AI.

Interested in the Executive AI Summit? [Click Here](#) for more information! The next summit is May 21-24 in Edmonton.



Your first step in learning more about implementing AI is to attend the WWTAA Annual General Meeting April 11 where Jay Summach will give a non-technical overview of the methods of machine learning (ML). He will discuss how businesses go about identifying and developing use cases for AI/ML, different approaches that ML can take, and the importance of data. Jay will also share his insight into ways that ML is being applied in the construction sector.

If you have an idea for a commentary or would like to submit your own commentary for a future newsletter please let me know at [dave@wwta.ab.ca](mailto:dave@wwta.ab.ca)

**Economic Update**

In Alberta, urban housing starts totaled 3679 in February 2024, a year-over-year increase of 65.5%. Canadian housing starts increased by 10.57% over the same period. Edmonton had a strong month with a 88.52% increase compared to February 2023, and Calgary was up by 35.22%. Housing starts in Alberta were up from 2910 the previous month of January 2024.

Housing Starts Alberta						
	Feb-24	Feb-23	% Change	YTD 2024	YTD 2023	% Change
Alberta	3679	2223	65.50%	6589	4191	57.22%
Edmonton	1642	871	88.52%	2325	1439	61.57%
Calgary	1674	1238	35.22%	3625	2533	43.11%
Red Deer	167	10	1570.00%	178	29	513.79%
Grande Prairie	13	8	62.50%	25	11	127.27%
Lethbridge	24	11	118.18%	127	24	429.17%
Wood Buffalo	0	0	#DIV/0!	0	5	-100.00%
Whitehorse*	N/A	N/A	#VALUE!	N/A	N/A	#VALUE!
Canada	17495	15822	10.57%	32373	29042	11.47%

\*Whitehorse Starts are for the quarter, statistics are not available monthly.

**Housing Starts by Dwelling Type (Centres 10K+)**

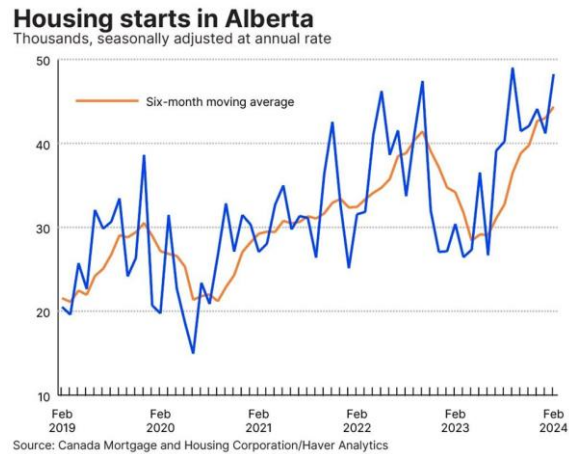
	FEB-24	FEB-23	YTD-24	YTD-23
Single	981	794	1,790	1,333
Semi-detached	295	184	508	325
Row	508	416	894	730
Apartment	1,895	829	3,397	1,803
Total	3,679	2,223	6,589	4,191

**Hot streak: Alberta housing starts strong again in February  
ATB**

The number of housing starts in Alberta was over 40,000 (seasonally adjusted at an annual rate) for the seventh month in a row in February. Compared to January, starts were up by 17% in February to reach 48,241. The increase was led by multi-family units and new builds in Edmonton.



Smoothing out the month-to-month volatility, the six-month moving average has been trending up since July (see the chart below). It has also been consistently higher than the national growth rate over the same period.



These are clear signs that builders see strong demand for new homes as Alberta's population continues to grow and the housing market plays catch-up in terms of supply.

Our new forecast for the Alberta economy pegs annual housing starts in the province at 41,000 this year for an annual increase of 14% over 2023.

Even with the rise in housing starts, it will be a challenge to keep up with the recent and ongoing population growth in the province. As a result, we anticipate that the average price of both new homes and homes on the resale market will continue to increase in 2024.

### **Weathering the storm: Alberta's economy in 2024** **Mark Parsons- ATB Economics**

Despite facing inflation and interest rate headwinds, Alberta's economy continues to forge ahead and remain a growth leader in Canada. This resiliency is the result of a surge in population, energy sector activity, and growth in emerging sectors.

Released March 20, our latest quarterly Alberta Economic Outlook sees Alberta's GDP growth once again outpacing the national average.

[Alberta Economic Outlook | ATB Financial](#)

Alberta's real GDP is projected to grow by 2.3% this year, a slight moderation from 2.5% last year but more than double the growth rate expected for the country as a whole.

Not in the clear - The inflation threat has mostly receded, with interest rate cuts by the Bank of Canada expected around mid-year, but higher borrowing costs are intensifying financial strains, leading to increased insolvencies and tempering both consumer spending and business investment.

Tailwinds - In 2024, significant improvements in oil exports are expected as the Trans Mountain Expansion comes online. Housing construction, gaining momentum from late 2023, will surge further this year due to soaring demand fueled by strong population growth. Moreover, growth is expected in a number of sectors including hydrogen, biofuels, petrochemicals, carbon capture and storage, high-tech, aviation, and tourism.

Foggy conditions - Amidst heightened uncertainty, events like the wars in Ukraine and the Middle East, China's unsteady economy, and upcoming elections in the U.S. and other countries contribute to an unpredictable global landscape.

It's been a long road, but Alberta's economy is now in expansion mode. The province finally recovered lost output from the 2015-16 and 2020 recessions in 2022. On a per capita basis, however, real GDP is not expected to recover over the forecast period.

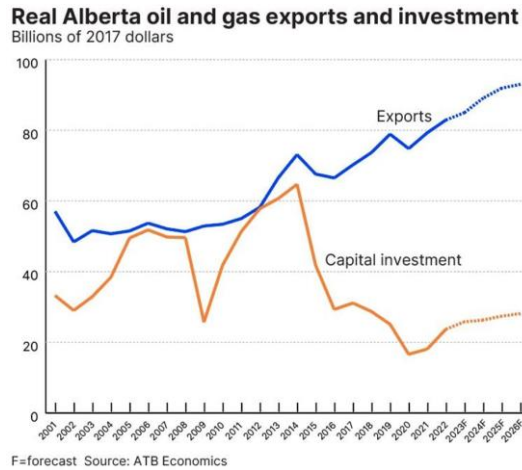
### **Oil back above \$80, OPEC+ market share sinks**

With oil prices, you blink, and you'll miss it. Suddenly, the price of West Texas Intermediate (WTI) is north of \$80/bbl, closing at \$81.26 on Thursday (though nudging a little lower this morning). That latest jump comes after the International Energy Agency (IEA) revised up its oil demand growth forecast, now predicting a small supply deficit for the year, and U.S. crude stockpiles surprisingly dropped.

WTI is still trading below levels prior to the Hamas attacks on October 7. The muted response reflects ongoing demand concerns (especially in China), supply growth outside OPEC, and the limited impact (to date) of the war on crude flows.

OPEC and its allies (i.e. OPEC+) are playing a role too. They have extended their voluntary production cuts (2.2 million b/d) until through the first half of 2024. This means a falling share of the global market. In fact, OPEC+ will have its lowest market share ever by June at about 34%, according to Rystad.

What ATB sees unfolding is a growth cycle that is somewhat different than in the past. This time around, it's an oil production and export story rather than a major run up in oil and gas capital spending. It's also an expansion across a broader range of sectors. It doesn't add up to a classic Alberta boom, but it does mean Alberta's economy is in much stronger growth mode than the rest of the country.



## US MONTHLY NEW RESIDENTIAL CONSTRUCTION, FEBRUARY 2024

March 19, 2024 - The U.S. Census Bureau and the U.S. Department of Housing and Urban Development jointly announced the following new residential construction statistics for February 2024:

Privately-owned housing starts in February were at a seasonally adjusted annual rate of 1,521,000. This is 10.7 percent ( $\pm 14.2$  percent)\* above the revised January estimate of 1,374,000 and is 5.9 percent ( $\pm 10.0$  percent)\* above the February 2023 rate of 1,436,000. Single-family housing starts in February were at a rate of 1,129,000; this is 11.6 percent ( $\pm 14.8$  percent)\* above the revised January figure of 1,012,000. The February rate for units in buildings with five units or more was 377,000.

## Lumber



Lumber advanced past \$600 per thousand feet benchmark, close to the 5-month highs, buoyed by improved demand outlook. The US housing starts, which serve as a measure for demand, soared 10.7% month-over-month to an annualized rate of 1.521 million in February 2024, reversing the 12.3% fall in January and beating forecasts of 1.425 million. Additionally, the sentiment was lifted by solidified bets of monetary easing after Fed members have maintained their projection for three interest rate cuts in 2024. Lower borrowing costs would decrease the mortgage rates and, therefore, revive the need for lumber as the key building material.

### **Interfor reduces B.C. lumber production**

Interfor has announced that it will temporarily reduce lumber production at its British Columbia operations by approximately 30 million board feet in the first quarter of 2024.

In a statement, the company said these curtailments are due to a combination of weak market conditions, low log inventory levels and unseasonably warm weather that continues to negatively impact log deliveries across many areas of B.C.

Interfor said it will continue to monitor market conditions across all of its operations and adjust its production plans accordingly.

## **Quality Control**

### **Lumber Grade is Important**

When designing and building wood trusses ensuring that you have the specified grade is obviously very important. The software that you are using is most likely going to pick the most economical grade for each particular member of the truss.

So, when you receive a lift of the lumber of the grade specified you would naturally assume all of that lumber is of that grade or greater right?

Remember when we commonly said lumber was #2 BTR, well the better is long gone, if you have not noticed, now it is just #2. Mills may have their own





designation for premium, select, special, etc. but it is all #2, and these designations are not standardized.

Now it is more common to find lesser grades of lumber in that lift, so you have to pay close attention.

I was recently at a truss plant where they were building some 70' trusses that had a specified 2X8 MSR bottom chord. After building the first several trusses someone noticed that some of the bottom chords were only #2. Upon investigation they discovered that the lift of lumber that was supposed to be 2250 MSR had 52 pieces that were graded #2 (that is a big downgrade). They also received a lift that was labelled 1950 MSR that had a considerable number of #2 pieces in it.



Section 400 of NLGA deals with Reinspection, you can view it online.

[NLGA-GR-2022-version- Website-Pages-1-238.pdf](#)

Paragraph 410 of NLGA Settlement Provisions states:

#### 410.1 Grade

The contractual obligation of the seller shall be deemed to have been fulfilled when each item in the shipment upon reinspection is found to be **95%** or more of the invoiced grade or better.

When, upon reinspection, the degrades are found to be more than **5%** below grade, or when the **degrades are found to be more than one grade lower than the grade invoiced**, the degrades shall be the property of the seller, while that portion of the shipment which is on, or above grade shall be accepted by the buyer as invoiced. Such degrades, if accepted by the buyer, shall be paid at the appropriate grade price.

So, the mill can get away with putting a lower grade in that lift, up to 5%. In a lift of 2X6 with 189 pieces that could be 9 pieces below grade.

The NLGA rule above also states that you may only get credit for the difference in price for the pieces that are below grade if I am reading it correctly. Not a lot of compensation if you have a bunch of long span trusses with the wrong grade and there is a problem.

It is not up to the mill that put the wrong grade in the package to ensure that you build the trusses with the correct grade of lumber. It is your Q.C. responsibility.

That is why it is important to have Q.C. responsibilities for ensuring that the correct lumber is used, either in the lumber picking process, the sawing process, or finally at the assembly process. Obviously, dealing with this earlier in the process is the most cost effective. By the time it gets to the assembly station you have to start looking at re-cutting. If it gets to the internal inspection process and you find a mistake you will most likely have to look at repairing or rebuilding trusses.

This is further complicated that if you leave it further in the process the lumber stamp may have been cut off.

Some plants are now starting to utilize automated lumber retrieval systems like the Ranger RS (formerly Woodrunner®) systems. This can be very efficient, but it does eliminate the eyes of a lumber picker that may notice the wrong grade, along with any other defects that may not be acceptable to the plant.

If you incorporate a system like this that is basically picking every piece of lumber in the lift you may want to consider how you implement a system to ensure that the lumber is acceptable and of the correct grade.



*Automated Lumber Retrieval*

Like anything that has to do with quality control you have to figure out how to deal with this issue and document how you do it. Remember if it is not documented, in the eyes of an outsider it does not happen.

## Health and Safety Toolbox

### **2024 OHS Code Review**

The public engagement for proposed changes to the OHS Code is extended to April 2, 2024. Engagement is focused on the following parts:

- **Part 27 - Violence and harassment**
- Part 33 - Explosives
- Part 37 - Oil and gas wells

We encourage all Albertans to provide input on proposed changes by completing the online survey.



## **Ergonomics in the Workplace: Vibration**

Vibration can be a workplace hazard that may be overlooked.

Many types of workplace equipment, tools, and vehicles can vibrate when in use. When the energy causing a vibration is transferred to a worker's body through physical contact, the vibration can become a workplace hazard because of its potential health effects.

Vibration can negatively affect worker health in different ways, depending on the type of vibration the worker experiences (see the Types of vibration section in this bulletin). These effects can be temporary or permanent. Additionally, health effects associated with vibration can become more pronounced as a result of:

- Intense vibration.
- Prolonged exposure.
- Colder temperatures.
- Awkward body posture.

The first health effect workers typically notice as a result of vibration exposure is pain, which can potentially indicate the onset of a musculoskeletal injury (MSI). Alberta's Occupational Health and Safety Code (OHS Code) defines an MSI as an injury to "the muscles, tendons, ligaments, joints, nerves, blood vessels or related soft tissues that are caused or aggravated by work, including overexertion injuries and overuse injuries."

### **Types of vibration**

In the context of a workplace, there are two main types of vibration: "hand-arm vibration" and "whole-body vibration."

#### **Hand-arm vibration**

Vibration induced health conditions progress slowly. In the beginning it usually starts as a pain. As the vibration exposure continues, the pain may develop into an injury or disease. Pain is the first health condition that is noticed and should be addressed in order to stop the injury.

Vibration-induced white finger (VWF) is the most common condition among the operators of hand-held vibrating tools. The symptoms of VWF are aggravated when the hands are exposed to cold.

Vibration can cause changes in tendons, muscles, bones and joints, and can affect the nervous system. Collectively, these effects are known as Hand-Arm Vibration Syndrome (HAVS). Workers affected by HAVS commonly report:

- attacks of whitening (blanching) of one or more fingers when exposed to cold
- tingling and loss of sensation in the fingers
- loss of light touch
- pain and cold sensations between periodic white finger attacks
- loss of grip strength
- bone cysts in fingers and wrists

The development of HAVS is gradual and increases in severity over time. It may take a few months to several years for the symptoms of HAVS to become clinically noticeable.

### **Whole-body vibration**

Whole-body vibration can cause fatigue, stomach problems, headache, loss of balance and "shakiness" shortly after or during exposure. The symptoms are similar to those that many people experience after a long car or boat trip. After daily exposure over a number of years, whole-body vibration can affect the entire body and result in a number of health disorders. Studies of bus and truck drivers found that occupational exposure to whole-body vibration could have contributed to a number of circulatory, bowel, respiratory, muscular and back disorders. The combined effects of body posture, postural fatigue, dietary habits and whole-body vibration are the possible causes for these disorders.

Many studies have reported decreased performance in workers exposed to whole-body vibration.

### **OHS Requirements**

Hazard assessment and control

Part 2 of the OHS Code requires employers to identify existing and potential hazards (including hazards associated with vibration exposure), and to take steps to eliminate or control those hazards.

Vibration exposure hazards can be identified in a variety of ways. Some examples include:

- **Equipment selection:** When purchasing tools or equipment, employers can consider whether it would create a vibration hazard, and use that information to select safer options (such as tools or equipment that minimize vibration and/or have vibration dampening features)
- **Worker feedback:** Workers can provide feedback about how tools or equipment function when being used. They can also provide feedback about how they feel (signs and symptoms) during and after using vibrating equipment.



- Work site inspections: A work site inspection must include observations of equipment and the work environment to see if vibration could be present. Manufacturer specifications for the equipment may provide additional information regarding potential vibration hazards.
- Taking measurements: Vibration in tools or equipment at the work site can be measured using accelerometers. The findings may be able to be used to quantify risk and identify suitable controls. (The person doing the measurements and analyses must have the qualifications, training, and experience to carry out this specialized and technically complex work. Employers may want to consult a qualified professional such as an ergonomics or occupational hygiene consultant.

### **Eliminating and controlling vibration hazards**

Once workplace hazards have been identified, they must be eliminated or controlled. Since the methods to do so can differ depending on the work site and the nature of the work, employers will need to find methods that are suitable for their specific work and work site.

For example, in terms of vibration hazards, employers could explore whether there are any industry best practices pertaining to reducing tool or equipment vibration. If so, employers may be able to implement these in their work procedures and work sites.

Also, some ergonomics principles may be applicable to eliminate or control vibration hazards. Examples of such principles include:

- Designing and selecting equipment that reduces vibration.
- Adjusting seating to encourage healthy neutral sitting postures.
- Rotating jobs to reduce vibration exposure.

[8 Best Anti-Vibration Gloves Reviewed and Rated in 2024 \(edcmag.com\)](https://www.edcmag.com/8-best-anti-vibration-gloves-reviewed-and-rated-in-2024/)

### **Chainsaw example**

Early signs and symptoms

- Intermittent (comes and goes) tingling (needles and pins sensation) of one or more fingers.
- Blanching (white-color) of fingertips.
- Pain in fingers that subsides in a short time.

Later signs and symptoms

- Loss of sense of touch or numbness.

- Blanching of entire fingers.
- Loss of grip strength in hand and fingers.
- Severe pain in fingers.
- Carpal tunnel syndrome or pressure on nerves in a wrist.
- Pain and loss of strength in arms.
- Loss of finger dexterity or coordination.

#### Possible solutions and controls

- Choose chain saws with the lowest vibration level suitable for the job.
- Allow adequate rest periods.
- Rotate jobs.
- Wear warm gloves when in cold temperatures, or anti-vibration gloves.
- Perform routine chain saw maintenance.
- Instruct workers not to grip saws too tightly.
- Remind workers that smoking decreases blood flow to fingers.
- Advise workers to exercise hands and fingers frequently to increase blood flow.
- Educate workers and supervisors about vibration hazards and encourage them to report signs and symptoms of HAVS.

[Ergonomics in the workplace - Vibration \(alberta.ca\)](https://www.alberta.ca/ergonomics-in-the-workplace-vibration.aspx)

The Alberta Government has a new format OHS eNews you can subscribe to with all kinds of good material at: <https://ohs-pubstore.labour.alberta.ca/>

## News and Events

### WWTA Alberta Annual General Meeting

It is getting close to April 11 when we will be meeting at the River Cree Resort and Casino.

The hotel guest room block was only open to March 8, but there may still be rooms available depending on the hotel capacity.

I do need to know who is attending, so please get your registration into me by **March 29<sup>th</sup>**.

## Agenda

Thursday April 11, 2024

9:30	Registration	
10:00-12:00	Workshop-Ensuring that your Quality Management System meets CSA S349:20	Dave Pasolli
12:00-1:00	Light Lunch	
1:00-1:30	BILD Alberta	Scott Fash Chief Executive Director
1:30-2:30	AI and Machine Learning	Jay Summach Alberta Machine Intelligence Institute
2:30-2:45	Break	
2:45-3:45	The Potential of Robotics in Manufacturing	Bruce Alton RoBIM Technologies Inc
3:45-4:00	Break	
4:00-4:30	WWTA Update	Dave Pasolli
4:30-5:00	WWTA AGM	Derek Foss
	<ul style="list-style-type: none"><li>• President Call the Meeting to Order</li><li>• Approve the Agenda</li><li>• Approve the Minutes from the 2024 AGM</li><li>• Review the 2023 Financial Statement</li><li>• Determine the Plate Levy for 2024</li><li>• Set the Associate Membership Fee for 2024</li><li>• Election of the Board of Directors</li><li>• Appoint the Chartered Accountant for 2024</li></ul>	
6:30	Cash Bar and Dinner	

In the morning beginning at 10:00 we will be doing a workshop-Ensuring that your Quality Management System meets the CSA S349:20.

In the afternoon the theme of the meeting will revolve around AI and Robotics with presentations from the Alberta Machine Intelligence Institute (AMII) and RoBim Technologies.

[Alberta Machine Intelligence Institute | AI for good and for all \(amii.ca\)](https://amii.ca)

[Robotics + Construction | RoBIM \(robimtech.com\)](https://robimtech.com)

### **How to Motivate Young Employees- Jeff Mowatt**

If you remember several years ago we had Jeff Mowatt present at our meeting and I know that several of you have kept contact with him to provide training for your companies over the years.

I keep on his list and saw this topic which might be of interest.

When managers bring me in to provide trusted advisor customer service training for their teams, one of the most common concerns I hear is that some young employees lack motivation. Check out this short video where I share three reasons why some young people may not seem to share your work ethic. More importantly, I'll also reveal a simple strategy to engage everyone – including younger team members.

[Motivating Young Employees: Essential Tips for Managers | Jeff Mowatt \(youtube.com\)](#)

### **Delivering Product from Alberta to British Columbia**

I have been told recently that British Columbia is taking closer look at products and services being sold in B.C. but coming from outside of B.C. See the attached link that was updated January 2024.

[PST 321, Businesses from Outside B.C. \(gov.bc.ca\)](#)

In the bulleting they even have an example of a hardware company that delivers into B.C.

Example 4 – Hardware Store that Delivers Goods into B.C. RAKS Building Supply (RAKS) is a hardware store located in Alberta close to the B.C. border. RAKS offers delivery services to their customers, including delivering goods into B.C. RAKS owns the vehicles it uses to deliver its goods. The vehicles are not prorate licensed as MJVs.

RAKS must pay PST on the vehicles and any other equipment it brings into B.C. to deliver goods to their customers. PST applies under the temporary use formula as described in Bulletin PST 307, Goods Brought Into B.C. for Temporary Use. Businesses from Outside B.C.

Additionally, RAKS delivers taxable goods to customers in B.C. and must register to collect and remit PST on these sales.

From [www.taxtips.ca](http://www.taxtips.ca):

Generally speaking, a vendor should register to collect the PST of another province if they have a business presence (e.g. office, salespeople) in that province. **If the vendor**

**does not have a business presence in a province to which they are shipping, it is usually the responsibility of the buyer of the goods to remit the provincial sales tax.** For more information on individual provinces, see below.

a. British Columbia Out-of-Province Vendors

The province of BC (re PST re-implemented effective April 1, 2013) indicates that out-of-province Canadian vendors should register to collect provincial sales tax for a province if they regularly do **all of** the following:

1. Sell taxable goods or software to customers in BC.
2. Accept purchase orders (including by telephone, mail, e-mail or internet) from customers located in BC.
3. Deliver taxable goods or software to a location in BC. Delivery into BC includes goods and software that are shipped physically or electronically, even if they are delivered through a third party, such as a courier.
4. Solicits sales in BC (through advertising or other means, including mail, e-mail, fax, newspaper or the internet) for orders to purchase taxable goods or software.

For more information, see the following on the BC web site:

Bulletin PST 001 Registering to Collect Provincial Sales Tax (pdf)

So, if you find yourself in this situation you and your customer must understand what the requirements are and who is responsible for the PST.

It is very possible that your competitors in B.C. are bringing this to the attention of the government if they feel that they are being put at a competitive disadvantage with contractors buying products from Alberta.

### **Virtual Meetings**

One day we will get back to meeting in a room I hope, but in the meantime if you have any topics you would like the WWTA to hold a virtual meeting on please let me know.

### **WWTA Online Training**

If you have not yet taken a look at the WWTA online training program I would encourage you to, as no doubt you will be hiring new workers in the near future and it is a good method to get them productive earlier and safer. If you want an overview of the program go to the WWTA website at: <http://www.wwta.ab.ca/truss-training-online.html>